

PRICE 15¢

The Billboard

MARCH

17-1923

SPRING SPECIAL



Ask for the "International" Bath Robe—"The Bath Robe with the Hanger!"—Ask for the "International" Bath Robe—"The Bath Robe with the Hanger!"

NOW READY! THE NEW 1923 LINE OF THE UNIQUE "INTERNATIONAL" BATH ROBE! FOR CARNIVALS, WHEELS, SALESBOARDS

TAKING THE PLACE OF
COMMONPLACE BLANKETS!

BATH ROBES WILL UNQUESTION-ABLY GET A BIGGER PLAY THAN ANY OTHER ITEM THIS SEASON.



"RAINBOW"

Our Banner Carnival Number. A new stunning flashy "International" Bath Robe that is bringing almost unbelievable results to our Fair and Carnival Trade. Made of Indian blanket cloth. Large flashy satin-silk collar and cuffs. Fancy girdle at waist. Glowing colors. Possesses more flash and splendor than any carnival robe ever turned out by us. Sizes, 36 to 46. Boxed individually with a clever enameled hanger (see center illustration). Sold at an extraordinary price.

\$3.25 Each



"THE BATH ROBE WITH THE HANGER!"

REG. U. S. PAT. OFF.

Each "International" Bath Robe Is Packed in an Attractive Display Box, Together With a Clever Enameled Hanger!

DON'T FAIL TO DISPLAY THE "INTERNATIONAL" BATH ROBE EXACTLY AS SHOWN IN CENTER ILLUSTRATION! ITS FLASH IS IRRESISTIBLE!

FOR FAIRS, WHEELS AND SALESBOARDS!
OTHER SURE-FIRE "INTERNATIONAL" BATH ROBES

LADY'S

- "WINNER"—Lady's Bath Robe. Made of Indian Blanket Cloth. Flashy colors. Fancy girdle at waist. Boxed individually with clever enameled hanger. Sizes, 36 to 46. **\$2.75 Each**
- "ELECTRIC"—Lady's Bath Robe. A sure-fire robe. Made of Indian Blanket Cloth. Collars, cuffs and pockets trimmed with bright, precious ribbon. Fancy girdle at waist. Extremely showy. Flashy Indian colors. Boxed individually with a clever enameled hanger. Sizes, 36 to 46. **\$3.00 Each**
- "GEISHA"—Lady's Bath Robe. Made of Chinese Design Blanket Cloth. Collars, cuffs and pockets trimmed with silk ribbon. Collar fastened with hook and eye. Silk girdle at waist. A sparkling gem for wheels and salesboards. Boxed individually with clever enameled hanger. Sizes, 36 to 46. **\$4.00 Each**

MAN'S

- "ROCKET"—Man's Bath Robe. Made of Indian Blanket Cloth. Flashy colors. Buttoned neck. Girdle at waist. Boxed individually with clever enameled hanger. Sizes, 36 to 46. **\$3.00 Each**
- "FLASH"—Man's Bath Robe of Indian Blanket Cloth. Shawl collar trimmed with silk cord. Three buttons. Fancy girdle at waist. Bright showy Indian colors. An amazing wheel and salesboard article. Boxed individually with a clever enameled hanger. Sizes, 36 to 46. **\$3.25 Each**
- "NAVAJO"—Men's Bath Robe. Made out of a whole Indian blanket. Border on bottom. Military collar with hook button. Satin yoke in back. Three pockets. Fancy girdle at waist. Boxed individually with enameled hanger. Sizes, 36 to 46. **\$4.35 Each**



"GEM"

Rich and Gorgeous Man's "International" Bath Robe. Made of heavy blanket cloth. Silk cord in collar. Three buttons. Shawl collar, cuffs and pockets made of REVERSED side of goods, making this robe a surefire at the fair. This pattern is our own design, developed EXCLUSIVELY by us and developed solely for the Carnival Trade. We want every wheel and carnival to try this gem! Sizes, 36 to 46. Boxed individually with a clever enameled hanger (see center illustration).

\$3.25 Each

TERMS—25% WITH ORDER, BALANCE C. O. D.

ABSOLUTELY NO ROBES SOLD AT RETAIL.

ATLANTIC BATH ROBE CO.,

Fair Distributors of the



127-129-131-133 West 26th Street,
NEW YORK CITY.

Ask for the "International" Bath Robe—"The Bath Robe with the Hanger!"—Ask for the "International" Bath Robe—"The Bath Robe with the Hanger!"

1923 NEW IMPROVED MODELS 1923

MACHINES THAT MADE THE PENNY FAMOUS

STEADY EARNINGS FROM A SMALL INVESTMENT



Model "F" Card Vender Improved slots—removable mechanism; lower compartment for card stock. Height, 72 inches.



Ideal Card Vender
Fitted with our new improved 1c slots. Vends any of our different series of cards. Thirteen inches high.



Radio
Vends Love Messages and Photographs. 19 in. high, 14 in. wide, 9 in. deep.



Oracle Fortune Teller
Improved model—17 inches high, 14 inches wide, 5 inches deep.



Lucky Photo Vender
Fitted with our new improved 5c slots. Vends cards with numbered stickers. A great trade booster; 13 in. high.



Model "G" Card Vender
Improved slots; removable mechanism and other new features. 30 inches high.

THOUSANDS OF THESE MONEY GETTERS USED BY ARCADES, PARKS, CARNIVALS, CAROUSELS AND OPERATORS ALL OVER THE COUNTRY.

ORDER UP A BATTERY AND GET YOUR SHARE OF THE PROFITS.

Are you providing your patrons with an easy way to spend their small change? These are the machines that are collecting millions of pennies and nickels yearly—earning back their cost over and over again. Exhibit coin operated machines show a bigger, steady profit on a nominal investment and small maintenance than any other proposition offered amusement managers and operators. Whether used singly or in batteries, these machines get the coin—hundreds of satisfied users testify to this fact. Improving conditions everywhere indicate that 1923 will be a banner year. While you are planning ways to draw in the dollars, don't overlook our self serving machines, which attract the pennies and nickels—"send them away clean but happy." We spend thousands of dollars annually to provide the trade with new money making machines and supplies. Write for our catalogue of coin operated amusement machines, postcards, fortune telling cards of all kinds, aluminum tape, etc.

STEREOSCOPIC VIEWS FOR DROP PICTURE MACHINES—During the season of 1923 we will release about 100 sets of wonderful art and comedy Stereoscopic views for all makes of drop picture machines—send for special list.
POST CARDS FOR EXHIBIT VENDERS—Ten new series of fine cards for 1923. Forty-three different series of cards carried in stock. Send for special list.

DUOSCOPE PICTURE MACHINE

IMPROVED MODEL

FOR OPERATORS, CARNIVAL MEN AND ARCADES



Price \$40.00
Height, 20 inches; depth, 14 inches; Width, 12 inches.
Shipping weight 35 lbs.

Smallest Drop Picture machine using our real photo views. Holds two sets of views—gets two coins from each player. Operates by thumb lever—no motor to wind or look after. Uses surrounding light. No electricity or wiring connections required. Can be changed from 5c play to 1c play, by removing one screw. Simple, positive mechanism fastened to cabinet door and very handy. Separate money box door equipped with high grade lock. Reel of pictures can be quickly changed from one machine to another. Display sign designed either to use in front or fitted to top of machine.

NEW IMPROVEMENTS ARE:—AUTOMATIC TIMER, so that only one player can see the pictures for each coin; HEAVIER WOOD CABINET, finished in natural oak; ALUMINUM HOOD, and all other exposed metal parts are of aluminum.

OPERATORS: When fitted with our wonderful art model or bathing girl pictures, the Duoscope will get a nickel play in hundreds of suitable locations, or when fitted with our comedy views for kiddies the Duoscope will get a penny play in school stores—everywhere you find the kids.

EVERY COIN IS PROFIT—no merchandise to buy or to worry about.
Extra genuine photo stereoscopic views cost \$3.00 per set of 15 pictures.
Suitable iron floor stand furnished in black enamel for \$3.50 extra.

We publish over 500 fine sets of genuine photo Duoscope views. Large descriptive circular of Duoscope and views mailed upon request.

The Best Legitimate Operators Machine on the Market Today.

Mr. Operator or Carnival Man—
By quick use of this coupon you can order and examine a sample Duoscope fitted complete with two sets of fine views, at the wholesale price of \$35.00.

Exhibit Supply Company,
509 So. Dearborn St.,
Chicago, Ill.
Gentlemen:

Please ship me by (Express), (Freight), a sample of your new improved Duoscope equipped with (art model) (comedy) views at your special wholesale price to operators and carnival men of \$35.00, f. o. b. Chicago. I am enclosing a \$5.00 deposit. The display sign and coin chute are to be set for (1c) (5c) play.

Signed _____

Shall we include an iron stand for \$3.50 extra? (Yes) (No).

EXHIBIT SUPPLY COMPANY

509 So. Dearborn St., Chicago, Illinois

Largest exclusive manufacturers in the world of coin operated amusement machines and supplies

HOW COME?

FLOSSMORE SWEETS

The Wonder Novelty Candy Package HAS WON GREAT FAVOR FROM THOSE WHO ARE PARTICULAR.

WE HAVE MANY REASONS

Quality, Service, Reputation, Dependability, Plus Values, THESE ARE THE STANDARDS OF THE UNION CONCESSION CO.



LET OUR GOODS SPEAK FOR THEMSELVES

Send us an order and you will appreciate why

FLOSSMORE SWEETS SELL AND SATISFY

They will get the money in any Vaudeville, Legitimate, Burlesque, Moving Picture House, Circus, Carnival, Medicine or Tent Show. They sell, because they are there with the Ballys that have the Wallop, the Pep and the Punch to put them across. They are different.

IT'S ALWAYS BANK ROLL TIME WITH FLOSSMORE SWEETS

30 Big, Beautiful, Valuable Ballys in each and every assortment of 250 packages.

WATCH FOR THE WATCH

The remaining articles are certain to please—No Junk—Real Merchandise of Value.

We invite comparison—Nothing like it on earth.

\$45.00 PER THOUSAND PACKAGES

F. O. B. CHICAGO.

Packed in Cartons of 250 Packages.

250 Pkgs.	500 Pkgs.	1,000 Pkgs.	2,500 Pkgs.	5,000 Pkgs.
\$11.25.	\$22.50.	\$45.00.	\$112.50.	\$225.00.

A Deposit of \$10.00 Required on All Orders of 1,000 Packages.

HERE IT IS:

BY POPULAR REQUEST—Mr. Concessionaire
WE PRESENT FOR YOUR FURTHER APPROVAL

LOVEY-DOVEY

A BIRD OF A PACKAGE

OUR NEW 25c SELLER

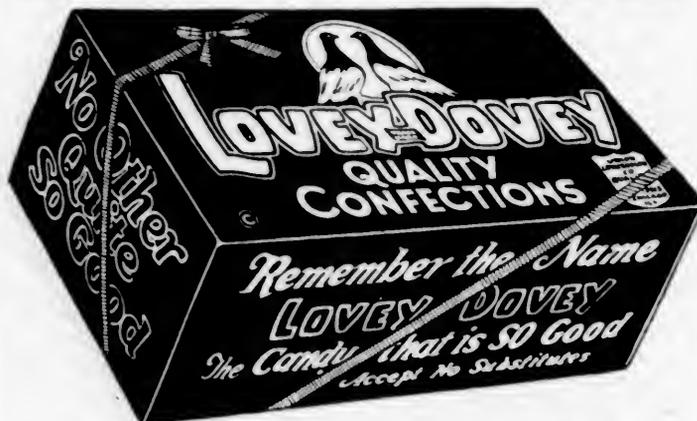
A pleasing, different confection coupled with the newest of new things that insure lightning popularity. There is nothing lacking to make

LOVEY-DOVEY A KNOCK OUT

We Underestimate Rather Than Exaggerate

When we say that

WE HAVE THE SEASON'S BEST BET



Lovey-Dovey has been painstakingly planned, and no detail overlooked.

IT'S GOT THE FLASH TO SATISFY YOU AND THE PUBLIC.

Real honest to goodness articles in each and every package.

YOU WILL WONDER HOW WE DO IT

LOVEY-DOVEY

THE PEPPY TWO-BIT PACKAGE

\$120.00 PER THOUSAND PACKAGES

F. O. B. CHICAGO.

Packed in Cartons of 100 Packages.

100 Pkgs.	500 Pkgs.	1,000 Pkgs.
\$12.00.	\$60.00.	\$120.00.

A Deposit of \$20.00 Required on All Orders of 1,000 Packages.

NOW IS THE TIME, THE SEASON IS IN FULL BLAST
STEP UP AND CASH IN ON OUR LIVE WIRE PROPOSITIONS
THERE IS NOTHING HIT OR MISS ABOUT OUR GOODS
THEY WIN—EVERYWHERE—EVERY PLACE—EVERY TIME

*Our Products Are Sold to You With the Absolute Guarantee That
You Will Be Satisfied or Your Money Cheerfully Refunded*

THE UNION CONCESSION COMPANY

456 South State Street

When in Town Come in and Look Us Over

CHICAGO, ILLINOIS

THE BLUEBIRDS ARE COMING

by HARRY L. DIXSON

SOON will the bluebird wing its way northward and the frog creep out of Nature's cold storage. These harbingers of spring always give notice that the advent of another tent season is near at hand. The arrival of that season, in this day and age, is impatiently awaited by a mighty throng whose last and only hope in the theatrical business is the tent show. And there is another and far mightier throng eager to welcome the coming of these tented thespians, for they bring about the only dramatic amusement they ever get. For whether it be the hand of Fate, a commercially controlled art, or some other cause, many a hamlet, town and city has been sitting high and dry these many winter moons with no amusement whatsoever aside from the picture show or something of their own devising.

Operation of Tent Shows

SOME time ago an article appeared in a theatrical journal regarding tent shows and it raised such a wild storm of protest that I may be in for a similar lambasting for venturing to offer a few opinions and suggestions on certain things relative to this end of the show business. Those who are familiar with the tent show know that it is the most individual enterprise that has ever appeared in the amusement field. Nearly every manager of a tent is running it, more or less, according to his own ideas. He has his particular territory and his own conception of management. He jogs along in his own way and cares not what the other fellow is doing.

That may be one reason why such violent protests are likely to come from every quarter if one says or writes anything regarding tent shows. Each individual imagines his toes are being stepped on. And because you are discussing tent shows as you have seen them and it happens they are not exactly like his, he immediately rises up in his wrath and declares: "It ain't no such thing". But there are a number of things that are common to all tent attractions. That is bound to be true owing to the very nature of the canvas theater and the patronage appealed to. Many things that apply to one will apply to them all, and it is unfortunate that it has not been possible for tent managers to have some kind of an organization, so that they could get together and exchange ideas and form some kind of united action to protect themselves from the many ills and petty grafts that are so rapidly increasing.

It is the inherent desire of humanity to want a share of any and all prosperity in sight. This desire is manifest not only in the bum who panhandles you on the street, but also in nearly every human being with whom you come in contact. There is this difference, however, in the manner of satisfying the desire: The bum asks you to share with him, but most of the other humans decide to get their share by other means which are more certain and effective. You may be held up at the point of a gun, or the encounter may be put over legally, if not strictly according to the law of equity. Let tent shows play a town a few times to good business and it's a pretty safe bet that the license, lot rent, lodging, and the like, will increase. Stand for this first increase and others are sure to follow. And it is not hard to see that the appearance of too much prosperity will hasten the increase or "gyp". You may be making money by the barrel, but it's wise to let the natives think you are only getting it by the kegful.

Local financiers never underestimate the business you are doing, and if you help the idea along. It is sure to swing back at you to your detriment. Get too prosperous looking for a town and you had better pass it up. You hear the expression many, many times, that the show is "taking too much money out of town", and that is a thing deeply resented by every small-towner. The money they spend locally does not all stay in town by a long shot, but that fact is lost sight of because the local trader owns property in the town and spends most of his income there. He is one of the clan, so to speak. The tent show leaves a goodly share of its income in the town also, but that fact is often entirely overlooked. Too many towns are governed by the idea of getting all they can from the stranger, either by fair means or foul. Other towns go a step further and refuse to patronize the stranger—the most effective procedure of all. Give the chautauquas credit for having devised the best scheme yet known to heat this local situation.

All this may be hard to understand by one who is not familiar with the small town and the prosperity argument may seem petty and unimportant, but several instances can be cited where

shows have lost money thru this very thing. I know one show in particular that got its final curtain just on this account. It was a losing proposition for some time and that was hard to understand. The outfit was neat and clean and the performances up to standard. No one complained that the show was not giving satisfaction. Yet business was poor and getting worse each season. Then we began to learn that the organization was permeated with the idea of "flash". It was noised around that the actors were getting enormous salaries, and they carried out this idea among the townspeople. Everything was done to enhance the idea that the show was rolling in wealth. These two things—the idea of prosperity and the "bet-

new idea, or the new working out of an old one, and it makes good. Then some one else improves and enlarges it. Another goes a step further, and so it goes on until there comes that limit when no money can be made. Then some other idea comes into vogue and it goes thru the same routine. We are wont to say that the show business runs in cycles, that the public taste changes every ten years, and so on. But it seems plausible that the purveyors of amusements bring about much of this change themselves by this constant over-stepping process. Commercial business does not have these continual fluctuations, and there is no reason why the show business should be such a flippity-flop proposition. At the present time, with the exception of a few individual cases, there is not much danger from this over-stepping process in the tent show field. Competition is not great as yet, except in a few spots, and it is usually the competition that fosters this evil.

Good Old Standard Drama

IT is a noteworthy fact that the most stable and best money getters in the theater are those plays that contain the simple, standard elements of appeal. They please any generation and anywhere they are produced. They do not depend on stars, types, productions, or any of the trappings that have been harnessed onto our helpless theater. Producers may run unheeded for a time in their insane competition to "give the public what it wants" by presenting everything from immorality to classic drama, yet sooner or later there is always that return to "the sane and safe" represented in the good old standard drama. It is this type of play that the tent manager likes to produce for his audience is a mixture of all classes and credits. Of course, in time it becomes a hard matter to get plays of this kind that have not been already presented in the territory, and the prediction is made by many that when it becomes necessary to repeat bills then the tents are doomed just as the birdemes were. That was not the only thing that sounded the death knell of birdemes, but no doubt it helped things along.

Many tent managers are today feeling this pinch in getting the right kind of bills, as the supply is running short. Some come forward with the argument that if play bureaus and authors would only lease many of the so-called successes at a fair royalty, it would relieve the situation and at the same time bring fair returns from a territory that is not covered by stock or house shows. It is also argued that this would do away with much of the play piracy now so rampant.

All this sounds very plausible, but there is grave question as to the practical effect of the idea. In the first place, many of the late releases are not of the type suitable for tent production, just as they are not suitable for stock, even if a great many stock managers do think differently and cannot resist "the lure of the bait" in the form of a released play that has just finished a Metropolitan run. It is certain that the smaller towns and cities do not care for "The Slipping Beauty" or a similar type of play. Neither do they want crook plays or those dealing with the various and easy domestic entanglements. In a few words, what is wanted is good, wholesome stuff with enough comedy to relieve the dramatic situations.

People in the small towns may be no better than those in the large cities, but their standards of life are more uniform and they have a different outlook. They do not like to see those things that are unbecoming either on the stage or among its people. The straight and narrow path is what they want. Scandal on the stage or in the actor's life is distasteful to them and they are quick to resent it. Even the larger centers of civilization must have a goodly number of people with some decency left, for the motion picture industry has learned to its sorrow that scandal is a costly thing. Present indications are that there will be no more Hollywoods in the future. The chautauquas are particular about the conduct of their people. "Remember, you are being watched" is the injunction impressed upon them, even if it is not always obeyed to the letter. We all bewail the tendency to gossip that prevails in the small town. Gossip is an insidious thing and can do any show untold harm. The only safe course is to see to it that there is no opening given for the wagging tongues.

The Play Pirate

AS for low royalty doing away with play piracy, that is a false impression. A play pirate is like any common thief in that he takes whatever he can get. Any manager who will pi-

(Continued on page 248)



Harry L. Dixson

Mr. Dixson broke into the business with the Andrievs Opera Co., played Shakespeare for several seasons, and has worked in various capacities in stock and repertoire, and with one-nighters and tents.

ter than thou" attitude of the show—spelled its ruin. Small towns are small towns, and the good old saying that "when you are in Rome, do as Romans do", is a pretty safe rule to follow.

Prospects Good for Coming Season

AND speaking of prosperity, the indications are that the coming season will be good for tent shows. It is generally conceded that business is getting back to normalcy, and it is safe to predict that the inhabitants of the smaller towns and cities are show hungry. This combination of a little easy money and the desire to be amused is a thing dear to every showman's heart, for it means good business. It's entirely up to you, Mr. Tent Manager, whether you are to profit by this condition or not. If you "handed 'em something" last season or intend to "hand 'em something" this summer, then don't be surprised if the shekels fail to roll in as anticipated. On the other hand, you may have the very best intentions in the world and your only endeavor is to give full value for every dollar received. Your enthusiasm in this respect may mean your loss. You have been playing a certain policy, using a certain line of bills, and engaging a certain class of actors. If such a system has been giving you good returns, be careful about changing your stride, for you may get entirely out of step and, once out of step, it is often a difficult thing to hit the stride again. It is true you may get a better show lined up, but it may not bring in enough extra business to pay for the effort and you may never be able to follow it in the coming seasons. Enlarging or branching out has ruined more than one apparently successful manager.

Every phase of the show business has been marked by this peculiarity. Some one hits upon a

UNITED WE BOOST — — DIVIDED WE BUST

A SMILE a minute is better than a mile a minute. State and county fairs used to be conducted in two languages—the English and profane. Today Christians are eligible to manage fairs if they have six cylinders, electric lights and a self-commencer.



A. P. Sandles
President Ohio Fair Circuit.

Fairs in good health. Smiles are fertilizers that grow better crops and fair boosters.

Grins Let You In Smile, and the world smiles with you— Knock, and you go it alone— For a cheerful grin will let you in Where the knocker isn't known.

When big business men get together they are sometimes called a trust. When two trains come together on the same track we call that a collision. When two babies come together we call that twins, when State and county fairs all think, act and pull together we will call that common sense and copper cents.

The Bundle of Sticks

"Co-operation" is the world's big word today. The old story of the father, seven sons and bundle of sticks was one of the best sermons ever preached to fair managers. Co-operate in fair dates, in uniform premium classification, in racing programs, in prices of admission, in rules for issuing passes and permits, in accounting systems, in concession contracts, in arranging short ship circuits, for good shows and special attractions and exhibits, in each fair boosting every other fair and fair manager.

Grind Your Ax

United we boost—divided we bust. This is both a warning and salvation. Every State fair should have the united support of all the county fair managers. Every county fair should have the helping hand of the State fair and the State legislature. By working together on Ohio State Fair, our Ohio county fairs and our independent fairs have written laws upon the statute books of the Buckeye State which have yielded subsidy from the public treasury to help a worthy cause and also laws that have helped to exalt the standards and morals of all our fairs, great and small.

by A. P. SANDLES

Message of Marshal Foch

Marshal Foch said: "Battles are won the day before." The same is true of fairs. They are won the day before. "The day before" means every day of the year. The successful fair starts the next day after the last day of the last fair.

The tragedy of the unprepared. Some fairs have come and gone before a stupid fair manager knows that it is fair time. Get ready. The rush costs money, profanity and discord. The old adage, "Better late than never," should be turned around so as to read, "Better never late." A good general is never caught unawares. He has a list of things that may happen and that have happened. He expects all these to happen and is ready. Foch was right. Battles are won the day before. Do it now. Some fair managers only have fifty-one cards in their deck. Debt and deficit breed headache and bellyache.

Five Aces in Deck

Every worth-while fair manager should hold five aces as follows:

1. Program.
2. Preparedness.

Selling the Fair

He who has something to sell
And goes and yells it down a well
Is not so likely to collar the dollars
As he who climbs a tree and hollers.

Salesmanship is as necessary to the success of a fair as it is to have salesmanship in any other business. The fair must be sold to the public. There is more money wasted in punk advertising than in any other branch of the fair. Advertising is an art. Advertising should be truthful. Build a fair that's worth advertising and then go the limit. A drop of ink makes millions think.

Salt, Pepper and Punch

Variety is the spice of life. One-sided persons make lop-sided fairs that soon wear out. Give folks a balanced ration. All work and no play makes Jack a dull boy. "Taters" without salt are not sociable. Fairs without salt, pepper and punch are entering the post-mortem stage.

Fairs must be well rounded with educational and entertainment features. Special attractions are good bait. They bring the crowds. They send the crowds home as fair boosters. The exhibits must be paid for. An invoice shows that the races and special acts not only pay for themselves, but help to pay for other parts of the fair as well. Season your fair with thrills and frills, fun and frolic, bulls and bands.

It's a Man-Size Job

Fair management is a mixture of diplomacy, decision and detail. Fair management is not wearing a badge, handling out meal tickets, getting relatives on the payroll or staying away from the department of which you have charge and neglecting exhibitors or persons who are a part of your part of the fair. These remarks are directed at fair managers.

The fair game is not all pleasure. Itain may come on the big day and wash receipts away. Oaks are made strong by wind and storm. Any old ship can sail a friendly sea. Fair weather fowls can fly in sunshine. Many plants will grow in the hot house. But it takes a good sailor and strong ship to ride and rove the angry waves. It takes the storm petrel to fly when the elements rave and the winds quarrel. It's the hardy plant that defies the chilling blasts that hit the mountain slope at the snow line. It takes men to win a war.

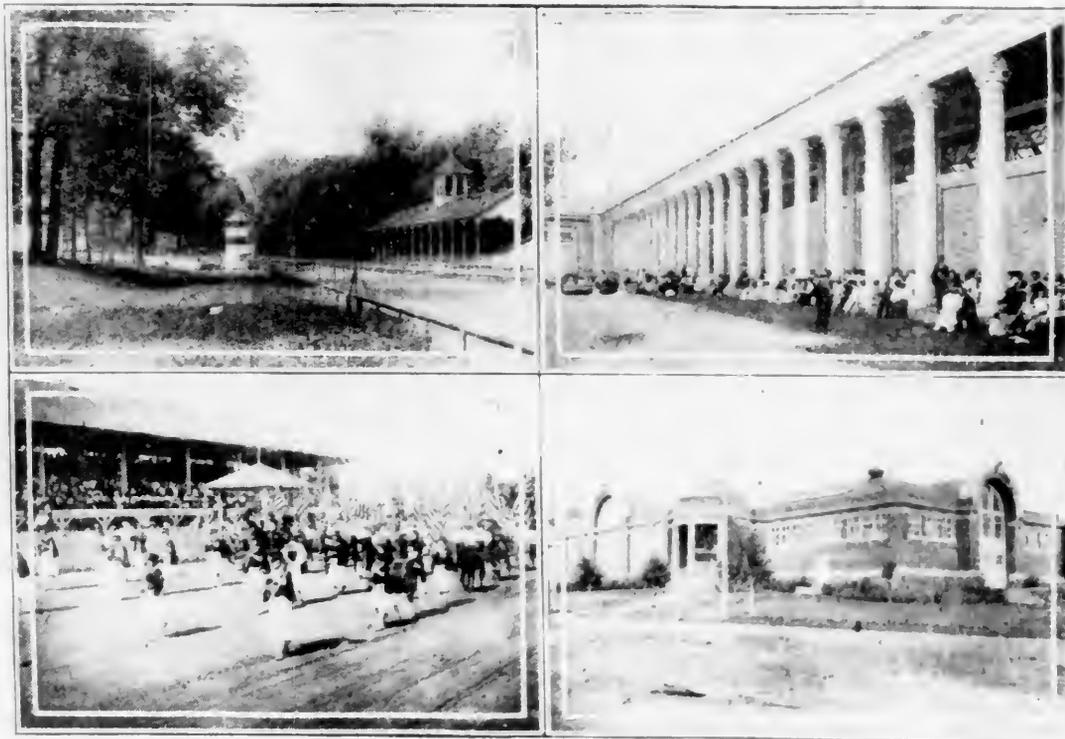
It's a man-size job to rightly run a fair. Run the fair. Umpire the game. Never mind the kicks and knocks, so long as you know you are right. Here's a cheerful word from James Whycough Riley:

"I've always noticed that great success
Is mixed with trouble, more or less—
And it's the fellow who does the best
Who gets more kicks than all the rest."

As a fair manager, be on the job early. Stay late. Make yourself useful as well as ornamental.

Break Records—Raise Average

It's the business of the fair to break records and raise the average. The fair must pitch rings. It must know how to win the king-row. It



Top, left: Mound Builders' Race Track, Newark, O. This is the most picturesque fair ground and race track in the world. The half-mile track just fits inside a great mound in the shape of an oval. Giant trees grow on this mound, which afford shade and a view of the entire track without going into the grand stand. Top, right: One of the many magnificent buildings, of permanent construction, on the New York State Fair grounds at Syracuse. The Empire State is building one of the greatest exposition plants in the world. Bottom, left: Juniors marching with girls' band, Findlay, O., on the grounds of the Hancock County Fair. Club work has become a great feature of State and County fairs. Bottom, right: Great Agricultural Building on the Iowa State Fair grounds at Des Moines. High-class management has made this one of the leading fairs of the world.

3. Advertising.
4. Variety.
5. Management.

If a fair is efficient in these five lines it is more sure of success than to depend on finding four-leaf clovers, old horseshoes or a rabbit's foot.

The chain is as strong as its weakest link. If your fair lacks either of the five aces your fair will stumble and crumble. Years are necessary to build programs to win your customers and to fatten fair pocketbooks. Knowledge and clear vision are necessary to be successful in building fairs year after year, that are better and better. Preparedness is the best insurance you can have after your program has been charted and budgeted.

must "get home from third." It must create tons of talk. It must be happy. The fair man who wears a long, sad, solemn face and thinks he looks like God is a nuisance and a menace. He looks more like Satan and is more of a disease at fair time than the devil himself.

Break your race track record. Raise the average yield of corn and wheat per acre in your county and State, thru the educational value of your contests for blue ribbons. Raise the average standards of living and home conveniences, which exhibits of these things suggest at the fair.

You must have faith that the world and fairs are growing better if you win as a fair manager. Here's a bit of wit and wisdom:

**"Twixt optimist and pessimist
The difference is droll.
The optimist sees the doughnut—
The pessimist sees the hole."**

See the doughnut. Do not carry sour grapes or sour stomach into fair management. If you do you will get the flag and never reach the wire a winner. A lot of our troubles never happen. It's the cheerful chap we like to meet.

Lovers Woo and Wed

Until the sun is cold and the moon is old lovers will woo, woo and wed about fair time. The road to and from the fair is often lovers' lane for him and her who are full of faith and hope for the years ahead. Fair days are happy days for countless youth and maid. It's the season when young and old have their fling at spending money as they please. On with the fair. Let joy be unconfined.

Woman—God Bless Her

In all great and important undertakings there should be wisdom to contrive, strength to ex-

wire. When thousands cheer the winners, the blood runs quicker and it is gayday and playday for young and old.

**He who loves not woman, horse and song,
Remains a dunce his whole life long.**

The real sport and turfman wants the racing game on the square. He wants races won on the track and not in the barn. He wants the time announced and marked as it should be. He will welcome the electric timer that will not lie. A machine that will tell the crowd the truth and not suppress the time. Remove all blackeyes from the sport. Let no red-blood sport hit horse-racing below the belt.

Call the winning drivers to the stand. Introduce them. Give them a good hand and applause. Present them with some little souvenir in token of the masterful driving that brought them under the wire a winner. This is salt and pepper to the sport. It will bring out the best there is in horse and man, and soon no driver will court any dishonest practice in the racing world. We cheer the prize fighter. My choice is the game driver who holds the reins and uses brains to win the goal and gold.

**"Pleasures are like poppies spread,
You touch the flower and its bloom is shed;
Or like the snowfall in the river—
A moment white, then gone forever."**

Battle of the Breeds

Improve the breed and we improve the race. A first-class animal seldom has a second-class owner. Our meal ticket grows on the farm. It's the one thing we are all trying to make sure of for life.

Bread and butter will never go out of style. Ham and eggs will always get into good society.

to be cussed. He can look man or devil in the the eye and tell him to go to h—I if necessary. He is not bluffed by any kicker who comes along. An empty barrel is full of noise. Kickers are much the same. They are often half-brother of the bug. Headlight on behind.

President McKinley, in his last speech, said: "Fairs and expositions are the timepieces which mark the progress of nations, and every fair, great or small, has helped in some onward progress." Conducting a fair is a man-size job. Progress of which McKinley spoke is not made by workings. Planting acorns to grow oaks is good business. That's the mission of the fair. It keeps more folks on the farm. It makes better fields, greater yields and a Republic that is to endure forever.

Better and Better

The Irish dancing master said to his awkward pupil:

**"Your left leg is lazy,
Your right leg is crazy,
But don't you be mazy,
I'll tache ye to dance anyhow."**

In the past score of years fairs have made progress. They have won official support from legislatures. This is true of State and county fairs. The U. S. A. has more forward-march fairs than any other nation on earth. The U. S. A. is the mighty national power on earth today. Uncle Sam is the tallest timber of the world. Who will deny that the battleground and the playground of the fair has not helped to build a lofty place for this great Republic of ours?

Many Million Customers

The American fair is a mighty playhouse. A vast army goes in and out the gates. The finan-



A quorum present. Montgomery County (Dayton, O.) Fair. This picture shows that the old-time interest in the races has not waned. On this fair grounds the famous Wright Brothers made some of their experiments with flying machines.

cute and beauty to adorn. The ladies have arrived. They do adorn the fair.

Educate a boy, and we educate a man. Educate a girl, and we educate a whole family. Lincoln said: "It takes two good women to make one good man—a good mother and a good wife." Henry Ward Beecher said that to grow a good man you had to start with his great-grandmother.

Get the fair habit early. Let it get into the blood. As the twig is bent the tree is inclined. When the mothers, wives, sisters and daughters all give a helping hand to the fair there need be no fear but that future generations will build greater expositions than we now build.

Woman, God bless her. She is legal tender the world over. Sweetheart, wife and mother make a trinity that makes men to higher levels rise. She adds beauty, refinement, grace and goodness to every fair that has a right to exist.

Her handiwork in art, china, needlework, culinary and decorations helps to make the fair a fairyland of work and wonder. The ladies are in the picture. Fairs are better because of them. Here is Bobbie Burns:

**"The time I've spent in wooling,
In watching and purling,
The light that lies
In your bright eyes,
Has been my heart's undoing."**

It's Wrong To Ret—If You Lose

Racing is the sport of kings and red-blooded men. Speed and speed are a big contribution to the fair. The grand stand is the witness stand that proves this to be true.

When the bell rings. When the field is off. When the battle is on 'twixt the flag and the

Beef and pork make the blood red and help to build a sturdy, hardy race.

In the show ring is the battle of the breeds. Brains and bulls fight for the blue-ribbon prize.

**"His corn and cattle were his only care;
His supreme delight his county fair."**

Fair folks should keep in close touch with breeders and breeders' associations. There should be a summer picnic at which time and place fair managers and fair exhibitors could break bread together. Some fair boards do this and the results are splendid. There's a stronger pull together.

Fair managers must be leaders. They must count for more than one. They must multiply themselves. They must be contagious. They must make others think as they do. They must blaze new trails. They dare not follow old ruts. Dry rot and self-satisfied feelings must not afflict those who mold the destiny of fairs and expositions.

Make stock parade a high spot of the fair. Cheer man and beast who strike for the king row and first place. It helps to spur on those on whom the world depends for breakfast, dinner and supper, sausage and mince pie.

The fair is the great crossroads where town and country meet and greet. It is the great show-window of farm and field, shop and factory, brawn and brain, soil and toil.

Never Mind the Kickers

**The lightning bug is a brilliant thing,
But the insect is so lildad—
It gets stumbling thru the world
With its headlight on behind.**

The good fair manager is an engine room and power house. He has a jaw. He is not afraid

cial volume of the State and county fairs easily touches the billion mark. Few human minds have capacity to measure the length, breadth and thickness of the fair and exposition in America. No yardstick has ever been made that can estimate the good that they have done for Christian civilization. Within the fair fold are folks with talent, training and skill to fit any job among human kind. They have been over the hot sands. They have met the test of steel. They have stopped at the wayside inn, they have drunk the 11 o'clock toast to absent brothers. They are Red, White and Blue from bottom of both feet up as far as they go.

Odds and Ends

The more fairs we have, the bigger and better they are. In Pennsylvania the county fair boys fight any move to establish a State fair. In our judgment this is a mistake. One should boost the other.

In our experience with fifteen State fairs and twenty-seven county fairs we have found co-operation a blessing for both. In the Southland fairs are doing a great missionary work. The Georgia State Fair at Atlanta is a beacon light in Dixie. The fair at Raleigh, N. C., with Mrs. Vanderbilt's backing, is making tremendous strides. Other Southern fairs are making good.

From ocean to ocean the fair holds a place in the public mind. From Syracuse, N. Y., westward there is a stately and majestic parade of fair

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MUSIC EVERYWHERE

FROM the East to the western boundaries of the United States there has been, during

the last few years, an ever-increasing interest in music. In the winter months it is expressed in the attendance at concert halls, the opera and in moving picture theaters having good orchestras. In the summer this interest is expressed in the crowds which flock to the concerts given in parks, the public squares, or wherever music may be heard in the open air.

During the summer of 1922 several cities experimented with a season of opera, and what think you was the result? Let us examine a few reports. At Oakland, Calif., plans were made to try a twelve-week season of light operas such as "Wang", "The Mikado", "The Geisha", "Chimes of Normandy" and several others. The directors were rewarded by having the house crowded at every performance and the season had to be extended to eighteen weeks. The productions cost approximately \$5,000 weekly, and this was guaranteed by subscribers before the season opened. In Minneapolis the baseball park was utilized for six performances of grand opera with principals and chorus recruited from musical circles of the city. Most creditable were the productions and large audiences were in attendance each night. In Baltimore a three weeks' season was planned for Carlin's Park, and De Wolf Hopper and his company were engaged for a revival of Gilbert & Sullivan operas. Manager Carlin was not sanguine that this would be a success, BUT so great was the demand for tickets that, instead of a three-week season, it was lengthened to ten, during which time several operas had to be repeated in order to satisfy the residents of Baltimore and surrounding cities. In Cincinnati, O., a summer season of grand opera has been given for the past two years with the principal roles sung by well-known operatic artists and the chorus and ballets given by local talent. Large audiences were the rule here, too, and repeatedly performances were entirely sold out and a large number of people turned away.

Opera at the Municipal Theater in beautiful Forest Park, St. Louis, is far beyond the experimental stage. During an eight-week season in the summer of 1922 (the fourth season) there was an attendance of 268,032, which was 47,729 in excess of the preceding year. Of this total attendance 196,092 represented paid admissions and free admissions were 72,000. In 1920 the attendance was 204,000 and in 1921 220,363. This increase from year to year is conclusive proof that the public wants to hear opera in the summer time. Recognizing this fact, the directors of the Municipal Theater Association of St. Louis have made arrangements to extend the 1923 season to ten weeks and already subscriptions in the amount of several thousand dollars have been received.

Ravinia, too, under the capable and wise direction of Louis Eckstein several summers ago became the pride of Chicago. Here each summer Mr. Eckstein offers grand opera sung by artists specially chosen by him from the Metropolitan and Chicago opera organizations. For eleven seasons Chicagoans have had opportunity to hear many of the world's best singers at Ravinia Park and also they have had, as conductors, men noted for their work. Under the regime of Mr. Eckstein the high standard maintained at Ravinia places it in a class by itself and should be an example to the many striving to attain the best to be had in music.

Perhaps some who are skeptical will attribute the interest in music in the several cities mentioned to the fact that exceptional opportunities are afforded to residents to hear good music at all times, or they will claim that only because well-known artists appear in the principal roles is the attendance large. Each of these is, we admit, a factor in the case, but interest CAN be aroused and held and increased even the large sums of money may not be expended for noted singers. Few cities nowadays are without a music club, a community organization, and with these as a nucleus much can be accomplished in the way of a music festival or a pageant. Under the guidance of either or both of these local organizations many effective and excellent programs have been offered. As a significant demonstration of what can be

done by way of a community opera, let us cite the production of "Pinafore" given at the lakeside on the Whitman College Campus under the direction of the Walla Walla (Wash.) Community Service. The principals were from the leading citizens—Dr. S. B. L. Penrose, principal of Whitman College, was the Admiral; Chas. S. Walters, the Deadeye, is superintendent of the Pacific Power and Light Co.; Dr. Hill, who was Captain Corcoran, is a leading physician; the Boatswain was played by Harry Tempany, the assistant postmaster, and Wallace Allen, the Raekstraw, is a student at Whitman College. The chorus was recruited thru a general invitation in the newspapers and represented all sections of the city. Labor, scenery, advertising and all the work incident to a successful production was taken care of by the Rotary Club, the Ad Club and merchants, and the affair was an unqualified success and attracted huge audiences.

At Whiting, Ind., under the joint management of Community Service and the American Legion, the celebration of Independence Day last year was given over to music and dancing. Various groups danced folk dances in native costume before an audience numbering 4,000 people, and the program ended with a half-hour of community singing led by Morgan Eastman, of Chicago, who is well

known for his excellent work as director of the Edison Chorus in that city.

There is no reason why other cities can not do as well as did the city of San Pedro, Calif., which staged the Pageant of Cabrillo. The Pageant of Cabrillo is the drama of the people of San Pedro. They wrote it, most of them acted in it or helped in some way to produce it. They succeeded in making it more than a series of beautiful pictures, as it developed into a series of dramatic truths—truths that were essentially a part of the life development and social consciousness of the community. The pageant dealt with the commissioning of Cabrillo to travel in search of the Seven Thousand Islands and the gorgeous ceremony incident thereto; the discovery of San Pedro Bay, and there was a scene showing the California Indians peacefully engaged in their domestic life, a scene showing the landing of Cabrillo and the setting up of the flag of Spain; then followed various episodes illustrating the march of progress in San Pedro. All construction work was performed by the carpenter classes from the high school, and likewise the electrical work was done by the classes in electricity. Costumes were made by the women of the city. Thomas H. Elson as Director General was in charge and had with him an associate directors Miss Allie Hallett Taylor, head of the dramatic department of the Oral Arts

Association; Egbert Petty, of the Pasadena Little Theater; Alberta Jones, of the Pasadena Community Theater; Miss Lindall, of the San Pedro School of Arts; Miss Frances Zerrell, physical training teacher for girls. Similar aid could be obtained in any city by calling upon leaders of local organizations, such as Rotary Clubs, Lions' Clubs, Women's Clubs, musical organizations, gymnastic societies, etc.

Communities desiring municipal band concerts would do well to study the example set by Pittsburg. For several summers its municipal band concerts have been managed by a committee of citizens, and this committee is appointed by the Civic Club of Allegheny County. This committee passes upon matters of artistic policy and also handles details of personnel and engagement of musicians, and corresponds to a municipal recreation commission composed of private citizens who serve without pay. This committee does not sign the contracts with the bands nor select them, as that is entirely in the hands of the Civic Club, but it does request annually the incorporation of an appropriation for the summer music and is active in seeing that the full amount is granted. During the summer of 1922 the total number of concerts arranged by the Civic Club was 60, and concerts arranged by the city were 34, making a total of 94 concerts. The appropriation for the 1922 season was \$10,000, and, according to the supervisor's report, the attendance was 224,877.

Each week in the large parks just previous to the presentation of the program a concise statement of the value of park music and its cost to taxpayers was thrown upon a screen, and at the final concert of the season a request was made that anyone desiring to express an opinion of the concerts should write to the Civic Club. The communications received came from the rank and file of the residents of Pittsburg, and, without exception, expressed regret that the season was concluded and praise for the programs both instrumental and vocal. At the smaller parks in the city an exceptional co-operative spirit was built up between the Civic Club and the Boards of Trade and other organizations in the communities where the small-band concerts were played. Thirty organizations and individuals outside of the club membership aided in making these concerts a success.

That it may be possible to bring music into some sections which might not otherwise enjoy its message, the Civic Club will, during the coming summer, use a portable band stand at some of its municipal band concerts. The stand is put together in sections and an ordinary one-ton truck will carry it from place to place. The stand to be used in Pittsburg is 5 feet high, 20 feet square, and built of steel, with the exception of the floor and steps, and can be taken down in from ten to fifteen minutes, thus requiring little time in taking it from one section of the city to another. The cost of this portable band stand is not exorbitant, and, because of being portable, it can be utilized for many municipal affairs.

\$40,000 Appropriation

IN Philadelphia symphony concerts were given last summer in the open air free of charge for the first time and with enormous success. It was thought by some music lovers of Philadelphia that opportunity to listen to music such as given by the Philadelphia Orchestra should be afforded the general public during the summertime, and, due to the energetic efforts of these music lovers, the City Council was induced to appropriate \$40,000 for a series of concerts. The first was given on July 17, at the top of Lemon Hill, in Fairmount Park, by the Philadelphia Orchestra, and long before time for the program to commence the natural amphitheater was filled, and it was the same at each succeeding concert. The music drew people from all walks of life. Side by side, listening to the music, could be seen those who attend regularly the concerts of the Philadelphia Symphony Orchestra in the wintertime and the tired laboring man and his family, glad of a chance to



A flashlight of the audience in attendance at one of the concerts given in the Lewisohn Stadium in New York City.



Left: A view of the open-air theater in Forest Park, St. Louis, showing the St. Louis Municipal Opera Company in the final act of "The Spring Maid". Right: The Ritual of the Aztec High Priests performed at the Court of Mendoza as a ceremony of farewell to Cabrillo in the pageant given at San Diego.

enjoy the evening's entertainment. The programs were devoted entirely to good music, and it was inspiring to note that from six to eight thousand people nightly gathered to listen to music that contained not one jazz selection.

In New York—well—the attendance at summer concerts, when taken in the aggregate, reaches into hundreds of thousands, for wherever open-air concerts are given the crowds are enormous. Programs range from symphonic concerts, presented at the Lewisohn Stadium by an orchestra of eighty-five men drawn chiefly from the ranks of the New York Philharmonic Orchestra, to the lighter programs offered in the many parks and public squares thruout the city. At the Stadium the attendance averaged over seven thousand people nightly for five weeks, and many nights there was standing room only. That these audiences wanted only the best music was proven by the votes cast for the compositions to be presented at the final concert. For two weeks New Yorkers were given a chance to vote for the works they wanted played at the last concert of the season. Ten thousand people voted, and it can never again be said that New York is "jazz" mad, as the votes indicated the desire of the people was first to hear Tchaikovsky's "Pathetique" Symphony; second, Wagner's Overture to "Tannhauser"; third, (a) Wagner's "Traum", (b) Wagner's "Prize Song", and fourth, v. Liszt's "Les Preludes". These compositions constituted the final program, and the throngs that attended necessitated having extra police to manage the crowd, and there could be no doubt in the mind of anyone who saw that mass of people trying to get thru the gates that New Yorkers were interested and did want summer concerts.

Up at Columbia University, where Edwin Franko Goldman and the Goldman Band have for several summers given concerts on the green, many thousands gathered nightly to listen to the programs played by the Goldman players. Here, too, ample evidence was given thruout the summer that open-air concerts are a boon to those who are compelled to spend the heated season in the hot city. Then there were the many concerts given under the auspices of The Evening Mail thru arrangements made by Charles D. Isaacson. These were given thruout the city, in parks, in Brooklyn, in thickly populated sections of the city, and it is estimated that 115,000 people heard the programs given by The Mail's summer schedule, with the audiences averaging from 1,000 to the largest audience at Richmond Hill, which was 12,000.

Co-Operation Vital

THRUOUT the country many cities have had similar results in proportion to their population, as has been experienced in the cities cited here, and that success has been attained is due to co-operation between residents and municipal authorities. With local musical organizations working with municipal committees there should not be a possibility of failure when a city undertakes to put on a series of concerts. Get the co-operation of your Rotary Club, your music club, your Girl and Boy Scouts (they will be found eager to help distribute advertising matter, act as ushers, in fact, help in any way), interest your community organizations, and, with everyone working to make a success of the concerts, the goal will be attained.

Few people realize the good work being done by Community Music Societies. From the Atlantic

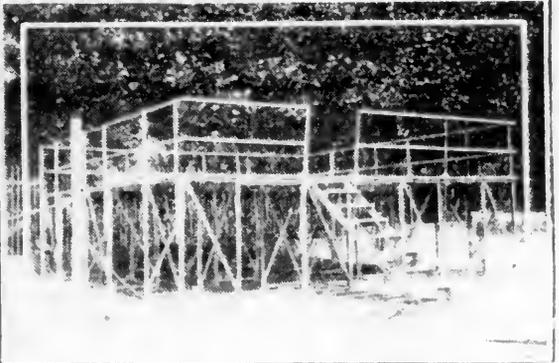
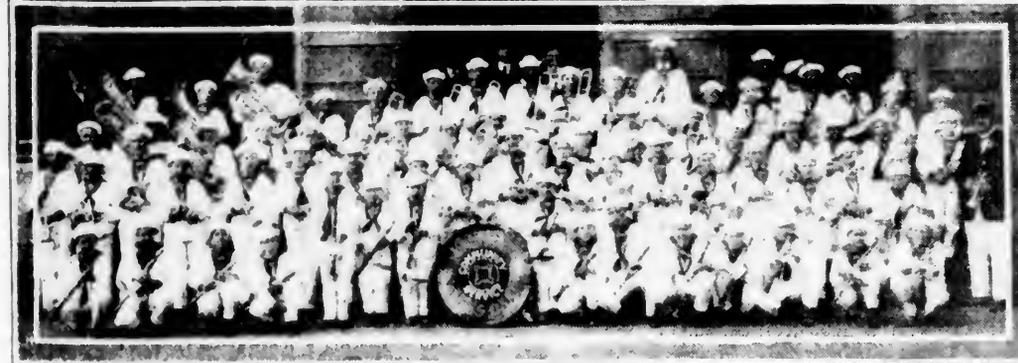
to the Pacific Ocean the representatives of Community Service, Inc., have been working effectively, and, as a result, much enjoyment has been brought to communities which have little opportunity to hear the message of music or to give hearing to local talent. Thru community organizations special programs have been presented on national holidays; cities have illustrated the history of their own city thru special pageants written by local men or women whose talent was discovered thru their activities in community work.

No city, town or rural district need believe it is impossible for it to present during the summer special sings, special musical programs or pageants, as there is a wealth of material available thru Community Service, Inc., at its headquarters at 315 Madison Avenue, New York City. The programs can be arranged to conform with the funds you have to cover expenses; that is, if you desire to engage special soloists, rent special costumes and present an elaborate pageant, there are many to choose from, or, if, on the other hand, your appropriation is not large and will not permit of much expense, there is likewise much material to select from, and in either instance if you will but write either Community Service, Inc., or the editor of The Billboard's Concert and Opera Department, a list ranging from just community song sheets to elaborate pageants and operettas will be promptly sent you.

Music at Parks

AND, right here, we would counsel park managers to consider seriously the advisability of holding sings at the park, of conducting band contests among the bands of adjoining cities and

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Top, left: A view of the huge audience in attendance at a night show given in one of the amphitheaters of the Lewisohn Stadium in New York. (All of domestic scene from the pageant, "Womanhood", presented in Philadelphia under the direction of Community Service. Bottom left: Elvira Ross, Band organized by Community Service in June, 1922. There are 73 members in the band, and their first public appearance in parade was made November 11, 1922. They participated in the Armistice Day Celebration. Right: Portable steel band stand used in Pittsburg municipal concerts in small parks or in public squares. (All photos, except that of Iowa State Fair amphitheater, courtesy of Community Service.)

COWBOY SPORTS AND FRONTIER CONTESTS

A Glance at the Past and a Glimpse into the Future

LOOKING into the past of Cowboy Sports and Frontier Contests we can but sigh in memory of the old days, of the old-time cowboys, such as Joe Gardner, Clay McGonigal, J. Ellison Carroll and others, who played the game and won fame in the contest arena. I met Clay McGonigal at my first contest, which was twenty-four years ago. The affair, known simply as the "Riding and Roping Contest", was held at Colecord Park, Oklahoma City, Ok., during the Cattleman's Convention. McGonigal had been married but a short time then, and I can still remember how admiration shone in the eyes of the bride as she watched the daring deeds of her husband in the arena. Colonel Zack Mulhall was there with his cowboy band, which interspersed playing with revolver shooting, turning out a brand of music very fitting for the occasion. Lucile Mulhall, then a mere strip of a girl, was the sensation of the day with her steer roping and was so great an attraction that several bankers gave her checks for tidy little sums just to see her ride into the banks and cash them from horseback.

The town filled to overflowing and the grounds and grand stand could not accommodate the great

by FRED. M. CLANCY

Twenty-four years ago, that is a long time—it seems but yesterday—yet many things have happened, but even in that day all of the events were not contested ones. There was one trick riding exhibition, a surcingle or trap trick riding act on a small pony similar to the act later presented by Dan Dix. The audience knew it was an exhibition and still the people enjoyed it, and I believe that they still like well-placed exhibitions on a contest program, but they are entitled to know which are exhibitions and which are contests.

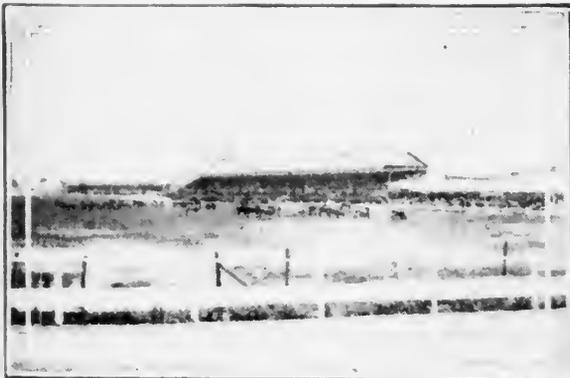
Crookedness Must Go

YES, it was a great contest because it combined mirth, sport and excitement, competition, skill and courage, coupled with friendly rivalry. It was there that the lure of the contest game first took hold of me, one of those incidents that shape one's destiny, and I find myself at this time with my apprenticeship nearly finished, with my whole future and that of my family depending upon the future of "Cowboy Sports". It is not hard to figure that I am vitally interested in the future of the contest game, and I wonder how many cowboys and cowgirls there are in this grand old U. S. A. whose future is just as dependent upon the survival of the sport, and I wonder how many promoters and managers there are who are dreaming of big gate receipts, fame and

ference. I do not believe that it is necessary for a cowboy to be raised on a ranch before he can enter a contest any more than I believe that it is necessary for a ball player to have served on a college team before being taken on the league teams. Let him go from the sand lot if he can deliver the goods. I would not like to stage a contest with all local or ranch hands without any professional contestants. I like the professional contestant, but there are many ways of both contestants and managers which should be changed.

One Set of Rules

I AM IN favor of one set of rules, or the fundamental principles thereof being the same, varying according to arena conditions the same as baseball, yet it would be hard indeed for any person with the present existing conditions to write a set of rules today which would be fully applicable in August. One contest which a few years ago would call the contestants into the office and give each a bonus for their good work will this season write into its rules a clause holding out a certain portion of each contestant's winnings as a forfeit that they will not turn down their stock in the last performance. This condition is brought about by the fact that many contestants in their eagerness to win lose sight of the fact that they owe some consideration to the management and the audience. It is caused by some promoters who are their own disorganizers and by some managers who, when they get contestants in a tight place, will attempt to squeeze them or drive them like so many sheep. It is also a result of one side attempting to dictate to the other instead of the friendly feeling that should exist between contestants and managers, and any promoter or manager who can not deal with contestants in a manner that will send them into the arena in the right frame of mind has his contest half spoiled to



Grand stand at the Dewey (Ok.) Roundup

crowds eager to attend the contest. They stood in a great mass in front of the ticket windows and waited on account of a poorly arranged system of admissions. There was also a poorly arranged arena, there being no catch pens in which to drive the steers after roping, and accidents occurred from turning the maddened longhorns loose among the spectators. There were no chutes from which to ride bucking horses, no arena director, the show just seemed to run itself, but it was a great contest and I often wonder if it was because I was not well acquainted with the contestants or did not approach or be approached by the proper one, but, search my memory as I will, I can find no recording a single kick on decisions.

Being what might be termed the "Town Crier", I was selected as the announcer. This was before there were any paved streets in the capital of Oklahoma, and while I have in the opening chapter admitted twenty-four summers, twenty-four long, and winters, I might add that while I am too aged to enjoy the society of the jellybean, I am not old, I simply started young.

Not alone was there an absence of kicks on decisions but there was a friendly, brotherly feeling manifest among contestants; they helped one another, they enjoyed the sport and they entered the contests for the sport of the game, taking their honors won modestly, or congratulating those who beat them to the higher honors. "The Spirit of the West" was there, that spirit of which poets have written, that "Man to Man" feeling so vividly described in Arthur Chapman's poem, "Out Where the West Begins"; that is why it was a great contest and why it seemingly ran itself—everybody helped.

With its poor arrangements it outshone the biggest, most widely-advertised contest of today if the latter happens to be one of those where the contestants are striking, quarreling, disputing judges' decisions or doing their work halfheartedly, wondering while they risk life and limb if the promoter is absconding with the receipts or if the prizes won will be paid.



Louis Hartwig riding a wild steer

money in the contest game. Permit me to sound a warning. If you are a promoter dreaming of promoting a contest in any old manner, drawing a big gate and retiring with a big bank roll, and you care nothing for the after-effect of your promotion, forget it. If you are capable of producing a contest that will draw a big gate you are capable of producing it right, and you will not need or want to retire, as one will lead to another. If you are a contestant dreaming of big purses, selecting judges who will favor you, turning out your stock and falling to go to but when you are not in the lead, wake up, your bubble has burst and it is time for you to commence looking for a job riding fence, branding calves or breaking horses at so much per and bunk house furnished, you have punched your meal ticket full of holes, but if you are a traveling promoter, a manager of an annual contest or a contestant who depends to any extent on the sport as a livelihood and you are really interested in your own business don't you think there is something you can do for that business?

I am not going to admit that the contest game has gone to the bow-wows, but I will admit that it is slipping. I will not admit that the riders of years ago were any better than those of the present day; in fact, all things considered, I believe that the present-day riders are the best we have ever had. I do not believe that the regular ranch hand who spends the greater part of his time on the ranch will ever be able to outdo the professional contestant in the arena. With the ranch hand the sport is a side line, with the professional contestant it is a business, and therein lies the dif-



Buffalo Vernon bulldogging a steer at the Ft. Morgan (Col.) Roundup

start with. The right condition of mind can usually be brought about by offering reasonable purses, frank and honest dealings and the early plucking from the contest of those who do not respond to fair treatment.

Misunderstanding of rules is the cause of much trouble. They should be plain and simple, covering as near as possible every condition that might arise, and should be thoroughly explained to all contestants by the management and judges in order that all may have the same opinion as to the interpretation of same, and then they should be changed only when absolutely necessary.

Eight Great Faults

THERE are eight great faults of the contest game today which must be dealt with if it is to endure and thrive. They are:

No. 1—Unreliable managers and promoters who misrepresent their contests to both the public and the contestants. They can be done away with only by an organization which will give them the publicity they deserve, and which will acquaint both the public and the contestants of their unfair methods.

No. 2—Poor and dishonest judges who do not know or who can be bought. They come cheaper

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A CHAUTAUQUA REVIEW

Why the Chautauqua has lost ground and its possibilities for growth in the future — —

by AL FLUDE

THE season of 1922 will, perhaps, go down in chautauqua history as the year of the "great slump". It is, I believe, a conservative statement to say that there will be twenty-five per cent fewer chautauquas in 1923 than there were in 1920. This is a serious setback, and every platform artist, every representative, every bureau man and every committeeman is interested in knowing the reason for this decline and what the future is to be.

What Is the Matter?

KEITH VAWTER said to the writer recently: "We may as well admit the fact that the chautauqua has been oversold." That is an important statement and one that the people of the platform who are depending upon chautauquas for a livelihood will wish to analyze. Here is a statement of the case made by a well-known chautauqua promoter: "First there was one chautauqua in America, and later, when Michigan, Illinois, Indiana, Kansas and a few other States organized chautauquas, complaint was made that they were encroaching upon THE Chautauqua. The second movement began with the multiplication of the independent chautauquas, and it was conceded generally that there might be room for a good chautauqua in every county. Next came the circuits, and they began encircling the independents and cutting off their support, and from nearly 600 assemblies, this competition caused them to dwindle about one-half. Another move put in the five-day circuits and still another added the three-days, and, instead of one chautauqua to a county, we then had from six to fifteen." The function of the chautauqua is to serve the greatest possible number of people. Vastly more people are being benefited today by the chautauquas than fifteen years ago.

ter than that of today. That is being demonstrated by the Dalaban & Katz theaters in Chicago, where the very best platform musicians are used. The moving picture theater of tomorrow will be a user of platform talent, because the people demand something in addition to the picture story.

The carnival has lost its power as a competing attraction largely thru the fault of some of its promoters. If it regains its prestige, it will be because it will be renovated and reorganized and may, in itself, be another avenue for certain kinds of platform people.

The fair never did compete with the chautauqua, for it is so different in its scope and aims that there is no conflict. Indeed the chautauqua may be of great service to the fair. The average fair ground is used about four days each year and the rest of the time lies idle. If these grounds can be utilized each year for five or ten days of chautauqua and for other enterprises of like nature, the grounds may be made to pay and to become social centers of the entire community.

New Methods

NEW methods will come in the chautauqua and in the lyceum, not because we have sold too much platform talent, but because we have not been original enough to blaze new methods of handling. The writer demonstrated that last season when Mr. Harvey went out and booked ten weeks of travel lectures at a better price than he could have ever received in any other way. The dates were filled more easily and with greater satisfaction than any lyceum dates. That does not mean that everyone should adopt that plan, but it does mean that since the saturation point has been reached—that since the word "chautauqua" has been oversold, if the platform is going to continue to do its necessary and useful work we must be original enough to blaze a trail for ourselves. There might well be just as many methods of booking as there are bureaus. It certainly indicates a lack of imagination for everyone to follow a lead like a flock of sheep over a fence.



Circuit Tent at Paxence, Ill.



Pageant of the Pied Piper at New Richmond, Ind.



Auditorium at Pontiac, Ill.

Are the People Surfeited?

THE fact of the matter is, there are not too many platform attractions on the road. The people are not overburdened in attendance upon good programs. The thing which has been oversold is the WORD "CHAUTAUQUA". This word has been oversold, and, because we have all flocked into

the same narrow, little lane, we have become crowded and we have placed one community in competition with another when they should be co-operating.

Communities are larger and finer than the towns. You remember the great movement which has been so popular with many commercial clubs, of including all the surrounding country in the community. Any county can easily support the amount of platform talent which has been going there, provided first, that we eliminate unnecessary expense, and second, that we encourage co-operation in a county instead of competition.

Look at Pontiac, Ill. for example. There is a fine chautauqua ground with a splendid auditorium and other buildings. There are facilities there to serve an entire county. Ten miles away there is another fine little town. Three days of light opera could be run there and not compete with Pontiac, and the two communities could co-operate. Another town in the county might have a clean carnival, another a home-coming with fine music and speaking; still another specialize exceptional pictures with musical artists. There is no end to the plans which might be devised to make the entertainment efforts of each town distinctive. Pageantry might be the specialty of one, a home-production play of another. In this way the whole county might be called upon to patronize each other, and there would be co-operation and not competition.

Missed Opportunities

AS I look over the hundreds of clippings which come to me each week the truth is brought to me more and more that less than one-half of the platform attractions are going thru the channels of the bureaus. There are many demands or opportunities for platform programs which never bear fruit, because they lie in neglected fields. George Britt found one of those neglected fields, and is making it yield a profit. Frank Stockdale and John Griest found another unworked field, and have made it produce. Elon G. Borton is developing another, while still another is being worked by Maynard Lee Daggy and his company. Everyone of these efforts in new fields has added to the importance and the prosperity of the platform and not one of them has taken away a dollar from the old and standard fields.

The Chautauqua Idea

THE chautauqua idea is founded upon the firm foundation of the need and desire of every community for clean entertainment and uplift, together with the spirit of the out-of-doors. The circuit chautauqua is just as necessary and just as desirable as the independent chautauqua, and both of them are essential to the community—as long as they do not crowd and oversell the chautauqua market. When they do, then the slump will come just as it has come now. This slump is not a discouraging thing. It is merely the platform hydrostat that tells us the saturation point has been reached. It will be a healthy thing if those towns which have been paying for tents and not programs, because the word "chautauqua" was over-sold, will drop out and give their energy to some other form of entertainment which will do the community vastly more good than a discouraged chautauqua. One of the most successful events I ever witnessed was in the town of New Richmond, Ind., where they were putting over a three-day program consisting of a splendid pageant, a musical attraction for three days, two lectures and three baseball games. Overhead expense was eliminated, the entire proceeds went into the program, the platform people profited by that, and the community was able to make a success because the enterprise co-operated with other communities instead of competing.

(Continued on page 251)

Where Is the Danger Point?

EVERY circuit chautauqua requires a tent equipment and that is an expensive feature. Whenever the cost of the tent equipment becomes a large factor in the cost of the chautauqua, so that this expense overbalances the cost of the program, then dissatisfaction will result. If a community pays \$300 for tent equipment and \$200 for a three-day program, the chances are that the community will not be satisfied. Whenever a county or State has so many chautauquas that they cannot all secure proper support, then the saturation point has been passed, and there will be trouble all along the line.

As long as the chautauqua idea was new, each community was willing to put it over in order that it might be considered at the head of the procession. But the cost of sending ten tent equipments into one county for ten chautauquas is vastly more than to send one tent into a county for a longer period and is even greater than the furnishing of a suitable auditorium.

The whole trouble seems to be that the people have been paying for too many tent equipments and not enough quality on the platform. It is this fact which is responsible for the death of many of the circuits and for the apparent new life in the independent chautauqua movement.

Competing Attractions

THERE is no question but that the coming of the moving pictures slowed down chautauqua attendance. But that danger is passing. The moving picture theater of the future must be bet-

THE HEART OF THE PRAIRIE

NEARLY fourteen years ago a country school teacher sent a request to me for a few copies of plays.

At that time it so happened that I had a few finger-worn manuscripts of comedies in which I had once taken part many years ago in Bowers Hall in the old home town. One of the plays she successfully staged. Somebody from a nearby town was present at the production and it was not long before they, too, sent in an inquiry. Letter after letter followed asking for material for presentation on public programs. From these requests, which necessitated the establishment of a package library system designed to supply material for various kinds of programs, the idea of The Little Country Theater was conceived by the writer. It was the first one of its kind in America and from inquiries received from Australia, Africa, Turkey, China, Siberia, India, Philippine Islands, Italy, France, Norway, Iceland, England, Scotland, Porto Rico and many other foreign countries it, in some respects, is undoubtedly the first one of its type in both the Orient and the West.

Physically speaking The Little Country Theater is located on the second floor of the administration building at The North Dakota Agricultural College, Fargo, N. D. Nine years ago it was a dingy dull-grey chapel. Today it is a cheerful country life laboratory where all sorts of programs are tried out—a Mecca where country folks and city people meet to discuss ways and means to make life in the open country—in God's Gardens—more attractive, more interesting and more entertaining. "The aim of The Little Country Theater, as has often been stated, is to produce such plays and exercises as can be easily staged in a country schoolhouse, the basement of a country church, the sitting room of a farm home, the village or town hall, or any place where people assemble for social betterment. Its principal function is to stimulate an interest in good, clean drama and original entertainment among the people living

by ALFRED G. ARVOLD

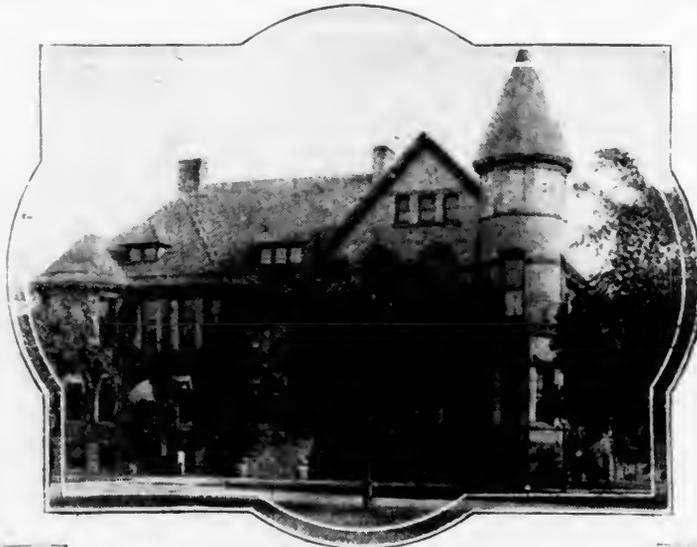
(Founder The Little Country Theater)

ment of a community building or an addition tacked on to a town hall. One big thing about the theater is that the seats, scenic effects, properties, costumes, dishes, furniture and copies of plays (which are loaned to people for reading purposes) have been purchased with money taken in from entertainments and plays, thereby demonstrating that any community can do the same.

Influence Far-Reaching

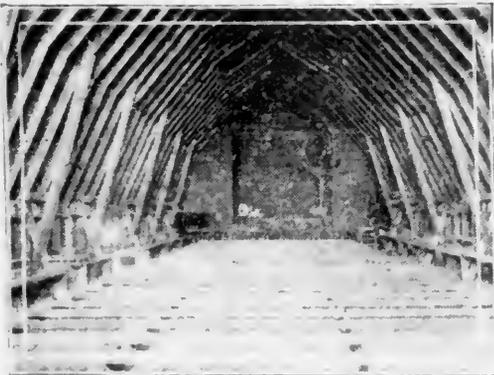
THE influence of The Little Country Theater is far-reaching. It has been a source of inspiration to hundreds of country communities throughout the entire Northwest. Briefs upon subjects relating to country life, copies of festivals, pageants, plays, readings, dialogs, pictures of floats,

In looking over the play, a peculiar thought struck me—would it be wise to correct it and make a suggestion here and there? What if this particular young man were out in a small community some place in the State? Would it be possible for him to have anybody go over the play he had written there? Isn't the big thing in life not to stamp your personality upon a particular person, but to bring out the big things there are in that person? In the country, aren't Vision and Leadership the essentials in building up a better social life? About that time I spoke to several interesting audiences in the East. I took the play with me and wherever I read it, it met with a splendid reception. After conversations with many men interested in plays, as well as men of affairs, I came to the inevitable conclusion that the best thing was to bring the play back and let the young man stage it just as he had written it. This was done. Packed houses greeted the performance. Over forty communities were represented in the audience. Dozens of people said it was the best thing they had ever seen. Several prominent personalities in the audience stated that it was one of the best arguments in favor of country life they had ever heard. The young man who wrote the play took the part of Hiram Johnson, the philosopher. His interpretation and makeup were exceptional. After the play was presented a great many people suggested that the young man ought to go away and take some work in playwriting. Strange as it may seem, this did not appeal to him, as he thought the best place was out in the country where he belonged. The significant fact about this particular thing was that the young man found out that he could express himself. He is an actual bona-fide farmer and operates over four hundred acres of land today. He has a fine herd of cattle and is a successful farmer in every respect. He loves plays and believes that they do much to establish a



Photos courtesy of Roy Corbett.

Physically speaking, The Little Country Theater is located on the second floor of the Administration Building at the North Dakota Agricultural College, Fargo.



Interior of Wall Hotel's barn. The barn was packed to the eaves and between two and three hundred people turned away on one occasion. The acoustics and ventilation were considered perfect.

in the open country and villages, in order to help them find themselves, that they may become satisfied with the community in which they live. In other words, its real purpose is to use the drama and all that goes with the drama as a force in getting people together and acquainted with each other, in order that they may find out the hidden life forces of nature itself. Instead of making the drama a luxury for the classes, its aim is to make it an instrument for the enlightenment and enjoyment of the masses."

The theater is just the size of an average country town hall, having a seating capacity of two hundred. The stage is thirty feet in width, twenty feet in depth, having a proscenium opening of ten feet in height and fifteen feet in width. The decorations are plain and simple. At the right of the stage is a tower which is used as a study and contains rare materials gathered from all over the world on the social side of country life. To the left of the stage and up a flight of stairs is an attic, which is now being remodeled into a room which when completed will give the appearance of an interior of a log cabin. The attic is the workshop of the theater and corresponds to the base-

ment of a community building or an addition tacked on to a town hall. One big thing about the theater is that the seats, scenic effects, properties, costumes, dishes, furniture and copies of plays (which are loaned to people for reading purposes) have been purchased with money taken in from entertainments and plays, thereby demonstrating that any community can do the same.

In order to give the readers some idea of the magnitude of the work done in this "rural theatrical laboratory" it will be necessary for me to give a brief discussion of some of the plays presented.

Several years ago a young man whose home was about one hundred and forty miles from the theater came to see me. He said he wanted to write a play. When asked what was the most interesting thing in his life at that time, he told me about a couple of people who had lived on the farm the greater part of their lives. He said one wanted to retire and the other to remain. When asked how he stood on the subject, he said he believed he would rather stay on the farm. "Good," said I. "there is the theme for your play—'Country Life Versus City Life'." Lay the first act in the city and have the farmer retired, showing that all the advantages of real living are not found in a crowded center. Place the second act out in the open country and demonstrate the social possibilities of living in a rural community. Some three or four weeks later he returned with the manuscript of the play he had written. When asked what he had called the play, he said: "A Bee in a Drone's Hive". At first I made a serious objection to the title, but after asking him a few questions, found that the reason he called the play "A Bee in a Drone's Hive" was that he thought people who really understood the country should never move to the city—that they were just as much out of place in the city as a bee in a drone's hive.



A typical rural community center—a project of The Little Country Theater at the North Dakota State Fair grounds, Fargo.

better feeling in a community and do away with the dullness of country life. During the coming summer this particular play will be presented in the Community Hall at the North Dakota State Fair grounds, Fargo, N. D. The cast will be made up exclusively of country people.

Want Plays With Homely Story

TODAY, in North Dakota, there are a great many people taking part in plays. The great mass of people in the State love plays. In my experiences I have found that they usually want something with a homely story and a few bits of comedy in it. Most folks are usually human anyway. A couple of years ago the three-act comedy, "David Harum", by Eugene Noyes Westcott, seemed to hit the right spot with hundreds of Dakota folks. As I have often said, the part of David Harum, as played by one young man, was the finest piece of nonprofessional acting ever done in America. The phenomenal success of this particular character was all due to the fact that he lived the part every time he played it. Naturally he had strong support, which assisted him in the presentation of the play. The part of Aunt Polly, for instance, was taken by a young lady

(Continued on page 240)

—THE CIRCUS WORLD— AS I HAVE SEEN IT FOR FIFTY YEARS

by W.C. BOYD

MY native town, Amenia, Dutchess County, N. Y., where I was born July 4, 1850, was also the home of Hyatt Frost, who became the owner of the Great Van Amberg Circus and Wainbold's Great Golden Menagerie. This aggregation wintered there for many years, which gave our town considerable celebrity in the county.

I was in the general provision business there when I met Hyatt Frost, and made a contract with him to furnish meat for the animals in their winter quarters. The following spring Frost offered me a position with the show, which I accepted, and my career as a showman began. That was the turning point in my life's history, so I have always contended, for it gave me more latitude to develop whatever ability I might possess.

The Van Amberg Show was what we call a wagon show, going from town to town with horse power only, leaving town at 4 a.m., driving twenty miles, arriving in the exhibition town at 9 or 10 a.m., sometimes earlier, according to the weather, and making parade from the edge of town thru Main Street to the showground.

We went thru the East and Middle West. At Canal Dover we had our first opposition stands that were near our size and close, with the Burr Robbins Circus and Menagerie in New Philadelphia, O., while we showed in Canal Dover, on the other side of the river, same day and date. Our business still continued good thru the harvest season. Along in October we had opposition with the Montgomery Queen Circus and Menagerie for several stands, in fact, until we reached St. Louis, where both shows played the same week. The Queen show closed there without funds to pay off the people, so it was reported. I neglected to say that Doc Colvin was with the Montgomery Queen Show.

It was claimed by Mr. Queen that he had been the victim of systematic robbery all the season, that a "Petticoat Illusion" had taken up so much of his time "purposely" that he never realized how much he had lost until he was skinned well and plenty.

At St. Louis we reorganized for the South, leaving all our heavy baggage wagons and using all dead-axle wagons in their place. All cages, tableaux, etc., went with us. From the defunct Queen show we hired several artistes, among whom were Signor Sebastian and his wife; Wooda Cook and his wife, Mlle. Tounour, and others.

We had a tedious and wet route South over the Ozark Mountains, in Southern Missouri and Arkansas, where no shows had been since Bill Lake was killed with his own show some eight years before at Granby, Mo., or about 1869. Since that

time until the present no show had exhibited at Granby.

We went down the Red River Valley to Shreveport and Alexandria the next season after the yellow fever experience, then to New Orleans via the

making a railroad show of it. Lewis Lent, the old circus man, was engaged to make railroad contracts. We toured the South for the balance of the winter, going North as soon as weather conditions permitted. Our business, while not big, was satisfactory. We closed at Harlem, N. Y., shipping to winter quarters at Amenia, after completing the biggest season in the circus history—88 weeks without a lost day.

The last half of the season the writer had the advertising program with the show.

The following season, starting at Amenia, was uneventful. We closed at Valley Falls, Kansas, and wintered there on the fair ground.

Then to River Show

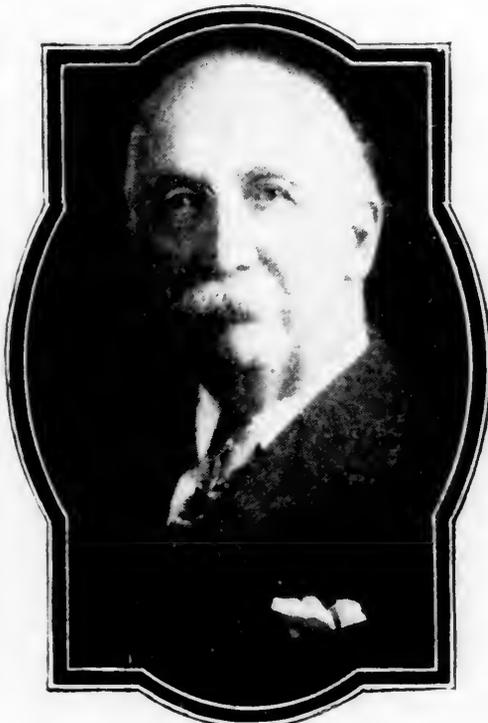
THE writer accepted a position ahead of the Cooper & Bailey River Show in November.

They had bought the Dan Rice outfit complete. I had a forty-foot tug for advance boat, the show being on a boat called the Last Chance. The season was excellent. The show made big money, and Bailey bought out Cooper, who returned to St. Louis in February.

He then organized the Cooper & Jackson Circus and Menagerie, getting most of the old S. H. Barrett paraphernalia, which was at Topeka, Kan. I was engaged as general agent, and a trip to Strobridges at Cincinnati resulted in my obtaining some very old lithographs, printing, in fact, everybody's printing. Al Stewart had it all retopped for me.

The show opened at Columbia, Ill., and from its incipency made money. It is show history that we went out with just an excuse for a menagerie—no elephant—we owed for horses and other paraphernalia, but in fourteen weeks we had bought an elephant from the Barnum Show and had paid for ten new Sebastian cages with animals, and had also paid every cent we owed on horses. I do not think that any show of that size, or even twice that size, took the money we did that season. Cooper and myself attended the sale of circus material held by the consolidation of the P. T. Barnum, Cooper & Bailey and Howe's Great London Shows in New York. We purchased quite heavily of rolling stock and all kinds of circus property, and returned to St. Louis. The following season the show was put on rails, which was greatly against my judgment, and we lost out. We closed the railroad show at Creston Ia., in July, and went back to wagons, disposing of our ears and buying horses instead. Our business improved wonderfully, but not enough on the season to more than pay our indebtedness.

(Continued on page 244)



W. C. Boyd

One of the oldest circus agents now living.

Tesch country, one of the loveliest parts of the United States today, visiting Washington, New Iberia, Opelousas and Jeanette. We showed at New Orleans for two weeks, during which time we completed arrangements to put the show on cars,



W. C. Boyd, R. C. Campbell and P. S. Maltor



On the Rock at Lookout Mountain
Left to right, top: H. E. Stoops, Charles Holquist, Whiting Allen, Matt Berry, John Rudolph. Bottom: R. C. Campbell, W. C. Boyd

EXHIBITIONAL FLYING

Past and Present

by H.R. CRUIKSHANK

IN reviewing exhibitional flying I will endeavor to point out the weak spots in present-day aviation attractions, my aim being to urge greater co-operation between the fair committee, aviator and the booking agency.

Should my story cause the disillusion of plans of some misguided (or should I say misinformed) youth who aspires to the life of a "daredevil", I will feel my attempt as a writer has not been in vain.

Now as to the present debated question, pro and con, "Are aviation attractions passe?"

From experience and observation I can state that now, as never before, the public, especially the fair crowds, are taking greater interest in the airplane and aviation in general. To discontinue engaging airplane attractions at this stage of aerial progress, the fair committees not only deprive themselves and their communities of a drawing card that is both entertaining and educational, but are sidestepping from the assistance they have been in the past to aviation in the United States.

Perhaps many of the entertainment committees thruout the country feel that they have been stung too often in the past by certain aviators and therefore are loud in warning others to "lay off" aviation shows. If such cases were investigated it would be found they had tried to get something for nothing from certain unreliable fliers, who would agree to stage free exhibitions for the passenger-carrying privilege. However, few of these barnstorming or "Gypsy pilots", as they are called, are to be found now, as they "hit the rocks" financially. The passenger business is now considered nil, as the public prefers to ride with aviators whom they know or who have established themselves in their town.

One particular "weak spot" in connection with these "Gypsy flier" exhibitions was the engaging of local men as "dare-devil" wing walkers and rope-ladder acrobats. For a small compensation and a little notoriety this combination would proceed to stage a "flying circus". In several cases the "notoriety" they have received has turned out to be their "obituary", telling how these lads met death by taking foolhardy and unnecessary chances.

Fairs which have engaged men of the above caliber have not only endangered the lives of the spectators but given exhibition flying an underestimated value in the eyes of our legislators. A bill intended to remedy such conditions is soon to go to Congress for a decision. Should this bill (known as the Civil Aeronautics Act of 1923) become law it is hoped, however, it will have no hearing on the undisputed present professional dispensers of aviation shows. This would include stunt fliers who have had three or more years of stunt flying to their credit, and who have had a good record in their past accomplishments.

It is better to be safe than sorry, so it stands to reason that, instead of contracting with pilots who offer "something just good", most secretaries are learning to investigate before signing contracts nowadays, thereby assuring themselves of engaging fliers of proven ability. Stunt exhibitions have been and can still be staged without endangering the spectators and very little danger to the stunt men themselves, allowing, of course, exceptions on windy or gusty days. In such weather it is to the flier's as well as the committee's best interest that they come to an understanding as to the time and location where the show should be staged. This will sometimes avoid much controversy at the time of collection.

That the airman has kept the fair crowds looking skyward during the past fifteen or twenty years goes to prove that aviation as an attraction

has been indispensable for increasing the attendance at both State and county fairs.

Looking Back

LET us look back into the past for a moment and review the aerial attractions which succeeded the old-fashioned balloon ascension. The latter by the way continues to hold the crowds even today with its daring rider of several 'chutes.

I wonder how many of the present Billboard readers have experienced the early aviation



The Sperry Messenger. This type of plane is expected to be adopted by many exhibition fliers in the near future.

—International Newsreel.

thrills given the public as the old, now antique, cigar-shaped dirigible balloon was carried from its hangar and prepared for flight. If you still carry memories of those days you may recall seeing one or more of the following pioneer airmen in action: First on the list we will mention Capt. Thomas S. Baldwin, who during the late

thirty-six countries. He is now 70 years old and in perfect health. Fifty of these years Baldwin has been active in the aeronautical game and still is, being at the present time district manager of Balloon Production and Inspection, U. S. Army Air Service, at Akron, O. J. C. (Bud) Mars, well-known pioneer aviator of New York City, was about the second man to become a parachute jumper.

A. Leo Stevens and the late Chas. Stroble were other well-known builders of the dirigible whose pilots, Frank Goodale, Jack Dallas and one or two others, were kept busy filling fair engagements. Others in this work between the years of 1903 and 1910 were Roy Knabenshue, Horace E. Wild, G. L. Baumbaugh, James Case, Chas. K. Hamilton and Cromwell Dixon. The last two named later became famous as airplane pilots.

Following the dirigible balloon the airplane soon took its place as the foremost fair attraction. During the season of 1911 both the Wright Bros. and Glenn Curtiss sent out exhibition teams that were paid hundreds of dollars for a few minutes' straight flying. The fairs were again the medium in giving the general public its "close-up" view of the heavier-than-air machine. Soon hundreds of fairs in America were sending out calls for aviators, and this soon brought to the front several red-blooded, adventuring souls who have paid with their lives in trying to prove to the world that man had at last conquered the air. Some of the most popular of these pioneer fliers to go were Beachy, Kearny, Parmelee, Hamilton, Dixon, Ely, Frisbie, Peck, Jannus and Niles.

Contrary to the general belief and present-day assertions, not all of the early exhibition fliers were martyrs in developing the science of aeronautics. For among the early aviators who from last reports were enjoying good health but retired from active flying, the writer can name off hand at least a dozen who will be remembered as "star performers" with their planes a few years ago: Hugh A. Robinson, Budd Mars, Lee Hammond, Art Smith, Cliff Turpin, Lewis Gertson, Frank Kastory, DeLoyd Thompson, Jimmie Ward, Wild Bill Heth, Walter E. Johnson, W. O. Timm and E. M. Laird. Among the more recent to retire from the exhibition field and direct their

activities to other channels were Ruth Law and Al Wilson. Both having made good financially and otherwise and realizing the competition now met with in exhibitional flying, made their farewell bow to the fair world last February during the fair men's meeting in Chicago.

Since the first plane-changing exhibitions were presented to the fair crowds, stunt exhibitions have become more and more dangerous for even the best of amateurs to attempt to duplicate. One feels he must outdo the other fellows in his chance-taking or otherwise be classed as a "second rater". Then again, owing to the usual reading of contracts covering present-day exhibition flights, the aviator and stunt man will attempt showing sometimes in a strong wind. Gusty winds usually cause what we term "humps" and "cross currents", which make flying a nerve-racking job, especially where low alti-

tude work is required. Consequently we have lost several good boys who, like the soldiers in battle, have taken chances with the odds against them and lost rather than to have been known as quitters.

Among the best-known "stunt men" who have given the thrill-seeking public the best they had, even to life itself, were the following: Ormer Locklear, Lester Miller, "Tex" McLaughlin, "Fearless" Tinney, Jack Hall, Lient, Arthur Emerson and Lewis James. Will proceed without giving names of others whom most of us knew, or



H. R. Cruikshank, Dare-devil chute jumper, still active.



Katherine Stinson, Retired aviatrix.



H. A. Robinson, Pioneer airman, now retired.

war was commissioned Major in the Aviation Service. Major Baldwin, who among his personal friends is called "Uncle Tom", is without doubt the oldest living airman in the world. To him belongs the honor of being the first man in the world to make a successful parachute leap from a balloon. It was Baldwin who gave the late Lincoln Beachy his chance to become an airman, hiring and booking him as pilot for one of his dirigibles.

Baldwin's first parachute jump was made in San Francisco in 1885, being the first man in

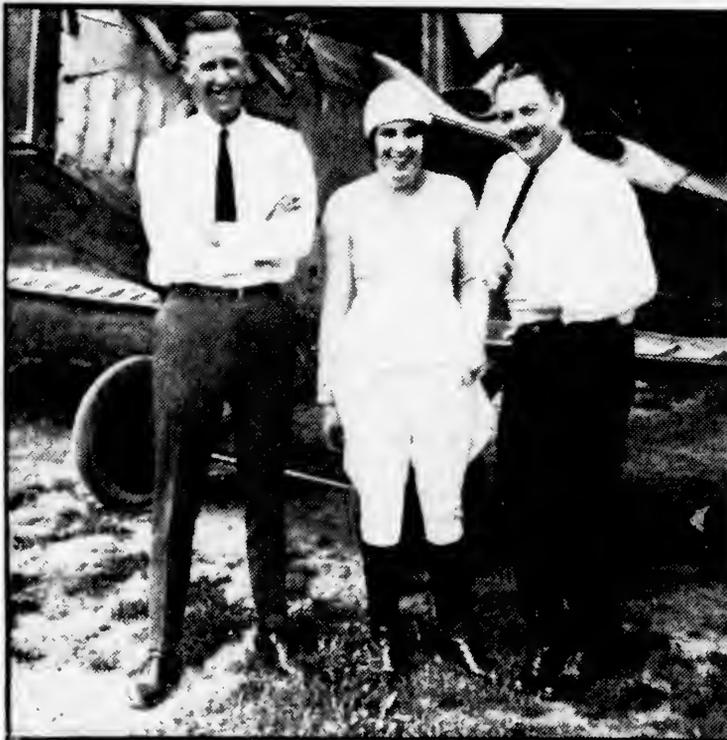
felt we should know because of their popularity in exhibitional work before they were taken by the Grim Reaper. Suffice to say, closer co-operation between the committee and flier will help in a measure in the producing of better and safer aviation shows.

Stunt Work by the Weaker Sex

WOULD like to direct a few words to the aspiring female who has pictured a great future for herself as "The Daring Sheila of the Air". Unless they are especially gifted with extraordinary strength or have been trained in aerobatic work it is folly for the weaker sex to attempt aviation-stunt work such as rope-ladder feats, etc. Emergencies arise which tax even the strength of the best stunt men, and parachute jumping especially requires a strong, solid physique to withstand the bumps and jolts of hard landings.

Like in any other field of endeavor, there are a few exceptions. For instance Lillian Boyer, whose flying circus is at present unsurpassed with its complete program of thrills, has come to the front ranks of all, past and present, male and female aerial entertainers. Altho she appears to be no different than the average girl in so far as physical appearance goes, Miss Boyer has repeatedly executed her auto-to-plane change with the greatest agility. Her pilot, "Billy" Brock, and auto driver, Mr. Clancy, are both to be admired and complimented for the skill and daring they have shown in presenting a thriller which brings everyone to his toes. Both of these have had years of experience in their respective lines. Co-operation is the only secret that has made for them a record which we in aviation should appreciate.

Among other feminine chance takers of the air who are known to many of the fair world are: The Two Ethel Dares (Mrs. Ethel Johnson, parachute artiste, and Mrs. Cowan of plane-changing fame, now in vaudeville), Mabel Cody,



Left to right: "Jimmy" Faulkner, Lillian Boyer and "Billy" Brock.

Lucille Belmont, Phoebe Fairgrave, Gladys Roy and Ida Snyder.

Parachute Jumpers

THERE seems to be a great deal of controversy among parachute artistes, some of whom are newcomers, as to who made the first leap from a plane. It has always been credited, to the best of my knowledge, to Capt. John Berry, who in the early spring of 1911 made the leap over Jefferson Barracks, an army camp near St.

Louis. The late Tony Jannus piloted the plane.

A short time later Rodman Law kept the population in suspense by giving many daring jumps from the old Wright type plane. Later he made himself famous as a jumper from buildings and bridges. Law once leaped from the Statue of Liberty with his chute from the Pathe News and escaped with a broken ankle. He died during the war at an army camp in the South.

Other well-known 'chute jumpers who have "dared the devil" as they leaped from 'planes are: "Sky High" Irving, "Micky" McGuran, Chas. Hardin, the late "Fearless" Tinney, Geo. "T." Wright, Mark Campbell, Ben Grew, Jack Cope and the writer. Little Joe Wilson and Bert Kozle are two more real jumpers who have never failed to hit the ground yet after a jump.

While on the subject of parachute work it seems that too little attention has been paid by some of the above named as to correctly judging landings. This part of the act must be remedied or otherwise will soon be scratched from the fair program. Instead of landing anywhere within a radius of two or three miles of the grounds, the jumper, by using good judgment and working his lines, will land in or very near the infield, thus climaxing his performance before the eyes of the spectators in the grand stand. Stunt men also should keep in or near the bounds of the race track. I might also add that by dragging out your show you will tire and lose the attention of the best audience, whereas by putting pep and action in your work you will leave the people clamoring for more. Keep your plane at as low an altitude as safety will permit. Put your stunts over snappy, but watch your step, keeping in mind the law of gravity.

Let's have less bloodshed in aviation this season.

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CONEY ISLAND'S FORGOTTEN COMPETITOR

MANY readers will recall Glen Island, off New Rochelle, N. Y., which thirty-five years ago was Coney Island's closest rival. To park men in general and people familiar with Glen Island in particular the following article by Isabel Ross, reprinted from The New York Tribune, should prove of vast interest:

FIVE small islands in Long Island Sound, linked together by crumbling bridges, whisper desolately of an unbelievable past when 20,000 persons walked their ribboning paths in a day, 12,000 gas jets flared long into the night, and New Yorkers, young and old, held high revel.

The Glen Island of pleasant memory is gone. Its pebbled and asphalt pathways are narrowed and choked with a tangled overgrowth. Its pavilions and kiosks, once gay with colored glass and flaming paint, are an ugly chrome, with sagging floors and riddled windows. Yet its past is faintly discernible as one reads in its ruins, its dinosaurian skeletons, its half obliterated signs, the story of other days when it was a famous show place and thousands sailed the Sound to visit it.

Now no footsteps crush its weeds, no tending hands arrest its decay, no voice breaks in on its moldering calm. For Glen Island is as if it had never been, so far as man is concerned. In less than a dozen years it has fallen from glory to decay. It was John H. Starin who made it what it was. After his death it changed hands from time to time, going from one corporation to another, and gradually reaching its present state of decline.

"An island in the midst of a placid sea, with shores of white sand and solid rock, with great forest trees shading and darkening the beautiful greensward, with miles and miles of smooth, hard walks, with beautiful buildings embowered under the trees, with foliage thick and verdant and with flowers everywhere," writes a historian of Glen Island. "A beautiful spot it was as Nature left it—so beautiful that when John H. Starin saw it he soon bought it to make a pleasure ground for tired New Yorkers, but since he has spent upon it enough money to make up three or four respectable

fortunes, the place is really what it is so often called—a veritable fairyland. It is the most attractive resort in the vicinity of New York. Smooth lawns slope down toward the water and large forest trees extend their protecting arms over the grateful visitor. Pretty kiosks and summer houses, handsome grand cafes and the graceful pavilion standing out in a leafy background, form a landscape of great and wondrous beauty. The place looks like a private park or pleasure ground of some wealthy man of taste and refinement."

It was a simple matter to get to Glen Island in the old days. Mr. Starin had a fleet of boats running from Starin's Dock, Manhattan, direct thru the Sound to his fairy islands. Now one has to take the train to New Rochelle, then motor or take the trolley to the Huguenot Yacht Club, which is the only means of approach to Glen Island. A small motor launch conveys yacht club members and their friends to the strip of fine bathing beach on the main island. No one else is permitted to land, as the yacht club has a bathing concession and part interest in the corporation that owns the land at present. The bathers stick closely to the beach and rarely penetrate the islands, all five of which are joined together by bridges.

Covers Fifty-Four Acres

GLEN ISLAND itself covers fifty-four acres. The other islands were formerly known as Beach Lawn, Island Wild, Glenwood and Little Germany. Once nothing but a rock in the Sound, Little Germany was laboriously patterned after a German garden, and even today has more to show of the ancient glories of the resort than its neighbors. Quivering ash, dwarf and giant oaks, cypress and linden trees form a thick grove that almost conceals the gray castellated pile that is the replica of Sarnberg Castle, on a tributary of the Rhine. Ivy vines smother its round towers and creep over the windows of leaded glass. The heavy nail-studded black oak doors swing open to the weather on rusty hinges. Inside is a tangle of common deal tables and chairs which once did service in the beer garden. One of the peculiarities of the deserted islands is that they have never

been completely divested of their belongings, in spite of sales and a fire in 1916 that destroyed five buildings. One finds a chair placed in a cashier's wicket in a pavilion, as if it had never been moved since its last occupant sat there.

So, whispering in ghostlike tones of the past, are the piled tables and chairs in the castle. Beside it is the quaint tower with crumbling stone steps and weather-beaten red roof, where once the band played and the Tyrolese singers yodeled over the Sound. Their chairs are still in a circle—it might be as they last used them. It was not uncommon for 4,000 persons to congregate around the band stand on this particular island. There were other things that drew them within range of the music. Here was the famous beer garden and here the fine restaurants that lured all but the picnickers into their hospitable area.

There were two restaurants, one where waiters from Delmonico's and skilled chefs from the Hotel Brunswick served visitors with most elaborate dinners and another, known as the Glen Island Dining Hall, simpler in its bill of fare, more popular in its prices. Connected with the first was a cellar far famed for its great stock of Rhine wines and clarets. It was one of the best equipped in the country. In the cheaper restaurant one could dine sumptuously for 75 cents. There was always plenty of Rhode Island clambake, and such things as "portions" were unknown. These were the mellow days when every visitor was invited, and, indeed, expected to eat as much as he desired, and stay on all day eating if such was his wish.

Generous provision was made for the picnickers. To quote the Glen Island historian again:

"Here are beautiful picnic groves, tables, chairs and every possible convenience for a charming al fresco meal. Here, too, fine clam chowder can be had for 20 cents and a glass of tea, coffee or Clausen's celebrated beer for 5 cents."

Another lure besides castle walls, beer and music drew thousands to this picturesque little island—the lure of buried treasure. Near the castle

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— MY EXPERIENCES — IN THE CARNIVAL FIELD

by J. F. MURPHY.

IT is not the intention of the writer to appear self-opinionated in the least, nor is this article written thru a sense of egotism, as the writer believes most of the present-day carnival owners and managers have had experiences along the lines of those related in this article.

A review of the carnival business, and particularly a comparison of today with yesterday, leads one back, as the fairy stories go, to once upon a time in the year of 1895. Had you been there then and just entered the midway of the William Layton Exposition Shows with which I put in my first experience in the carnival business, you would have seen a very, very small show as compared to the mighty midways of today. The thousands of incandescents which greet you today on any modern show were not there. What few small shows there were on the small midway were lighted with 500-voltage street car "juice", and the concessions used the old-fashioned gasoline torches. What a sight it would be to have a present-day organization and one of these old-time shows alongside of one another. Truly the carnival business has forged ahead by leaps and bounds.

The arrangement of the midway to this day, however, has not been changed to any great extent. First came the usual concessions on either side, the rides in the center, with the shows making up the background. The feature show of this carnival, and the only one of consequence, was Buckskin Ben's Wild West, which formed the end. Concessions along this time consisted of eating stands, ball games, knife and cane racks, and a photograph gallery belonging to the writer. A merry-go-round and old-time Condemner Ferris wheel made up what was considered a great and big show.

As to the business operation of this show, it might be mentioned that the expenses entailed were practically nothing as compared with those of the present time. Many times no licenses were required, and the people were there to greet you with a glad hand. In one instance with this show, it will be recalled, court adjourned session in order to let the show have the squares around the courthouse, it being considered that a carnival was of more importance to the community than the functions of the Goddess of Justice.

This, as well as all others shows, traveled in the passenger department, and with the rates of transportation in those days a move of considerable distance was not such an item as of today. The gross business of a carnival twenty years ago was about what one good feature show produces in the present age; still, with expenses at a minimum, most any kind of show could operate and live and actually make money.

The First Panel Fronts

THIS type of show continued to operate along the same lines for five or six years, and the first show that offered any real advancement or new ideas which came under my observation was the Al Pearce Shows, which carried the first panel fronts I can recall. The feature of this organization was an illusion, called "Creation", framed by Mr. Pearce himself. To lengthen the program of this offering, posing girls and the famous old-time "Flying Lumber" were used. This caravan carried in all about ten shows, three rides and twenty-five concessions, all hauled, moving in the passenger department.

About this time also came the Seaman-Milligan Shows, a very pretentious organization for its day, which put into vogue many of the features and appliances used by our present-day shows. Adolph Seaman, co-partner with Mr. Milligan, is well known in the carnival fraternity, being at present associated with the T. A. Wolfe Superior Shows at full official capacity.

New ideas were being born, new ventures undertaken, more shows were organized, and the business became gradually recognized as a factor in the amusement world. The first to offer present-day, modern outdoor amusements was the Smith Greater Shows, which to the minds of many was the cradle in which most of the recognized Eastern showmen of today were rocked. "Pop" Smith had as his associate in the business and management of this show Bert Hoss, proprietor and manager of the Hoss-Lavine Shows. The agents were the late "Fat" Sassman and James C. Simpson, present general manager of the Rubin & Cherry Shows; also James M. Benson, present owner and active manager of the James M. Benson Shows.

L. E. Meredith, with his great "Zora" show (statue turning to life), one of the greatest money-

getters of the day, and due to return any time, was there. The wonderful lecture offered by Mr. Meredith during this performance was the talk of every city visited. While speaking of Mr. Meredith, it may be mentioned that one of the workmen picked up a stray dog in one of the towns and brought it into the train. The dog was abandoned by the would-be owner and became the common property of the show, "Mr. Doggie", in hunting about to find a master, finally decided that Mrs. Meredith was about as kindly disposed to "him" as anyone on the show, and so Mrs. Meredith became a dog owner. They called this particular dog "Snoozer", because of the fact no real honest-to-goodness name seemed to fit such a hound, but those of you who remember and who are in touch with the vaudeville stage of today will recollect that "Snoozer" became the highest-priced dog act in the world, and was billed thruout big-time vaude-



J. F. Murphy
General Manager J. F. Murphy Producing Co.

ville as "Meredith and Snoozer". It is said the real educator of "Snoozer" was Miss Zora Meredith.

To go back to the celebrities who had their eye-teeth cut on the Smith Greater might be mentioned Jack Cullen, one of the foremost exponents of present-day carnival minstrels, now associated with T. A. Wolfe's Superior Shows; the late William Dyer, who afterwards became associate owner and manager of the Brown & Dyer Shows. Mr. Dyer was at that time the proud owner and possessor of a hoop-la. Nat Narder was there—Nat and his knife rack. Everyone knows Nat Narder's Majestic Exposition Shows of today. Wilbur S. Cherry, one of the foremost contracting agents, made his first appearance as a general agent under the Smith banner, having either graduated or been demoted, whichever you will, from the ranks of journalism. Mr. Cherry had been prior to this publisher of a newspaper at Sumter, S. C.

Dave Sklower had a concession with this show. He later became associated with Dave Wise and organized the Sklower & Wise Show. The famous Matt Gay, one of the world's greatest high divers, offered the free act and also conducted a seashore show. Andy Nolan, considered to be the greatest talker of his time, was on the front of the Smith Greater Wild Animal Show, which was under the management of Mr. McNew. To give some idea of this great talker's ability, the incident occurring at the Raleigh (N. C.) Fair may be mentioned, where the wonderful wild animal show belonging to Col. Francis Ferari, considered the greatest offering of its kind ever presented to the public, before or since, was playing in oppo-

sition to the animal show of the Smiths, which grossed on this particular occasion probably twice as much as the Ferari Show, due only to the ability of Nolan as a talker, and the capable management of McNew.

Our old friend, William Judkins Hewitt, was the press agent of the Smith show at this time, and was in a great measure responsible for the rapid rise and wonderful success of the show thru his strong, original press work. Charles Beasley, who later became prominently identified with Johnny J. Jones, Benny Krause and other modern carnival organizations, at that time operated a poodle-dog wheel.

As can readily be seen, the carnival world was changing from the caterpillar to the butterfly stage. Competing in point of size and reputation were the Johnny J. Jones and the Parker Shows, managed by Con T. Kennedy, and the Barkoot Shows, managed by K. G. himself. After leaving the Smith show the writer joined the Great American Shows, operated by Morris Miller, present owner and manager of the Miller Bros.' Shows. After this show closed at Hot Springs, Ark., H. A. DeVaux organized and opened the American Amusement Company, which I joined. This show toured Oklahoma to a prosperous season, and closed at Hattiesburg, Miss. During this year I took my first step in the riding device department, purchasing a merry-go-round and Ferris wheel, and at the end of the season found myself with so much accumulated show property it became almost impossible to book to advantage. It was then I took my first step as associate owner and manager in the carnival business, my partner being Morris Miller. We launched what was known as the Great American Shows, having for our general agent the late Sydney Wire, and due to his wonderful work and ability, with the assistance ably rendered by H. H. Bain, the well-known present-day agent and promoter, the season terminated very successfully. Felix Blel, now associate owner of the Knickerbocker Shows with Col. Lagg, took the advance of the show toward the middle of the season and booked a wonderful line of engagements thru the New England territory, but owing to the epidemic of spinal meningitis which was prevalent the show was forced to move thru Pennsylvania into Southern territory, the season ending at Sumter, S. C., a success in every particular.

The roster of the above-mentioned show reaching winter quarters consisted of Bristol's Horse Show, which was featured; Zell Moss' Minstrels, Happy Jack Eckert, and several other ordinary carnival attractions, besides the rides. It is a generally conceded fact, probably the greatest single attraction ever before the American public was Happy Jack Eckert, and his show has probably grossed more money than any other, before or since. Another great money-getting show in the early carnival days was a moving picture, called "The Great Train Robbery", carried by several different shows. The spring of 1917 saw the first carnival to travel under my name. This was operated as a gilly outfit until the season of 1919, when it was changed over and put on wagons for a flat-car organization, and operated under the title of J. F. Murphy Shows.

Becomes a Potent Factor

BY this time the carnival business had climbed from its infancy and was a potent factor in amusement circles. Larger and better shows were being organized all over the country. Railroads had made changes from time to time in the operating tariffs so a show of more than five cars could not be handled in the passenger department. This compelled the larger ones to go into freight service, necessitating special movements for show trains at a much greater expense. Licenses were being increased in every town, city and hamlet thruout the country, and the general expense of operation was practically doubled as compared with that of a few years before.

Rapidly behind all of this, city councils, county commissioners and State legislators began introducing bills to prohibit the appearance of carnivals. Salaries were increased in all departments, which, by the way, have never decreased. Every angle of the business cost more to operate. Carnivals graduating from the gilly class were forced to build expensive fronts, purchase railroad equipment, increase the strength and value of their shows, buy new, better and modern rides. As a result about ten or fifteen real, high-class carnival or-

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THE AMUSEMENT PARK AS A COMMUNITY ASSET

SOME weeks ago I followed, with much interest, a series of articles appearing in The Billboard concerning the carnival and the lamentable condition into which many of them have deteriorated from every conceivable standpoint because of the dishonest, immoral and, therefore, poor business policies of their owners and promoters.

At the last meeting of the National Association of Amusement Parks, held in the Congress Hotel, Chicago, I listened with equal interest to a most able paper prepared and read by Judge Charles A. Wilson, general manager of Fontaine Perry Park, Louisville, Ky., entitled, "What Is the Matter With the Carnival?" It was not the judge's purpose to condemn the legitimate carnival business or anyone connected with it, but to point out an object lesson to be learned by all park men from the present predicament of the carnival in the amusement field as a result of the misdeeds of numerous carnival promoters and owners. In these various articles appearing in The Billboard, in Judge Wilson's paper and from a collection of newspaper clippings received from a national clipping bureau I was astounded to note the universal antipathy toward the carnival. From the latter source I was equally astounded to note that from the hundreds of clippings received not even one per cent of the newspapers represented had anything good to say of the carnival.

In striking contrast to this situation I recalled a number of letters which had been shown me by my secretary in connection with the preparation of a circular for use during Riverview's 1923 season. From the many hundreds I perused I reproduce herewith a few, which are quite typical of the entire lot:

OFFICE OF THE POSTMASTER
Chicago, Ill., July 5, 1922.

Mr. Dear Mr. Hodge:
On behalf of this office force may I not thank you most sincerely for your continued kindness to us in the form of the privileges of your park? If good wishes have any effect, we know you will have increased prosperity.
Cordially yours,

(Signed) DAVID C. R. PARADIS,
350 Federal Building.

Mr. A. R. Hodge,
Assistant General Manager,
Riverview Park Co., Chicago.

FEDERAL RESERVE BANK OF CHICAGO
July 20, 1922.

Mr. Hodge,
Treasurer Riverview,
Chicago, Ill.

Dear Sir:
Allow me to take this means of expressing to you, on behalf of our employees, our appreciation and thanks for your liberality with concession tickets to park. Have heard remarks from hundreds of our employees and they are unanimous in their praises for the rides and shows at Riverview, and for the courteous treatment accorded them by all park employees. I assure you that Riverview has made hundreds of

by A. R. HODGE

new "fans" at our bank. Again thanking you for your hospitality and generosity, and with best wishes, I am
Yours very truly,
(Signed) H. A. BANDEL,
Chairman Entertainment Committee.

CRANE CLUB OF CHICAGO
Chicago, Ill., August 9, 1922.

Mr. A. R. Hodge,
Riverview Park Co.,
Roscoe, Belmont and Western Aves.

Dear Sir:
I take pleasure in behalf of the Crane Club of Chicago of Crane Company employees to thank you and your company for the entertainment and respect that you showed us. I am sorry that I could not come up to see you, and the club would appreciate very much if you would put their name on your list for any concession passes your company distributes at

from criticism by the press. Nor do I believe, as a rule, much of what I read in the newspapers because I realize that far too often their articles are inspired by ulterior motives. Nevertheless, the fact remains that the carnivals, or, at least, many of them are in a bad way so far as the public and the press are concerned, and if the public felt toward them as the public evidently feels toward Riverview and many other amusement enterprises which are properly conducted, the press and numerous civic organizations would not be against the carnival, because, after all, there is some grain of truth, so far as public sentiment is concerned, expressed in press reports.

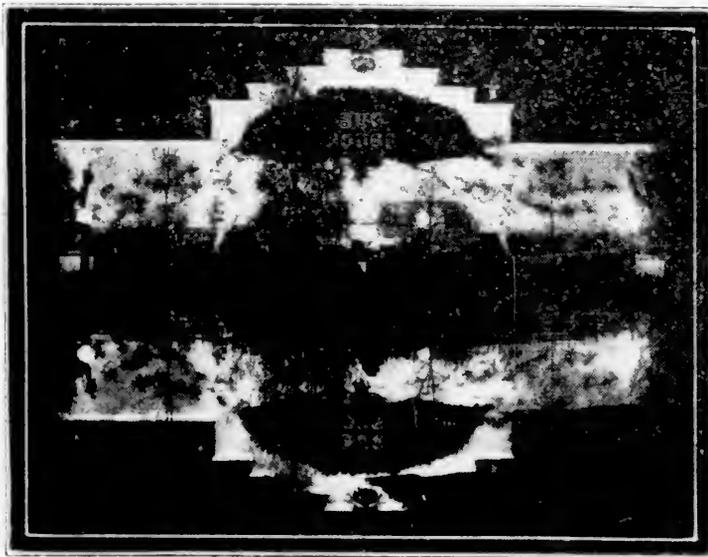
Frankly, the situation in which most carnivals find themselves at the present time is not a surprise to me, because it has long been predicted by reputable carnival owners and outdoor amusement men in general that the present situation was bound to develop because of the practices so common in the carnival business. Nor do I claim that a certain class of amusement parks (but, thank heaven, this class today is very much in the minority in the amusement park field) occupies a position in the lastwise more enviable than that in which many carnivals find themselves today.

Permanent Prosperity

THE American public, as a whole, is thoroughly disgusted with the practices which have brought such institutions to their present condition and further tolerance on the part of respectable but amusement-loving people is not possible. I have often wondered why so few amusement men realize that the same basic business principles as maintain in the operation of a mercantile, manufacturing or banking business should maintain in the outdoor amusement business. I have, too, often wondered why so many outdoor amusement men admit frankly that they do not occupy the same position in their respective communities as do the banker, the lawyer, the doctor, the manufacturer, etc. Until straightforward, honest, moral and thoroly legitimate business principles and practices underlie the operation of every individual amusement park in this country the individual parks will not permanently prosper, nor will their owners, managers and others associated with them occupy the same positions in their respective communities as do their fellowmen.

In my opinion an amusement park rightfully is one of the biggest assets to its community, when properly conducted, and the sooner we park operators realize it ourselves and broadcast the news thruout our respective communities, just that much sooner are we going to be a real asset, and, accordingly, individually occupy that position to which we are entitled in our respective communities. Certainly an amusement park is a community asset.

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Beauty is no more costly than ugliness

any time. The club has a membership of eleven hundred and thirty-seven.

Yours truly,
(Signed) WM. STEPHEN,
Entertainment Committee.

It is not my object in this article to boost Riverview or any particular amusement park, but these letters came to my attention at the time when I had seen and heard so much about the carnival situation that I could not but appreciate the contrast in the feeling on the part of the public. I do not mean to intimate that Riverview is perfect, nor that it has always been free



Left: What could be more gratifying and satisfying than to be surrounded day after day by thousands of happy-faced children for whom you have provided the wherewithal for unlimited pleasures? Center: An ideal picnic grove for an outing of members who may gather for an enjoyable and profitable afternoon and evening under most advantageous and harmonious conditions. Right: An ideal playground which delights all children.

SUMMER PARK VAUDEVILLE

Past, Present and Future

by WALTER J. PLIMMER

PARKS as a rule are dominated by street railway companies and not, as in the case of the theaters, by amusement men. Thus they become and are secondary considerations with the management. This militates against the ordinary practice of showmanship in "selling" vaudeville programs.

It is quite difficult to overcome the subconscious antagonism that arises most naturally in the mind of the prospective patron who had endured as a rule a double fare to reach the park. I know, for I have had on my books at one time as many as fifty parks, each taking a program for a full week. In those days public taste had not yet become so blasé and satiated as to demand a split-week change of bill. The so-called units were nothing new—we had those 25 or 30 years ago. For ten consecutive summers I furnished vaudeville shows for a circuit of parks



Walter J. Plimmer
President Walter J. Plimmer
Vaudeville Agency, Inc.

controlled by the New York, New Haven & Hartford Railroad Co., and each year we would organize the same number of shows that we had parks, and these shows would remain intact from the opening to the closing of the summer season. If the same shows were organized today with exactly the same acts one would think they were looking at the Palace Theater bill. On one show alone we had McIntyre and Heath, The Six Musical Cuttys, Mr. and Mrs. Mark Murphy, the Four Cohans, Ward and Curran and Adgie's Lions. And in quite a number of the parks these acts were compelled to work without a piece of scenery. I wonder if they would do it now.

The Parks of Today

THE parks of today are not the Competition-Free Institution that they were thirty-three years ago when I first became interested in them. Then they were in a field of recreation almost entirely their own. Since then the popularity of the park has been steadily waning, very largely because of the motion picture, which at its conception was a very minor bit of entertainment of one and two reels, and not as today, an immense and costly program adapted to please the most discriminating taste.

The picture vogue did not progress in the park as it did in the theaters for the reason that the cost of transportation to the park alone equaled the cost of a picture downtown. To this, of course, was naturally added the entrance fee to the theater. Another factor that retarded picture progress in the park was the very short hours of entertainment possible. By the time it had become dark enough it was time for the substantial and desirable portion of the park visitors to begin thinking of home and tomorrow's duties. Matinees were not possible at the park theater, since the majority of these theaters were of the air-dome variety, and daylight is not yet a very vigorous promoter of film business. Neither was there any protection against rain. Very often while in the middle of a performance it started to rain and the audience would scamper for shelter, leaving the artist flat in the middle of the act, and very often I have seen it rain every day in the week and no performance given either afternoon or evening, but salaries were always paid by the end of the week no matter whether the acts worked or not. In the summer park amusements it was very little work but plenty of fun, and nearly all of our stars of today have played these summer parks some time or other.

If I remember correctly the following are some of the artists who have played for me in summer parks. It would amuse quite a number of the stars of today to go back to the olden days when they were receiving such salaries as Essie Janis, \$75; Weber & Fields, \$200; McIntyre

& Heath, \$300; The Four Cohans (Geo. M. and family), \$250; Eddie Leonard, \$35; Montgomery & Stone, \$80; Williams & Walker, \$40; Jesse L. Lasky and B. A. Rolf, \$125; Al Tolson, in conjunction with his brother and Joe Palmer, \$125; Irene Franklin, \$75; Lillian Shaw, \$30; Three Keatons (Buster, father and mother), \$125; Pat Rooney, \$100; Alexander Carr, \$100; Frank Fogarty, \$35; Dorothy Jardon, \$25; J. Francis Dooley (Dooley and Sales), \$30; Dolly Sisters, \$60, and many others. An approximate salary for the entire list above mentioned on one bill would cost about two thousand dollars. The cost of the same bill today would look like the German war debt.

If parks are to come back they must devise some means to combat both the vogue of the picture and the cost of modern vaudeville, to say nothing of the heavy inroads made on their patronage by the pleasures derived from the automobile, and few of us can question the help-giving value of an evening ride over comfortable roadways.

At the time I speak of I supplied thirty parks in the New England territory and eleven in Virginia for Jake Wells, who once held the outdoor amusement of the old State in ample hand.

The circuit idea of the unit systems now in practice in burlesque and vaudeville was originated in the park bookings. It is not a new feature to



Son and Father
Walter J. Plimmer, Jr., and Sr.

the show world, as many of the present generation might suppose.

This factor, along with insured steady employment, together with the generosity of the transportation people in the matter of baggage handling, local car tickets, etc., made the engagement a very pleasant one for the artist. Headliners today will testify to that fact.

There was once a time when acts playing fair grounds and parks prayed for rain, because they were the sort of people who were not seriously interested in their profession. They were simply gold-diggers, who existed before the day of fame for that name, but this class of artistes was greatly in the minority, and I wish it to be understood that none of the above names is to be considered in this class.

Today most acts have a certain sense of professional pride that wants to make them show their talents, and huge salaries that are burdensome for parks to sustain under the handicaps that have come about in these more recent times. If the summer parks ever came back to life and had the co-operation of such men as E. F. Albee and John J. Murdock, they would probably have beautiful theaters in place of the old rustic air-domes. For these two gentlemen have done more for the uplift of vaudeville than any other two people in the United States.

Once virtually every town of any reasonable size boasted of its size. Today they are comparatively few. This prevents the once regular practice of organizing a show that remained intact for the season; some one of its members being the disbursing officer for the booking agent who was paid direct for the whole program, largely because the railway people, being unfamiliar with show job practices, preferred not to be bothered with this detail. There were those, however, who

paid the acts in person, but when several parks were controlled by one railroad company, it usually paid the booking agent a lump sum for the entire show, and the booking agent would arrange with some member of the company to take full charge of the show, such as arranging for the tickets to the next stand, also for the hauling of baggage and paying of salaries.

Will Park Vaudeville Come Back?

IT is a question in my mind if the park can be brought back to its former vaudeville glory. What with gorgeous theaters open all summer, picture houses with extensive programs and symphony orchestras, and a "flivver" in every family, the park seems doomed to become a historic feature rather than to remain a current phase of our amusement life.

Candidly, that is the situation as I see it. I am certain that the American public still likes to laugh and that it will forever enjoy a thrill, but if the park institution is to be saved to popular purpose, then two things must be done. First, the railway company or other owners must release their monopoly on the transportation of these premises to the extent of providing good roads for approach by automobile and a welcome for the automobile patrons, even if a small fee for parking and protection service is required. Secondly, the park theaters must be brought up to date completely, and equipped stages with all accessories provided so as to meet the necessities of the up-to-date vaudeville acts.

These things done, and done wholeheartedly, may accomplish the salvation of the park. Acts, agents and audiences are all available. It is up to the park owner to co-ordinate them again. Then they must be brought together in a manner that is within keeping of the circumstances of today. Selfishly clinging to practices of the past will only insure the complete demise of that most picturesque and pleasant phase of American recreation.

San Diego a Mecca for Theatrical Folks

By R. D. TYLER

IF you can't find them elsewhere, look for them in San Diego, Calif., would seem to apply to this garden spot of Southern California, the haven of perhaps as many retired theatrical people as any city of its size in the country. By looking over the list below you will probably find the name of some old pal of former days now living happily in San Diego:

J. M. (Jack) Dodge, formerly with the Evening Star Variety, Milwaukee, now associated with H. C. Hayward as lessee of the Spreckels Theater. Harry C. Hayward, former pantomime artist in England, and with Frank Mayo at the old Chestnut Street Theater in Philadelphia, now lessee of Spreckels' Theater.

Scott Palmer, formerly with Jefferson De Angells Opera Company, now manager of the Savoy Theater, playing Pantages Circuit vaudeville.

Harry Paine, formerly with Norris & Rowe, 101 Ranch, Two Bills and the Howe Great London Shows, now manager of the Spreckels Theater.

Earl N. March, formerly with Forepaugh-Sells Circus, now treasurer of the Savoy Theater.

Thos. P. Gets, who opened at the old Olympic Theater in Chicago in 1871 with Kelly & Leon's Minstrels, and a producer for over fifteen years for Elks' Lodges all over the United States, has since 1910 been proprietor of "Ramona's Marriage Place", at Old Town, San Diego.

Frank Morrell, "The California Boy", who made his first appearance as a boy soprano with Cleveland's Minstrels in 1890, later with Sells Bros. Circus, Haverly's Minstrels, one of the original members of "That Quartet" with Cohan & Harris in 1908, now a deputy in County Assessor's office.

George Beach, in 1909 and '10 with Al G. Field's Minstrels, also a member of the Gus Hill "Happy Hooligan" show, later organized the Criterion Comedy Four, playing in vaudeville, now a cafe proprietor.

Walter Beemer, formerly in vaudeville as Walter Beemer and Juggling Girl, now in the real estate business.

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The Billboard

DECORUM • DIGNITY • DECENCY

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INDEPENDENT PRODUCING MANAGERS' COMBINE

Is Reported in Process of Formation in New York City

PURPOSE SAID TO BE FOR MUTUAL PROTECTION

Sam H. Harris, Selwyns, John Cort, David Belasco, Charles Frohman, Inc., and Arthur Hopkins Mentioned

New York, March 12.—A combination of independent producing managers in New York for the purpose of mutual protection against the high rents and alleged inconsiderate syndicate theater owners is in process of formation, according to current reports. The managers mentioned in this combination are Sam H. Harris, the Selwyns, John Cort, David Belasco, Charles Frohman, Inc., and Arthur Hopkins.

These six producers operate twelve theaters which they would pool under the arrangements reported, with each member having the first call on the other's houses for their attractions.

The reason given for this combination is the safeguarding of the individual producer's interests in New York. These producers have in mind

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RADICAL CHANGE IN STATE FAIR PROGRAM

No Carnival, No Wheels, No Games at Louisville—John Robinson Circus Engaged Instead

There will be no carnival at the Kentucky State Fair this year, no midway of any sort, no merchandise wheels, and no games, either of chance or skill.

Instead the John Robinson Circus has been engaged for fair week and will present its performance twice daily (maybe three times on big days).

Such was the decision of the Board of Directors of the fair at its meeting in Louisville last week. News of the decision quickly spread among showmen and was the occasion of much comment.

"Why the change?" has been the question on every showman's tongue, and to get first-hand information The Billboard despatched the writer to Louisville Sunday to personally interview G. Carney Cross, secretary of the Kentucky State Fair. It was

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Carnival Owners—Important!

The Showmen's Legislative Committee of the Showmen's League of America has called a meeting of all carnival owners and agents only to be held in the New York office of The Billboard, 1493 Broadway, Sunday afternoon, March 18, at 2 p.m. The committee states that this meeting is of the utmost importance to all carnival men. Those who wish the carnival to remain in business should bend every effort to be present at this meeting. It may be the turning point in the life of the outdoor show world.

SHOWMEN'S LEGISLATIVE COMMITTEE,
By Thomas J. Johnson, Counsel.

PROPOSED OUTDOOR SHOW BILL IN MICHIGAN MODIFIED BY AGREEMENT

Counsel for Showmen's Legislative Committee Confers With Governor and Members of Legislature Who Are Pleased To Learn of Committee's Aims and Purposes

Chicago, March 10.—Thomas J. Johnson, legal adviser to the Showmen's Legislative Committee of the Showmen's League of America, returned Thursday from Lansing, Mich., where he went earlier in the week to examine into a proposed bill which was believed to threaten damage to the owners of outdoor shows.

Mr. Johnson told The Billboard that while in Lansing he talked with the governor and a number of members of the legislature. All of them, he said, expressed satisfaction over the fact that the showmen have

banded together and, thru their official organization, the Showmen's League, have evolved the Showmen's Legislative Committee, with full authority to go ahead and clean up. The governor told Mr. Johnson that such a move had a good business ring to it and both the executive and influential members of both houses of the legislature said that the showmen will be given a good opportunity to do the big work they have started out on.

The bill above referred to has also

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EQUITY COUNCIL FORBIDS NEW YORK SUNDAY WORK EXCEPT FOR CHARITY

New York, March 12.—At a private meeting in the Forty-Eighth Street Theater Sunday afternoon the members of the Actors' Equity Association unanimously passed a motion to the effect that the Equity council forbid members of the association from taking part in Sunday performances in New York, except performances for charitable purposes or benefits which cannot be given at any other time.

The purpose of the meeting was to discuss among Equity members the

matter of Sunday shows, preparatory to sending a committee to Albany to fight the bill when it comes up in the State Legislature. The question was presented to the meeting by Grant Stewart, who stated some of the objections, and Lawrence Grant then outlined the more important comebacks that would be encountered from those in favor of Sunday shows.

It was brought out that the one unassailable ground against Sunday

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GOING AHEAD WITH NEW WAGE DEMAND

M. M. P. U., Local 310, All Set, Declares President Anthony Mulieri

New York, March 12.—Claiming to have organized all non-member musicians in Greater New York, the Musical Mutual Protective Union, Local 310, is all set to go ahead with its announced purpose of negotiating higher wage scales with the theater managers, it was declared by Anthony Mulieri, president of the union. The meeting scheduled for this Tuesday night will probably be the last of the series of general meetings held for the past six weeks by the union. With the new wage demands all formulated and adopted by the membership, the leaders of the union will now make their demands directly to the managers.

The officials of the M. M. P. U. assert that President Joseph N. Weber, of the American Federation of Musicians, from which the organization was expelled almost two years ago, is already permitting out-of-town musicians to come into New York, and take the places of New York men in the theaters. It was pointed out that Weber and the officials of the Associated Musicians of Greater New York, Local 802, which was chartered by the Federa-

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LIVELY S. L. OF A. MEETING HELD

Number of Interesting Subjects Come Up at Assemblage of Outdoor Showmen

Chicago, March 10.—Last night's meeting of the Showmen's League of America developed several subjects of interest. Interest was aroused when President Edward P. Neumann arose and announced that certain objectionable features that he said prevailed in the league clubrooms were to be eliminated and that sufficient measures to cut them out entirely would be adopted. Mr. Neumann cited profanity as one evil and, after mentioning others, gave Secretary Tom Rankine most emphatic orders to report all infractions that might occur in the future, stating that prompt and decisive action will be taken in the case of every offender, no matter who he may be.

Thomas J. Johnson, counselor for the league, said the president's utterances were exactly to the point

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Last Week's Issue of The Billboard Contained 1,230 Classified Ads, Totaling 6,140 Lines, and 741 Display Ads, Totaling 23,985 Lines; 1,971 Ads, Occupying 30,125 Lines in All

The Edition of This Issue of The Billboard Is 105,000

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

"REIGEN" READ AT BEEFSTEAK DINNER

New York, March 12.—The Green Room Club held its beefsteak dinner in honor of Otto H. Kahn at its club house last night, and afterwards the play "Reigen" was read in the theater of the club by Hal Crane and Ralph Stuart. Mr. Kahn left before the reading to attend a private showing of a new film, "The Covered Wagon", at the Plaza Hotel. A large number of guests attended the dinner, and among the speakers were Otto H. Kahn, Jesse Lasky and Gilbert Miller.

The club will probably produce "Reigen" at a later date if its application for an injunction to restrain the police from interfering with the performance is favorably acted upon by the court today. During the dinner a statement was made by Rolfe Lloyd on behalf of the entertainment committee in which the committee expressed the opinion that it was less necessary to protect the public from "Reigen" than it was to protect "Reigen" from the public. During the reading of the play many representatives of newspapers were present, and in accounts published today all are agreed that "Reigen" is no worse than, if as bad as, many bedroom farces presented on Broadway for general consumption.

New York, March 10.—After a hectic week of battling with the law and John S. Sumner, the Green Room Club decided today to call off its proposed production of "Reigen" at the Belasco Theater tomorrow night.

The cause of the calling off of the performance was the registering of a complaint with the police department by John S. Sumner of the Society for the Prevention of Vice. Early in the week Sumner wrote a letter to the police department stating that the play was "vile and immoral" and that the performance should be prevented. The Lord's Day Alliance also took a hand in the proceedings because the production was planned for Sunday.

Then Otto H. Kahn wrote a letter to Sumner saying that while he was unfamiliar with "Reigen" he felt that he could not attend the performance, tho he will be present at the dinner, as guest of honor. This letter and other material was published in the dailies and, in some instances, occupied front page position.

While all this was going on the Green Room Club, thru Harry S. Heckheimer, its attorney, tried to start proceedings for criminal libel against Sumner. This fell thru. Then Heckheimer applied to the Supreme Court for an injunction restraining the police from interfering with the performance. The judge declined to grant the writ but did issue an order compelling the police department to show cause why it should interfere with the production of the play.

The next move was made by David Belasco, who yesterday canceled his permission for the club to use the Belasco Theater for the show.

It also became known today that Frank Gillmore had resigned as prompter of the Green Room Club, early in the week. Mr. Gillmore stated that he took this action to save both the Green Room Club and Equity from embarrassment in the situation. He pointed out that Equity was firmly against shows being given on Sundays and for him to hold the position of president of a club which was going to give a performance on Sunday put him in a peculiar position. Mr. Gillmore took pains to say that he was not judging "Reigen" and believed that the club was well within its rights in giving the performance. It was only to save embarrassment to all parties concerned that he resigned, according to Mr. Gillmore. At the same time George Trimble and James O'Neill, assistant executive secretaries of Equity, resigned from the Board of Supervisors of the Green Room Club. All three, however, still retain their membership in the club.

The newspapers took hold of the story of "Reigen" and its vicissitudes with alacrity. It was good "copy" and they made the most of it. In fact, it is generally held that had it not been for the attention given the story by the papers, nothing would have been done to interfere with the production.

"MON PAPA" IN REHEARSAL

New York, March 12.—Hilda Spong will be seen in the leading role of the next Oliver Morosco Holding Corporation production, "Mon Papa", which goes into rehearsal this morning. Franklin Underwood, general stage director for the Holding Company, will direct the piece.

TO PRODUCE "THE THRILL"

New York, March 12.—George Leffler has obtained the rights to a new comedy by Benish Poynter, which will start rehearsals shortly. The piece is called "The Thrill", and is scheduled to open at the Apollo, Atlantic City, April 16.

INJUNCTION SUIT SOUGHT BY TANAGRA COMPANY

New York, March 10.—Application for an injunction to restrain the Animated Miniature Theater Company, of New York, from selling or distributing what is known as the Tanagra Theater, a novelty playhouse, was made in the Supreme Court this week by the Tanagra Corporation, of 535 Fifth avenue.

Edward P. Schreyer, president of the plaintiff concern, alleged that his corporation had the sole right to distribute the theater in this country. He alleged that Aaron Raun, head of the Animated Miniature Theater Company, had purchased the sole rights for Latin America from him, but was now intending to do business in this country. He alleged that he had obtained the rights to the Tanagra Theater in Vienna in 1921, and that Aaron Raun and Harry Smith had been given the rights to Latin America and also the privilege to display the theater in Coney Island during last season only.

The Tanagra Theater is a miniature stage upon which the movements of living actors are reduced by a system of mirrors to toy size.

"CROOKED SQUARE" ARGUMENT AT END

New York, March 9.—Mrs. Henry B. Harris' production of "The Crooked Square", came to a sudden halt in Pittsburgh last Tuesday after Constance Binney, the star, disagreed with Mrs. Harris about something, and left the play. It was said that Mrs. Harris immediately rushed off to New York to find a successor to Miss Binney, but her office denied the story. Whatever the disagreement was, Miss Binney and the producer have made up, and as far as anybody knows, she will continue in the role for the rest of the season.

The play is the work of Samuel Shipman and Alfred C. Kennedy, and is booked to open in Chicago next week.

ANOTHER SPECIAL MATINEE

New York, March 12.—"Up Town West", a play by Lincoln Osborn, will be presented at the Earl Carroll Theater Tuesday afternoon, April 3, and will only be seen for three matinees.

GHOST OF MISUSED SHOW HURTS "HITCHY" IN WEST

Davenport, Ia., March 10.—Raymond Hitchcock, who is breaking in his "Hitchy-Koo of 1923" thru the Middle West, is feeling the effects of a road show which traveled much of his present itinerary two seasons ago and attracted its audience by emphasized attention to the fact that it was "Raymond Hitchcock's Hitchy-Koo". It was a "bloomer" show and left a wide trail of disgruntled theater patrons who are shying at Hitchy's present venture. The sentiment has been strong enough to encourage Hitchcock from each town to wire theatrical writers at the next stand, explaining the situation.

Hitchcock's new show was well received here and evoked enthusiastic and gushing reviews, drawing excellent houses despite the fact that it played in between the well advertised "Tangerine", and "Up in the Clouds", and just ahead of the Thomas Jefferson Company with "Lightnin'".

V. A. B. F. DINNER

Attended by Well-Known English Theatrical Men

London, March 11 (Special Cable to The Billboard).—Lord Cromer presided over the V. A. B. F. dinner, held tonight, and was supported by R. H. Gillespie, Chas. B. Cochran, Walter Payne, Harry Masters, Sir Alfred Butt, Albert Joyce, Fred Russell, Joe O'Gorman, Monte Bayly, Sportsman Harry Preston, George Graves, Billie Reeves, Harry Foster, Ernest Edlsten, Bert Errol, Clarice Maxne, Colonel Gillespie, Nora Delaney, Stanley Lapino, Paul Whiteman and over 120 guests.

Lord Cromer announced that towards the annual necessity of finding \$45,000, \$6,000 was donated at the dinner tonight. Mr. Gillespie made an appeal to those performers earning big salaries, but who have not donated. He made touching reference to the Joe Elvin Tribute Fund for the man who made the Bginsworth Home possible. Sir Alfred Butt proposed the health of the crowd, and made apologies for importing a colored aggregation, speaking amid interruptions from prominent artists.

DRAMATIC NOTES

Douglas Wood, now appearing in "Give and Take" at the Forty-ninth Street Theater, New York, will produce three of his one-act plays at a special matinee some time this month. Mr. Wood was one of the organizers of the little theater movement in this country, and one of the directors of the Band Box Players.

Rachel Crothers' play, "Mary the 3rd", now playing at the Thirty-ninth Street Theater, New York, will be published in book form by Brentano's. It will mark the beginning of a uniform edition that will include all her plays. These are "Nice People", "He and She", "The Three of Us" and "A Man's World".

The New York Drama League, Inc. dined Constantine Stanislavsky, Ethel Barrymore and Kenneth MacGowan at the Hotel Astor on March 15. Miss Barrymore voiced the appreciation of the American players of the work of the Russian company, and Mr. MacGowan thanked the players on behalf of the American critics for having the chance to view this company.

Vincent Lawrence's play, "Two Fellows and a Girl" opened in Rochester for a week, and then moved on to Chicago for a run at the Grand Theater. The cast is made up by Allan Dinehart, Ruth Shepley, John Halliday, Clairborne Foster, J. W. Bennett and George Smithfield. George M. Cohan, the producer, is with the company and will complete his plans for the reconstruction of the Grand Theater while in the "Windy City".

Channing Pollock, author of "The Fool", will sail for France late in April to arrange for the production of his play, "The Sign on the Door", the French version of which was made by Andre Pascal. It will be presented at the Renaissance Theater, Paris, with Louise Gauthier in the leading role. Mr. Pollock will then go to London to make arrangements with Arch Selwyn for the London presentation of "The Fool", which will take place in September.

He will then return to America early in May to assist Frank Relcher in the organization of seven companies that are to play "The Fool" here next season.

News from the Pacific Coast states that William Faversham is shortly to close up his bookings in vaudeville and spend his time trying out several new plays in California which he hopes to present on Broadway in the fall. Mr. Faversham is at present negotiating for a theater in New York, where he can establish a regular repertoire company. If he is successful it will mean that New York will have two repertoire companies next season, as Walter Hampden has already secured the National Theater and is scheduled to open there on August 15.

At a luncheon tendered Morris Gest by Professor George P. Baker, of Harvard University, it was announced that the Moscow Art Theater would appear in Boston for a week, beginning April 2, in the Boston Opera House.

Luis Alberni gave a fine rendition of the part of a musical conductor in "Rita Coventry". At the first performance, Mr. Alberni "stuffed" on some of his lines, for he had the part but a few days before the opening. After he was settled in it, he gave a most artistic performance.

George Le Solr has only a small part in "Anything Might Happen", but he plays it very deftly. He makes only a short appearance as a head waiter but he is the pinnacle of suavity in the role and makes it stand out.

Marguerite Forrest has joined the cast headed by Olga Petrova, which will play "The Hurricane" in Chicago in the near future.

The first production of the Theatrical Financing Corporation will be "Where the Subway Ends", a play tried out on tour this season. James V. Auditoro and Joseph Noel are the authors. Priestly Morrison has been assigned to do the restaging of the piece, which was placed in rehearsal last Monday.

DANCER TRIED FOR PUBLIC INDECENCY

Indianapolis, Ind., March 9.—The trial of Jessie MacDonald, a principal of the "Mischief Makers", a Mutual Burlesque attraction, who was arrested last week on a charge of public indecency for her dances and songs at the Broadway Theater, ended in City Court today. The case was taken under advisement, and the decision will be rendered next week. The nature of performances at the Broadway has been a matter of controversy between the police and the Church Federation of Indianapolis for some weeks.

The Rev. C. H. Winders, secretary of the local Church Federation, testified that Miss MacDonald appeared on the stage in scant attire while singing a song and became a little more daring every time she reappeared. At one performance, Dr. Winders said, the girl "went so far" in her dance that she was motioned off the stage by the show manager.

The "Mischief Makers" was current at People's Theater, Cincinnati, three weeks ago when the mayor of that city revoked the license of the house for the display of entertainment alleged to be "detrimental to the public morals." The following week the mayor rescinded his order when the management of People's Theater promised to conform to the show to certain requirements.

REGINALD GOODE VERSATILE

New York, March 12.—Reginald Goode has been playing the role of Bassanio in "The Merchant of Venice" during the last few days of that production at the Lyceum, replacing Philip Merivale, who has been ill.

Incidentally, Mr. Goode has been one of the most industrious of actors, for he has appeared in four roles of this piece at various times since its opening December 21, 1922. These have been Antonio, the Prince of Morocco, Salanio and Bassanio, and he stepped into one or the other when the regular principal was taken ill.

Mr. Goode is a veteran Shakespearean scholar, and has played a long repertoire of roles in the classical drama.

CARPENTER SAILS FOR FRANCE

New York, March 8.—Edward Childs Carpenter, president of the American Dramatists, and also president of the Dramatists' Guild of the Authors' League of the United States, sailed yesterday for France aboard the French liner Paris. Mr. Carpenter gave the following statement as the reason for his trip abroad: "I am going to France and England for the purpose of bringing about closer relations between the French and English writers with the Americans, and also to work out a uniform program governing the matter of copyrights and the relations between publishers and playwrights, as well as producers and playwrights."

"The season in New York has been extremely good," said Mr. Carpenter. "Of course, Lent, influenza, and the income tax have reduced the attendance, but, all told, I think this has been one of the best seasons for years. While there have been some poor plays, there have been many good actors. Good plays mean better actors."

PERFORMING ANIMALS BILL IS UP AGAIN

London, March 11 (Special Cable to The Billboard).—The second reading of the Prohibition of Performing Animals Bill is slated for March 23, but, despite the support of every "crank" and the press, there is a little probability of it getting very much further unless the second reading is reached, which, owing to the time limit, probably cannot be done.

"FAMILY AFFAIR" GOOD PLAY

London, March 10 (Special Cable to The Billboard).—Agnes Blanc's play, "A Family Affair", in which Eddy Good is starring, had its first London performance at the Brixton Theater, Monday, and was well received. It is a good play and is due for a showing in the West End later.

KOUNS SISTERS SHARE HONORS

London, March 11 (Special Cable to The Billboard).—Nellie and Sara Kouns are sharing headline honors at the Coliseum.

JOHN MEEHAN ARRESTED FOR NONPAYMENT OF ALIMONY

New York, March 10.—John Meehan, producing director for George M. Cohan, was arrested yesterday at the Hudson Theater by Deputy Sheriff Murphy, of Sheriff Nagle's staff, under an order signed by Justice Nathan Bijur. Meehan is being sued for a separation by his wife, Helen Scott Meehan, an actress, 28 years of age, residing at 424 West Twenty-fourth street, who declares that her husband abandoned

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THE BILLBOARD

Published weekly at 25-27 Opera Place, Cincinnati, O.
SUBSCRIPTION PRICE, \$3.00 PER YEAR.

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

268 pages. Vol. XXXV. No. 11. March 17, 1923. PRICE, 15 CENTS.
This issue contains 37 per cent reading matter and 63 per cent advertising.

BRADY SAYS PRODUCERS WILL FIGHT FOR LOWER RAIL RATES

Tells Traveling Men That Theater, Tho a Big Institution, is Not Appreciated by "Hoggish" Railroad People

NEW YORK, March 11.—That the railroad people are the biggest hogs in this country was the sentiment voiced by William A. Brady, who represented the theatrical interests of the United States at a meeting of the National Council of Traveling Salesmen held at the Astor Hotel Friday night to demonstrate the solidarity of public opinion in favor of interchangeable railroad mileage books.

According to Brady the producing managers of the country would give united aid toward winning the fight if the carriers exercised their proposed plan to defeat the order issued by the Inter-state Commerce Commission. The co-operation of the theatrical interests was pledged by Mr. Brady, who said that there was no limit to which the profession would go in backing up the traveling men in their attempt to bring down the railroad rates. In conclusion, Mr. Brady asserted that the theater is a big institution, but not appreciated.

Victor Leighton, theatrical traffic representative of the Erlanger interests, on being introduced by Brady, said that the mileage book, in so far as the theater is concerned, helps the profession individually and helps the vaudeville artist.

"As far as traveling companies are concerned it is of little value at present because we are always carrying a baggage car," said Leighton. "I have been told confidentially by traffic men with whom we are constantly in touch that should this ticket go thru, and I think most of them anticipate that it will, they will find some avenue that this ticket will either cover the movement of baggage cars for scenery or that they will grant our petition for party fine rates."

According to Mr. Leighton, twenty-five producers two years ago spent slightly over two million dollars for the movement of their attractions out of New York. Before the war, Mr. Leighton said, a company of twenty-five people with one car could travel as low as 37½ cents a train mile, while today the cheapest rate at which the railroad company would handle the same train is 90 cents and that at the present time they were paying nearly two-thirds of a great many of the earnings of the passenger trains.

The meeting was presided over by Aaron Loeb, president of the association, who was followed by United States Senator Hoke Smith, of Georgia, who spoke at length on the issue. Other speakers were U. S. Representative Arthur Free, of California, and General J. O. Woodward, of Washington. About 500 were present.

STAGE GUILD STARTS SEASON

San Francisco, March 9.—At the Plaza Theater Wednesday night a very appreciative audience witnessed the opening presentation of John Masefield's "The Faithful", a romance of old Japan. This marks the beginning of a six weeks' season of the Stage Guild under management of Jessica Colbert.

The play was very well staged. It tinges with anxiety and tragedy. The scenery is strikingly appropriate and charming costumes of ancient Japan were made especially for the production. "The Faithful" continues to Saturday night. A matinee was given yesterday and another will be offered tomorrow. Irving Michel directed the players, who are from the Playhouse in Berkeley, Calif.

TO AID ACTORS' CHAPEL

New York, March 10.—A benefit for the Actors' Chapel, of which the Rev. Ed F. Leonard is pastor, will be given at the Casino Theater Sunday night, April 15. Several well-known singers and actresses have signified their willingness to assist while The Shuberts, Chas. DeLoe, Eddie DeLoe, Earl Carroll and others have promised talent from their respective shows. Tickets may be obtained at the pastor's study, 235 West 49th street.

HAMMERSTEIN SIGNS SKELLY

New York, March 11.—Arthur Hammerstein has placed Hal Skelly under contract to star in a new musical comedy. The piece will be written by William Cary Duncan, with music by Rudolph Friml and will be staged by David Bennett. Victor Morley has been engaged for the show which will be produced late in August.

SHAKESPEAREAN PRODUCTIONS PLANNED BY DAVID BELASCO

New York, March 10.—In a letter of thanks which David Belasco has sent to all the dramatic editors in town for their treatment of his production of "The Merchant of Venice" the producer states that he will stage several Shakespearean plays.

"I look forward with eagerness," says Mr. Belasco, "to presentations at no distant date of 'Julius Caesar' (always my greatest favorite among plays) and of 'King Richard II,' and 'King Henry IV'—first and second parts. And, later, when the contracts already made for her have been fulfilled, I shall bring forward that most adorable of contemporary actresses, Miss Lenore Ulric, in that most adorable and exciting of all Shakespeare's young heroines, Juliet."

EQUITY STOPS SUNDAY SHOWS

New York, March 10.—Equity has stopped two performances which were announced to take place tomorrow at Broadway theaters. One of these, "March Hares", abandoned its plan of showing, after the members were warned that they would incur the displeasure of Equity if they played on Sunday and have made arrangements to start their performance on Monday morning at 12:15. This will bring them out of the Sabbath show class by fifteen minutes. This arrangement is said to be agreeable to Equity.

William A. Brady, who announced his intention of staging a "sacred and educational concert" with himself as one of the stars, at The Playhouse tomorrow, has abandoned the project.

Equity sent letters to all those who were mentioned as being about to appear in the "concert" and this action put the quietus on the plan. Considerable arguing took place on and off during the week between all the parties to the dispute, but the result was a victory for Equity.

KENMAT'S FIRST FILM

San Francisco, Calif., March 9.—The Kenmat Productions Company, a local and recently launched organization, is filming a picture entitled "Scarlet Shadows". The story deals with a girl who is in love with a young author. In order to prove her capabilities of taking a role in his new play she engages in daring undertakings which take her into the heart of Chinatown. The company's second picture will be made at the Pacific Studios, San Mateo, Calif.

ISADORA DUNCAN NOT CITIZEN

Washington, March 10.—The Department of Labor has held that Isadora Duncan, the aesthetic dancer, is not a citizen of the United States. This decision is founded on the fact that she married Sergel Essenine, a Russian, on April 1, 1922. Miss Duncan while on a tour of this country recently, took several flings at prohibition and denounced some of our institutions. This led Secretary Davis of the Department of Labor to inquire whether she was in fact a citizen of this country.

COOK WITH MOROSCO COMPANY

New York, March 11.—Charles Emerson Cook, for many years associated with David Belasco, is now in charge of the publicity department for the Morosco Holding Company.

BUSINESS RECORDS

NEW INCORPORATIONS

Delaware Charters

Rising Sun Production, Wilmington, moving pictures and machinery, \$1,000,000. (Corporation Service Co.)

Cavalier Motion Picture Co., New York, \$1,000,000 (United States Corporation Co.)

Superchemical Co., Wilmington, \$500,000. (Corporation Service Co.)

Photoplay Finance Corp., places of amusement, \$199,000; Walter H. Johnson, Alton D. Robertson, Gardiner P. Johnson, New York. (U. S. Corporation Co.)

Notes Amusement Corp., \$700,000; Marcus Notes, William Notes Washington; Byron I. Graham, Chevy Chase, Md. (Corporation Service Co.)

Maryland Theater, Wilmington, \$70,000. (Delaware Incorporating Co.)

Stevens Pictures Corp., New York, taking motion pictures, \$650,000. (U. S. Corporation Co.)

Illinois Charter

Cosmopolitan Industrial Film Corp., Spring-

field, \$10,000; L. J. Stogsdill, Harry C. Kunkleman, L. P. Stogsdill, R. D. Stogsdill.

Indiana Charter

Rhodes Theater Corp., South Bend, \$450,000, of which \$300,000 is preferred stock; Ezra Rhodes, Maude Rhodes, Earl Reeder.

New York Charters

Cameo Distributing Co., New York, motion pictures, \$10,000; J. Forster, M. R. and I. Weinberg (Attorneys, Weinberg & Weinberg, 63 Park Row.)

Tall Theater Corp., Brooklyn, films, &c., \$15,000; H. Lowenthal, M. Levinthal, H. Turin (Attorney, B. Ammerman, 50 Court St., Brooklyn.)

Matinee Players, New York, theaters, \$20,000; W. McDonough, J. H. Carroll, H. Herbert, (Attorney, J. Timony, 1476 Broadway.)

Daniel Amusement Co., New York, motion pictures, \$100,000; L. Prince, B. Calif. (Attorney, D. T. Rosen, 42 Broadway.)

Melbourne-Arden Productions, New York, theatrical, \$40,000; H. M. Arden, W. Rappaport, E. W. Leary (Attorney, Julia Cohen, 277 Broadway.)

Ohio Charter

Elwood Theater Co., Marion, \$25,000; Ed-

"HOME SWEET HOME" HUNDRED YEARS OLD

Event To Be Celebrated in London, Where Melody Was Introduced in Opera

London, March 11.—The one hundredth anniversary of the first public singing of "Home Sweet Home" will be celebrated here May 8.

The melody came in the second act of an opera, "Clari", or the "Maid of Milan", written by Sir Henry Bishop, the libretto and lyrics of the internationally known and famous song being the work of John Howard Payne, a wandering American actor, dramatist and song writer. The opera was first produced at Covent Garden but soon died and was forgotten, but the song will live forever.

As yet the nature of the commemorative ceremonies has not been decided, but leading musicians have expressed the hope that the anniversary will be observed by the singing of the song at concerts throughout the world.

John Howard Payne was born in New York, June 9, 1791, and died at Tunis, April 5, 1850. His first stage appearance was in New York in 1809, as "The American Juvenile Wonder". He appeared in other American cities, also in England and Ireland, part of the time with Miss O'Neill. He retired from the stage in 1832 and was American consul to Tunis in the years 1833-35 and 1851-52.

He was the author, translator and adapter of more than sixty plays from which he profited but little, nor was he suitably remunerated for the song. According to story, Payne found his way back to the country of which he sang so sweetly, but, in poor circumstances, wandered about the streets with no home to go to, with the irony of fate dancing in his ears thru the hurdy-gurdies, his own "Home Sweet Home".

Nor was Payne to even die in his home country for Fate willed otherwise and his demise in a foreign land brought to a conclusion the life of one who has given to the world an immortal classic.

DISPUTE WITH KARNO SETTLED

London, March 10 (Special Cable to The Billboard).—The Actors' Association has settled its outstanding dispute with Fred Karno regarding unfair contracts. The Vaudeville Artists' Federation asked the Actors' Association to help and Karno agreed to use the Standard Touring Contract, but broke his word so the Actors' Association organized a boycott thru the local trades councils in the towns visited, involving a financial loss to management. Karno gave the Actors' Association members notice out, thanks to the help of the musicians, stage hands and transport workers. Karno was brought to his knees at Dundee and has now accepted the terms of the Actors' Association.

ward L. Minnighan, E. A. Elwood, Albert D. Imbody, Wilbur C. Klingel, E. L. Pensinger

Litigations

Judgment for \$1534 was entered in the County Clerk's office, New York, last week against the Select Pictures Corporation Lewis J. Seitznick and Florence Seitznick by the Bank of America. The judgment was obtained in the City Court and represents the value of a promissory note executed by defendants which went to protest, and subsequent payment of which was refused.

Judgment for \$4190 was filed last week in the County Clerk's office, New York against Thomas Dooly, operating under the name Exhibitors' Film Service at Syracuse, N. Y. In favor of the Forwarders' Film Distributors, Inc.

The judgment taken by default because of defendant's non-appearance is against one-half of \$883.50 alleged to have been collected on behalf of plaintiff, which it is charged defendant agreed to turn over to plaintiff as soon as the money was received. It is alleged Dooly collected the money but failed to turn over the one-half as agreed to. The judgment was filed on behalf of plaintiff by Attorney Samuel Koffler, of 172 West 42d street.

Two judgments against the Select Pictures, Inc. and in favor of Rorold Gradwell, obtained in the City Court, were filed last week in the County Clerk's office, New York. One of the judgments is for \$749, representing a claim of the C. H. McCauley Photoplays, Inc. for distribution rights given to the Select concern, and which it claims it assigned to Gradwell. The other judgment is for \$321, and represents a check which Gradwell says was given him, but which defendant allowed to go to protest January 26, last.

SIMPSON EXPLAINS TECHNIQUE OF COMEDY

Actor Gives Intimate Talk to Students of School of the Theater

New York, March 10.—Ivan Simpson, who plays the part of Watkins, the super-valet, with George Arliss in "The Green Goddess", gave an intimate talk on the technique of comedy to the students of the School of the Theater at the Threshold Playhouse this week.

"The actor must have a vivid mental image of his character if he wants to portray it convincingly," said Mr. Simpson. "To acquire this image it is necessary for the actor to get behind the character by creating for himself its complete environment and even its antecedents. It is the spirit of the character that must be put across, and this is not possible if the character is blurred in the actor's own mind. Remember what Irving used to say: 'There is only one unpardonable thing on the stage, and that is to be uncertain. Even if you are wrong, be definite.'"

Mr. Simpson commended the sincerity and simplicity of the students' performance that he had witnessed recently at the Threshold Playhouse, and emphasized these two qualities as the essentials of characterizations. He advised actors and actresses to adopt a hobby of some kind—painting or sculpture or writing, for instance—and pursue it in their spare time, as it would not only enhance their artistic development but also give them something to do during layoffs. It will be recalled that the portrait bust of Mr. Arliss, presented to the Rajah of Rukh while on tour, was the work of Mr. Simpson.

A daughter of Mr. Simpson will appear in Sophie Hesnick's "The Invisible Light", one of the four short plays which open at the Threshold on Monday. The other pieces on the bill are "Bedside Manners" by S. N. Behrman and J. K. Nicholson, "The Laughing Mask" by Lois Perkins, and "The Golden Thrill" by Morris Abet Beer.

"BAD MAN" WELL RECEIVED

London, March 10 (Special Cable to The Billboard).—Last Saturday "The Bad Man", by Porter Emerson Browne, was produced at the New Theater by Mattieson Lang. It provided a thoroughly enjoyable evening, despite the play's obvious defects, because everyone in the cast took advantage of the plentiful opportunities afforded of registering characterization. Lang was a most lovable big-batted scoundrel and assumed the accent, swagger and sentimentality flawlessly. H. Nicholson gave a perfect portrayal of the vituperative uncle, wheeling the invalid chair with amazing histrionic aplomb. Alfred Clayton was effective in an intense scene. Florence Saunders' beauty and tenderness told in an inadequate part.

If good acting, color, and umoral impertinence attract the public, Lang has a success.

COLUMBIA'S REGULAR SEASON CLOSES WEEK OF APRIL 30

New York, March 12.—The regular season of the Columbia Circuit burlesque is scheduled to close the week of April 30, altho many of the theaters and shows on tour will continue after that time as long as local conditions warrant. The closing of Jersey City and Worcester will be taken care of by a rearrangement in the routing of shows. However, there is a prospect of other cities being dropped on the return of Sam. A. Scribner, general manager of the Columbia Amusement Company, who is expected back from Florida during this week.

"THE BALLAD MONGER" AT THE COLISEUM

London, March 10 (Special Cable to The Billboard).—Godfrey Tearle, playing in "The Ballad Monger" at the Coliseum, makes a leetle Grinore, lacking in passionate fire and speaking his verses dully. He has not yet grasped the technique of poetic playing. George Hayes created a new rendition of Louise XI, getting the full cynical whimsicality of the character.

Rene Kelly continues in a trivial sketch, "Likes and Dislikes", at the Coliseum, playing in forced, overdrawn technique. Hyllon Allen and Austin Fairman, supporting her, are both good comedians.

WARFIELD TO PLAY LONDON

New York, March 10.—David Belasco completed arrangements with Charles H. Corbain today to present David Warfield as Shylock in "The Merchant of Venice" in London.

The London engagement will follow Warfield's usual tour in the play next season. It will be his first appearance in London.

BLANK INTERESTS PURCHASE DES MOINES THEATER BLDG.

Des Moines, Ia., March 10.—Purchase of the Alhambra Theater by the Des Moines Theater Company, of which A. H. Blank is president, was announced Thursday. The Des Moines Theater Company will also control the leases on all offices in the 12-story Commonwealth Building, which houses the Alhambra. The entire deal is reported to involve \$700,000.

The theater and the office building will be completed by July. Mr. Blank, before his departure for New York on a two weeks' business trip, said it had not been decided whether the Alhambra, which has a seating capacity of 2,000, would be devoted to motion pictures, vaudeville or to a combination of both.

The Alhambra will be the seventh theater in Des Moines to be operated under the direction of Mr. Blank. The others are the Des Moines, Strand, Garden, Palace and Rialto, all picture houses, and the Majestic, which runs pictures and tabloid musical comedy. The main offices of the A. H. Blank Enterprises, now located at 326 Iowa Building, will be moved into the Commonwealth Building upon its completion, and will occupy the entire third floor.

GILBERT & BURDENE'S BIG FUN SHOW PROSPERS

Chicago, March 8.—Gilbert & Burdene have written The Billboard from Ogdensburg, Wis., in part as follows:

"Last week was the best with our show in three months, nice weather and four nights to S. R. O. Sold out 'Frozen Sweets' twice, 3,720 packages, to be exact. Roads are bad up here, but business is picking up and has been for the past few weeks."

REANDEAN PRESENTS "THE GREAT BROXOPP"

London, March 10. (Sp. Cable to The Billboard).—Last Tuesday L. rean presented "The Great Broxopp", by A. A. Milne, at St. Martin's. It is a poor piece that, but for the author's reputation, no one would have produced, but is well performed by Mary Jerrold, Edmund Gwenn, Dawson Milward and Ian Sater. J. H. Roberts was excellent in the part of the butler, Faith Cell played well, but must develop her voice. The play and the production are quite unworthy of the management, and probably will not last.

LOEW BUILDING IN BRONX

New York, March 10.—Construction has begun on a new Loew theater, to be located at Burnside and Walton avenues, in the Bronx. The theater, expected to be completed by September of this year, will be devoted exclusively to the presentation of motion pictures. It will have a seating capacity of 3,000, and will involve an expenditure of more than \$750,000. A number of stores will also be constructed in connection with the theater.

AGENT SUES KIRKWOOD

New York, March 10.—James Kirkwood, star of "The Fool", now playing at the Times Square Theater, was sued this week by John W. Crosby, an agent, for \$115.50, alleged to be due as managerial commissions. Crosby claims he obtained Kirkwood an engagement in a motion picture, and that the actor has refused to pay him his fee. The papers in the action are filed in the Third District Municipal Court, thru Attorney Henry O. Falk, of No. 1457 Broadway.

THE NEW PLAYS ON BROADWAY

EARL CARROLL THEATER, NEW YORK

Beginning Friday Afternoon, March 9, 1923

REGINALD POLE

Presents for Special Matinees
Shakespeare's

"KING LEAR"

CHARACTERS OF THE PLAY

(In the Order of Their Appearance.)

- Earl of KentMoffat Johnston
- Earl of GloucesterArthur Huzar
- Edmund, bastard son to Gloucester.....
- Lawrence Cecil
- Lear, King of BritainReginald Pole
- Goneril, Lear's eldest daughter
- Winifred Johnston
- Regan, Lear's second daughter.Kirah Markham
- Cordelia, Lear's youngest daughter.....
- Genevieve Tobin
- (Courtesy of Arthur T. Hopkins and F. Ray Comstock)
- Duke of Albany, husband to Goneril
- Paul Huber
- Duke of Cornwall, husband to Regan.....
- Frank Arundel
- Duke of BurgundyJameson Reilly
- King of FranceGregory Safranc
- Edgar, son to GloucesterLawrence Tibbett
- Oswald, steward to Goneril....William Austin
- Curan, a courtierNorman Cope
- FoolBeata Karm
- KnightCharles Bradley
- Gentleman to Cordelia.....Gregory Safranc
- Servant to Cornwall.....Jameson Reilly
- Old Man, tenant to Gloucester..Norman Cope
- Messenger to AlbanyJameson Reilly
- DoctorNorman Cope
- Captain employed by Edmund..Frank Arundel
-Grace Kelly
-Ruth Kelly
- Soldiers and Attendants { Margaret Buchanan
-Howard Peters
-Harvey Moore

of insanities—the true language of insanity of Edgar, the feigned insanity which the Fool uses to mask his practical wisdom, and the King, insane with misery and suffering, were all obscured in the playing.

It is a painful production of "King Lear" which Reginald Pole has staged at the Earl Carroll Theater for special matinees. I use the word painful because distorting a classic always strikes me as being a painful thing to do. Particularly such a classic as "King Lear".

Here we have one of the sublimest plays of Shakespeare. It is an epic of ingratitude—the sin of sins. Lear driven to insanity by the ingratitude of his daughters: Gloucester broken and blinded by the ingratitude of his son. Two poignant stories of ingratitude woven into a play which, as George Brandes puts it, has in it the atmosphere of "world-catastrophe". But little of this came out in Mr. Pole's production. That gorgeous triad

The responsibility for the interpretation of the play rests upon Mr. Pole's shoulders. He did the staging of the piece and he acted the role of Lear, the keynote to the tragedy. In his hands Lear seemed to be more worried over the loss of his retainers than weighed down by the burden of his sorrows. Mr. Pole relied on wig and whiskers to create the air of age rather than on voice and manner. Lear, growing progressively weaker in mind and body, was never suggested. The pathos of the role was only faintly indicated. In no sense did Mr. Pole measure up to the potentialities of the part, a role which is one of Shakespeare's greatest creations. He simply has not the equipment, vocally or histrionically, for it.

Genevieve Tobin played Cordelia. Her idea of reading the part was to draw every word. She was sweet to look at and cloying in voice and action, but in no sense could her acting of the role be called an interpretation of Cordelia.

But the playing of these two characters, bad as they were, pale into nothingness with the essay at The Fool made by Beata Karm. It was bad enough to cast a woman for the part in the first place, but Miss Karm made this situation worse by her playing. This Fool, the greatest fool in Shakespeare, whose character is so well drawn that he becomes a tragic element in the play, might just as well have been left out for all that anyone was able to understand of the lines. Miss Karm mouthed them in such a way that none of them was intelligible and the mordantly witty speeches never got a laugh.

The only first-rate performance was given by Moffat Johnston as Kent. He was splendid at all times and stood out from the rest of the cast like a mountain on a plain. Mr. Johnston had a real conception of the rugged honesty and frankness of speech and bearing which is written into the part. And he got it out by honest playing.

The rest of the cast were much of a muchness, special mention only being necessary of Lawrence Tibbett as

Edwin Forrest Home Benefit Big Success

Stars of Yesteryear See Lights of Today Frolic in Phila- delphia

Philadelphia, March 9.—With theatrical stars of yesteryear occupying a prominent position in the audience, lights of today appeared at the Forrest Theater this afternoon in a performance for the aid of the Edwin Forrest Home, at Torresdale, where fellow-members of their profession are spending their reeling years. The benefit, a diversified bit, was given under auspices of the Theatrical Managers' Association of Philadelphia, headed by Fred G. Nixon-Nirdlinger, Thomas M. Love and Leonard A. Blumberg. Members of every production now playing this city contributed to the program, while such well known artists as E. H. Southern and Julia Marlowe, Leopold Stokowski and the Philadelphia Orchestra, Mmc. Marie Sundellus, of the Metropolitan Opera Company, of New York, and others were also included. Florence Moore, of the "Music Box Revue", was mistress of ceremonies and added to the gaiety of the occasion with humorous introductory remarks. John Philip Sousa led the combined orchestras of local theaters in two of his marches as a prelude, and Mayor Moore delivered a short opening address.

Other features included acts from "Blossom Time", "Glor", "To the Ladies" and the "Music Box Revue", and specialties by the following named vaudeville artists: Irene Franklin, Gordon Dooley and Martha Morton, Wilson Brothers, Helen Gahagan and Beth Merrill, Ernest Truex, B. C. Hilliam, Shura-Rolova and the quartet from "Little Driftwood".

Edgar. He has a beautiful singing voice and registered some of the speeches well. Others were blurred in the reading. The production was made against a setting of black drapes and platforms, which gave Mr. Pole an opportunity of playing the piece practically without cuts, and the costuming was done in early Elizabethan style, for which a more or less good argument was made in a program note. Generally speaking, the settings and lightings left nothing to cavil at. It was the playing that mattered.

Charles Lamb once said that while "King Lear" was a great poem, it was not a play. Many have disagreed with that judgment, but it is safe to say that had they been at Mr. Pole's production of the tragedy the verdict would have been unanimous for Lamb.

A blundering production of a great play, with little of the real meaning of "King Lear" brought out.

GORDON WHYTE.

WHAT THE NEW YORK CRITICS SAY

"Morphia"
(Eltinge Theater)

HERALD—"Morphia" may be described as the kind of play which proceeds upon the theory that an addict is safe once he has given his word of honor."—Alexander Woolcott.

WORLD—"As a play it incenses any person with even an elementary knowledge of narcotics."

GLOBE—"An interesting performance by Sherman in an unpleasant, ineffective, and unconvincing play."—Kenneth Macgowan.

"King Lear"
(Earl Carroll Theater)

HERALD—"It was a pretty bad performance of a play so ungalantly and so difficult that it has not been attempted more than once or twice in our time and has not been attempted successfully at all."—Alexander Woolcott.

TIMES—"A Shakespearean production of this sort would never do even at Mr. Pole's native Old Vic."

POST—"The result was one of the tamest parodies of the immortal tragedy that has ever reached the footlights."—J. Ranken Towse.

MORE NEW PLAY REVIEWS ON PAGE 50

VAUDEVILLE

NEWS THAT IS NEWS, HONEST AND DISINTERESTED REVIEWS

Conducted by EDWARD HAFTEL

MORAN AND MACK SUED BY SHUBERTS FOR \$100,000

First Time Damages in So Large a Sum Have Been Asked From Artiste in Contract Case

NEW YORK, March 10.—Damages in the sum of \$100,000 for alleged breach of contract are asked from a vaudeville team, Moran and Mack, in an action brought by the Winter Garden Company, one of the Shubert corporations, in the United States District Court last week. Never before in the history of vaudeville have actors been sued for damages in so large an amount in contract cases.

The action was begun by the serving of a summons upon Charles E. Mack at Keith's Fordham Theater last Saturday, March 3. With his partner, George Moran, he has been playing Keith and Orpheum theaters since 1921, at which time, the Shuberts allege the team was contracted to appear exclusively in Shubert vaudeville.

In October, 1921, an injunction restraining Moran and Mack from appearing in Keith vaudeville was ordered in St. Paul, Minnesota, by Federal Judge Catlin in the United States District Court of the Second Judicial District of Minnesota. Moran and Mack were then appearing on the Orpheum Time, and were booked to play St. Paul.

At that time the Shuberts alleged that Moran and Mack had signed a contract with them at a higher salary than they had ever received before to appear in Shubert Vaudeville, which had just previously started operations. It was alleged that they had accepted an offer at a slight increase from the Orpheum Circuit and jumped the Shubert contract.

Didn't Obey Injunction

William Klein, attorney for the Shuberts, stated today that Moran and Mack had never obeyed this injunction.

The \$100,000 damage suit just filed will claim that this amount has been lost to the Shuberts by the alleged breach of contract.

Another action was brought by the Shubert Theatrical Company against Charles Mack in the Third District Municipal Court this week. This suit asks for \$600, which is alleged to be due on I. O. U.'s and promissory notes for money advanced to the actor by the plaintiff corporation and the Winter Garden Company. An answer to this suit has been filed by Mack in which he enters a general denial and also puts in a counterclaim for \$10,000. The reason for the counterclaim is not stated in the papers on file.

3,000 BROOKLYNITES ATTEND PAT ROONEY GRAND BALL

New York, March 11.—The grand ball held by the Pat Rooney Association in Brooklyn Friday night at Prospect Hall was a great success with close on to 3,000 persons attending. Rooney lives in Brooklyn, and the association is a pleasure society with political leanings. Rooney may be expected to blossom out as a Brooklyn alderman soon.

Besides being a grand occasion for Rooney, his mother was also present and was acclaimed by those attending, many of whom were old-timers, who remembered her late husband, Pat Rooney, Sr.

Those holding boxes were the B. F. Keith Booking Offices, Eddie Darling, B. S. Moss, Glen Condon, Edgar Allan Woolf and others. Among those present were L. Wolfe Gilbert, music publisher; Murray Hler, agent; Carlton Hoagland, vaudeville producer; Billy Crooks, of Remick's; J. Bodewell Lampe, also of Remick's; Lew Golder, agent; Mr. and Mrs. Jimmy Barry, vaudeville act, and many other professional people.

Vincent Lopez and his Pennsylvania Orchestra and John J. Nolan's Orchestra furnished the music for the occasion.

KEITH PUBLICITY COMPILED

Keith Ad in Shubert Houses Gets Mention

New York, March 10.—A complete record of all the publicity achievements of the managers of the various Keith theaters is contained in a special booklet sent to all managers by the Keith publicity office. Every manager's record is contained in the booklet, which is called "Contact-Counsel Co-Operation", forming a sort of idea-book for the managers.

The publicity stunts range from business-getting ideas to putting things over on the Shuberts. An instance of the latter is contained in the record of the Davis Theater, Pittsburg, of which Eugene Connelly is manager. The notation states: "Succeeded in getting 'Pantheon of Vaudeville' ad into house playing Shubert shows. This little act of Mr. Connelly pleased Mr. Albee and Mr. Murdock, both of them making favorable comment on it."

Boston's Mysterious Union National Ad Service

Project for Artistes With Price Blasts Hopes for Organization

Boston, March 10.—Disclosure that the mysterious project that has been taking shape in Boston this winter "for the betterment of the profession" is in reality a business proposition designed to enhance the drawing power of a vaudeville attraction by recourse to advertising that will reach the theater-going public rings down the curtain on the hopes of scores of artistes who anticipated the organization of an artistes' union—a body that would insure them an equal voice in the operation of the business in which they are engaged.

Preliminary announcement, contained in a circular letter sent out by Bert Spears, erstwhile Keith agent here, establishes the purpose of the Selected Attractions of Vaudeville—as the organization will be known—as an advertising service patterned after the Rice Leaders of the world, ready to give the stamp of its approval to any act that measures up to a certain standard of merit and possesses the price.

In an exclusive interview with The Billboard this week Spears admitted that the proposition was one for profit. He stated that it would take upwards of \$300,000 a year alone to meet its advertising appropriation. Spears, who refused to disclose the identity of those behind the project, said he was merely acting for the promoters and that as yet he wasn't on the salary list.

The history of Selected Attractions of Vaudeville, according to Spears, dates back two and a half years, at which time "public-spirited citizens, with the interest of the community at heart", decided that it was high time they did something to save the vaudeville industry from going to the dogs. It struck these people that it was necessary to establish some trademark of decency and merit, or the blue-law advocates would wreck this particular branch of the amusement business soon or later. An Spears put it, Selected Attractions of Vaudeville is a business proposition tempered with idealism.

Found Graft Aplenty

A fact-finding agency with Bernard F. Farr, a local attorney skilled in this particular field of endeavor at its head, was established and an investigation of the vaudeville business launched. What the investigation disclosed, Spears declared, dwarfed the knowledge of graft he had acquired during his long experience infinitesimally. About a year ago, shortly after he severed his connections with the B. F. Keith office, Spears became associated with the Selected Attractions of Vaudeville.

The purpose of this organization as outlined by Spears is to establish a demand for the attraction bearing the Selected trademark thru a campaign of national advertising which will start early in April with full-page displays in the daily papers of the country. For this service the artiste will pay; how much Spears refused to reveal. It is understood that the assessment will be in the neighborhood of about \$20 a week.

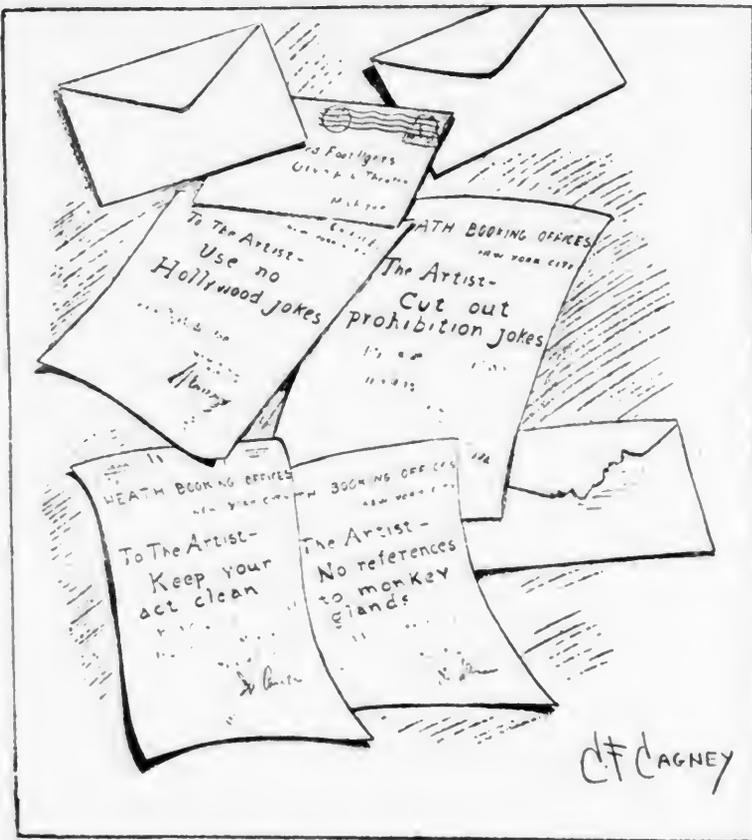
Spears said he expected no opposition from the Keith or any of the other organized circuits. He felt that it would be to their benefit to co-operate with any movement that promised the public better vaudeville attractions. It was learned elsewhere however, that the Keith Circuit, for one, will ignore the existence of the Selected, and that it was very doubtful if it would allow artistes to insert the Selected trademark in their billing.

No Fear of Opposition

The Keith Circuit, it was pointed out, has spent thousands and is now expending something like \$50,000 a year in standardizing the name Keith as one of merit and distinction in communities. Opposition or no opposition, the Selected Attractions intends to go thru with

(Continued on page 30)

APPLE SAUCE^{BY} C.F. CAGNEY



FOURTEEN HOURS LONG-DISTANCE DANCE RECORD

London, March 10.—Two new records for long-distance fox-trotting were made in the United Kingdom today. At Sunderland, England, Edgar Van Olfen and Ollie Finnerly made the first record by dancing without intermission for nine and a half hours, claiming their time exceeded by one hour the record set at Glasgow last Saturday by two Scottish dancers.

Later it was announced that another Scottish couple at Edinburg had beaten this record by dancing continuously for fourteen hours and thirty-six minutes.

TOMMY PAYNE MUCH ALIVE

Chicago, March 8.—Tommy Payne, of the team of Babe and Tommy Payne, asks the Billboard to deny a report of his death. He is in excellent health. The report, he thinks, was caused by the death of Nick Evert, Mrs. Thomas Payne's brother, who was a non-professional.

CHAPLIN'S OLD ACT WITHDRAWN

London, March 8.—The sketch which afforded Charlie Chaplin his first opportunity, and which, with the exception of a few short intervals, has been played at the music halls throughout Britain for the last twenty years, has been withdrawn.

The sketch was called "Humming Birds", and portrayed a scene in an old-time music hall wherein Charlie took the part of a drunken "toff" in a box, and it was during this period that he began to attract the attention of the public.

ALBEE PAYS \$27,000 FOR MASTER PAINTING

New York, March 12.—E. F. Albee purchased from the collection of the late P. A. Valentine, at the sale held recently in the American Art Galleries, the painting by Josef Israels, "Children Sailing a Boat—the Beach at Scheveningen", said to be the most interesting of the entire collection. The price paid was \$27,000.

TWO MORE UNITS SLATED TO CLOSE

"The Blushing Bride" to Storehouse—"The Rose Girl" Goes to New York

New York, March 12.—Two more Shubert unit shows are scheduled to close this week. They are "The Blushing Bride" unit, which will go to the store house following its engagement at the Crescent Theater, Brooklyn, and "The Rose Girl" unit, which will wind up in Chicago Time on Saturday night, and will be brought back to New York. The "Oh, What a Girl" show closed last Saturday night at the Chestnut Street Opera House.

The Arthur Klien unit, featuring Gertrude Hoffman, will finish its Boston run next Saturday night and probably will be moved to New York. The "Spice" unit, originally slated to go into the Central this week, was switched to Brooklyn at the last moment and will follow the Hoffman show in Boston, where it is scheduled for a four weeks' stay as a "production". Lew Fields' "Snapshots" began a three weeks' engagement at the Chestnut Street Opera House, Philadelphia, today, and the "Gaities of 1923" is slated for a similar engagement in Detroit following its Pittsburgh stand this week.

"The Midnight Rounders" will leave Chicago next week and will be brought East. The same schedule has been laid out for "The Whirl of New York", which closes in Detroit Saturday. George Jessel's "Troubles" (Davidow and LeMair), playing in Newark this week, moves into the Crescent, Brooklyn, next week, following which it will probably close. The Crescent will be dark Holy Week, reopening the next week with stock.

The Harlem Opera House, the Shuberts' nuptial stand, opened today with a vaudeville bill of ten acts, booked thru the Fally Markus office. The house when it reverted from Keith control early in the season was taken over by Louis Brecha, who operates a string of movie houses in that neighborhood. Brecha had an agreement with the Shuberts whereby they split the profits 50-50 up to \$7,000, and 60-40 on all takings above that amount. Although receipts at the Harlem Opera House ran anywhere from \$6,500 to \$12,000 on the week, none of the show owners carried away any profit on the engagement.

E. F. ALBEE MADE A MINUTE MAN

New York, March 9.—Edward F. Albee, head of the B. F. Keith Vaudeville Circuit, has, at the invitation of the memorial committee of The Minute Men of Lexington, become a member of the Honorary Colonial Committee of that organization. Mr. Albee's selection for membership in this distinguished body was prompted by the historic record of his ancestors, notably that of his great-grandfather, William Albee, who organized and led the thirty colonial volunteers who fought and won the first naval battle of the American Revolution when they captured the English warship "Marguerite" and imprisoned its officers and crew at the little town of Machias, Mass., which is the birthplace and original home of the Albee family in America and after which the U. S. S. Machias is named.

The list of living Honorary Colonial members, to which the name of E. F. Albee is now added, is limited to 77, to correspond with the number of original "Minute Men", and their membership will be transmittable to their descendants in perpetuity. A monument bearing the names of the 77 original "Minute Men" who met in the old Buckman Tavern at Lexington on the morning of April 19, 1775, will be unveiled and dedicated on those historic grounds on the 150th anniversary of the Battle of Lexington in 1925.

The present association of the Lexington Minute Men was formed in 1875 on the occasion of the 100th anniversary of the Battle of Lexington.

GOTTLIEB ON TOUR

New York, March 10.—George Gottlieb, booking manager of the Orpheum Circuit, left here this week to join Marcus Holman, president of the circuit, in Chicago. The two will proceed to Kansas City and study the vaudeville situation there with the possibility of making changes in the policy of the State and Orpheum theaters. Other improvements will also be under consideration.

The Kansas City theaters have always been hard to book and in all probability Gottlieb, who takes care of Chicago, Milwaukee, St. Louis, Memphis and New Orleans, will be given the Kansas City bookings for next season, now being handled by Earl Saunders.

Look thru the Letter List in this issue. There may be a letter advertised for you.

ECHOES OF CHICAGO VAUDEVILLE DOINGS

Chicago, March 8.—Lambert, who is playing for the Western Vaudeville Managers' Association, was in Chicago a few hours last week, en route from the Columbia Theater, St. Louis, to Elgin, Ill., where he resumes the Thelen Time.

The Five Yodeling Tronhadoura are completing some engagement on the Sun Time, arranged by Earl Girdeller.

The Blue Bird Revue appeared in the Capitol Theater, Charleston, W. Va., a movie house.

The Three Madcaps are expected back in Chicago this week from a tour of the Gus Sun Time.

The Yokohama Boys are playing for Carrell after a layoff, caused by the confinement of one of them in a hospital in Minneapolis.

Parrish and Peru, who are playing the Shubert Time, filled in a few engagements in Michigan last week for Carrell.

Francis Renault is concluding his Shubert engagement in a week or so and is being offered for picture house engagements in the Mid-West.

Frish, Howard and Toolin have had quite a tour of Wisconsin picture houses, booked by Carrell.

Charles Garrett, a member of Chenette's Syncopators, has entered suit for \$500, specified as salary due, against the Martin Band Instrument Co., of Elkhart, Ind., which he claims was for financing the band of that name which recently had continued tryouts in outlying Chicago theaters. Chenette has made the band into a jazz organization, recently adding violins and getting away from the original idea.

Max Korshak, Chicago attorney, has filed suit against Jacob Paley, manager of the Empire Theater, for \$2,500, claimed to be due as attorney's fees for representing Paley in a case he had with the government.

APRIL 1 N. V. A. WEEK

New York, March 10.—The week of April 1 will be featured as "N. V. A. Week" in the Keith, Orpheum, Proctor, Moss and other theaters associated with the Vaudeville Managers' Protective Association.

The annual N. V. A. benefit performances in New York will be held on May 13 at the Manhattan Opera House and the Hippodrome, and a similar benefit performance will take place in Los Angeles on April 16. Fred Stone, president of the National Vaudeville Artists, will be in Los Angeles for the benefit show.

BECK MAY HAVE TO CUT EUROPEAN TRIP SHORT

Passpart Gets Order for Retrial of \$300,000 Damage Suit Against Former Orpheum Head

NEW YORK, March 10.—Martin Beck, former president of the Orpheum Circuit, Inc., now touring with his wife in Europe, may be forced to cut his pleasure trip short and return to New York for the trial of the \$300,000 damage suit brought against him by William L. Passpart, former European agent for the Orpheum.

Supreme Court Justice Tierney this week granted the motion made by Passpart to set aside the default judgment dismissing the complaint against Beck which was handed down over a month ago by Justice Lehman, and ordered the reargument of the case.

The Passpart suit, which was begun several years ago, came to trial before Justice Lehman, who, when William J. Fallon, trial counsel for the plaintiff, did not appear in court, dismissed the complaint and granted Beck a judgment for \$6,478 on a counterclaim against Passpart for money alleged to have been advanced to him.

Beck Called Back Before

Almost immediately after the trial Beck left for Europe. At that time Attorney Robert Moore, counsel, with Senator James J. Walker, for Passpart, moved that Justice Lehman's judgment be set aside and that the case be reopened. He told a Billboard reporter that if his motion was granted and the case came up for trial while Beck was still away the Orpheum head might be ordered to return immediately. This situation arose once before in the Passpart case, when Beck had to hurry back from Europe to be examined before trial.

Passpart brought this action in 1920, and also filed a similar suit against the Orpheum Theater & Realty Co., Inc., of which Beck was

SHERBO APPEALS SUIT AGAINST CLOVER GARDENS

New York, March 17.—That Duilio Sherbo lost his suit against the Clover Gardens, Inc., and Joseph C. Smith was disclosed this week in the County Clerk's office when Greenbaum, Wolf & Ernst, of 7 Dey street, on behalf of Sherbo, filed notice of an appeal to be made to the Appellate Division from the judgment of the lower court in favor of the defendants.

Sherbo brought suit to recover damages for alleged breach of contract and for an injunction restraining defendants from employing any orchestra at the Grand Central Palace unless same is under the leadership of Sherbo. The latter claimed he had a contract to furnish the dance music at the Palace, which contract was taken over by the Clover Gardens, which dispensed with his services and men and formed a new orchestra under the leadership of defendant, Smith. The Clover Garden people, however, claimed their action was justified for the reason that Sherbo failed to live up to the terms of his contract and failed to maintain discipline among his musicians, who spent much of their time smoking cigars and playing cards.

UNIT PRODUCER DEFENDANT

New York, March 10.—Gene Barnes, vaudeville actor, brought suit against Joseph M. Gaites, producer, for \$1,000 alleged to be due according to contract, this week in the Third District Municipal Court. Barnes claims a contract made last August to appear in Gaites' Shubert unit, "Gimme a Thrill", since closed, and alleges that Gaites did not pay him the full salary called for by the agreement.

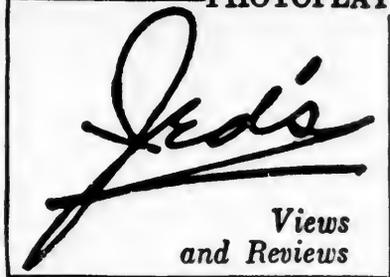
Barnes is now doing a new act in the Loew theaters. The action was brought thru the law firm of Kendler & Goldstein.

AFFILIATED SUED FOR \$362

New York, March 10.—The Affiliated Theaters Corporation, which booked the Shubert unit shows, was sued this week for \$362.50 for printing work done by the Times Square Printing Co. It is alleged that this sum is the balance due for the printing of heralds, and that payment has been refused. I. H. Herk, president of the Affiliated, was served in the action, brought in the Third District Municipal Court.

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

PHOTOPLAY



WHEN it was announced that there would be a public hearing on the Walker-O'Connor and Cuvillier bills in the New York Legislature for the repeal of motion picture censorship, it looked from where we sit that columns would be necessary to cover the event. However, before we could get the old typewriter limbered up the battle was over, with no political lives lost and no reputations damaged. Perhaps the most important advocates for repeal of censorship at the hearing were the Rev. Newell Dwight Hillis, widely known as a writer, lecturer and pastor of Plymouth Church, Brooklyn, and Alice Duer Miller, playwright and author. As was to be expected, Canon Chase was on his job to pester Senator Walker and his colleagues at Albany whose bills jeopardize the future lobbying activities of the author of censorship catechisms, but Walker followed Chase and stopped the show cold, the audience being with the senator. Will H. Hays wasn't there, but Charles Pettijohn batted for the head of the Motion Picture Producers and Distributors of America and scored, in the opinion of the crowd in the "bleachers", as did M. J. O'Toole, who was in the lineup against censorship in place of Sydney Cohen, president of the Motion Picture Theater Owners of America. Charles O'Reilly led New York exhibitors and the delegation from the Theater Owners' Chamber of Commerce and the Rev. H. L. Bowlby, secretary of the Lord's Day Alliance, was in the thick of the fight to keep the employees of the Motion Picture Commission on the State payroll.

A nice time was had by all, but the crowd that went to Albany was disappointed when it was found "unnecessary" to show the reels of "cuts" from deleted films. This "special attraction" might have been almost as interesting as old-time exhibits of filthy postcards that certain "reformers" were wont to carry to prove why they felt justified in leading vice crusades. Times haven't changed much.

Senator Walker promises to rush his bills for censorship repeal and he may get action before this issue goes to press. Governor Smith still is waiting to sign the bills (if they go thru), so the matter rests as it did last week and last month. The hearing was just a gabfest. That's all.

Louis O. Macloon has been made director of publicity of Cosmopolitan Productions with Patrick Kearney advertising manager. Macloon went to the William Randolph Hearst film organization from the Oliver Morosco offices in New York, where he was in charge of distribution and exploitation of Morosco films thru First National and of advertising and publicity of productions sponsored by the Morosco Holding Co. He is widely known to showfolk and advertising men thruout the United States. Kearney for five years had been assistant manager advertising for the Famous Players-Lasky Corporation.

Looks like it's going to be a lovely summer. Uncle Sam is promising to prove we are back to normalcy by starting a trust-busting campaign with the motion picture and meat-packing industries the first targets. Everybody in the film business has put a ring around April 23, for on that day the F. P.-Lasky suit is scheduled to get under way in New York. (Continued on page 68)

NEW MONTE CARLO REVUE

New York, March 10.—Lew Leslie has created and staged a new revue, entitled "The Cabinet of Terpsichore", for the Monte Carlo, which had its premiere on Thursday evening, when over 400 society people were present, the occasion being in the nature of a benefit performance for the charities of the "Younger Set", a magazine edited by young society folks. The new revue features Margaret Irving and Wm. Seabury, recently of the Music Box Revue. The other featured artistes include Jules Saranoff, violinist; "Reno", clown, with his bear; "Billee" Beck, dancer and singer, and the Eight Monte Carlo Models. This is the third big production that Leslie has recently created.

This Week's Reviews of Vaudeville Theaters

Shubert Central, N. Y.

(Reviewed Monday Matinee, March 12)

The straight vaudeville bill at the Central today, which takes the place of the "Spice" unit originally booked for this house, comprises in the main acts that have played the Shuberts' Broadway stand before with the unit attractions that have fallen by the way. The slimmest house yet was on hand at the Monday matinee. There was hardly more than a hundred paid admissions in the audience. The "Whirl of New York" unit is slated as the next attraction.

Hashi and Oshi, two Japs, proved a strong card in the opening spot with a clever and admirably executed routine of perch, acrobatic and tumbling feats, giving way to Hattie Alt-hoff and sister, whose jazz ditties and piano gymnastics drew a fair band. Francis Renault, female impersonator, in the spot following, had his troubles with the spotlight man. His stuff may be all right for those who like it, but not for me. I fail to find anything edifying or entertaining in a male disporting himself in skirts.

Buddy Doyle's impersonations of black-face comedians, as well as his songs and stories, scored. Buddy was last seen at this house a few weeks back, when the "Oh What a Girl" unit was the attraction. His routine remains virtually the same. Moran and Wisner provoked a bit of fun with their hat-spinning specialty in closing intermission. This is also their second appearance at the Central in a few weeks.

Libby and Sparrow, opening the second part, presented a real novelty in dancing acts—the Broadway Dance Endlock. Their routine, comprising a string of impersonations, topped by an original specialty, proved a knockout. There was a legitimate hit, Anna Chandler, with kept women and sweet daddy songs, drew a big hand, giving way to Kramer and Boyle, who closed the show. The spotlight man again "pulled a lone" and spoiled the dark stage finish of the Kramer and Boyle act. The World's Duo, billed to close, didn't show.

ED. HAFTEL.

Orpheum, San Francisco

(Reviewed Sunday Matinee, March 11)

Four headliners share the honors on this week's show at the Orpheum Theater, which opened this afternoon's matinee, their offerings ranging from serious drama to musical comedy and impersonations.

Julian Eltinge, the famous feminine impersonator, made a tremendous hit. He always does in San Francisco. His dazzling new gowns held the attention of the women. Several curtain calls and bows brought his characterizations to an end.

Presenting memories from his musical successes of the past, Joseph E. Howard, with Evelyn Clarke, introduced characterizations of the different stars who appeared in these successes, and the way the audience accepted the turn with applause and several bows must have made him feel very happy as he walked from the stage.

Richard Kean, known on the English stage as a leading actor, presented some impersonations from well-known dramas that made a tremendous hit. He was received with round after round of applause.

"Marry Me", a musical comedy offering by Alan Brooks, was presented by Guy Voyer, the popular comedian, and a large cast. To say he went over with a bang is putting it mildly. Several responses to applause and a little speech saw him off the stage. His clever comedy was a riot.

"The Bricklayers", the dog thespians, have a novel act that brought forth its share of handclaps.

Alan Coogan and Mary Casey, in a comedy sketch, "Bidding Her Goodnight", were well received. The act brought forth plenty of laughter.

Genevieve Wilson, the "loose nut", amused with witty sayings and irresponsible comedy. Mignonette Kohn and Company, in "The Ad", a dance fantasy, put on a clever stuff and received a nice hand.

FRANK J. SULLIVAN.

Keith's, Cincinnati

(Reviewed Monday Matinee, March 12)

The wall-pat that Van and Schenck put into the new bill saves it from mediocre classification. The Wilton Sisters claimed second honors this afternoon—and Lytell and Fant made a hit. Better than average opening attendance.

Pathe News, Topics of the Day and Aesop's Fables.

Orpheum's Plastic Poising Dogs. Interest in the five pictures by two white canine models was led to an equal degree in a cinema-in-ter-luce showing their male trainer arranging the postures. Seven minutes, in three; two curtains.

Lytell and Fant. These chaps, billed as



(Reviewed Monday Matinee, March 12)

PROGRAM	PERCENTAGE OF ENTERTAINMENT																					
	0	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90	95	100	
1 | Palace Orchestra																						
2 | Van Cello & Mary																						
3 | J. Rosamond Johnson & Co.																						
4 | Wood and Wyde																						
5 | Venita Gould																						
6 | Adelaide and Hughes																						
7 | Topics of the Day																						
8 | Frank Dixon																						
9 | Blossom Seeley																						
10 | Frank Tinney																						

There was but slight improvement in the bill this week over last. There were more name acts, it is true, but the running was badly muddled thru the nonappearance of Segal and Carroll, and substitution of Blossom Seeley. So many acts were switched around it was almost impossible to tell from the program who was going to appear. There were waits in both the first and last half, the one following Venita Gould in the first half being over three minutes, and the audience became restless, while Bennie Roberts did his best with the orchestra to fill. Van Cello and Mary gave the bill a good, snappy start, but J. Rosamond Johnson and Company, with nothing new since the occasions of their previous appearances here, slowed down the proceedings considerably. This despite the fact that they were the recipients of considerable applause. In fact, the bill, as a whole, with but few exceptions, was slow and draggy, being badly arranged.

Venita Gould had the best spot assigned to her since many a day at the Palace and made the most of it, stopping the show. Blossom Seeley, in the second half, also accomplished the same feat. As Blossom drew her skirts well above her knees in the last dance and said "Pretty?" some one in the audience said "Very," using the same intonation, which occasioned quite a hearty laugh even from Miss Seeley, and almost made her lose a step. There were but eight acts this week, and the Pathe News was eliminated, due in all probability to the Charles Chaplin film, "The Pilgrim", which closed the bill.

1—Palace Orchestra. As usual.
2—Van Cello and Mary have a well-dressed and adequately-mounted risley act, in which the man displays unusual pedal dexterity. Mary does little else but dress the act and assist in handing the various pieces of apparatus to Van Cello. She looked Junoesque in several changes of costume, with tights, which displayed her figure to advantage. The act went over quite well in the opening spot.

3—J. Rosamond Johnson, with essentially the same company and the same act shown here many times, dragged along for quite some time. If the running time were cut about ten minutes the act would be much better, and if that very long, slow, dragged-out, poorly played violin solo were eliminated, altogether the turn would be immeasurably better.

4—Wood and Wyde, assisted by Francois L'Esleie and George LeVoy, drew hearty laughs with their hokumatical travesty, which is surefire for laughs. The act, however, did not go as big as upon previous occasions, altho the "All Right, Eddie", bit was a riot.

5—Venita Gould did impressions of George Cohan in "The Meanest Man in the World", Francine Larrimore, Leonore Uiric in "Kiki", Al Jolson and Gilda Gray, using the radium costume for "It's Getting Mighty Dark on Old Broadway". The Jolson imitation could be omitted to advantage. Miss Gould went over big, the spot helping a great deal. Following Miss Gould there was a decided wait prior to the appearance of

6—Adelaide and Hughes, who had a few new variations to some of their previous dances. Evidently the act had been called to the Palace in a hurry and not broken in out of town. Hughes apologizing at the end for the unevenness, and saying that he took all the blame for anything that happened. As it was, the turn is not bad, altho not nearly as good as the former one; at least not yet.

7—Topics of the Day. Inaudible inanities.

8—Frank Dixon, in "Lonesome Manor", had for a background the corner in Times Square at Forty-second and Broadway. The idea of the act is built around the news stand there, where out-of-town papers may be purchased. Assisted by another fellow and a girl, Dixon indulged in some slangy talk, the girl being from Kokomo, Ind. There was a lot of small-town Broadway comparison. Several of the lines drew laughs, but others flopped badly and need rewriting. The Broadway idea has been worked to death this season and has lost its punch in New York houses. The act might do better out West on the Orpheum Circuit, but East it is hardly a novelty outside of the setting, and even that one sees every day.

9—Blossom Seeley, assisted by Bennie Fields and another fellow, with Joseph Daly at the piano, rendered a number of jazz songs in her accustomed manner. By far the best of these was "Way Down Yonder in New Orleans", which Miss Seeley sold well to a hand. Miss Seeley has a Nora Bayes intonation in her speaking voice that seems affected, and might smile more instead of looking so serious. The talk with Fields near the finish slows up the act, and is for the most part unfunny. She sang "Homesick Melody Blues", and Fields rendered "He Loves It" well, gaining decided applause. At the finish Miss Seeley thanked the audience nicely, but Fields, unsatisfied, and in professional discourtesy, insisted on talking afterward, and told an old gag that has been used before at this house by another act, "Actors never eat and live on applause, so we thank you for the lunch."

10—Frank Tinney hit the spot before "The Pilgrim" hard. Hearty laughs greeted the comedian's efforts, and he can be accredited with the laugh record for the show. Mrs. Tinney showed up very well, and her singing voice, as she assisted, was pleasant and her enunciation clear. Tinney needn't worry about a production if he doesn't want to, as he is surefire in vaudeville.

11—Charles Chaplin, not Charlie any longer, in "The Pilgrim", was the final attraction.

"The Chocolate Cake Eaters", display reason for their clever use of black facial and hand coloring with good dark dialect. Soft-shoe stepping is natural with them and their song numbers show good choice. Instrumental specialties fit nicely in the routine. The original knee drops of Lytell in a fast dance puts them

(Continued on page 27)

Majestic, Chicago

(Reviewed Sunday Matinee, March 11)

Affie Tranger and Gira, nine of them, opened the new bill in the Majestic Theater today. The Tranger organization, a composed mostly of instrumentalists, rpnning heavily to saxophones. Everybody works hard and fast. Act fair as an entertainment. Ten minutes, full stage; two bows.

Miller, Packer and Seiz, two men and a woman, open with harmony singing, then men go into eccentric comedy. Woman sings while men change. More singing. Material fair and well handled. Nine minutes, in one, two bows.

Flo Lewis, in a comedy single, met with favor. Material seems mostly her own, without much substance, but her comedy supplies all the rest. Miss Lewis dances well. Her male accompanist is very good indeed. Nine minutes, in two; three bows and encore.

Austin and Delaney have a smart, rapid and good act. They run mostly to dancing, which is well, as they know how. Very good black-face comedy for fill-in. Eccentric dancing excellent. Ten minutes, in one, three bows and encore.

Belle Montrose, with male partner in the orchestra, showed a new style of eccentric comedy. Two finish act on stage, which is good. Nine minutes, in one; three bows.

"Annabelle", planned, it seems, for a miniature musical comedy, has four women and two men. Special scenery, much life and good clothes. Singing around fair. Sixteen minutes, full stage; three curtains.

Senator Ford has a smiteless single that the audience grasps with much appetite. Material dandy, rendition ditto. Ten minutes, in one; three bows.

The Arleys, balancers and equilibrists, are charming. Nine minutes, full stage; two bows.

(NOTE—Announcement cards disputed each other on opposite sides of the stage so often that at times names of acts were hard to locate with certainty.) FRED HOLLMAN

Orpheum, St. Louis

(Reviewed Sunday Matinee, March 11)

Roxy LaRocca, a temperamental harpist, who urges the audience to whistle with him. Seventeen minutes, in one; one encore.

Ralph Boyan and Beatrice Flint, in singing, droll dancing flops and agreeable nonsense, well presented and gay. Fourteen minutes, in one; three bows.

"Stars of the Past", one of the best of the old-timer acts. It includes Annie Hart, Katie Rooney, Laura Bennett, Eddie Girard, Frank McNish, Leonard Grover, Ed Begley and John Harding. Twenty-five minutes, in three; several bows. Polite, respectful applause.

Glen and Jenkins, in "Working for the Railroad", made the audience forget the March deluge outside and radiated comfort and genuine happiness with their dry, original wit, absurd musical torts and soft, slyly synchronized closing dance. They won an ovation of laughs and applause. Twenty-two minutes, in two; three bows.

Morris and Campbell. One is a pleasant thrill to watch and also sings agreeably. "Why Don't You Leave Me Alone". The other is a "nut" who keeps up a steady flow of whimsical chatter. In one place he sings unaccompanied from an upper box of a certain newly discovered hypnotist with the ladies. The act has a great finish and literally knocked them for the well-known loup. Twenty-three minutes, in one.

Theodore Roberts, with Hardee Kirkland, in "The Man Higher Up". Written by William C. DeMille, the sketch is notable because it contains a celebrated movie star who can perform brilliantly on the speaking stage, because it has dramatic excellence and tenacity with the assurance that the climax will be satisfying, but noiseless; because the playing of the supporting member is nearly as perfect as that of the principal and because the short speech after the act is sensible and really worth listening to. Thirty-four minutes.

Val and Ernie Stanton, with their "Cut yourself a piece of cake" and "No, thank you, I've just had tea," are extraordinarily deft at missing up the English language and perform effectively on the skeleton and the Jew's harp. Thirteen minutes, in one; three bows.

The Autumn Three, billed as "An Artistic Novelty", proved to be flatly inartistic. They do shrill whistling and barnyard imitations. Eight minutes, in four; one bow.

ALLEN HYDE CENTER.

IN AND AROUND CHICAGO

Chicago, March 9—Ike Ettelson has been made country salesmanager for the local office of the F. H. O., coming to Chicago from Washington.

C. E. Morrison has sold the Star Theater, Willow Grove, Ill., to Ed M. Carroll, who will improve the property.

From Coast to Coast by Special Wire

Palace, Chicago

(Reviewed Sunday Matinee, March 11)

Another week of capacity business is in prospect. The bill is largely comedy and has plenty of dancing, with a little novelty mixed in.

Mallin-Bart Company opens with a baggage-smashing act varied by spinning and tumbling, and for an encore the boys put across an out-time soft-shoe acrobatic dance for a classy close. Eleven minutes, full stage; three bows.

The Quixy Four, a tuxedo singing and banjo quartet, work straight, with unblending voice but good individual talent. Structure of act needs attention, especially pruning and the boys should learn how to acknowledge applause. Material is there for a good act. Twenty-seven minutes, in one; two bows and encores.

Edwin and Jane Connelly, "The Tale of a Shirt". The familiar hand laundry skit, with the girl portraying her pathetic impression of the simple-minded laundry girl who is in love with the shirt and her ideals of the big fellow who owns it. The tears are countered by hearty laughs and the act is a favorite. Twenty minutes, in two; six bows taken by the girl alone. She earned them.

James Burke and Eleanor Durkin, "A Tete-a-Tete in Song". Spotted too far down the bill. Sang "True Blue Sam", "High Brown Blues", "You Belong to Somebody Else", etc. The man has a line of eager comedy, some eccentric steps and a fair voice. The girl plays piano and sings, in small voice not in keeping with her physique. Eighteen minutes, in one; three bows.

May Wirth and family, including Phil, the famous riding act billed for the Palace a few weeks back. Nicely staged, and Miss Wirth is in a class by herself as a daring somersaulting rider, and Phil duplicates most of her stunts with humorous touch. Fifteen minutes; full stage; five bows and encores.

Sylvia Clark, "Artistic Buffoonery". An amiable little clown who has a wealth of versatility, opens with a cute spotlight song, then gives impressions of a hardware clerk, and follows these two with a line of clever slap-stick fooling that appeals to the seasoned showgoers as well as the casual ones. Twenty-six minutes, in one; five bows.

Eddie Leonard, "The Minstrel's Return", with Stewart and Olive. Carol Levan directs the orchestra. Leonard is one of the keenest showmen in the business. His advancing years appear to not have slackened his agile steps even tho his voice is slowing up. Stewart does some fine eccentric hoofing, but in his imitation of Leonard he is out of his element. His dancing is his forte as well as his limit. The girl lends a touch of color and class to the act and that's all. Leonard's mastery of stage technique stopped the show, as usual. Twenty-nine minutes, in four.

J. Francis Dooly and Corinne Sales, "Will Yer, Jim?". Hard-working comedians of the nut variety who put over a clean act, except for one wheeze, and whose fun is of the knock-'em-down kind. Deserve commendation for their consideration of the last act, made more necessary by their holding forth till 3:14. Twenty-one minutes, in one; four bows.

Nelson Snow and Charles Columbus, with Harriet Hoctor. The billing should be reversed. The boys are good dancers, one of them warbles an uncertain tenor and the other sings fairly well. The girl is an unusually lithe and supple toe dancer and has a good repertoire of other steps, also is good looking. Act needs speeding up at the start. Sixteen minutes, full stage; two bows.

Next week Julia Arthur in Shakespeare.
LOUIS O. RUNNER.

Grand O. H., St. Louis

(Reviewed Monday Matinee, March 12)

Kinzo, a suave Jap, who does marvelous juggling of wooden sticks, spins a half dollar on top of a huge parasol and balances a rubber ball with uncanny sureness on short winds. Ten minutes, one bow.

Malley and Maxwell, two decorous youths, who sing original and popular tunes in agreeable-to-the-passive manner. Thirteen minutes, in one; one bow.

The Girlish, four engaging young ladies, who ride bicycles and turn somersaults. Seven minutes, full stage; one bow.

Coffman and Carroll, average patter in a depot situation; just so-so. Eleven minutes, in one; one bow.

Royal Venetian Five, singers of opera arias. Very average and not thrilling. Fourteen minutes, in three; one bow.

Goffary and Walton, Droll burlesque, in which a very large but beautiful young lady pushes her diminutive but agile masculine partner about the stage, all with frequent and loud socking each other in the face. Ten minutes, in one; one bow.

Jim, a good-natured bear, which allows intrepid members of the audience to wrestle with him.

Palace, Cincinnati

(Reviewed Monday Matinee, March 12)

"Favorites of the Past", a quartet of old-time minstrel folk, scored the applause bit this afternoon. The show, taken as a whole, is but fair.

Pictorial program: "A Blind Bargain"; depressing.

The Anker Trio, two men and a woman, are gymnasts of more than ordinary ability. The unusual strength displayed by the woman resulted in enthusiastic demonstrations of applause. Six minutes, in three.

John A. West, blackface, by virtue of his ridiculous raiment, was the object of much laughter. However, his prohibition jokes did not prove quite as effective. He closed with solos on saxophone and cornet to light applause. Thirteen minutes, in one.

Haney and Morgan, man and woman, presented a nicely arranged program of popular songs and dances, interspersed with bits of dialog. Their individual and dual efforts proved conclusively that dancing is their strongest stock in trade. Might suggest a little re-arrangement with this in view. Nevertheless, they merited prolonged applause, which justified a talk. Seventeen minutes, in one.

Ned Nestor and Company offered a singing and dancing skit similar to the foregoing one, but not nearly as clever. Nestor is assisted by two women, one of whom is tall and thin, and who essayed most of the comedy. A dance which she and Nestor executed near the

B. S. Moss' Broadway, New York

(Reviewed Monday Matinee, March 12)

The phlegmatic, time-killing, noon-show audience at the Broadway is never swayed by unusual, out-of-the-way acts. It is fairly free with its applause offerings, which would die a hopeless death at a better-class house, being accorded generous, altho perhaps insincere, approbation here. On the other hand, the act which is different from the usual run hardly ever receives unusual treatment at this early show; it's all the same to the twelve-o'clock patrons. For this reason the opening act on Monday's bill, "The Sculptor's Garden", ran its course without any unusual response. It is a posing act, and such a posing act as this reviewer has never seen before in any vaudeville theater. Two women and one man—one woman and the man entirely coated with gilt paint, and the other woman covered with some clay like mixture—present a series of about eight statue poses. They are all practically naked, the male member of the act wearing more clothes than the women. He wears a breechcloth; the women wear nothing, as far as could be seen from the front seat. While there is nothing essentially suggestive about the act, so daring a display of feminine nudity is, to say the least, surprising. But in the Broadway the act went over just the same as an ordinary opening act would.

On second Arthur Angel, a rube single, showed no noteworthy ability. His monolog sounds like one of those guaranteed to wow

Loew's State, New York

(Reviewed Monday Matinee, March 12)

Despite rainy weather, a large and enthusiastic audience was on hand, and each of the six acts presented received appreciative applause.

Victoria and Dupre opened with some clever acrobatic dancing and exhibited some nifty falls and turns in the seven minutes they were on.

Eddie and Grace followed with a turn in which some good dancing and fairly good singing was dispensed. Eddie has a few real steps and knows how to put them over. Twelve minutes, to good applause.

Barnes and Stremel, straight man and Jew, provoked considerable mirth with their patter, and the singing of Barnes was exceptionally well received. The comedian neither needs nor had on any make-up, as he is naturally in character. Sixteen minutes, in one.

The ventriloquist work of Marshall Montgomery, assisted by Lucille Dellaven, was a treat long to be remembered. With the assistance of the dummy, Montgomery entertains his listeners for fifteen minutes, during which time several songs are sung and clever conversation carried on while Montgomery eats his meals and drinks several potions in a manner that leaves one amazed. In three, with special setting.

Wilson and Jerome all but stopped the show. These two boys are real entertainers, one of the "nut" variety and the other with his acrobatic dancing and hoop jumping. Much good comedy was interspersed and, taken as a whole, the act was thoroughly enjoyable. "Odds and Ends" is a good name for the offering. Thirteen minutes, in one; applause and encore.

Frank Farnum and his assistants were reviewed at length in these columns when the act was presented at the Palace in January. The only change in the act is the replacing of Jackson and O'Rourke with Nell and Wilt, two harmony singers, who pleased today. Christine Marson's solo dance was well received and Paul Specht's Lady Syncopaters rendered several selections in a harmonious manner. The ladies made a very pleasing picture due to the harmony in color of their evening dresses. The act stopped the show cold. F. G. WALKER.

Keith's, Cincinnati

(Continued from page 26)

over solidly. Ten minutes, in one; encore, one bow.

Mrs. Sidney Drew, supported by John Reinhardt and Mary Alden in "Predestination", an eternal triangle absurdity that ends unhappily. Mrs. Drew rushes thru her lines and speaks inaudibly. Her co-workers undoubtedly would do better with real material. Edwin Burke is author of the sketch, which has a few laughs. Fourteen minutes, interior; three curtains.

Wilton Sisters, "clever, youthful entertainers", were accorded a neat reception. Their "kid" attire, with bare legs and roll socks, is very neat and their close harmony singing as delightful as of yore. Newer published numbers, however, might be used advantageously. Nineteen minutes, in one; two encores, three bows.

Herbert Clifton, a female impersonator who makes coarse use of a falsetto voice and much flashy gawking and millinery, landed well with bokim, labeled "His Travesties of the Weaker Sex". Sixteen minutes, in one and two; encore.

Van and Schenck. After acknowledging what was, perhaps, the heartiest reception accorded an act here this season by a Monday afternoon audience, the pennant-winning harmony of songland settled down to business and squarely landed about a dozen numbers as quickly as applause permitted and warranted. Schenck, the handicapped by a cold, successfully soloed "Who Did You Fool After All". Van's treatment of Irish, Chinese and Negro numbers proves him to be in a class by himself as a character monster. The repertoire included "Carolina in the Morning", "Lumbo, Jumbo", "Somehow, Somebody", "Mr. Cop", "That Redhead Gal", "Chinese Firecrackers", "I'm in Love", "It Doesn't Mean a Thing" and "You Tell Her, I Stutter", which is a wow with them. Twenty-one minutes, in one; six encores, three of which were supplied from the orchestra pit.

R. and W. Roberts. With an ease and grace that is unique these fellows perform equilibristic feats that are exclusive and extraordinary. Six minutes, interior; two curtains.

JOE KOLLING.

The draper has only two models, but he is a real showman and shoves the act along at a fast pace. The excited manner in which he announces each costume and his large, nervous gestures as he drapes the gowns as tho he were building Rome in a day right before your eyes are a joy to behold. The act closed to a strong hand. H. E. SHUMLIN.

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finish could stand refining. Act runs too long. Seventeen minutes, in one.

"Favorites of the Past", Charles A. Loder, Jop dancer; Catherine Marco, prima donna; Harry Bartlett, eccentric dancer, and May Dooly, vocalist, electrified the audience by offering their various specialties in a manner that made it hard to believe that their respective ages are upwards of three-score years.

The revue is effectively and daintily introduced by Mr. Bartlett, with the capable assistance of Frances Cingelhurst, in a child part. Twenty-two minutes, in one and two.

Hibbett and Mable, "The Gentlemen From the South", discoursed at length on nothing in particular, and had the audience laughing constantly. Their pantomime was clever. These boys have wisely refrained from using anything suggestive. Thirteen minutes, in one.

"The Haunted Violin", described in billing as "a melody phenomenon", presented by an unprogrammed male, proved mystifying. Fifteen minutes, in two.

KARL D. SCHMITZ.

The vigorous slapping combat between the two aspirants created the only real laugh of the afternoon. Eleven minutes, full stage; two bows.

Daniels and Walters, in "The Oldtimer", reviewed many times in these columns, gave their whimsical, sophisticated comedy with a slight change in opening. The act is commendable and won good applause. Seventeen minutes, in one; one bow.

Weber Girls, three little damsels, who do polite tumbling and pyramid building, accompanied by a little comedy just to fill in, but didn't. Six minutes, in one and three; one bow.
ALLEN HYDE CENTER.

them at an amateur entertainment. He stole an encore, doing a mournful "too old for the village band" bit that was little short of pitiful.

Mabel Burke appeared in the third spot. Miss Burke sings, ably assisted at the piano by a young lady whose voice lends considerable charm to the act. In the manner of some famous star whose first appearance will be the signal for a tremendous ovation, Miss Burke does not come on for at least two minutes after the rise of the curtain, apparently believing that her voice from offstage will create a favorable feeling of suspense. If this is the reason for the wait, however, it goes for naught. Miss Burke essays a little waltzing after her first song, which might better be eliminated, for she has none of the grace needed for stage dancing. A short film picturizing a few songs which are sung simultaneously—a song plug if ever there was one—closes the act.

Lane and Freeman, with a fast line of easy-going, rough chatter, went well. This is the sort of act the Broadway audience likes. The gags are easy to grasp, and a slap in the face or a push in the chest draws hearty guffaws at the Broadway.

We sympathize with Cissie and Georgie Sowell for having to play the early show at the Broadway. These two charming, dainty girls have one of the best dance offerings in vaudeville today, an artistic act with the popular touch. Yet it got only fair applause. The Russian number is a dandy.

Harry Freen should be signed to stay at the Broadway for a full season; at least he is New York's own sidewalk comedian. His comedy is redolent of the atmosphere of the crowded tenement districts. No act could go over more solidly at this house than Harry Breen.

"Creations", a draping act, closed the show.

NEW TURNS and RETURNS

Reviewed By MARK HENRY

NELSON AND NELSON

Reviewed Friday afternoon, March 9, at Loew's American Theater, New York. Style—Acrobatic novelty. Setting—Three. Time—Seven minutes.

Nelson and Nelson have a distinct novelty for their opening in the accomplishment of various acrobatic stunts while wearing stilts concealed beneath long trousers. In loose-fitting dress suits, one of the boys wearing a monocle, the act, which is evidently of foreign importation, opens with a dance. Several tumbling feats while still stilts encumbered won hands. A nipup, a seemingly impossible feat while strapped to the sticks, drew decided applause.

One then discards the stilts after a walk around, using but half of the impedimenta, performs further gymnastic feats with his partner on the stilts.

For a conclusion a triangular perch is held by the "stilted" fellow and the other does a number of back revolutions around the top bar in a worthy fashion, sending them over nicely. Act could play the better medium houses where the novelty of the offering would appeal.

HOWARD AND BROWN

Reviewed Friday afternoon, March 9, at Loew's American Theater, New York. Style—Singing and dancing. Setting—One. Time—Ten minutes.

Garland Howard, a stylish colored fellow, and Mae Brown, a pretty mulatto with a smile, dimples, pretty teeth, shapely figure, and a wonderful amount of personality, open with a song and dance. It was immediately noted that the orchestra at this house, which is not noted as being particularly proficient, played too forte. This fault was in evidence later in the act.

Miss Brown, in a short gown of fish-scales with vari-colored flowered ornaments incorporated in the fish-scale design, displayed a shapely figure as she did "Toot, Toot, Tootsie, Goodbye", followed by a dance. Howard assisted and the two worked up the finale in fine style.

Ensuing was an argument as to which the audience cared most for, rag singing or jazz dancing, subsequent to which Miss Brown put over "Lovin' Sam, the Sheik of Alabam'", very eloquently. Howard doing a George-Walker-Bon-Bon-Buddy step the meanwhile. The number went over very big. Howard then danced in graceful fashion, doing the skating step, back slides, and others, with Mae Brown working up to the finish, sending the couple over to insistent acclaim.

Howard is a neat worker and Mae Brown the cleverest colored girl the writer recalls having reviewed since Ada Overton Walker, whom Miss Brown resembles in effervesence, personality, style and manner of working, plus the addition of youth.

CORRELL, WESTON AND GARDNER

Reviewed Thursday afternoon, March 8, at Fox's City Theater, New York. Style—Singing and talking. Setting—

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The main fault of this act is that the comedy does not live up to the set. With a really effective ship scene as a background, such gags as a dog with a gold wristwatch on its tail sits down to show he's on time, "I'm the Sheik of Kanarsie," "You took a bath in the tank of drinking water—that's all right, I didn't use any soap," "Top-sail skipper—he skipped out every night," "I needed a drink and hid on the ship because the boat was making port," "Did you ever row a boat—oar and oar?" "A fellow drilled a hole in the boat to let the water in—so I drilled another to let the water out," "Are you romantic?—No I'm rheumatic," and other old and unfunny babies were ineffective in gathering other than a few mild and scattered laughs.

The girl nasalizes her songs; Gardner is inclined in this direction also. The kiss business with the spotlight is very old and unfunny, and the concluding song, "I Wish I Was a Sultan", has for its concluding chorus a lyric about being the master of a harem with a lot of girls, and the line "I'd get myself a monkey gland"—which is vulgar.

The basic idea of the act is all right, but

new material is needed sadly, together with the elimination of the affected "baby" manner of talking of the rather portly girl and her nasal manner of singing.

STUTZ AND BINGHAM

Reviewed Friday afternoon, March 9, at Loew's American Theater, New York. Style—Talking and singing. Setting—One. Time—Nineteen minutes.

"What's the difference between a cow and a baby?"
Answer—"A cow drinks water and gives milk, and a baby—"

If Stutz and Bingham, man and woman, had the greatest act in the world, which they haven't, they CERTAINLY SHOULD BE SEVERELY CENSURED for having the effrontery to tell the above dirty gag.

Not content with the telling, the matter is dilated upon, discussed, added to and in general made more suggestive thru innuendo.

The woman says later to the man: "You ought to go back making buttonholes where you belong," and in this we thoroely agree with her. The only way this fellow gets cheap and coarse laughs is by allowing his trousers to fall several times and grasping them just as they are about to go too far. The same fellow, if memory serves aright, was formerly of the team Murray and Voelk, afterwards billed as Murray Voelk to hide the fact that one was supposed to be a stage hand at the beginning of

(Continued on page 234)

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Reviewed Tuesday afternoon, March 6, at Fox's City Theater, New York. Style—Dancing. Setting—Specious in one and three. Time—Seventeen minutes.

Paisley Noon has about as lifty and snappy a pair of filles as the writer has ever seen tripping thru the dance. The offering is well staged, capably presented, suitably mounted and made a decided hit when reviewed. It can not fail in the two-a-day houses, the entire tempo of the act being surefire.

Both girls are quite shapely in changes of costumes with bare legs—they dance wildly and gracefully—they are the life of the act, altho Noon himself is by no means in the discard, nor is the flashy male pianist.

In low and refined voice Noon registers strongly with "Lovin' Sam, the Sheik of Alabam'", and his dancing is artistic.

If speed counts for anything Noon has arrived at the heyday.

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LAST HALF REVIEWS

Fox's City, New York (Reviewed Thursday Afternoon, February 8.)

A fairly good show the last half of this week but not measuring up to last week's standard in quality.

Diaz's Monks' opening proved a fairly good flash for the position thru handsome stage settings of green velvet and nicked apparatus. The monks are well trained and performed a number of acrobatic tricks on small Roman rings and other appurtenances. At the conclusion three of the animals did Risley simultaneously with small barrels. If the woman would speak in a lower key her vocal admonitions to the monks would not sound so squeaky.

Frost and Morrison, in a song-plugging act, had little more, if any, than the majority of such acts. When Frost plays the piano, the impact of his foot upon the pedal produces an unpleasant and annoying sound that should be corrected. Morrison could study to get more musical rotundity to advantage. The act will be reviewed in detail in another column.

"In Wrang" seemed to be in RIGHT, for the little comedy sketch despite the rather much-used and trite situations, proved a hit. Many of the lines are bright, the parts all fairly well played, and above all the act is clean. Reviewed in detail under New Turns and Returns.

The Fox News reel was interjected at this point, no doubt to eliminate the wait necessary to set for the next act.

Correll, Weston and Gardner, with a ship scene for a background, indulged in comedy, at times fair and at others gaggy and puerile. The woman nasalized several numbers and affected a "baby" intonation in her talk—or is it her natural manner of speech? The numbers of the girl and Gardner did a flop and lack the requisite punch. Some of the talk, especially the rough sort about seasickness could be eliminated to advantage and Gardner should take note that the word "dew" is not pronounced "doo". The concluding number, "I Want To Be a Sultan", would have been much better without that "I'd get myself a monkey gland" line, at the finish.

Tilson and Rogers, two clever tumblers, with a very decided "monkey gland" opening, should get something more refined. Orders were issued by the head of the V. M. P. A. for all such allusions to be eliminated. Here we have an act that opens with quite a scene and a very bad exhibition of the use of a hypodermic needle. This would not even be allowed by the censors upon the screen. Upon the stage it is so much worse. Whether the Fox houses come within scope of the orders of the V. M. P. A. or not, this should be eliminated absolutely.

"Indian Reveries" with Chief Oskomon, an act under the direction of Harry Rogers, proved a hit. The scenic and lighting effects are clever, and the dancing and singing adequate. An unbilled blond girl made an individual hit with a rendition of "Remember the Rose".

Clayton and Lennie certainly had things their own way with some excellent comedy talk, mostly of the straight and English comic order. Here is an act that gets good laughs with absolutely clean material and NO REFERENCE TO MONKEY GLANDS or anything else that might offend anyone. They went over very strong and returned for a parody on "The Green Grass Grew All Around", which they certainly know how to put over.

Paisley Noon and Company have a very nifty dancing and singing act, in fact it is the best act Noon has ever had. The girls are both shapely, pretty and certainly have a wonderful amount of pep and snap in their work as they dance in very rapid tempo. Costumes are good, the male pianist excellent and Noon looked manly in a well-fitting Tuxedo as he sang in good voice of a pleasant and low quality. His dancing also found much favor. The turn is worthy of the better time and could make a bit in a spot in the two-day houses.

MARK HENRY.
Proctor's Fifth Ave., N. Y.
(Reviewed Thursday Night, March 8.)

The Mosconi family saved this bill from being just an ordinary one of the Fifth Avenue. Not that it wasn't fully enjoyed. The audience happened to be well sprinkled with individuals of the class that laughs at "Topics of the Day", and, since laughter is generally contagious, an enjoyable time was foreordained.

A dexterous and diversified acrobatic turn by The Three Melifords launched the program in a very efficient manner. The act is well dressed and the boys work with smoothness and speed.

Princess Winona sang a collection of songs, ranging from Indian ballads to grand opera. She has a good voice and her diction is clear, but the nature of her numbers did not appeal

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(Continued on page 237)

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BOSTON'S MYSTERIOUS UNION NATIONAL AD SERVICE

(Continued from page 24)

its program, according to Spears. It will make a strong play for the independently-owned houses, and also movie theaters that are in the market for three and four-act bills.

So gigantic is the proposition, according to Spears, that sooner or later all of the vaudeville theaters will have to acknowledge the Selected trade-mark thru public demand.

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Boston has been selected as the site of operations and the advertising contract has been placed in the hands of a Hub agency associated with Spears is a former Associated Press correspondent, who claims to have gotten to the inside of the story last winter, and who is now being paid by the Selected Attractions to keep his mouth shut.

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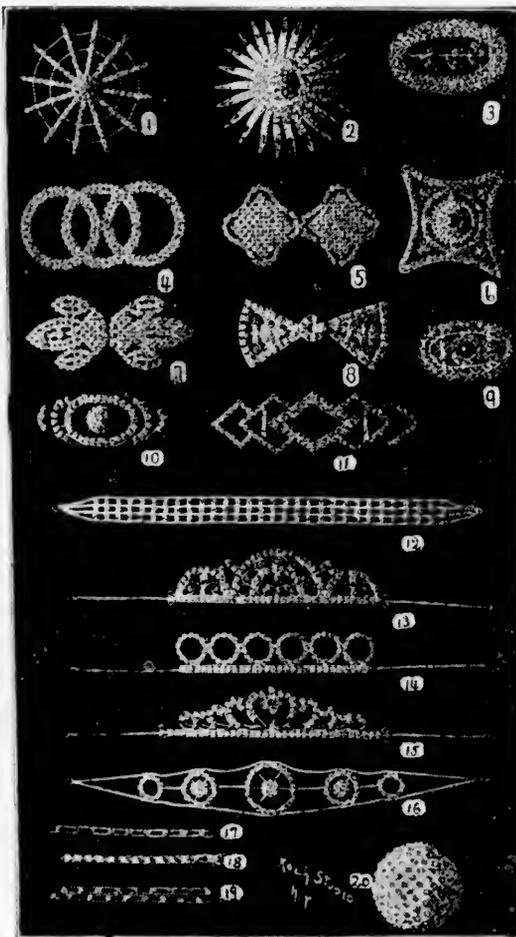
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VAUDEVILLE NOTES

Basll Lynn and Billy Howland are playing the Poll Circuit.

Leslie Gilbert, who has been playing the Keith and Sun circuits, is visiting his parents, Mr. and Mrs. W. H. Gilbert, at their home in Troy, N. Y.

Jack Ingils and Gene Winchester have teamed and introduced their new comedy singing and dancing turn at Poll's Capitol, Hartford, Conn., several weeks ago.

B. A. Rolfe's latest vaudeville venture, Phoebe Whiteside and Band, with Giovanni DiVito as leader, broke in at Poll's Capitol, Hartford, Conn., recently.

The Jefferson Theater (Auburn, N. Y.) management for several weeks has been running vaudeville but three days a week, the first half. The last half of the week and on Sundays they have run feature movies. However, it is understood that this is not a set policy, as vaudeville will be run six days during some weeks.

Carson and D'Arville, writers and producers of acts, have turned out material recently for Fred Fortin & Co., May McAvoy, Mildred Howard & Co., and Bill Harrison. They are now working on material for several well-known artists.

Charles N. Lum, well-known actor, who, a few years ago, was compelled to retire on account of illness, will appear in vaudeville this spring. His vehicle will be a dramatic playlet entitled "Cheating the Law". Mr. Lum will be supported, it is said, by Merrill E. Matheny and Katherine Moore.

The Strand, Hudson Falls, N. Y., will present vaudeville, in addition to its regular picture program, Monday, Tuesday and Wednesday nights of this week. It is the intention of the management to book vaudeville acts at intervals in the future.

Betty Southern, of the "Dance Dream" act, playing Loew's Crescent, New Orleans, fainted on the stage Saturday afternoon, March 3, at the beginning of the act. Nervous prostration is given as the cause. According to physicians a couple of weeks rest will bring her back to health.

Jack Lynn, an amateur, who made good at a tryout at the Crescent Theater, New Or-

(Continued on page 34)

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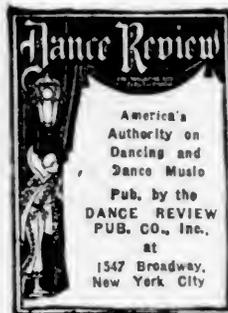
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Voice

You have made me lone - ly, You have made me cry, Dear I've loved you
When life's joys are miss - ing, When this world seems dark, When lips you've been

on - ly, Now you say "Good - bye," Please don't ask me why, dear,
kiss - ing, Say, "We now must part," May - be you'll be sigh - ing.

Im so sad and blue, You'll know bye and bye, dear, When some hearts un - true,
May - be dear, you'll know, Reas - ons for my cry - ing, Just be - cause you go.

CHORUS

Some day, you'll miss, dear, Lips you now kiss, dear, - Some - time,
some - where when life's sha - dows fall, You'll miss my smile dear,

Just, for a while, dear, You'll be lone - ly you will sigh, dear,
may - be cry, dear, In life's to - mor - row, you'll meet my sor -

row, You'll know then, dear, reas - ons why I cry,

Your heart will an - swer, You'll un - der - stand, dear, You'll be sor - ry

bye and - bye, bye.

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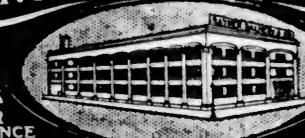
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"The Misery of Dope"

broke the "NORAH" record last week same theatre, and this during last. Wire Queens Square Theatre if you want proof. Some territory left on these plays. Act quick

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VAUDEVILLE NOTES

(Continued from page 32)

leane, recently has signed with the "Dixie Roamers", now touring the South. Eleanore E. Sauer, aged 17, an usher at Keith's Palace Theater, Cleveland, was promoted two weeks ago to the leading feminine role in the one-act skit of Al K. Hall & Co. Emma Adams, dancer, had the role and was taken sick. When Miss Sauer heard of the situation she volunteered her services and after a fifteen-minute rehearsal was engaged. Will Morrissey and his "Morris Stars" will open a tour of the Loew Southern Circuit in Atlanta, Ga., March 22. The "stars" include Billy West, Ethel Gibson, Marguerite Marsh and Gabriel Rinaldo, dubbed the "new Valentino". A. I. Feinberg booked the act. Personal appearance of Wesley Barry at the Hippodrome Theater, Spokane, Wash., set a new one-day record at that house for this season when crowds formed around the theater early Sunday morning and capacity business was enjoyed until after the last show was underway.

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Chicago, March 9—Mack's Song Shop, of Palestine, Ill., reports that its numbers are rapidly entering the list of hits among orchestra leaders. Mr. Mack will shortly issue his White and Black series, which will be sloganized "Songs by Mack in White and Black". These will be of the high-class ballad type, together with some fine dance numbers for fox-trots. "You'll Be Sorry", being featured by some good ballad singers, has also found favor among some of the better orchestras as a fox-trot.

GALLAGHER AND SHEAN APPEAL

New York, March 10. — The appeal from Justice Delchanty's decision denying the Shubert Theatrical Company an injunction against Gallagher and Shean will be heard by the Appellate Division about April 1. It was stated by William Klein, counsel for the Shuberts, this week. Mr. Klein said that all possible action is being taken to hurry the hearing of the appeal.

NEW THEATER FOR CONEY

New York, March 10.—It was announced this week that a new theater is being planned for Coney Island, to be located on the north side of Surf avenue, east of West Eighth street, by the Allwell Development Company, John S. Landis, president. Shampam & Shampam, architects, declare that the new theater will cover a plot 185 feet frontage on Surf avenue and 250 feet in depth, with a seating capacity (Continued on page 49)

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A charm there is in my land, Thrills me thru and thru,
And oft-en have I pon-dered, On which of them is best,
An or-chard in its blos-som, A mead-ow kissed with dew,
I've been in sun-ny South-land, Been thru the gold-en West,
The song birds there sing sweet-er, All na-ture's at its best,
But now I turn to home-land, The state I love the best,
There's heav-en in that home-land, Oh, state, you sure are blest,
CHO.
O-hi-o oh o-hi-o, I'm com-ing back to you,
I love your gold-en har-vest, Your fields of wav-ing corn,
The lit-tle vine-clad cot-age, The place where I was born,

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THE EQUITY PLAYERS TO CHANGE THEIR NAME

Find Theater Confused With Actors' Equity Association in Many Cases

NEW YORK, March 10.—The Equity Players are due to change their name shortly. There has been much confusion in the minds of the public and among players between The Equity Players and The Actors' Equity Association. This has led many to the belief that The Equity Players was a theatrical venture run by The Actors' Equity Association, whereas from its inception it has been an entirely separate and distinct enterprise.

This fact was stated in the plainest terms by both the Players and by Equity, but seemingly it has never registered completely. Some adverse criticism was leveled at Equity for running a theater by those who confused the two organizations and this has necessitated much explanation and letter-writing. In order to totally dispel this notion it was decided this week to change the name of the Equity Players and the new name probably will be "The Actors' Theater", the title having been suggested by Walter Pritchard Eaton.

The name which is chosen, if not put into effect for the few remaining weeks of the season, will be used for the coming one, but it is probable that the change will be made almost immediately. It is figured that the name, "The Actors' Theater", will completely describe the enterprise and at the same time separate Equity in the minds of those who confuse the Players and the organization, as completely from the theater as it is in fact.

"Roger Bloomer" Off

The last production of The Equity Players, "Roger Bloomer", will close tonight at the Forty-eighth Street Theater. This piece came in for some harsh criticism from the dailies and the "expressionistic" nature of the play did not add to its appeal to the play-going public. After the subscribers had seen it there was little demand from the regular theatergoers and it will therefore close tonight with eleven performances to its credit.

"The Chastening", a play by Charles Rann Kennedy, which has been giving special matinee performances at the Forty-eighth Street Theater, will play the regular schedule of eight performances a week in "Roger Bloomer's" place. This engagement will last but for the one week and at that time, if The Equity Players are not prepared with another new play to take its place, "Why Not?", which moved to make room for "Roger Bloomer", will probably come in. At present "Why Not?" is playing at the National Theater under the management of Charles Miller. There is also a possibility that "A Square Peg", the drama by Lewis Beach, which closed at the Punch and Judy Theater last Saturday, may come into the Forty-eighth Street Theater. This play was much praised by those who saw it

and the audiences for it were growing at the time it was taken off. The small capacity of the Punch and Judy was against it making any money, but it is figured that it might do well at a larger theater.

WHOLE CAST INDICTED

New York, March 9.—The complete cast of "The God of Vengeance", now playing at the Apollo Theater, was indicted by the Grand Jury for presenting an "immoral" play, and on Wednesday appeared before Judge Crain in General Sessions and pleaded "Not guilty." Besides the cast, Harry Weinberger, the producer of the play, and Michael Selwyn, manager of the Apollo Theater, were indicted. Bail for \$300 each was provided for all, and the case was adjourned until March 14. The play will continue to run at the Apollo until that date without interference.

It was expected that the "play jury" would be called in to pass judgment on "The God of Vengeance", but nothing happened in this line except talk. In the meantime the Grand Jury indicted.

FERDINAND GOTTSCHALK



The distinguished English actor and dramatic author, whose magnetic personality and sonorous voice lend virility to the Harvard prize play, "You and I", at the Belmont Theater, New York. Mr. Gottschalk plays the role of G. T. Warren, soap merchant.

Ferdinand Gottschalk Has a Record That Vouches for His Versatility

Just get a copy of "Who's Who in the Theater" and look at the long list of different characters he has portrayed and you'll agree with us that we have chosen a good heading for our interview.

Imagine a deep and subtle mind, a witty, breezy manner, sly, laughable side-glances and a reluctance to talk about self, and you have visualized the personality of Ferdinand Gottschalk, who plays the role of the wealthy soap merchant in the Harvard prize play, "You and I", in which H. B. Warner and Lucille Watson are featured.

"How did you like the play?" we asked several well-seasoned actors and a critic after the second-night performance at the Belmont.

"Fine! Ferdinand Gottschalk is a good actor," was their unanimous opinion, and one was even a bit profane in his praise. After having our opinion confirmed by experts we decided to interview Ferdinand Gottschalk during the coming matinee on "the why and because of acting".

We made the mistake of not introducing ourselves before we asked Mr. Gottschalk, who is English born, to compare English dramatic activities with those of America. We then had to prove to him that we were not exploiting life insurance or selling oil stock and that the question was not based on information gleaned from that bandy volume, "The Psychology of Salesmanship", before he would answer our question. Then he said: "America is broader in her vision of dramatics than England."

He expressed wonderment at the venturesome spirit that had brought foreign opera, Russian players who speak no English and a play like "The Gods of Vengeance" to Broadway. "Certainly the fact that Russian players, speaking in their native tongue, can so appeal to the popular taste as to make their dramatic offerings pay, shows a very enterprising spirit," said he.

Mr. Gottschalk also spoke of American enterprise in offering Shakespeare on Broadway. "In London," said he, "we have what are called the old Vic and popular types of Shakespearean plays. In America you have modern and futuristic Shakespeare. In London we have either Piccadilly or Broadway importations. In America you have international dramatic art, not to overlook the present introduction of the typically American drama, by the American playwright. Yes, America is very broad, venturesome and enterprising in the matter of dramatic art."

We then attempted to discuss the little theater movement and the national theater idea with Mr. Gottschalk. He winked significantly and said: "You'll have to show me."

"Show you what?" we parried.

"Anything—everything," replied he, with a smile that belied the terseness of the remark.

"That's over my head," pouted the interviewer.

"Well," replied Mr. Gottschalk, soothingly, "it won't be over your readers' heads!"

After thanking him on behalf of our readers we asked our subject how he managed to put so much sparkle into his acting.

"It's simply the old saying of Joseph Jefferson put into action. Jefferson said: 'Everything depends upon how you come on and go off.' Every actor knows that. But if you enter with snap and vim you must maintain that impression by a lively interest in what is going on. You must listen sincerely and attentively to identify yourself with what is happening. That is helping to weave the thread of interest. As you are speaking one-third of the time and listening two-thirds, why not make the most of the listening period, in expression and poise?"

Then this engaging conversationalist seated himself before the mirror and remarked: "Some actors give attention only to the front of the face when making up, forgetting that they frequently turn the profile to the audience. The distance from the nose (looking at himself sideways with the aid of a hand-mirror) to the back of the neck is certainly greater than the distance from the tip of the nose to the ear line. If he does not take that back half of the neck and head into consideration he is going to be as much out of the picture as when he does not maintain an attitude of listening. So you see there is a parallel between makeup and listening—in that distance—the gap that is caused when an actor does not maintain interest by listening sincerely."

Mr. Gottschalk was born in London and made his first appearance on the stage at Toronto, Can., in 1887, in "Which is Which?", with Rosina Vokes. He made his first New York appearance at the Madison Square Theater in January, 1891, playing the role of Dodson Dick in "The Silver Shield". He appeared at Daly's the same year in "A Game of Cards", "A Rough Diamond", "Wig and Gown", "Frederic Lemaitre", etc. During the following year he appeared in the following

(Continued on page 80)

RESIGNS FROM EQUITY COUNCIL

New York, March 10.—Marjorie Rambeau has resigned from the Executive Council of The Actors' Equity Association.

Miss Rambeau has been a member of the Council for the past three years, but in that time has not been able to attend any of the meetings on account of constant playing in both motion pictures and on the stage. The business of the Council is so important and often urgent that when this fact was called to Miss Rambeau's attention she asked to be allowed to resign, so that another might be appointed in her place who could attend the Council meetings with greater regularity.

An account was recently published which distorted Miss Rambeau's resignation into a protest against the Equity Shop. The Billboard is in a position to state that this is not so and the statement so made an unmitigated lie. There was never any question raised by Miss Rambeau about the Equity Shop and her reasons for resigning are as stated, no more and no less.

EQUITY AND MANAGERS APPOINT COMMITTEE

New York, March 10.—At a meeting between John Emerson and Frank Gillmore of Equity with the Producing Managers' Association this week both sides agreed to appoint a committee of three actors and three managers to discuss an amicable adjustment of relations between both bodies looking forward to a peaceful settlement of differences between them before the expiration of the agreement signed after the strike of 1919. This agreement expires June 1, 1924.

Equity has gone on record as being for the Equity Shop with all managers after that date and the managers oppose this. The committee will meet and discuss different aspects of this problem and try to reach an agreement that will be satisfactory to both parties. The members have not been appointed as yet, but it is expected that they will be shortly.

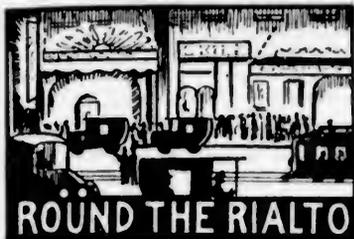
The agreement to appoint the committee came about as a result of several conferences which have been held between the heads of Equity and the P. M. A. during the past few weeks.

TYLER TO TOUR EUROPE

New York, March 9.—George C. Tyler, producer of "Merton of the Movies", sailed for Europe this week with George S. Kaufman, one of the authors. Marc Connelly, the other half of the writing team, will leave in a few days to join them. Mr. Tyler sold the English rights to "Merton" six months ago to Robert Courtneidge, the London manager, who will produce it at the Shaftesbury Theater during the spring, probably next month.

Tom Douglas, a young actor who has been doing a variety turn and who has also appeared in motion pictures, will fill the role created here by Glenn Hunter. Hugh Ford, under whose direction the play was staged here, will do the honors for the English presentation.

Immediately following his business engagements in London, Mr. Tyler will go to Paris to start on an automobile trip thru Spain with Ed Flynn, editor of The London Daily Mirror, and O. L. Hall, of The Chicago Journal, as his guests. In late summer he will go to Italy, where he will be joined by Helen Hayes and her mother. He will return to this country sometime in August.



COMING right down to cases and giving the thing we call our skull a thoro search (inside we mean, not out), we find sundry miscellaneous items which should interest our clients. : : : Thus we met Leslie Austen in a big hurry on the Rialto. : : : Leslie was going to rehearsal and stopped long enough to give us the details. : : : He left "Pasteur" flat on the lot and is now with "The Wasp", a mystery melodrama of the type which has Broadway by the heels right now. : : : Tom also met Percy Helton, and he, too, is rehearsing. : : : Percy is going to Chicago with "Up the Ladder", which is figured to hit the denizens of that town pretty hard. : : : We hope that it does, tho Broadway will be the loser for Percy's absence. : : : Speaking of Chicago reminds us that we received a missive from there from Charles McCormick. : : : Charlie says he has a play based on King Tut and that if Al Woods would cast it as well as "Partners Again" it would be as big a hit. : : : It looks like a great chance for Al. : : : Tom met Eugene O'Neill. : : : He was in town for a few days on business connected with his plays. : : : As usual, he was very reticent, so all we can report is that he is looking better than he has for some time. : : : Tom met Norman-Bel Geddes, the scene designer. : : : Norman tells us that between productions and his classes he is kept more than busy. : : : We have heard a report from more than one quarter that A. L. Erlanger is dickering with Al Jolson. : : : It seems that Al's contract with the Shuberts will expire before very long and Erlanger wants to get him under his banner. : : : It seems to be the general opinion, tho, that Al will stick with the Shuberts. : : : Tom ran into Henry Travers. : : : Henry has probably had as long a run on Broadway as one can. : : : He has been with the Theater Guild for four seasons and in that time has never laid off a day. : : : Now he is going on the road with "R. U. R." : : : Tom met Eugene Kelcey Allen and, as usual, he had a story to tell. : : : Eugene is one of our best raconteurs and this time he had one about Oscar Hammerstein. : : : According to Eugene, Hammerstein was standing in the lobby of one of his theaters, speaking to his lawyer, when he rushed up to a man and greeted him very effusively. : : : The lawyer said to him: "Who is the chap you are so cordial to?" "He's a dramatic critic," replied Oscar. "What does he write for?" inquired the legal man. "For passes," said Oscar. "They all do." : : : Tom looked in for a few minutes at the scene rehearsal of "Roger Bloomer" the night before the opening. : : : Take his word for it that it was a busy scene. : : : Mrs. Shelley Hull, the director; Woodman Thompson, the scene designer, and John Howard Lawson were all hard at it. : : : They had been without sleep for nearly forty-eight hours, but still kept their tempers and saw the job thru. : : : Tom saw Edith Wynne Mathison, Charles Rann Kennedy and Sheldon Cheney in the dimness of the auditorium. : : : On the following night, at the invitation performance, there was quite an outpouring of celebrities. : : : All the literati were there, and the critics and many theatrical luminaries, of course. : : : It was quite the most distinguished audience of the season. : : : **TOM PEPPER.**

SCENERY

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MOSCOW ART THEATER MAY PLAY THREE CITIES

New York, March 10.—If Morris Gest's arrangements for bookings of the Moscow Art Theater are approved by that company of artists, they will appear in at least three cities of the East and Middle West at the end of their engagement here. Mr. Gest has already settled for their appearance in Boston, and is completing arrangements for a showing in Philadelphia. From there he will travel to Chicago, which city has also expressed a desire to see the players at work. It is said that two other cities in the Middle West are also fishing for an opportunity, but all these bookings depend on the final acceptance by the Moscow Art Theater personnel. They operate strictly on a communal basis, and put each offer to a vote, and not until this vote is taken will the outsiders know whether or not they will see them.

"MR. BLIMP" TO CLOSE

Chicago, March 9.—"Mr. Blimp", the quaint and interesting play at the Olympic, will close Saturday night and the company will disband in Chicago. The Olympic will be dark for two weeks until Thurston, the Magician, arrives on March 25.

Theresa Maxwell Conover will appear in a new play in the near future which was written for her by Saxon Kling, himself a well-known actor.

CYRIL MAUDE AND PLAYERS ARRIVE

New York, March 10.—Cyril Maude, English actor, and several of his associates, including Peggy Rush, Mabel Terry Lewis and Lydia Gilbrook, arrived this week from England aboard the Majestic.

Mr. Maude will appear in "If Winter Comes" under the Dillingham management in Chicago, opening April 3.

FERDINAND GOTTSCHALK HAS A RECORD THAT VOUCHES FOR HIS VERSATILITY

(Continued from page 38)

plays, with the same company: "The Rose", "That Lawyer's Fee", "A Double Lesson", "The Paper Chase", and in 1893 he appeared in the cast of "Maid Marian". In 1894 he played the role of Galfred in "The Amazons" and Eddie Remon in "The Masqueraders". Thereafter he appeared in at least ten successes in England, including a vaudeville tour. In 1899 he returned to New York and played in no less than forty-two productions, not including such late portrayals as he gave in "Captain Applejack", "The Truth About Blayds", "The Lady Cristillinda" and "Adam and Eva".

Mr. Gottschalk has also written plays, but he refused to discuss them on the ground that he had already had "too much to say" about himself.

ELITA MILLER LENZ.

COMING TO BROADWAY

New York, March 10.—The lull in producing activities which was upon Broadway during the present week will be broken on Monday with five openings, followed on Tuesday by another. This week had but two openings at special matinees.

The first event of the week will be the revival of "March Hares", which will be put on at the Little Theater for special matinees. Due to difficulties over Equity's ruling which forbids playing on Sundays, the original intention of producing this piece on that day has been modified. Instead of opening on the Sabbath, the play will start at 12:15 Monday morning, thus beating the Sunday ruling by fifteen minutes. This production will be made by an organization called The Inter-Theater Arts, Inc.

The next opening, in point of time, will be the revival of "The School for Scandal" on Monday afternoon at the National Theater. This famous classic will be played for special matinees by an excellent cast.

On Monday night "Pasteur" opens at the Empire Theater, with Henry Miller in the title role. This play of Sacha Guitry's deals with the life of the famous scientist and has an all-male cast. It has been very successful in France, where Lucien Guitry played the part which Henry Miller will essay here.

Monday night will also see the opening of "Barnum Was Right", at the Frazee Theater. This comedy, which has been playing out of town for several weeks and which has been rewritten, marks the return of Louis Werha to the producing field. Out of town reports on the play have been good.

The other opening for Monday night is "Go-Go", a musical comedy which will come to the Sixty-

third Street Music Hall. This piece is under the management of John Cort and he has assembled a likely looking cast for the production.

On Tuesday night Broadway will see the opening of "The Comedian", the new starring vehicle which David Belasco has prepared for Lionel Atwill. This also is a Guitry play and thus New York will see the premieres of two plays by the same author in the one week. This, to say the least, is unusual. Mr. Atwill has been playing "The Comedian" on the road for a month or so. The New York engagement will be played at the Lyceum Theater.

On Wednesday night, Brock Pemberton will replace "Rita Coventry" at the Bijou Theater with "The Love Habit", a farce from the French of Louis Verneuil, adapted by Gladys Unger.

The Equity Players will close "Roger Bloomer" tonight and "The Chastening", a play by Charles Rann Kennedy which has been playing at the Forty-eighth Street Theater for special matinees, will replace it.

To make way for these new plays there will be several closings and movings. "The Merchant of Venice" will close at the Lyceum; "R. U. R." goes on the road from the Frazee; "The Greenwich Village Follies" likewise takes to the road after its long run at the Shubert; "Rose Briar", which has been running at the Empire, closes; "It Is the Law" leaves the Nora Bayes to make room for "Liza", which in turn vacates the Sixty-third Street Music Hall, and "Peer Gynt" moves from the Garrick to the Shubert.

Look thru the Letter List in this issue. There may be a letter advertised for you.

DRAMATIC NOTES

Percy Weadon, known on Broadway for many years as a theatrical manager, has forsaken that line to become the head of Weadon & Bannon, Inc., play brokers. Headquarters have been established in the Fitzgerald Building, New York.

Edna Hibbard has wired the Selwyns to look around for another leading woman for the Edward El. Rose melodrama, "The Roar Car", now playing in Chicago. Miss Hibbard gave as her reason the fact that she was not very fond of the "Windy City".

Maurice Swartz and his company at the Yiddish Art Theater will tour the larger European cities under the management of Charles B. Cochran. They will present Adreyev's "AnatHEMA", Gogol's "The Inspector General" and other plays. Mr. Swartz is completing the necessary arrangements with Mr. Cochran's representative now.

Francine Larrimore may yet be seen among the attractions on Broadway this season, for it is said that she has a play in her possession of which she thinks favorably. Sam H. Harris, to whom she is under contract, will not stand in her way if she can get somebody to produce it.

Elsa Ryan is back in New York, after a twenty weeks' tour in "The Intimate Strangers". Augustus Pitou has a new play in readiness for her next season, and has promised her a chance to play a New York engagement. The new piece will probably be tried out on the road this spring.

Richard G. Herndon, manager of the Belmont Theater, New York, in which house "You and (Continued on page 50)

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STOCK DRAMATIC

IN HOUSES AND UNDER CANVAS

(COMMUNICATIONS TO OUR CINCINNATI OFFICES)

Hastings Players To New Location

Move to Mt. Carmel, Pa., Following Ten Weeks' Engagement in Lewistown, Pa.

The ten weeks' season in Lewistown, Pa., ending Saturday night, March 3, was a fine success, financially and socially, for the Jane Hastings Players. Many patrons were unable to gain entrance to the Temple Theater the closing night. A little speech of appreciation was made before the last act by the company manager, who announced that he would bring the company back to Lewistown next fall for a run of three months. The Jane Hastings Company scored an amazing theatrical success in Lewistown, many capacity houses turning out for the various offerings. The series of plays offered are said to have been of high excellence. The company opened at the Opera House, Mount Carmel, Pa., Monday night, March 5, for an indefinite run.

SOCIETY ATTENDS STOCK SHOWS ON TUESDAY NIGHT

San Antonio, Tex., March 10.—Honors were pretty evenly divided between Edna Park and Jack Edwards this week at the Royal when the Willie Collier success, "Nothing But the Truth", was put on. Edwards played Collier's old part in great style and kept the audience in an uproar from the rise of the curtain. Miss Park was delightful as the trusting sweetheart, Gwen, and the rest of the excellent company added many a boost to the continuous luncheon.

Miss Clark celebrated her birthday in a new and beautiful dressing room; that is, it was new on the inside, for the entire company with the help of Art Director Robert C. Bell transformed that dreary little star's home back stage into a palace. New carpets, hangings, furniture, lamp shades and all that go with these represented the many members of the happy little family of players' love for their star, and Miss Park now has a place to be proud of to entertain the society crowd who love to come back stage after the Tuesday night performances. The Royal has been more than successful in establishing Tuesday night as a real society night, and those who come in evening clothes now on that night number nearly as many as those in regular street clothes. The first floor is nearly always a sellout.

Next week "The Sheik's Love" will be produced by popular demand.

ED. WILLIAMS' COMPANY POPULAR IN SPRINGFIELD

Springfield, Mo., March 10.—Members of the Ed Williams Stock Company appearing at the Landers Orpheum Theater have been the center of many social activities since their opening here. The American Legion boys upon learning that Neil Buckley was a Legion member, the other night invited him and others of the company to their monthly meeting and entertainment. Mayor Ed Freeman was present and addressed the boys and commented them on the progressiveness of their organization in the city. On another occasion Winifred Wyde, leading lady of the company, was entertained by a host of young lady friends at a meeting held at the High School and a dinner was given in her behalf. Ed Williams, owner and manager of the company, was a recent guest of the Lions Club and made a speech on theatricals and the merits of clean advertising. Ben Thompson, C. H. Rummell, Hugh Moore, Barney Barnett, Dorothy Lingell, Flo Gilpin and Neil Childster are other popular members of the company, which is presenting Harold Bell Wright's celebrated novel dramatized "The Calling of Dan Matthews".

WILKES PLAYERS REPEAT "THE BIRD OF PARADISE"

Denver, Col., March 10.—Players may again steep themselves in romance as depicted in "The Bird of Paradise" at the Denham Theater this week, where the Wilkes Players are repeating their production of this popular play. The Wilkes production leaves nothing to be desired, and that it is the triumph of the season's efforts may be discerned from the fact that its repetition was necessary in order to satisfy the demands of the Denham's clientele.

Pictorially and otherwise the organization has excelled and there should be no reason why the desire for thrills should not be satisfied with such a realistic scene as that of the steaming, living volcano with its human sacrifice perched on the edge.

Glady's George gives a most intelligent and enjoyable performance as Luana. She is a treat for the eye and her interpretation of the role could not be improved upon. Ivan Miller is splendid as the leecher, while Ben Erway gives an excellent performance as the lover, Wilson, William C. Walsh, Dora Clement, Claire Sinclair, Fred Dunham, Mildred Fitzpatrick, George Cleveland, Guy Usher, Si Condit, Howard Russell and Jane Gillan are seen in the cast. A group of Hawaiian musicians add atmosphere.

EDMONTON (ALTA.) STOCKS

Edmonton, Alta., March 10.—The Metropolitan Players tried their luck in musical comedy this week, using "Canary Cottage" as the vehicle, and the venture was by no means a success. Of the three people who are the mainstays of the company, Mr. Barnette does not appear at all, Taylor Bennett has a part for which he is unfitted and Miss Aubrey does not appear until the piece is fully half over. James Coates and Irene Daley sang nicely and Cliff Dunstan did well with his one song.

"The Barrier", played by the Alien Players this week, shows lack of direction. The first performance moved much too slowly. Erid May Jackson, as the girl, was excellent. Al Cunningham, as her supposed father, was entirely unconvincing. Allen Strickfaden, as usual, gave a sincere and manly characterization of the mounted policeman, Robert E. Lawrence was quite good as Polon, and Earle Hodgins gave a really good performance of the gambler. His last scene was particularly well done.

LEADS EXCHANGE PLACES

Harrisburg, Pa., March 10.—Mildred Wayne returned Monday as leading lady of the Orpheum Players, enjoying a long and successful run at the Orpheum Theater here. Miss Wayne came here some seven weeks back when the company opened its run, and made many friends in "Up the Ladder" and "East Is West", the players' offerings for the first two weeks. At the end of the second week she was transferred to Trenton, and Allyn Gillin replaced her. Miss Wayne returned in the leading role on Monday night in "Lawful Larceny". She was loudly applauded when she appeared. Miss Gillin returns to Trenton.

The company's eighth week here opens Monday, the offering being "The Bird of Paradise". According to present plans the company's local run will continue thru March and a part of April.

ALICE BUCHANAN GOES EAST FOR LONG REST

New Orleans, March 7.—"Seven Keys to Baldpate" is doing a nice business at the Saenger St. Charles Theater this week despite a few days of winter weather, which broke suddenly. The piece was seen here about five years ago at the Tulane Theater and Lee Sterrett revived his character of Jiggs Kennedy which he played in the former company. Leona Powers, as Mary Norton, made a splendid newspaper reporter. Foster Williams, as William Hallowell Magee, was quite up to expectations. William Melville, as John Bland, was, as usual, good and is getting better in every production. Antoinette Rochte, as Mrs. Quimby, again demonstrated her ability as a character woman. Orris Holland, as Lou Max, received generous applause. Julian Noa, as the owner of Baldpate, scored heavily on this, his first, appearance with the company. Others entitled to mention are: Bob Jones, as Elijah Quimby; Shirley Grey, as Mrs. Rhodes; James Denlan, as Peters; Lola May, as Myra Thornhill; Jewell Kelley, as Jim Caragan; Jos. Echezoi, as Thomas Hayden, and Dan Windline, as the policeman. Taken all in all the production was first-class in every respect, and the scenic properties, the work of A. Alroy and O. W. Wegner and assistants, received much favorable comment.

Next week "The Aquittal", to be followed by "Lawful Larceny". Alice Buchanan has recovered from her illness and left for her home in New York, where a complete rest for the remainder of the season is the order of her physician. Miss Buchanan made many friends during her stay in this city and proved herself a capable actress. She is succeeded by Katherine Givner, who comes from the Forsyth Players in Atlanta, Ga.

GORDINIER PLAYERS CLOSE IN WATERLOO

The week of March 5 afforded patrons of the Waterloo Theater, Waterloo, Ia., their last opportunity to see the Gordinier Players for the last time this season. The company closed the season there last Saturday night in "Welcome Stranger". The repertoire of plays presented during the company's season in Waterloo was considered by the local critics to be the best, all presented in a manner which has justly earned the company the right to be called one of the leading city stocks in the country. The company is said to have made many friends there who regretted to see them leave, and it is possible that Mr. Gordinier will return to Waterloo next season.

MCLAUGHLIN RETURNING TO CLEVELAND FOR THE SUMMER

The Ohio Theater, Cleveland, O., will open in stock for the summer, May 5, under the direction of Robert McLaughlin. Mr. McLaughlin had stock at the Ohio last summer and for a time at the Metropolitan on Euclid Avenue, uptown, in the fall and early winter. It is probable that the stock company will include a number of those who appeared with Mr. McLaughlin's outfit at those times, and who became quite popular favorites.

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PLAYS BUILT FOR BUSINESS GET CATALOGUE GEO. J. CRAWLEY, IRONDALE, MO. PLAYS

BUSINESS VERY GOOD FOR GARRICK PLAYERS

Milwaukee, Wis., March 10.—Wilson Collins' latest, "The Sheik's Love", is the current attraction at the Garrick. Palpably a move to cash in on the prevalent rage, the play is fairly good entertainment. After a slow first act the play becomes colorful and altho in some spots fearfully talky the interest of the audience is held strongly to the end. Howard Hall makes a striking figure in his Arabian outfit and plays the part with force and with much more sincerity than is his wont. Myrtle Ross as the English lady has little to do except look pretty, altho she had one little chance to display burning love, which she did thoroughly. Oscar O'Shea had the one humorous role in the play and his water-carrying cockney was a delight. Jay Collins had the part of a cad and did well except that he is allowing himself to speak in a jerky, monotonous sort of voice in all his parts lately, and it hurts his work measurably. Gale Sondergaard plays a hot-headed desert girl well and Esther Evans appears in a small part. Bert Brown deserves commendation and Blosser Jennings, David LaMont, John Peters and Edward O'Malley gave good support.

The several odd settings deserve the highest praise.

Last week, "The Seventh Guest", a splendid mystery play, was well received and Bert Brown and Esther Evans stood out above the rest of the cast because of two corking character portrayals.

Business has been very good despite Lent and Manager Gross has announced some splendid plays for the near future.

Next week, "The Shepherd of The Hills," H. R.

SYMBOLISM AT BAY RIDGE

Brooklyn, N. Y., March 9.—In the regular weekly routine of farce, comedy, and melodrama that is the lot of stock, there is seldom opportunity for staging anything symbolic so that the Bay Ridge Stock rejoiced in tackling "Experience" last week. The cast responded splendidly to the stimulus and Edward Harford is to be congratulated on a distinctive production. Jack Roseligh as Experience, played with classic power. Arthur Bell, because of his farce-comedy reputation, made doubly interesting his playing of the leading role—Youth. Miss Walker was felt as a personality the moment she opened the door as Frailty Margaret Hawkins, like a "lance at rest", was a spiritual and youthful Hope. Maxine Flood an elusive Pleasure. Miss Powell did a very good piece of work as a dope fiend and Alma Bradley made effective both her clean cut Opportunity and her bag of Degradation. A number of young women in very beautiful gowns added to the colorfulness of the temptation scenes. Ed Farrell, virile as Ambition, sturdy as Work, and laugh-stirring as the hensible Grouch, won in all three parts. Bernard Craney played Wealth with distinguished bearing. Cooley made an amusing Snob; Morrison an authoritative Law. Some splendidly contrasted work as Despair, Poverty and the Snob was done by Varney. The Players handled the performance with a metropolitan touch. Mr. Harford created a spiritual and uplifting presentation very appropriate for the Lenten season.

"ADAM AND EVA" FIRST WALKER PLAY IN CINCY

The Cox Theater, Cincinnati, has taken on a "night-before-Christmas" air, as the Stuart Walker Players are busy rehearsing for the opening of their stock season Monday night, March 19, in "Adam and Eva". Many of last season's company have returned, including Spring Byington, Judith Lowry, L'Estrange Millman, Corbett Morris, Boyd Agin, Donald Campbell, George Somnes and Lucile Nikolaus. Irving Beebe and Albert Hackett are the new members. The revival of summer stock, based firmly upon the merit of performance and wisdom in choosing plays, will be welcomed by many Cincinnatians who cling to the spoken drama as the best of entertainment. Not for a long time has Cincinnati had a stock company which spent the winter at a leading theater, and for a good winter stock company there should be patronage. Local theatergoers have pleasant memories of last summer when the Stuart Walker Players brought good entertainment at a high level of excellence, and they will be glad to welcome this fine organization back this season again under the capable direction of Melville Burke, and to renew acquaintances with the members of the old company as well as to welcome the opportunity of getting to know the new ones. The company will put on metropolitan successes, so that Cincinnati theatergoers will not have to wait until they go to New York or Chicago to see a play they have read about.

March 12 marked the beginning of the twelfth week for the Ella Kramer Stock Company at the Majestic Theater, Williamsport, Pa.

WELDON WILLIAMS & LICK
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TICKETS
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STOCK CHATTER

Jack Lewis, juvenile with the Maude Fealy Company in Newark, N. J., played a fifteen weeks' engagement with the Proctor Players in Albany, N. Y., this season.

Forrest H. Cummings, director, resigned from the Broadway Players, Lancaster, Pa., and will return to Fall River, Mass., for Stanley James, opening Easter Monday.

The Malcolm Fassett Stock Company will open for a summer run at Macauley's Theater, Louisville, Ky., on Easter Monday, it is reported.

Allyn Gillyn, until recently with a Broadway attraction, joined the Trent Players at the Trent Theater in Trenton, N. J., Monday night, March 4, as Luana in "The Bird of Paradise". Miss Gillyn was leading woman for Chauncey Olett for two seasons.

Alexis B. Luce, until recently leading man with the Metropolitan Players, Edmonton, Alta., is to play Leavies with the Alaska Motion Picture Corporation, of Seattle. The members of the company were to have sailed from Seattle for Seward, Alaska, last week.

Charles Squires, scenic artist, closes with the stock company at the Desmond Theater, Philadelphia, Pa., Saturday night, March 17. Mr. Squires will proceed to his home in Washington, D. C., for a few days, then open with the Malcolm Fassett Company at Macauley's Theater, Louisville, Ky., for the summer.

For their tenth week in Rockford, Ill., beginning March 5, the Waddell Players presented "The Bushranger", by Hadden Chambers.

WANTED to Keep Children

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It is rumored that Washington, D. C., will have three additional stock companies before long. Arthur Smith, at the President Theater, now has the field to himself and making it prosper.

"To the Ladies", seen in Minneapolis, Minn., earlier in the season with Helen Hayes, was presented last week by the Balbridge Players at the Shubert. "The Goldfish" is underlined for early presentation.

The Pickert Stock Company closes a successful four months' engagement at the Academy Theater, Wilmington, N. C., Saturday night, March 17, and will open an indefinite stock season at the Trent Theater, Lynchburg, Va., on the night of March 19.

Charlotte Wynters and her players offered "What's Your Husband Doing?" at the Lyceum Theater, Paterson, N. J., the week of March 5. One of the outstanding features of the performance was the dances executed by a group of children, tutored in the art of terpsichore by E. V. Philport, of Paterson.

Joseph Remington, stock actor, a popular member of the Mabel Brownell Players in Dayton, O., last season, would rather fish than eat. He is said to have time and again refused stock engagements in seaport towns because he feared that he would not be able to withstand the temptation to go out to the open sea after whales. Have you a hobby?

A. Paul D'Mattho closed with the Alhambra Players, Brooklyn, N. Y., Saturday night, March 3, and rejoined his wife, Merle Scott, in Cincinnati last week. Mr. D'Mattho's last appearance with the Alhambra Players was in the role of Parson Quagley. He also drilled, directed and led the mob in this production and his work was highly commented on by the local critics.

"The Storm", as presented by the Jack Hall Stock Company, was considered the biggest drama ever put on in Portsmouth, O. Early in the week business was usual, but the last half was heavy, when it was talked about the city what a realistic forest fire was given. Part of the original production is said to have been used in the Portsmouth production.

J. Dallas Hammond, of the Strand Players at Newark, N. J., had a pleasant surprise last week when he received a card from the audience bearing the names of Capt. C. W. Kirchner and Lieut. J. W. Stelle, formerly of the 313th Machine Gun Battalion. There was a nice supper and a great deal of reminiscing after the show, as the three hadn't seen each other since they were discharged from service.

The Jefferson Theater, former stock house in Portland, Me., was to have closed Saturday night, March 10, and the first mass celebrated in the theater the next morning. The theater was recently purchased by Bishop Louis S. Walsh. In connection with the missions for men to be conducted by the Dominican Fathers of New York City, devotions then will be held in the theater every night for a week.

Guy Harrington, leading man of the Union Square Players in Pittsfield, Mass., was presented with silk shirts, silk hose, neckties, flowers, cigars and creature comforts by Mrs. Harrington and members of the company last week before one of the evening performances. In honor of his birthday. After the presentation of gifts the General Electric Company employees entertained with an impromptu program of variety acts.

The Alhambra Players, Brooklyn, N. Y., will celebrate anniversary week, commencing March 26, with "Mam'selle" as the week's attraction. Several moving picture celebrities will appear in person each night through the week. "Bought and Paid For" is the current offering, and at various performances this week Montague Love is making personal appearances. Beginning March 19 "Come Back to Erin" will be presented. An Irish set of seven people has been imparted as a special feature during the week, and Irish-folk songs and dances will be on the program.

J. Warren Burrows, who for some time appeared with the Arlington Players at the Auditorium Theater, Lynn, Mass., has been promoted to a major of infantry and has been assigned a battalion in the 94th division, U. S. army reserves. Burrows, who is a resident of Lynn, was an infantry captain during the World War. He was commissioned from Plattsburg in 1917 and remained in active service until August 1, 1919. During a portion of that time he was assigned as an instructor

in military science and tactics at Harvard University.

Harry Fisher, now a member of the Colonial Players in Pittsfield, Mass., was very popular in character roles with the Poll Players at Springfield, Mass., last summer and the summer previous, we believe.

Al Williams, stage manager of the Broadway Players at the Van Curler, Schenectady, N. Y., is playing his first dramatic engagement. Mr. Williams has appeared in musical shows, burlesque and vaudeville in every State in the Union and once ventured into Mexico with a troupe presenting "Carmen". A lobby photo shows him as a decrepit old man, a character he did in vaudeville. A Billboard representative who saw him play an army veteran in "Shore Acres" several months ago remarked at the vaudeville style in which the role was portrayed. Born in the South, Mr. Williams has been on the stage since his early teens. He is a member of the large Williams family widely known in tent repertoire circles.

Belle Bennett, of the Forsyth Players in Atlanta, Ga., was greatly surprised recently when she learned that she had been named defendant in a suit for \$15,000 damages filed by a pedestrian for injuries said to have been received when struck by Miss Bennett's car early in February. According to Miss Bennett's statement she was attending a banquet given by the Famous Players-Lasky Corporation in welcome to new officials of the company in Atlanta and when the party left the theater to attend the banquet, following the night's performance, Miss Bennett instructed her driver to take her maid home and to return for Miss Bennett at 1 o'clock. Miss Bennett claims the chauffeur did not follow out her instructions, but went on a ride without her knowledge. Miss Bennett said she had been informed that the youth had been seriously injured, and that he agreed at the trial in police court to settle his claims against her driver for the sum of \$20, doctors' bill included.

Judith Anderson, well known in stock as Frances Anderson, scored heavily in the recent Chicago premiere of "Peter Weston", starring Frank Keenan. This is the second time during the current season that Miss Anderson has won fine notices playing opposite a male character star and incidentally it's only her second appearance in legitimate in this country. Her first was with Arnold Daly in "On the Stairs", at the Forty-Eighth Street Theater, New York. To chronicle, in this column, Miss Anderson's latest success is a pleasure for a writer who hailed her work in stock several seasons ago and predicted a future for her in the legitimate. The New York and Chicago critics, as well as those in "dog towns", where "On the Stairs" and "Peter Weston" were presented, have vindicated his judgment. Miss Anderson is an Australian by birth. Coming to this country, she played ingenue leads at the Fourteenth Street Theater in New York in the early summer of 1921 she was leading lady of a stock company in Binghamton, N. Y., and from there went to Albany, where she appeared with the Colonial Players. Closing in Albany during the early part of January, 1922, Miss Anderson proceeded to Boston, where she opened as leading lady with the Arlington Players.

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Curtis-Shankland On Reed Circuit

Stock Company To Open Under Canvas Early in May and Play Old Territory

The Curtis-Shankland Stock Company, having closed its season last December 24, at Belleville, Ill., at the Washington Theater, took a two months' layoff, as that finished a season of fifty-nine consecutive weeks. The company reopened at the Globe Theater, Christopher, Ill., March 5, and is now playing a chain of theaters controlled by the Reed Corporation. The company will continue on the Reed Circuit until about the first of May, then open in the big tent theater for the summer months to play in old territory. The roster of the show remains the same as when the company closed last December and includes: Lane Shankland and wife, Geo. Curtis and wife, Bertha Natlin, Mr. and Mrs. H. Rex Shankland, Mr. and Mrs. Doc Willis, John Dalziel, James Walker, Willard Isley, Jack Hamilton, Frank Anderson, L. Herbert Kidd and little Jimmie Willis, mascot. Frank Smith is still piloting the show and getting the business.

The A. F. of M. local No. 651, Duquoin, Ill., with a membership of 105, gave a banquet to the members of the Curtis-Shankland band and orchestra February 29. Several members of the company's B and O are members of that local. Bro. Robert Hathaway is president of the local and after the regular lodge session and a very interesting address delivered by Brother Hathaway the business end of it was closed and all adjourned to the banquet room, where plenty of lunch and refreshments were served, Brother Hathaway acting as toastmaster. It was a regular old-time get-together affair and was enjoyed by one and all. Members of the Curtis-Shankland B. and O. who attended the function were Lane Shankland, George Curtis, John Dalziel, Willard Isley, Jack Hamilton, Frank Anderson, Frank Smith, H. Rex Shankland, Doc Willis, James Walker and L. Herbert Kidd.

PELHAM SHOW TO REST BEFORE SUMMER OPENING

The Pelham Stock Company, with Mabel Pelham personally doing the leads, ably supported by Kitty Pelham, Mr. Imig, The Millers, Mr. Lyle, James Street, Buddy Miller and Katherine Pelham, is soon closing an engagement of fifteen weeks at the Mystic Theater, Coshocton, O. This is said to be the second largest run in the history of the house and the management has arranged for a return booking for the coming season. The Pelhams are planning a few weeks' rest before entering on the summer season. The management of the Mystic is planning to replace the Pelhams with independent musical comedy and stock companies and novelty acts. The Shedecker Stock Company that played at the Mystic last season is booked for a two-week stand following the Pelhams. Coshocton is one of the small cities in the State that do a very good business in the summer, there being no outdoor attraction, and the management is planning to continue the same policy thru the summer.

TERRY'S "U. T. C." CO. READY FOR OPENING

C. Dickey just returned to Little Stonx, Ia., from the East and says he can not remember of prospects for show business having been more promising. Mr. Dickey anticipates a long and prosperous season with the Terry "Uncle Tom's Cabin" Company, of which he is part owner, and says the outfit will leave the winter quarters in Little Stonx upon the arrival of Advance Agent Bert Taylor and his three assistants. Mr. Dickey promises many new and novel features for his street parade. The concert (white) band will be under the direction of Fred Bennett and the colored jazz band in charge of John Crosby. Jack Glaffy will lead the orchestra and Clarence Jackson has been appointed stage manager. Charlie Thompson, boss canvasman; Dick Thompson, boss hostler, and Clarence Davenport, electrician.

CHANGES IN CAST OF PARAMOUNT PLAYERS

Cecil and Ruth Phelps joined the Paramount Players February 25 to replace Dick and Myrtle Lewis, who left for Virginia to complete arrangements for the opening of their own show. Harry and Mary De Laney joined February 26 to replace Lewis and Josephine Sacker, who will retire from the profession and take up ranch life. Harry Clayton has joined to take charge of the stage. Mr. Clayton was stage manager for Lewis Morrison for seven years when he had out his big scenic production of "Faust". Ethel Clayton joined the show February 1 for specialties and chorus in the concerts. Emma Marie Davis (Mrs. Lawrence Russell) was called to Columbus, Ga., March 1, to attend the funeral of her brother, Robert A. Davis, who passed away at Hopewell, Va., February 27. Mr. Davis was well and favorably known among Southern show people.

TERRELL OPENS MAY 1 WITH NEW OUTFIT

Billy Terrell writes that his show is doing a nice business thru Southern Illinois, Marion and West Frankfort being exceptionally good towns. Mr. Terrell reports the purchase of a new sedan recently in St. Louis. He was notified the other day by Mr. Capps of the Baker & Lockwood Company, that his new outfit is about ready for shipment. The outfit is equipped with chairs, 12-oz. khaki, white proscenium, 20x20-ft. marquee, two ticket boxes, 24x36-ft. stage, two spot machines and will accommodate about 2,000 people. The show will play only the larger cities this season, Mr. Terrell says, and will carry a 12-piece band and 8-piece orchestra, exclusive of the acting cast and working crew. The Sunny South Quartet, featuring Jack Woods, basso, will also open May 1.

PRINCESS STOCK TO PLAY OLD TERRITORY

Activities are in full swing to make Locke & Jones' Princess Stock Company bigger and better than ever. Manager Col. Fred Locke is busy getting the big tent in tip-top shape for the spring opening. Sherman L. Jones, playwright, director and leading man, is in Chicago on a business trip in the interest of his company. Mrs. Sherman L. Jones (Marie Desmond) will play leads opposite her husband. The show will have a cast of eight people and a five-piece orchestra. Vaudeville specialties will be offered between the acts. The show will play mostly melodramas of the better class, opening in "Lost in Chinatown", written by Mr. Jones. "The Romance of Sparville", "Going Thru" and "The Girl of the Whispering Pines", Mr. Jones' own copyrighted plays; "The Fatal Wedding", "Dr. Jekyll and Mr. Hyde" and "The Bells of San Juan" will complete the repertoire. The show will play much the same territory it has been over for the past seven years in Northern and Eastern Ohio. The show will open about the middle of May.

TREMAINE IN HOSPITAL

Charles Tremaine, advance agent, writes that about two weeks ago a black cat crossed his path and the next day an auto passed over his foot, injuring the member. Later he contracted a cold, which developed into the "flu" and he is now in the General Hospital, Kansas City, Mo., with a weak heart and threatened with pneumonia. Mr. Tremaine says he finds it harder to draw his breath than drawing salary from a crystal gazer. He's not broke, beg pardon, and the doctor says that every day in every way, etc. etc. Letters from friends are invited.

QUEEN CITY BOOKING EXCH.

Leases Rialto in Covington, Ky.—Musical and Dramatic Stock To Be Summer Policy

Billy Wilks and Sam T. Reed, of the Queen City Booking Exchange of Cincinnati, have leased the Rialto Theater in Covington, Ky., across the Ohio river from Cincinnati, for the summer and will install their own dramatic and musical companies, to operate on the circle stock plan. The lease is effective May 1. They are also negotiating with another neighborhood house in Newport, Ky., where the Wilks-Reed attractions will alternate. When Wilks and Reed take hold of the Rialto the former will have realized a long-cherished ambition. Mr. Wilks is a Cincinnati and from his early youth has had in mind the idea of being boss of a theater in or near his old home town. Contracts will be made this week for additional scenery and props to be installed at the Rialto. Mr. Reed has already assembled the cast for the first of a number of musical shows to be organized by the Queen City Booking Exchange. It will be known as the Wilks & Reed "Joy Riders" Musical Comedy Company, with Billy Woodall as producer, supported by A. Paul D'Matthot, Jack Kelly, Grace Graham and six chorus girls. "We intend to maintain a standard higher than the general average of suburban attractions and we have no doubt that the right kind of musical and dramatic offerings will be successful," said Mr. Reed. Harry Meyers, well-known in Covington political circles, and wife will again take over the Rialto next fall and present rotary dramatic and musical tab. companies and pictures, which has been the policy the past season.

LAMKIN AND HARRISON TO HAVE OWN OUTFIT

E. J. Lamkin, of Greenville, Texas, was in Kansas City March 5, and purchased a beautiful new dramatic outfit from the Baker-Lockwood Mfg. Company. Mr. Lamkin was a caller at the local office of The Billboard and informed that he and Charles Harrison would take out their own stock company this season to be known as the Charles Harrison Stock Company, and altho it had operated previously under this name, the entire organization and outfit was to be new. Mr. Lamkin is an old showman, but has been out of the business for some time and this is the first resumption of his former occupation. Mr. Lamkin spent several thousand dollars in Kansas City in purchases for his shows.

LEM THOMPSON WELCOMED BACK IN COUNCIL BLUFFS

After being away for three weeks playing the Model Theater, Slonx City, Ia., the Lem Thompson Comedians have returned to the Majestic Theater at Council Bluffs, where they were for sixteen weeks before going to Slonx City. The company will stay in Council Bluffs until April 15, when it opens under canvas at Clarinda, Ia., under a new tent 60x110. Flo Russell and Lem Thompson are being featured with the company. They were featured with the Dorothy Reeves Company last summer. The appearance of Mr. Thompson and the members of his company upon their return to Council Bluffs was greeted with much applause and gladness by the many who have been most excellently entertained by the visiting players during their long engagement there.

MAC STOCK COMPANY TO OPEN APRIL 30

The Mac Stock Company will take to the road April 30, starting rehearsals in Bedford, Ind., its opening stand, April 16. The outfit is now being put in first-class shape for the opening and much new equipment will be added this season. The cast has been filled and will include nine acting people. The company will carry a six-piece novelty orchestra and a recently purchased air collapse. Frank Williams will again pilot the show and Howard Brown, that fast stepper, will have the concessions. E. Mac Carrell, who is said to have recently disposed of his Kentucky oil interests, will give all his time to the management of the show.

JIMMIE HEFFNER VISITS

Jimmie Heffner was a Billboard visitor in Cincinnati March 9. After a visit of short duration with his mother he will return to Atlanta, Ga. Mr. Heffner has just been notified that the new outfit is ready for shipment by The Beverly Company of Louisville, Ky., and the manufacturers are quoted as having said the Heffner outfit is absolutely the best piece of work it has ever turned out. The Heffner show will open in North Georgia April 2, and tour thru Tennessee and Kentucky. After years of experience with a number of the recognized repertoire shows, and after years of endeavor as the manager and comedian of his own aggregation, Mr. Heffner has reached a secure place in the recognition of the theater-going public of the South. Billy Bane will again be representative of the show in advance.

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REP. TATTLES

Nera Fisher is mourning the loss of her mother, Mrs. R. A. Harris, who died at her home in Memphis, Tenn., February 22, of heart trouble. Miss Fisher closed with the Paul English Players four weeks previous and went home to care for her mother.

Lovers of the spoken drama in Iowa are having a feast of this sort of entertainment, as the Clem-Corey Players, the Henderson Comedy Company, the Waininger Players and other recognized repertoire shows are playing in close proximity to one another.

"Nora", a Robt. J. Sherman play, as presented by the Carroll Players February 26, played to the biggest Monday night's audience ever known at the Opera House, St. John, N. B., we are told.

The Mason Stock Company has procured its plays for the coming season from the Paramount Play Bureau and George J. Crawley. Dainty Mabel Mason will be featured in a line of parts that will give her opportunity to display her versatility.

Mrs. Billy Wagoner, a member of the Milt Tolbert Show, left that attraction in the South last week to visit relatives in her home town, Philipsburg, Pa. Billy Wagoner is agent for the show and served in that capacity last season.

Harry E. Lloyd recently closed with Cole's Popular Players in Virginia and returned to Cincinnati, where he is playing vaudeville dates in the suburban houses. Lloyd will be leaving

Organizing for spring and summer season. Can place A-1 Leading Lady with Specialties; young, medium size. Young General Business Man. Character Man. Specialty Team. Musicians that double Stage. Stage Carpenter. Working Men. Salary absolutely sure; no hold back. Thanks to all answers on last ad. Tent Rep. Write or wire. Mailed cards to each application. Write again. LEON BOSTWICK, Tupelo, Mississippi.

GRIFFIN MUSICAL SAWS

Sweetest and Loudest Tones—Simplest Method to Learn. For particulars write JACK GRIFFIN, 331 Tremont St., BOSTON, MASSACHUSETTS.

WANTED—KINSEY KOMEDY KO.

(Under Canvas) Specialty Team. Man and woman; change act for week and play parts. Woman for Juveniles and Ingenues, with Singing and Dancing Specialties. People in all lines, write. Saxophone Player. FRANK F. MILLER, Loudonville, Ohio.

for the South shortly to join the Williams Stock Company for the summer season under canvas.

A. T. Stevens, editor of the Play Department, Canadian Consolidated Booking Offices, Winnipeg, reported in a previous issue of The Billboard to be seriously ill, is greatly improved. Mr. Stevens, tho very weak, is out of danger and expects to be back at work in a few weeks.

Barton and Barton are playing vaudeville dates in and around Wheeling, W. Va., and will join the Byron Spauk Family Shows for the summer season. Frank C. Barton was leading man with the America Showboat for the past two seasons. This will be the Bartons' first time in six seasons that they have not been with a showboat in the summer.

Herbert Swift's Vaudeville Tent Show will be ready for an early opening this spring. Everything is getting its usual share of paint, with "trouser colors" predominating. The company will include Mr. and Mrs. Herbert Swift, Herbert Swift, Jr.; Thomas Heath, Virg. Irvin and Leslie Clapp. The show will travel by wagons and make two-night stands.

The Maylon Players, who opened an engagement March 4 at the Modesto Theater, Modesto, Calif., will return to their valley circuit in and around Marysville, Calif., next fall. Mr. Maylon is said to have built up a good business in all the cities and towns on the coast, where his company has played during the past winter. Marysville has been the headquarters of the Maylon Players.

Lois Anona Cummins, agent for the Professional Department of the Commercial Casualty Insurance Company, of Los Angeles, Calif., reports having received a number of applications for her firm's \$5,000 accident and sick benefit policy thru advertising in The Billboard. One of the Strong companies, she says, took out \$5,000,000 worth of insurance the past year. Incidentally Miss Cummins' father had the Wild West show on the Pike at the World's Fair in St. Louis.

SIMPSON WILL AGAIN USE SHERMAN PLAYS

Karl Simpson reports his show is doing fair business in Kansas and that he is making preparations for the summer. Baker & Lockwood are making rapid progress with a new tent and Robert J. Sherman, of Chicago, will again furnish this season's repertoire of plays. Mr. Sherman has furnished plays for the Simpson Comedians for the past four seasons. The company includes, besides Mr. Simpson, Eleanor Kelly, R. R. Brewer, Manly Streeter, Carrie Elliot, Dora Matthews, Lloyd Beville and Windy Oberhelm in advance.

WILLIAMS SHOWS GETTING READY FOR SUMMER TOUR

Mr. and Mrs. Carl Replogle will soon leave Arcadia, Fla., where they own their home and fruit groves, for Mooreville, N. C., to make preparations for the opening of their Ona Williams Comedy Company under canvas. Mr. Replogle is a brother-in-law to Joe Williams, who is playing in and around Cincinnati with the Feagin Stock Company, of which Joe's wife, Elizabeth Lewis, is also a member. Joe Williams will again have his own stock company playing thru Kentucky and Virginia under canvas this summer, and will be leaving Cincinnati within the next few weeks for Louisville, Ky., in or near which city the show will open early in April.

HERALD COMING OF PIERCE SHOW BY RADIO

A unique publicity stunt used by the Al Pierce Show, "The Show With a Million Friends", recently, was to broadcast the route of the show for the following week and announce the opening of its indefinite stock run at the Empress Theater, Springfield, Mo., from broadcasting station W O A J, Parsons, Kan. The show is now in its 121st consecutive week and playing to fair business in Springfield despite the locally prevalent "flu" epidemic.

PRAISE CHICAGO STOCK CO.

The Chicago Stock Company was at the Empire Theater, Glens Falls, N. Y., last week in its issue of Tuesday. The Post Star had the following to say of the organization: "The Chicago Stock Company, long a favorite with local theatergoers, opened a week's engagement in the Empire Theater yesterday, playing to two large houses. The production, 'Smilin' Through', was presented with characteristic success of this popular organization. Freddie Beaudoin, a Glens Falls boy, made his appearance in the roll of Willie Angley. Freddie, who received his introduction to things theatrical as an employee of the Empire Theater some dozen years or more ago, is one of the most capable members of the cast, which is composed of clever actors and actresses. Jean White, a new member of the company, made many friends in her first appearance here. Miss White had the leading feminine role of Kathleen Dunganon, a part she filled in a manner that brought credit to herself and the production. Jack Berry capably handled the role of Kenneth Wayne. Others who helped to make the production the big success that it was were Edmund Moses, James Bedell, Miss Rae Mack, Dorothy Buris, George Rich, Esri Nelson and Mabel Vernon." Tuesday, "Up in Mabel's Room" was presented; Wednesday, "Three Nice Fools", followed by "Nice People", "Sauce for the Goose", and "The Haunted House".

PATRONS REQUEST RETURNS OF PAUL ENGLISH PLAYERS

The popular Paul English Players were at the Alamo Theater, New Roads, La., for a return engagement last week, upon the request of Manager Gossard, who claims to have been in receipt of numerous communications and personal requests from his patrons asking for the company's return. "The Paul English Players need no introduction thru our columns, as for a company of clean, moral entertainers there is none superior, and this was proven during its recent visit to our town," said The Pointe Coupee Banner, of New Roads, in its issue of March 3. The English Players opened Monday night, March 5, with the drama "My Jim."

NETTIE HUFFLE RECOVERING

Nettie Huffle, who has been confined in a hospital for the past twelve weeks following two operations, is on her way to Pittsburg to visit her daughter, Myra, and with the latter's husband, Henry Sordelet, they will leave Pittsburg in a few weeks to join the Jack Huffle Stock Company, of which Mrs. Huffle's husband is owner and manager. Mrs. Huffle's company will be augmented to about thirty people and play thru Canada under canvas. Edward Thayer will be business representative.

STOWE TO PLAY EAST

J. C. Admire will be general agent for the John F. Stowe "Uncle Tom's Cabin" Company the coming season. The show will be of twenty motor car size with a roadster and one truck ahead. The parade will be the big feature with the two white bands and a ten-piece colored band participating in addition to the callopie. The show will invade the East this season. Complete roster will appear later.

A glance at the Hotel Directory in this issue may save considerable time and inconvenience.

WANTED—For Brownies Comedians Under Canvas

Vaudeville People who can do Parts, Gen Bus. Team, Woman to do a few Characters. Young Gen. Team with Specialties, Novelty Performer, prefer Musical Act; Piano Player, reads and fakes, that will double Parts or Specialties. Would like to hear from good Med. People. This is a small Tabloid Dramatic and Vaudeville Show, playing the small ones. Fourth year and never missed a pay day. All week stands. We pay all after joining. Eat and sleep on lot. Show opens April 30 in Southern O. State lowest. Pay every week; no holdback. BROWNIES COMEDIANS, Rex Theatre Bldg., Newark, Ohio.

REP. MANAGERS—"THE AFFAIRS OF ROSALIE" is a play that pleases 99 per cent. Play it Monday and have good crowds all week. Has two great comedy parts. 8 in cast—5 men, 3 women. No doubles. \$20.00 a season. Send \$1.00 and script and parts will be sent by express, balance C. O. D. subject to READING EXAMINATION. DON MELROSE, 100 Smith St., Charleston, South Carolina.

WANTED--AT ONCE

Milt Tolbert Show No. 1
H. D. HALE, Manager.
Leading Man and Leading Lady with all requirements. Equity contract. Must have something besides nerve. Wire quick and state all. (Gene Stuttsbery and wife, wire.) Also Cornet, B. and O. Wire **MILT TOLBERT SHOW**, Selma, Alabama, March 12th and week.

WANTED QUICK

EXPERIENCED CHORUS GIRLS
SALARY, \$30.00
Union Carpenter to double Stage. Must be capable of playing responsible parts. Light Comedy Juvenile (Dancer preferred). Prima Donna who can really sing. Male Trio or Quartette, and Musical Comedy Artists in all lines. Top salaries to high-grade Performers. State all in first letter.
WILLIAM CROSS, Charleston, W. Va.

WANTED BAND ACTORS—MUSICIANS

Of all kinds that double stage. 30 weeks under canvas, opening April 17th. Rehearsals one week earlier. State lowest first letter. **LESLIE E. KELL'S COMEDIANS**, week March 12th, Buffalo, Mo.; week March 19th, Marshfield, Mo. P. S.—Melody Macks, write.

WANTED! QUICK

Heavy Man, Character Comedian, General Business Man, General Business Woman, medium height. One-night tent show. All double B. and O. Salaries right to real people. Ticket people I know.
C. M. DeVERE, St. Peter, Minn.

Better Printing Cheaper

NEW PRICE LIST READY. SPECIAL OFFER FOR \$6.00. 50 Cards, 11-14, and 3,000 Dodgers, 6-9. Printed to your individual copy. **CHRONICLE PRINTING CO**, Established 1875, LOGANSPORT, INDIANA.

WANTED PRIVILEGE

With reliable one-night or week-stand show for all Hots, Ice Cream, Confectionery and Juice. State seating capacity. If two shows a day add full particulars. No wartime rate, and rates to include transportation. Address **WILLIAM H. COSELMAN**, 213 N. West St., Syracuse, N. Y.

PLAYS
Minstrel Sketches, Vaudeville Acts, Monologues, Recitations, Theatricals, Musical Sketches, Joke Books, Mad Nally's Budget, Madison's Budget, Dances, Songs for all occasions, Pantomimes, Tricks, Magic, etc. Write for free catalog. **WERNER BOOK SHOP**, 11 E. 14th St., N. Y. C.

WANTED FOR Emerson Show Boat Golden Rod

General Business Team with Specialties. Vaudeville Act that double Stage, Cornet, Trombone and Drums. One show a day. Board, room and transportation. State lowest salary. Address **Brownsville, Pennsylvania**.

WANTED, COMPLETE DRAMATIC TENT OUTFIT

Rep. People all lines that do Specialties or double Orchestra. Agent, Boss Canvasman. **ALFRED BREEN**, 627 So. Broadway, Springfield, Ma.

SHOW PRINTING
of all kinds up to 1/4 sheet. Send entire list of Printing you will need to open for our special prices. Price list. Cuts. \$1.50. **CURTISS**, Continental, Ohio.

::Job Printing::

250 Letterheads, Envelopes, Business Cards, \$1.25 each. Combination, \$3.50. 5,000 6x9 Circulars, \$9.00. Cash with order. **W. R. ZIMMERMAN**, 1052 Main St., Joplin, Mo.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

WANTED AT ONCE FOR KILGORE'S COMEDIANS (UNDER CANVAS)
OPENING MONDAY, MARCH 26, NEAR ATLANTA
Leading People, Characters and General Business People. A-No. 1 Hokum Comedian. People doubling Orchestra or Specialties given preference. Want A-No. 1 Director with full line of scripts new in this territory. Can use Piano Player, Violin and Drums. People doubling Stage or Specialties preferred. Bill Posting Agent. Will buy Diamond Dera Sery net under 11x25 feet. Performers, state height, weight and age. Lowest summer salary. Absolutely no booze.
J. D. KILGORE.

HOTEL MARION
LITTLE ROCK, ARK.
500 Rooms. Absolutely Fireproof. \$1.50 Per Day and Up. Theatrical Headquarters.
O. W. EVERETT, Manager.

JAZZ ORCHESTRA
AT LIBERTY MARCH 22.
4, 5 or 6 Pieces.
R. W. DENNEY, Hotel Bookwaver, Springfield, Ohio.

WANTED, PIANO PLAYER
Must read, fake and transpose. Also Bass Singer for Quartette. State if you do Specialties and play Parts. Also want Electrician who understands Dejo Plant. Must double Canvas. Mention salary first letter. This is a week-stand vaudeville show under canvas. Open here April 7. Rehearsals, April 2. Address **OLLIE HAMILTON**, care Briggs Hotel, Wilson, N. C.

WANTED FOR Ewings' Sparkling Sparklers No. 2 SHOW
Tab. People in all lines for Stock. Must get up in script and put them over. Specialty and Harmony given preference. Four Medium Chorus Girls. Jack Alfred, Gilbert Vansant, wire quick.
1985 PORTLAND AVE., ST. PAUL, MINN.

GRAYCE MACK STOCK CO.
WANTS GENERAL BUS. TEAM with Single and Double Specialties. Other useful people write. Week stands in houses now. Tent in summer. Tell all and lowest salary first letter. Join on wire. Address **KINGSFORD, TENNESSEE**.

FOR SALE—COMPLETE DRAMATIC TENT OUTFIT
60x100 ten-foot Side Wall, Stage Scenery, Piano, Lights, Wiring, Blues Reserves Seats, one thousand. Everything complete, ready to set up and Show A-1 condition. No junk. Stored seventy miles from Kansas City, Mo. Good buy for some one. First Five Hundred cash taken.
J. S. MORROW, 421 Edmond St., St. Joseph, Mo.

WANTED FOR L. B. Wesselman Stock Co.
People in all lines; those doing Specialties preferred. Geo. Leggett, wire. Gatesville, Texas, March 12 and week; Hamilton, Tex., March 19 and week.
MAXWELL PLAYS PLEASE
TED AND VIRGINIA MAXWELL, 2775 Telegraph Ave., Oakland, Calif.

AMERICAN CONCERT FIELD

AND AMERICAN ENDEAVOR IN GRAND OPERA, SYMPHONY
AND CHAMBER MUSIC AND CLASSIC DANCING

By IZETTA MAY McHENRY

AMERICAN COMPOSERS

Offered Great Opportunity by
Stadium Concert Commit-
tee of New York

An exceptional opportunity is offered American composers by the Stadium Concert Committee of New York City. According to announcement just made by Mrs. Chas. S. Ungemheimer, Chairman of the Stadium Concerts Committee, hitherto unheard and undiscovered music of high standards by American composers will have an immediate chance and a hearing. The opportunity is open to the entire country and any orchestral score by an American composer only that has never been played by any orchestra will be examined with a view to performance under conditions most favorable to the composer.

All manuscripts must be in by May 1, and should be sent to Mrs. Wm. Cowen, Chairman Score Committee, Stadium Concerts, Fisk Building, 57th Street and Broadway, New York City. The following conditions must be observed in sending manuscript: Each must be signed by a non de plume; each must be accompanied by a sealed envelope, containing the composer's name and address, and the non de plume placed on the manuscript. The sealed envelopes will not be opened until the winning manuscripts have been selected. Any form of composition may be chosen suitable for orchestra performance. Score must not exceed 25 minutes in length. The committee will not be responsible for the safe return of manuscripts, therefore each composer must keep a duplicate. The winning composers must present orchestral parts not less than two weeks before performance. There will be either a cash award to the composer or publication of the best manuscript presented. Owing to the fact that it is impossible to rehearse more than a few new works in the Stadium season, the number of new scores will be limited.

Of the manuscripts sent in one or more scores will be accepted and played at the Stadium Concerts this summer. The selection is to be made by a competent committee, which will have the right to decline all if it does not find sufficient merit for public orchestral performance.

There will be further announcements later, but in this the preliminary statement as to the plans and conditions is made in order to afford composers plenty of time to write new compositions or complete unfinished scores. This offer made by the Stadium Concerts is to be highly commended as it marks an important step forward in the field of American composition.

FRITZ REINER

Signs Contract With Cincinnati Or-
chestra Association

Official announcement has been made by the Cincinnati Orchestra Association that Fritz Reiner, conductor of the Cincinnati Symphony Orchestra for the past year, has signed a contract with it and will direct the orchestra for the next four years. There will be a new manager, as A. F. Thiele, who has served in that capacity with the orchestra for the past five years, has tendered his resignation, and J. W. Darby, of Cincinnati, has been appointed his successor. Arthur Judson, business manager of the Philadelphia Orchestra and the New York Philharmonic, has been engaged in the capacity of advisory manager.

FLORENCE OTIS

Booked for Several Costume Recitals
in Early Spring

Florence Otis, American soprano, who has just finished a series of successful engagements in the South, has returned to New York. She is booked to give a number of costume recitals in Eastern cities and will appear in Newark, Trenton and several other cities before sailing early in June for Europe, where she will study during the summer months. Miss Otis is coaching with Claude Warford, well-known New York composer, and who appears as accompanist for Miss Otis in all her recitals.

SOUSA AND HIS BAND

To Tour for Eight Months

John Philip Sousa and his band will make a transcontinental tour which will require eight months to complete, and will take them from east to coast. The trip will begin with the engagement at Willow Grove Park in July and from there the band will continue to its other engagements, for which all arrangements are not concluded. The noted band leader and his players will appear in the principal cities across the country to the Pacific Coast. They will return by way of Florida with an engagement at Havana and then coming up the Atlantic Coast the tour will be terminated in Washington, D. C., in March of 1924.

MUNICIPAL CHORUS

Of Minneapolis To Present Gilbert &
Sullivan Opera

In Minneapolis, Minn., the Municipal Chorus will present an elaborate performance of Gilbert & Sullivan's opera, "The Geisha", on April 3 and 4. L. G. Brucher, director of the Municipal Chorus, is directing rehearsals which have been in progress for several weeks and everything possible is being done to make the event an important one in the musical season. Seventy-five will take part, and these, together with the principals, are all drawn from the musical circles of Minneapolis. Sidney Staples is acting as dramatic director.

NEW YORK TO OBSERVE

Fourth Music Week Beginning April 29

The New York Music Week Association, Inc., the permanent organization recently formed, announces that the fourth yearly observance of Music Week in New York City will begin April 29 and last seven days, closing on May 7. The association has established headquarters in Madison Avenue, with Isabel Lowden as director, and Otto H. Kahn has accepted the post of honorary president and also placed himself strongly in support of the movement financially. Miss Lowden, who was the originator of the new organization, will be in direct charge, and others who will be very active in the Music Week for New York are Dr. Tertius Noble, organist of St. Thomas, and well known as a musical authority both in this country and in Europe; George H. Garton, director of music for the public schools of New York, and Franklin W. Robinson, director of the American Orchestral Society.

Plans for a great educational program in connection with Music Week and which were announced in a previous issue of this paper are being further perfected with the co-operation of many prominent musicians. These plans include a system of contests which will be city wide and the prizes or awards for which will be scholarships. These contests hereafter will be held at stated times during the year, and the winners will then enter into a borough contest and the winners in this will then compete in a city-wide contest, the prizes of which will be scholarships and a year's tuition.

The Music Week Committee announces that altho last year there were over 3,000 distinct events staged during Music Week, it is expected to far surpass this record during the 1923 Music Week. Schools, music clubs, musical societies, city government, private individuals, churches and a large number of activities will serve to build up a huge program and there will be many, many concerts each day from the early morning of April 29 to the last night of the Music Week, May 5.

As further plans are worked out announcements will be made in these columns.

BACHMAN'S BAND

Signs Contract for Third Season at
West Palm Beach

Harold Bachman and the Bachman Band have been signed for their third season at West Palm Beach, Fla. Mr. Bachman and his musicians have for the past two seasons been engaged to give the daily concerts at West Palm Beach, and each year the audience has increased in size, until during the 1922 series it is not unusual to have an attendance of 4,000 at the concert. Mayor L. G. Higgins announced a few days ago that the Bachman Band, with Harold Bachman as conductor, has been given the contract for the 1923 season, and also stated the season would be extended two more weeks, making twelve weeks instead of ten as heretofore.

The Bachman Band will come direct from West Palm Beach to New York City to fulfill its second year's engagement at the Masonic Exposition at Madison Square Garden, during the week of May 11.

GEORGE GRANBERRY

Will Again Direct Special Summer
Course at University of Georgia

The University of Georgia at Athens, Ga., last summer instituted a special course in professional training for music teachers and placed in charge of this course George Granberry, of the Grandberry Piano School of New York City. Under his direction the newly instituted Music Department was most successful; in fact the enrollment was so large that a second season during the coming summer has been announced and Mr. Granberry will again be in charge. This course is particularly advantageous to teachers in the South as it affords opportunity for summer study without the expense incident to traveling to cities in the East or North. Full particulars as to requirements for the course may be obtained by addressing the Music Department of the University of Georgia. The summer session begins in June.



FLORENCE OTIS

American soprano, who has just completed a series of engagements in the South, will also appear in many Eastern cities during the early spring.

THIRD CONCERT

By Flonzaley Quartet Proves One of
the Best of Season

One is always certain of hearing music well played when attending a concert by the Flonzaley Quartet. The program they offered at Aeolian Hall, with the assistance of Helen Stanley on the evening of March 6, was one of the best we have heard this season. They played Beethoven's Quartet in F Major, Op. 18, No. 1, with much beauty of expression, and particularly was the Second Movement well given.

The second number was Tchaikovsky's Quartet in D Major, Op. 11, and in this indeed was evidenced the artistry of the Flonzaley players, as the Andante movement was played with much tenderness, clearness and exquisite tone. The concluding number was a composition by Scarlatti, an Italian composer, and written for the Flonzaley Quartet and Miss Helen Stanley. It proved to contain much that was good, and Miss Stanley presented the voice part in a most excellent manner.

SEVERAL STATES

Announce Dates of Music Club Con-
ventions

The State Convention of Georgia takes place at Savannah March 13 to 15 and the Oklahoma Federation will convene at McAlester April 16 to 19. Elaborate plans are under way for the Fifth Annual Convention of the Missouri Musical Club Federation, which takes place in Kansas City April 2 to 5, while Arizona will hold its State Convention in Mesa April 9 and 10.

WAGNER SINGERS

Now at Lexington Opera House

The Wagnerian Opera Festival opened their three weeks' season at the Lexington Opera House, New York City, this week. The repertoire for the engagement at that house includes in addition to the operas already given: "Salome", "Fidelio", "Merry Wives of Windsor", "Hansel and Gretel" and "Die Frel-schutz".

ONLY BRIEF PERIOD

Remains for Filing Applications for Entrance in Young Artists' Contest

Mrs. Sada Cowen, Chairman of the Young Artists' National Contest of the Federated Music Clubs, calls attention to the fact that but a short period still remains in which to file applications, and also announces again the requirements to be met. The contestants must be trained in America and must enter in their own State. If studying in another State, but even if partly supported by parents or friends, they are eligible to enter only in the State from which they receive their maintenance. Anyone supporting himself entirely in another State may enter from that State without any specified period of residence. Entrance fee will be \$2, and is payable thru the State chairman. Age requirements are, in the Voice Department, between the ages of 20 and 30 years; in the violin and piano department between the ages of 16 and 30. Contestants must have the endorsement of three recognized musicians as to their musical attainments. National winners will receive a cash award of \$150 for the first prize and \$100 for the second prize; also there will be a New York appearance. Anyone under management will not be eligible to enter in this national contest. All applications must be sent on or before March 20 to the New York State chairman, Mrs. Sada Cowen, Room 712 Fiske Building, New York City.

Lillian Talz, appearing in "The God of Vengeance" at the Apollo Theater, New York City, will give a New York recital in Aeolian Hall in the near future. Miss Talz's program will include French, Polish, Russian and Scandinavian folk songs.

Artists' Directory

FLORENCE OTIS

Coloratura Soprano. Available for Concerts and Moving Picture Theatres. Metropolitan Opera House Studios, 1425 Broadway, New York. Telephone, Penn. 2634.

HARRIET CASE

Soprano. Hotel St. Andrew, New York. Phone, Columbus, 4080.

JEAN A. STOCKWELL

Violin Soloist. Available for Concerts, Recitals, etc. Address: Manager, Suite 63, Metropolitan Opera House, 1425 Broadway, New York.

JOHN WARREN ERB

Conductor, Coach, Accompanist. 37 West 72d Street, New York. For appointments phone Secretary, Columbus 2297.

DICIE HOWELL

Lyric Soprano. Management EVELYN HOPPER. 1437 Aeolian Hall, New York.

PHILIP SEVASTA

The Eminent Harpist. Available for Concerts, Recitals. Pupils accepted. Studio: Wurlitzer Music Co., 120 W. 42d St., New York.

ADELE RANKIN SOPRANO

Concerts, Moving Pictures, Festivals. Pupils Accepted. Metropolitan Opera House Studios, - New York.

CATHARINE NEWSOME-JEWELL

Lyric Soprano. Available for Concerts and Orchestra Appearances. Management, care 828 Carnegie Hall, N. Y.

MILDRED PERKINS

Coloratura Soprano. Presents ALEXANDRIA OPERA CO. Concerts, Moving Pictures, Festivals. 601 Carnegie Hall, New York.

ESTWALD EDNA

Dramatic Soprano. Available Concerts, Motion Picture Theatres. Vocal instruction, Breath Control. Records made of pupils free. 22 West 75th Street, New York.

LISBET HOFFMANN

Concert Pianist. Available for Concerts, Recitals. Studio, 810 Carnegie Hall. Management H. KOEHLER, 301 W. 173d St., New York.

FRANK T. MOLONY

Vocal Studios. Concert and Entertainment Bureau. 47 West 72d Street, New York. Manhattan Male and Columbia Mixed Quartettes for all occasions.

JOHN MELDRUM

Pianist. Available for Concerts, Recitals. M'g't Heensel & Jones, Aeolian Hall, New York. Pupils Accepted. Studio, 226 W. 70th St., N. Y.

SEVERAL COMPOSERS

And One Singer Present Third American Guild Concert

The last concert of the times given this season by the American Music Guild took place in the Town Hall, New York City, on the evening of March 7, at which the assisting artists were Eva Gauthier, John Powell, Leo Ornstein, Ethel Leginska, Samuel Gardner and Albert Stoessel. The program was opened with the presentation of a Sonata for Violin and Piano written by John Powell and played by the composer and Albert Stoessel. This proved a composition containing much that is worth while, altho it would have been much more pleasing had it not been quite so lengthy. In this listener's opinion, it was the best composition presented during the evening.

Four "Laquer Prints" written by Alexander Steiner to poems by Amy Lowell and three songs written by Clifford Vaughan were sung by Eva Gauthier with accompaniments by Frederic Peisson. Commendable indeed was the diction of Miss Gauthier, but the songs were disappointing; in fact, the song given as an encore, "With You", by Lois Mills, a girl of 19, of Portland, Me., was the best. Samuel Gardner, with Miss Barnard as accompanist, was heard in five of his own compositions, of which "Slovak" and "From the Canebrake" met with the highest approval from the audience. The concert closed with a Sonata for Two Pianos, op. 89, written by Leo Ornstein and played by the composer and Ethel Leginska. The composition is of extreme ultra-modern type and the dissonances were by far the worst we have heard, and we wondered the why and wherefore, and many in the audience had had enough ere the first movement was finished, as a large number left at its conclusion.

The American Music Guild announces another series for next season and invites American (born or naturalized) composers to submit work now for performances next year. The Guild deserves the support of music lovers who desire to further the cause of American music, as the organization presents only American compositions and also all concert programs are given by American artists exclusively, thus affording double opportunity for musical expression of native musicians.

FOUR SUBSCRIPTION RECITALS To Be Given in David Mannes Music School

There will be four intimate subscription recitals at the David Mannes Music School, with the programs presented by Arthur Schnabel, who will be assisted by Mme. Teresa Schnabel and Ernest Hutcheson. The first will be given by Arthur Schnabel this week, the second is scheduled for March 20, when a song recital will be sung by Mme. Schnabel, accompanied by Mr. Schnabel. On April 3 there will be a recital by Arthur Schnabel and Ernest Hutcheson (four hands), and the last will be a piano recital by Arthur Schnabel on the evening of April 10. These recitals are open to teachers and students at a special subscription price.

CONCERT AND OPERA NOTES

Plans for summer music are occupying the attention of many municipal organizations, and with a view to giving helpful suggestions there is published elsewhere in this issue an article relating to what has been accomplished in many cities. There are also suggestions given concerning pageants and musical festivals and the editor of the Concert Department will be very glad to supply lists of operettas, musical plays and information as to where costumes can be obtained.

Oliver Denton, American pianist, will give his next New York recital in Aeolian Hall on April 7 in the afternoon.

Jessie Fenner Hill, teacher of singing, will teach this summer at her studios in the Metropolitan Opera House, New York City.

Owing to an attack of the grip, Mme. Olga Wrenn has been obliged to postpone her New York recital from the afternoon of March 14 to Wednesday afternoon, March 28.

The young American pianist, Helen Bock, has been appearing with much success during her first concert season. Miss Bock has been engaged as soloist for the Manufacturers' Club of Philadelphia on April 23, and on March 31 she will give a recital for the Girls' Club at Middletown, N. Y.

Music clubs and community organizations can aid greatly in furthering the cause of music if they will use their influence with municipal authorities, with the park manager in their city, the county and State fair secretary to have music play an important part in the summer program. Make it a point to get in touch with the officials of the fair, with the officials of the park commission and endeavor to have them include an appropriation by which music may be made one of the features of the recreation program for the summer.

COMMUNITY MUSICAL ACTIVITIES

As recently announced, an anonymous giver has made it possible for the new Providence Music League to offer a series of three concerts by the Boston Symphony Orchestra at 50 cents for the series or 15 cents per concert. Should the experiment be successful the League will endeavor to form a foundation for permanently carrying on the work. Any points that may be realized will be turned back into its treasury. Every effort is being made to keep the tickets out of the hands of those who can pay regular concert prices and the tickets are distributed thru officials of factories and stores and thru social groups. At the first concert the audience taxed the capacity of the house and the program consisted entirely of works usually performed in symphony concerts.

The Song Leaders' Club of Little Rock, which, owing to removal from the city of several of its members, was greatly reduced in size, recently staged an intensive Song Leaders' Institute. The club was composed of leaders trained two years ago by Robert Lawrence and its members raised funds for engaging as instructor of a new corps of leaders L. S. Pilcher from the national headquarters of Community Service. The class includes persons not only from Little Rock but from other parts of the State and Oklahoma, and as a result of the three weeks' institute 50 leaders were graduated, and many of them are proving their ability by directing singing before various gatherings.

Community organizations looking for something different will find it in Rosalie Balmer Smith Cole's "Masque of Pandora". This is based on Longfellow's poem with music by Miss Cole and can be given as an opera, as a pageant or a cantata.

At Hickory, N. C., a Stephen C. Foster night was arranged recently in the Auditorium by Community Service. About fifteen hundred persons enjoyed the program, which was presented by the following: The Hickory Concert Band, directed by J. E. Barb; the Lenoir College Glee Club, a trio consisting of J. A. Courtney, Jr.; A. S. Bradford and I. C. Dillenger, and as soloists there were Mrs. J. H. Schuford, John Stephens, Bertha Deacon, Cephus Lippard and Mr. LeMott. Various tableaux on the Foster songs were presented, one of them being given by a group of young Negroes. The talk on Foster's life and the stories of his songs were given by W. A. Self, and the accompanist for the evening was Mrs. John Carrier.

Thru a recently inaugurated choral campaign the music lovers of Iola, Kan., hope to greatly increase interest in music in that city. The movement was ushered in with a concert by the New Iola Community Chorus, under the auspices of Iola Community Service, under the leadership of Harry Morrison, musical organizer for Community Service, Inc. The chorus sang works by Beethoven, Tschalkovsky, Dvorak and Gounod, and an added feature was the singing of the Quartet from "Rigoletto" by Ruth Adams, Louise Ponsler, Floyd Kelly and Everett Land.

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HARRIS GETS TINNEY

Signs With Manager for One Year—Trouble With Hammerstein Adjusted

New York, March 10.—Sam H. Harris wired his office here that he has signed a contract with Frank Tinney for one year. Harris is in Baltimore for the opening of "The Slave Maker", his new production, which opened there this week. While in Baltimore he went over to Washington, where Tinney is, and completed negotiations with the comedian.

Tinney was under contract to Arthur Hammerstein for two more years, but thru Alfred Beckman, of House, Grossman & Vorhaus, Hammerstein agreed to release the star. Negotiations to this end had been pending between Harris and Hammerstein for several weeks and as soon as Tinney was formally released Harris hastened to sign him up.

Hammerstein, who has been at odds with Tinney since the closing of "Daffy Dill", recently served notice on the Palace Theater Corporation that he would bring injunction proceedings against that theater if Tinney appeared there in vaudeville. Tinney was billed to appear on March 12 and the Palace people told Hammerstein that if proof was offered that Tinney was violating his contract they would refuse to play him.

In the meantime the matter of the comedian's contract with Hammerstein having been adjusted, it is believed that he will play in vaudeville until Sam H. Harris wants him for a show. It is not known whether Harris will have a special production prepared for Tinney, the general belief being that he will appear in the next "Music Box Revue". The Harris office will not confirm or deny this report.

TO PRODUCE NEW "FOLLIES"

New York, March 10.—It was definitely announced this week that Florenz Ziegfeld, Jr., is to produce a new "Follies" this year. Ziegfeld has at various times been reported as having given up the idea of making a yearly production of this show, as heretofore. It was said that the big success of the present edition, which has played to packed houses at the New Amsterdam since its opening, had made him decide to produce a "Follies" every two years instead of annually. In this way he would run the piece here for a whole season and then play it on the road for another.

This year's "Follies" will probably be produced later in the season than any of its predecessors, but Gene Buck is already at work on the script of the new show. The new production will follow the present show into the New Amsterdam as soon as it completes its run there.

This would seem to dispose of the stories that Fannie Brice would be seen at that house in a new musical comedy. Frederick and Fanny Hatton have been revising the manuscript of this piece and it is now in Ziegfeld's hands, but it is unlikely that it will see the light of day until fall. Meanwhile Miss Brice is playing in vaudeville and if her new show is produced next season it will probably have to be played in another house than the New Amsterdam.

DANCERS HAVE THREE JOBS

New York, March 10.—The old story about it being hard to get along in a big city is shattered by Cortez and Peggy, Spanish dancers. This couple is at present holding down three positions. They are playing parts in "The Masked Woman" at the Eltinge, dancing in "Wildflower" at the Casino and appearing after the theater at the Ambassador Cafe. They first appeared under the Hammerstein management in "Always You" in 1919, and now those same offices have booked them for the musical piece at the Casino.

ERROL BACK WITH "SALLY"

New York, March 9.—Leon Errol, now fully recovered from his recent illness, is once more back in the cast of "Sally", after an absence of five days. He had been suffering from an attack of stomach trouble and was laid up in St. Luke's Hospital, Chicago, where the piece is now playing.

LINA ABARBANELL IN "THE JAVANESE DOLL"

New York, March 10.—Lina Abarbanell, musical comedy star, has been engaged by Carle Carleton to play the leading role in his new musical piece, "The Javaneese Doll", which is in process of adaptation by Clare Kummer from the Hungarian play by Rudolph Lothar. It is said the piece will be completed within a few days.

Should this play not suit Miss Abarbanell she has several others in mind for next season. "The Javaneese Doll" goes into rehearsal next month.

Carle Carleton, who is now abroad, has left Paris and is on his way to Vienna to confer with Rudolph Lothar and Hans Sachwitz, author of "The Javaneese Doll". Before returning to this country Mr. Carleton will make a trip to Nice and Monte Carlo.

MARIE DRESSLER IS BEAUTY

New York, March 9.—At the beauty contest staged at the New York Newspaper Women's Club ball last Friday night at the Ritz-Carlton, Marie Dressler, the comedienne who is featured in "The Dancing Girl" at the Winter Garden, was voted the winner. She received a gold wreath as a token of honor, said wreath being decorated with silk ribbons upon which are embroidered the names of every daily newspaper printed in English in New York City.

The contest took place in the Crystal Room following the close of the entertainment. When asked how she was able to keep her looks Miss Dressler answered: "I have kept slim and managed to remain a flapper all my life, and that is why I was selected as the prettiest girl at the ball."

NEW MITZI SHOW CAST

New York, March 10.—Henry W. Savage has engaged Boyd Marshall to play the male lead opposite Mitzi in the new piece that Zelda Sears and Harold Levey have written for her. Marshall played opposite Mitzi on tour in "Lady Billy", and the Savage people hail him as a Broadway "arrival". Marshall, a tenor, played his first theatrical engagement under the Savage management in "Head Over Heels", in which he understudied while the piece played New York, playing the leading role on tour.

Sydney Greenstreet, who is known in London and New York for his portrayals of Shakespearean comedy roles, and who played the comedy role in "Lady Billy", will again be the "funny man" in this new piece.

GILBERT & SULLIVAN REVIVALS COMING SOON

New York, March 10.—J. Harold Murray and Viola Gillette, members of "Caroline", the musical piece in which Tessa Koata sings the leading role at the Ambassador Theater, will appear in the Gilbert and Sullivan revivals which the Messrs. Shubert will present at the close of this season.

Miss Gillette has played in these operettas for years, appearing with her husband, George MacFarlane, now with "In Springtime of Youth".

A. L. SHAY, INC., TO PRODUCE

New York, March 10.—A. L. Shay, Inc., a new company of producers heretofore engaged in the presentation of one-act plays and vaudeville acts, has announced that its first production will be a musical piece, which will see Broadway in the late spring. The play that will follow is a drama by Julia Chandler and Alethea Luce, entitled "The Gift", which will be presented in New York in September or October.

BURKE FAMILY TO BE REUNITED

New York, March 10.—Patricia Burke, eight-year-old daughter of Marie Burke, of "The Lady in Ermine", at the Century Theater, and Tom Burke, operatic tenor in "The Dancing Girl", at the Winter Garden, will sail from England next week to join her parents in New York. The Burkes have given up their London home and will reside in this city, where little Patricia will be educated for a singing and dancing career on the stage.

KAY CARLIN IN RECITAL

New York, March 9.—Kay Carlin, a lyric soprano, who has studied abroad for years and is now a member of "Caroline", the musical romance, in which Tessa Kosta is starring at the Ambassador Theater, gave a recital of folk songs this week at the Town Hall in Crestwood, N. Y.

MORRIS GEST IN CHICAGO

Chicago, March 9.—Morris Gest, biggest of all producers of spectacular productions, is here this week with a view, it is said, of bringing the Moscow Art Theater Company to Chicago from New York in the future.

DeLyle Alda is to head a new revue in New York this summer, 'tis said. Miss Alda is now playing in Keith vaudeville.

MUSICAL COMEDY NOTES

The Tiller Girls continue to make a big hit in Ziegfeld's "Follies". If there is any prettier sight than the preclian dancing of these girls we have yet to see it.

Jennie Weathersby is in "Up She Goes". She is always the artist, as she ever was, and plays her role delightfully. It is a pleasure to see such seasoned playing brought to musical comedy.

Bradford Hunt and Peggy Wood, of "The Clinging Vine" Company at the Knickerbocker Theater, New York, will be the "Careless" and "Lady Teazle", respectively, in the revival of "The School for Scandal", to be produced by the Afternoon Theater.

Detmar Popen has developed into a fine comedian. In former years he relied upon his voice only. Now he has shown quite a flare for the comic and in "The Lady in Ermine", at the Century, New York, is getting his share of the laughs handily.

Charles King, in "Little Nellie Kelly", is one of the hits of that piece. Mr. King is giving a first-rate performance of a long part. Besides dancing splendidly he reads his lines well and puts a number over with the best of them.

William Gaxton is one of the best "straight" men now before the Broadway public in revue. He looks well and plays his parts with great distinction. "The Music Box Revue" is much the gainer by his presence in the cast.

Tom Burke, operatic tenor of "The Dancing Girl" at the Winter Garden, New York, and Alfred Goodman, conductor of the orchestra, were absent from the cast of that piece for three days. An attack of the grippe took Burke out, while Goodman was in a taxi accident in which his right arm was severely cut.

Fay Templeton, prima donna of olden days, will again charm audiences if the report that she is to appear in a comedy with music is true. She will sing a few songs which, no doubt, will show modern prima donnas a thing or two as to how it should be done.

The 203rd performance of the Fourth Annual Production of the "Greenwich Village Follies" was celebrated last Wednesday with a costume dance and supper. The affair was for members of the company only.

Louise Allen, Russell Mack and the team of Coyne and French have added a new Spanish number to "The Gingham Girl" at the Earl Carroll Theater, New York. It was staged by Sammy Lee and is being used to replace "Libby" in the second act.

Dorothy Whitmore, who last appeared in "Irene" on tour, has been engaged by George M. Cohan for his new musical play, "The Rise of Rosie O'Reilly", slated to go into rehearsal some time next month. It will open at the Tremont Theater, Boston, in May.

Employees of the General Electric Company came from Bridgeport on three special trains to witness "Better Times" at the Hippodrome, New York, last Friday.

Vira Rial, daughter of the late Jay Rial, has been engaged by Henry W. Savage for his new Mitzi show. Miss Rial has been playing with Mitzi for the past two seasons in "Lady Billy".

Eddie Green, last seen with the lamented Johnny Dooley unit show, has been signed for the cast of "Liza", now playing at the Nora Bayes Theater. He will take care of a new act and several songs especially provided for him.

Dorothy Faye Smith, one of the Smith Sisters playing in "The Gingham Girl" at the Earl Carroll Theater, New York, has returned to the cast of that play after an absence of a week, due to illness. During her absence the numbers sung by the Smith girls were taken care of by Maude Lydiate and Bebe Stanton.

Margaret Sousa is said to have made quite a success in a singing and dancing part in the new Anglo-American revue, "You'd Be Surprised", in which George Hobe is starring at Covent Garden, London. Miss Sousa is the daughter of Col. George F. Hinton, of the Dillingham offices and manager of "Loyalties".

Blanche Orterson, one of the principal dancers in "Better Times" at the Hippodrome, New York, has been signed to appear in recitals in England at the conclusion of her engagement here. She will also open a studio for aesthetic dancing. Miss Orterson is an English girl who was introduced to America by Fokine. She made her debut with Adeline Genee and later appeared in ballets and pantomimes with Margaret Morris.

John Murray Anderson's musical piece, "Jack and Jill", to open at the Majestic Theater, Buffalo, N. Y., March 12, comes to the Globe, New York, March 19. The complete cast consists of Ann Pennington, Clifton Webb, Georgia O'Ramey, Virginia O'Brien, Leonora Hughes, Beth Berl, Lena Basquette, Gladys Burgette, Brooke Johns, Roger Imhof, Donald McDonaid, Lennox Pawle, Leon Barte, Winnefredo Derina and Carlos Conte. Augustus Barratt, composer of the score, will conduct the orchestra at the Globe Theater.

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TABLOIDS

(Communications to our Cincinnati Office.)

RUBE FAULKERSON and wife arrived in Cleveland, O., March 3, from Toledo, O. They will work rotary stock there.

THE BANDBOX THEATER, Cleveland, is discarding the Mutual Wheel Attractions, and will run tab. shows after this week.

JOE HAGERTY, who has been working in Cleveland, O., with the Flo Rockwood Entertainers, left that city March 1 for Morgantown, W. Va., to join the Gordiner Show.

HARRY CLENN, "That Dixie Joy-Boy", is appearing with B. M. Proy's "Whirl of Gaiety" Company, having joined about eight weeks ago. It's a regular show with all regular people, to quote Harry.

JOHN AND MONA RAPIER entered into their thirty-third consecutive week with the North Bros.' Stock Company in Iowa March 5. The Rapiers write they are "all set" for the summer.

THE CALIFORNIA QUARTET is filling an indefinite engagement at the Orpheum Theater, Waco, Tex. The members are Scotty McKay, Ted Lester, Jack Parsons and Russell Clutterbuck.

JOHNNY GOODMAN, who filled for Solly Carter in Cleveland at the Bandbox Theater with "The Flappers of 1923", left Cleveland March 1 for Buffalo, N. Y., to replace Carter in the show, as the latter is leaving on account of illness.

MARY FARRELL, with the Jimmie Hodges Company, playing indefinitely at the Park Theater in Miami, Fla., has been having great times in bathing at the beaches in that city this winter. Last week, however, she had to forego that pleasure and spend most of her time at the theater because of handling the part of Mary Jane Jenkins, the maid, in "Forty-five Minutes From Broadway".

RAYNOR LEHR, who is about to complete a solid season at the Broadway Theater in Columbus, O., will continue there for another year, having signed a contract with the James interests to that effect the other day. Albert Taylor, who produces all the productions at the Broadway, returned from New York last week with scripts for forthcoming musical comedy plays to be seen in Columbus.

MR. AND MRS. LAKE U. KELLMAN, Virginia Spencer and Leeta Lewis were visitors to The Billboard offices in Cincinnati March 16, breaking the jump from Johnson City, Tenn., to Urbana, O., where Mr. Kellman will organize a ten-people show. A tour of inspection thru The Billboard plant was made and the showfolks seemed to enjoy watching the Spring Special edition of "Billyboy" in the making.

MORTON'S "KENTUCKY BELLES", under the management of Homer Meachum, recently jumped from Fayetteville, N. C., where they were playing for the V. C. M. C., to Joplin, Mo., to open on the Harbour Circuit. Specialties are introduced by Homer Meachum, The Dorothy Four, harmony singers; Joe Kiljoy, novelty acts; Stella Rheinhardt, buck dancer; Dave Linwood, saxophone; Bee King, blues singer, and Adele Gaghan, "The Personality Girl", with a chorus of eight.

MACK CARRIG, the former owner of the Bandbox Theater, Cleveland, and Mr. Bartunek, former leader of the Priscilla Orchestra, have taken over the Majestic Theater on the West Side of Cleveland, and will open it for a tab. house next week. Cad Wheeler, who had the press at the Priscilla, will handle the press for the Majestic. This will be a fine spot for Mack, as he will have the West Side practically all to himself.

JACK DICKSTEIN will sever his connection as road representative of the Gus Sun Booking Exchange Company of Springfield, O., March 17, and will proceed at once to Detroit to take care of some concessions he has at Riverview Park. This will end two seasons that Mr. Dickstein has put in for the Sun office, and he has already made arrangements with Mr. Sun to represent him on the road again next season. Mr. Dickstein has put many new houses on the Sun books and has helped to make conditions better among tabloid owners and managers. Mr. Dickstein will make his headquarters at the Avenue Theater, Detroit.

BILLY LEHR'S No. 2 Musical Comedy Company was at the Arcade Theater, Connellsville, Pa., last week. The company is playing all script bills in musical tab. form and opened Monday with "Jim's Girl". The midweek bill was "Lena Rivers", and the final offering "The Sweetest Girl in Dixie". The Lehr Male Quartet, which appeared a number of times, made a big hit with the Monday matinee audience. The personnel is as follows: Billy Lehr, first comedian; Frank DeVere, second comic; Ina Lehr, character comedienne; Vera Lehr, soprano; Bob Fisher and Cossie Adams, juveniles; Ray Bombow and Jimmie Weeks, specialties; Billie Welch and Maxine Adams, parts; Buddy Randall, Patsy Owens, Ethel Humphrey, May Weeks, Irene Ordell and Dot Brown, chorus. Vera Moss is musical director.

DAVE AND JAUNITA BURT, after one year with Mary Brown's "Tropical Maids", have joined the "Dangerous Girl" Company which rehearsed in Chicago and opened at the Iris Theater, Casper, Wyo., March 11, for an indefinite run. Members of the company are Louis Morgan, manager and producer; Dave Burt, principal comedian; Chuck Wilson, second comic; Fred Reynolds, straight; Betty Powers, prima donna; Vera Reno, ingenue; Mrs. Morgan, characters; Jaunita Burt, parts, chorus and specialties; Billie Wilson, Katherine Kelly, Bonnie Carr, Kate Welch, Gene Stein, Olga

Proctor, Vera Thomas, Millie Black, Mildred Carr and Miss Reynolds, chorus. Jack Pilgrim is carpenter. A feature with the company is the Dangerous Quartet, consisting of Wilson, Rowe, Trotter and Burt.

ORTH & COLEMAN'S "Tip Top Merry-makers", playing two weeks' engagement at the Chestnut Street Theater, Sunbury, Pa., is reported by H. Edw. Culp, a resident of that city, as doing capacity business. Mr. Culp further writes: "We have had musical organizations here in our city, but none to compare with the high standard of excellence as this company. The comedy parts are being handled by Lew Orth and Joe Burkhart and they sure do provoke laughter, using new material and putting it over in a manner pleasing to all, never resorting to smut. Robt. Ellsworth, as straight man, is clever and does high-class ballads. Miss Orth as prima donna, is far above the average, and certainly wins the audience with her pleasing voice and personality. The chorus is a feature; full of pep and snappy. The girls display some wonderful creations in gowns, etc. The scenery and electrical effects are an outstanding feature and together with the excellent work of the principals and chorus makes it an attraction worth going miles to see. They have made many friends here and when they return will find the theatrical folks waiting to receive them with open arms."

SATURDAY NIGHT, March 3, saw the passing of the Alhambra Theater, York, Pa., which housed "The Speed Queens" (consisting of ten people) for over a year. The company was given an ovation at the last performance, and many handshakes and farewells were in order between patrons and players. "Auld Lang Syne" was sung by the members of the company and the audience, and a good time was had by all. Mr. Miller, owner of the Alhambra, will take the company on the road, opening in Lewisburg, Pa., later returning and playing for the summer at the Airdome, a house also owned by Mr. Miller. The passing of the Alhambra will long be remembered as York's oldest and only tabloid house, and has been operated by Mr. Miller for the past eleven years. The Alhambra Theater is being razed to make way for the erection of York's newest playhouse, The Strand. Nathan Appel, owner of the York Opera House, Orpheum and Wizard theaters, is building the new Strand. Nat and Elsie Wixon, comedian and ingenue with the Miller Show, were at the Alhambra twenty-one weeks. Other members of the company are Les Dunn, comedian; Billy Bendon, straight; Ressie Longshore, chorus producer; Billie Aldrich, Helen Joyce, Lee Dawson, Stella Braese, Alice West and Belle Wilson, chorus.

LARRY AND FRANK LAMONT have organized a new show for stock at the Orpheum Theater, Ottumwa, having opened March 5.

(Continued on page 70)

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MUTUAL CIRCUIT CHANGES

New York, March 8.—Dave Kraus, president of the Mutual Burlesque Association, was very much perturbed this morning after reading an article in a theatrical journal (not The Billboard) relative to Mutual Circuit productions for next season in which the writer states that Mr. Kraus has signed contracts with a costuming firm and scenic painters to furnish the equipment for Mutual shows for next season.

Mr. Kraus says there is no foundation in fact for the report, as he has not signed any such contracts, and anyone trading on the assumption that he has is being misled.

A month or more ago we published the fact that Mr. Kraus had in mind a new, novel and unique proposition to place before the Board of Directors of the Mutual Burlesque Association relative to their shows for next season, but as the plans were in their infancy it would be inadvisable to give them publicity until they had matured more fully. When seen this morning Mr. Kraus stated that the Mutual Burlesque Association had taken no definite step of any kind in the way of preparations for next season, any more than to consult house managers desirous of burlesque, with a view of making up a forty-week circuit. As for shows there has been nothing done whatsoever, any more than to feel out producers of burlesque with a view of lining up forty prospective producers for next season.

The matter of franchises for next season will not be taken up until the meeting of the Board of Directors Saturday, March 17, when all applications will be acted on. At the present time there are nineteen shows and seventeen theaters on the circuit, with two weeks' layoff, which are being filled in at the option of the owners of shows on the one-nighters.

The official close of the circuit will be the week of April 2, but if local conditions warrant some of the theaters will continue to play Mutual shows at the option of the owners of theaters and shows.

Re Tom Sullivan's Shows

In our last issue under the head of Mutual Circuit Changes we published a report viz.:

With the week ending March 3 the two shows of Tom Sullivan, formerly titled the "Monte Carlo Girls" and the "Mischief Makers" and rechristened the "Chick Chick Girls" and the "Rosy Posy Girls", will be dropped from the circuit, due, as the officials of the M. B. A. say, to the fact that they are not up to the standard required in Mutual Circuit houses.

This report came to us thru the regular channels and we published it in good faith,

and were very much surprised this morning on receiving a telegram viz.:

"Columbus, O., March 7, 1923.

"Alfred Nelson,
"Billboard Pub. Co., 1493 B'way, N. Y. C.:
"By whose authority your published article stating my shows were closed on circuit on account of not being up to the standard? Your article has caused cancellation of two weeks' bookings. Entirely uncalled for. Answer, Lyceum.

"TOM SULLIVAN."

On receipt of the telegram we requested an interview with Dave Kraus, president of the Mutual Burlesque Association, who immediately dictated a letter to be sent to Tom Sullivan, and a copy of same given to us for publication viz.:

"March 8, 1923.

"Tom Sullivan,
"Lyceum Theater,
"Columbus, O.

"Dear Sir—Alfred Nelson, otherwise Nelso, burlesque editor of The Billboard, has called our attention to a telegram received by him from your protesting against an article that appeared in the last issue of The Billboard to the effect that your two shows had been closed on the Mutual Circuit due to the fact that they were not up to the standard required by the Mutual managers.

"We have advised Mr. Nelson that the report given him was erroneous and requested him to publish in the coming issue that your shows were closed because your season, as per contract, expired Saturday, March 3.

"Yours truly,

"MUTUAL BURLESQUE ASSOCIATION,
"Dave Kraus, President."

AMERICAN GIRLS

"AMERICAN GIRLS"—A Columbia Circuit attraction, programmed as Dan Coleman and his "American Girls". Presented at the Casino Theater, Brooklyn, N. Y., week of March 5.

REVIEW

THE CAST—Little Anna Propp, Hilda Leroy, Wm. Wainwright, Jimmie Hazzard, Chas. Lane, Alma Bauer, Jeanette Buckley, Billy Rector, Harry Van, Jack Spellman and Dan Coleman.

CHORUS—Ruth Rosenberger, Helen Logan, Clare Moore, Mae Kunkel, Mae Brunette, Adele Gray, Dot Payne, Mazie Mackey, Ida Spellman, Caroline Pogue, Martha Fontaine, Josephine Davis, Lillian West, Mae Wire, Margaret Howard, Tracie Pearl, Mary Torick and Mattie Sullivan.

PART ONE

Scene 1 was a fancy interior for an ensemble of pretty-face, slender-form, silk-tighted choristers, who have been carefully coached in their dances and ensemble. Diminutive Anna Propp, with her bob-brunet attractiveness, was accompanied by Jimmie Hazzard, a likable juvenile, in a song and dance number, which was followed by Hilda Leroy, an ever-smiling, brown-haired, slender prima with a sweet voice, who was encoored in her several numbers and appeared to good advantage in scenes. Soubret Propp, in another song and dance number, demonstrated the fact that she is a miniature dynamo of vivaciousness admirable. Dan Coleman, the Irish comedian, was there as usual with the Coleman mugging and clowning comedy, of which he is a master. Opposite to Coleman is Charles Lane, a somewhat eccentric Dutch, who is an acceptable foil for Coleman, but does not have the opportunity that he had in other shows to demonstrate his ability; however, the work of Coleman and Lane was laugh-evoking. With the assistance of the comics a foundation was laid for a near plot, in which their respective children, in the persons of Soubret Propp and Juvenile Hazzard, and their wives, Alma Bauer, a leading lady, and Jeanette Buckley, a Uta-hunted ingenue, enact a domestic mix-up of the Irish and Dutch families, who object to a marriage between their children. What they all said and did was clever burlesquing. William Wainwright, a clean-cut, clear-distilled, satirical straight, was in and out of scenes frequently, and while in them made exceptionally good as a feeder of fast and funny lines to the other principals. Soubret Propp and Juvenile Hazzard, singing "Little Home for Two", brought on the choristers with various sections of a miniature house and garden, which, set up on the stage, was picturesque and made for a good bit of burlesquing by the entrance into cottage of Soubret Propp, followed by a Whiskered Doctor and the reappearance of Soubret Propp with a dummy baby for the finish of the song. A dialog between Straight Wainwright

"GIRLS FROM THE FOLLIES"

"GIRLS FROM THE FOLLIES"—A Mutual Circuit attraction with Sid Rogers; book by Sid Rogers and Lou Sidman; musical numbers by Frank Montrose; presented by Lou Sidman at the Star Theater, Brooklyn, N. Y., week of March 5.

REVIEW

THE CAST—Bunny Dale, Rose Bernard, Eva Lewis, Jack Coyle, Frank Anderson, George Mack, Sidney Rogers.
CHORUS—Marie Marcelle, Helen Davis, Nola Edwards, Helen Yeager, Dixie Jones, May West, Marie Mason, Lucille Russo, Louise Traynor, Pauline Berrell, Mildred Baker, Irene Rich, Ida Mayo, Edna James, Vivian Miller, Emily Nolan.

PART ONE

Scene 1 was a cottage garden set for an ensemble number by a chorus of bare-leg, rolled-sock costumed girls of the slender form, vivacious type. Eva Lewis, an attractive bob-blond soubret, put over a song and dance number sufficiently fast to please, and was followed by Bunny Dale, a slender brunet prima, and Rose Bernard, a Frenchified brunet ingenue-soubret, and the latter was encoored until she reappeared accompanied by George Mack

and Comic Coleman introduced the catch line, "You don't say so" vs. "I do say so," which was followed by Comic Coleman's receipt for making gin, which went over for laughter and applause. This was followed by Leading Lady Bauer in soup, in which her thirty-eyed personality and sweet voice, supplemented by a few graceful steps in dancing, led up to the entire company taking part in an "Irish Reel", with the comics as the kicked victims. Comics Coleman and Lane making violent love to each other's wives in a jealousy making bit, worked it for much laughter and applause. Soubret Propp, in a Russian singing and dancing specialty, merited the numerous encores given her. Juvenile Hazzard and Spellman came on in a singing and dancing specialty that was remarkable for the intricate stepping of the dancers, who are above par. Comic Coleman's singing specialty, with "I'm Dublin' Back to Dublin", started on a full stage and for an encore, a pictorial drop of a railroad coach, labeled "Marion's Special", came into view, with Coleman and choristers singing thru the open windows for a picturesque finish.

Scene 2 was a pictorial drop for Billy Rector and Harry Van, two satirical vocalists, to put over a singing specialty, in which one of them in pantomime portrayed a woman undressing at an open window. Both of the men have good voices and sing in harmony.

Scene 3 was a silk drape for Soubret Propp in jockey costume and the choristers in ingenue gowns to herald the big bout at the Ladies' Athletic Club, and for Comic Lane to appear in feminine duds as an old dowd, while Comic Coleman characterized Carmen a la Spanish. Dan's makeup and mannerism was a scream, made more so by a singing specialty with Leading Lady Bauer, in which she was an excellent foil and played it up in an able manner.

Scene 4 was the interior of the club with a pictorial audience, supplemented by the company for a realistic boxing bout between Helen Logan and Ruth Rosenberger, with Coleman slugging the raiding-uniformed cops.

PART TWO

Scene 1 was a pictorial drop in two of the Statue of Liberty, with Comics Coleman and Lane and Straight Wainwright in a movable boat fishing for light wines and beer, which made a decided hit.

Scene 2 was a pictorial drop for a male quartet in song in which they harmonized well.

Scene 3 was a cottage garden set for Soubret Propp in male attire, evening dress for a drunken dance that was a classic. Following came Hazzard and Spellman in grotesque evening dress for a singing and dancing specialty.

Scene 4 was a golf course grounds for the comics to renig as jockeys of balloons after seeing their predecessors in the forms of dummies fall from the balloons. Soubret Propp, as a policeman with her badge on her garter, had to show it numerous times to doubting Coleman and Wainwright for many laughs. A four-table, eight-quest eating and drinking bit, with mixed platters and mixed patters, led up to the close.

COMMENT

Scenery, gowning and costuming acceptable. A one-man star show, in which the others worked up to him in an able manner without trying to outdo him.

NELSE.

and Jack Coyle, two clean-cut straight men. Sid Rogers doing a somewhat eccentric Dutch, and Frank Anderson as an Irishman, appeared in grotesque makeup and mannerism set off to good advantage by their cleanliness in attire, and delivery in lines, in a "ladis meeting nobility" bit with the feminine principals, afterwards breaking into a funny dialog with a crap game that started the laughter easy for them and the audience. Prima Dale delivered her vocalism in a sweet voice that was clearly audible in every part of the house. Straight Mack starred a "Nationality" and "Credential" bit between the comics and Prima Dale in which there was considerable double entendre, but it was handled sufficiently clever to leave it unobjectionable, and it went over for laughter and applause from the Starites, who appreciate double entendre when well handled. There is nothing on the program to indicate who they were, but two juveniles, accompanied by Juvenile-Straight Jack Coyle who faked a uke, put over four unknown songs, and chorused them from boxes and orchestra aisles, thereby slowing up the show. Worked in one, it may have gone over as song-plugging specialty, but worked in a scene it was unwarranted and amateurish and gave the show a black eye. Straight Mack in song introduced six choristers in costly and attractive gowns and Nola Edwards, a kewpie bob-brunet who needed no assistance from song pluggers. Juvenile Coyle, after ridding himself of the song pluggers, came into his own as an able straight by staging the "banana split" bit for the comics and numerous feminine ringers.

Scene 2 was a pictorial drop for Ingenue-Soubret Bernard on stage to be bawled out by Straight Mack from an orchestra aisle, and his wise-cracking patter relative to her family went over great, after which he joined her on stage for a song-finishing specialty that was encoored.

Scene 3 was a drape in two for a hotel hit with mixed cots for the guests, chiefly among the honeymooners, and as usual it was a wow.

Scene 4 was the same as scene 1 for a wedding march ensemble and marriage finale.

PART TWO

Scene 1 was a garden set for an ensemble number led by Prima Dale, and this was followed by Straight Coyle as a bookie at the race track bilking the comics, and herein Coyle proved his ability to hold down a straight role in any show, for he has the personality and clear diction essential. Ingenue-Soubret Bernard in a Sheik song stopped the show. Straight Mack's "mummy" bit, with Prima Dale as the mummy brought to life by kisses, and then tape-measured by the comics, was followed by Straight Coyle leading a song number that could have held up the show indefinitely, and he followed that by staging the three-shell-lemon hit along somewhat different lines in letting the comics win the bank roll. Soubret Lewis made a great flash of form in a song number.

Scene 2 was a pictorial drop for Comic Rogers to put over a talking specialty with telling effect and keep the audience laughing at and applauding his witticisms.

Scene 3 was a tropical set for Straight Mack in song to stage an entry for Ingenue-Soubret Bernard in a Hawaiian dance that was admirable for its gracefulness. The comics in white sailor attire came on for the "O Chaffle" bit and worked it well for laughter and applause. Comic Anderson introduced a book-corner song number for a peekout of various girls in individual lines, in which for the most part they were weak in vocalism but strong on form in their union-suit flashes, and herein let it be recorded that in tights they were far more admirable than in their earlier numbers in which about six of them had their legs calcimined entirely too heavy, while the others were a discord of discolored legs unadmirable.

COMMENT

Scenery, gowning and costuming above the average on the circuit. The company, barring the song pluggers, well cast in the respective parts, which were well handled. A clean and clever presentation of fast and funny comedy of the laugh-evoking kind that went over exceptionally well for a Monday matinee and a show that will go over on the entire circuit. The makeup and mannerisms of the comics in keeping with their characterizations, and their frequent changes of clean but grotesque attire added much to comedy.

NELSE.

Princessa Bremer, the classic dancer, has been engaged to join one of Hartig & Seamon's shows at St. Louis.

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MELODY MART

The musical manuscript of "Home, Sweet Home", in the autograph of the composer, Sir Henry R. Bishop, was sold at the Anderson Galleries in New York last week for \$1,500 to James P. Drake.

The Moran Music Publishing Co., of Vincennes, Ind., reports receipt of numerous letters of praise from orchestra leaders throughout the country on its numbers, "At the Rainbow's End", "My Beautiful Dreams", "Radio Blues" and "Radio".

Eugene West, well known as the author of "Broadway Rose", has opened a studio in New Orleans and will jump into New York, where he lived for some years, whenever he hits upon a "natural". His newest song success is "You Know You Belong to Somebody Else, So Why Don't You Leave Me Alone?".

L. Earl Abel, author of "Somewhere" and "Sweet Smelling Mama", will leave his home in San Antonio, Tex., this month, with several numbers that he hopes will startle Broadway.

George W. Thomas, of the music publishing firm in Chicago that bears his name, announces that his big success, "Muscle Shoals Blues", has been recorded for the third time by the Okeh people. Thomas recently headed an orchestra on a flying tour of the Southwest to boost "Muscle Shoals Blues", "Feed That Mule" and "I've Got a Man of My Own".

Band and orchestra leaders from Coast to Coast are said to be adding "Faded Love Letters of Mine" to their repertoire for summer concert work. The song is published by the Chas. E. Root Music Co., which reports a sale of over 100,000 copies on it.

An eight-page booklet containing interpretations of dreams is being distributed by M. Witmark & Sons as an exploitation aid to their popular song, "Fate", written by Byron Gay. The novelty is causing much favorable comment.

The new offices of M. Witmark & Sons, at 1650 Broadway, which they will shortly occupy, take up two entire floors of the building. All departments of the business will be housed there, including the professional department now next to the Palace Theater.

Among the orchestras now featuring Triangle's "My Mother's Lullaby" are Waring's Pennsylvanians in Los Angeles, Gene Rodemick in St. Louis, Husk O'Hare in Chicago, and Mai Hallet and Sam Lannin in New York.

"Who Did You Fool After All", "Jimbo Jambo" and "Whoa, Tittle, Take Your Time", Goodman & Rose's new numbers, are finding considerable favor with vaudeville artists and orchestras. "Jimbo Jambo" is already on the mechanicals.

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NEW THEATER FOR CONEY
 (Continued from page 36)
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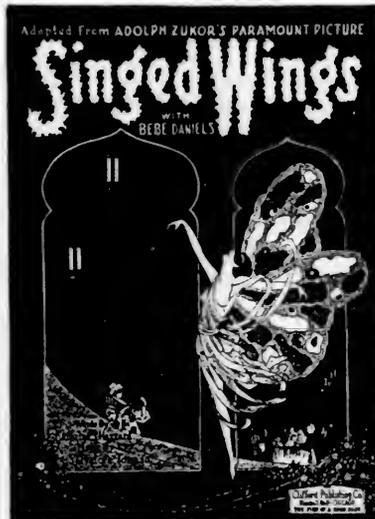
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“MORPHIA”

Adapted by R. Duncan McNab
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Staged by Mr. Sherman

CAST

(In the order of appearance)
Julian Wade.....Lowell Sherman
Mrs. Morrison.....Alice Fleming
Dr. Grant.....Albert Tavernier
Nurac Margaret.....Olive Tell

CAST

Julian Wade loved his morphine. He loved it as a cat loves catnip. Every three hours he had to have a shot of the old juice. Then a girl came along to reform him. She cut him off from the stuff immediately, and when he could not stand the agonies that this deprivation entailed she offered herself to him as a substitute for the drug. This worked and Julian heaved the hypodermic and the morphine out of the window, and presumably out of his life forever. To all of which we say that the author has distorted and twisted the known facts of drug addiction to make a bad play.

The thesis that a craving for drugs can be satisfied with anything less than them is preposterous. The cutting off of an addict's supply is not only bad medicine, but a practice likely

to result in the death of the patient, especially one who has to have his supply every three hours. And the idea that a system inured to an opiate will find satisfaction and the allaying of its pangs in amour is simply silly.

This is what the author tells us, and to our sorrow we find that he does not say it even passably well. The construction of the play is sophomoric. Its crudities, particularly in the first act, are manifold and they are not helped much by the acting.

Lowell Sherman, who plays the part of the drug addict, acts all over the place. While watching him I had a mental picture of the late Junie McCree in his sketch, "The Dope Fiend". Here was a man who devoted years of study to the customs and manners of the "hop-head" on his native heath before he wrote his playlet or performed in it. There was so little resemblance between his conception of the character and that of Mr. Sherman that one of them must be wrong. In the face of evidence I suspect it is Mr. Sherman. He confined his simulation of the agonies of the man deprived of morphine to a few stereotyped gestures which were repeated over and over again. The number of times in which he slapped his clenched fist into his open palm are beyond computation. He clasped his head in his hands, he pounded the furniture, he ruffled his hair, he groaned and he grunted ad libitum. It was obvious acting all the way

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A REVIEW OF "ROGER BLOOMER"

By JOHN HOWARD LAWSON

Produced at the Equity 48th Street Theater, New York, by Equity Players, Beginning March 8, 1923

I FIRST witnessed "Roger Bloomer" at an invitation performance, preceding the opening. On that occasion the technical difficulties involved in the changing of thirty-six scenes marred the performance considerably. Lights came on when they should not have and went off when they should have stayed on, the wrong scenes were exposed, stage hands were seen scurrying off with props. In the face of these difficulties the actors went thru their parts nobly. There were few slips made by them. However, the effect of the mechanical mishaps was to obscure the content of the play. No one could fairly judge of its value under those conditions, and in my review of the show I stated that another viewing of it was in order.

I have since seen "Roger Bloomer" again, this time with the scenery and lights working perfectly, to find my original impression of the play but slightly changed. I still think it to be a play on a big subject, a subject a bit too big for Mr. Lawson's handling. He has tried very hard and at times has hit the right note, but, taken as a whole, he has missed fire.

"Roger Bloomer" is an adolescent, a boy of eighteen, whose philosophy is: "Never be satisfied with things as they are." Now this philosophy, this philosophy of doubt, is a valuable one. We must attribute all of our great inventions, for instance, to some man's doubting that the existing manner of doing things was the best. But Roger bucks his philosophy against life, sex, money and other realities, which he has not a chance to change; fundamental things which require years of education and incessant plugging at to change in the smallest degree. All that Roger succeeds in doing is developing a neurosis.

Our sympathies are never with him in his fight. We look upon his struggles and his high-sounding phrases as the half-baked ideas of a mere boy. Unfair? Perhaps, but natural. Had Mr. Lawson made his character a man instead of a boy, his effect would have been greater. As it is, there must be many in the audience who are saying to themselves: "The kid needs a good licking." That hurts the play, even tho there are real moments in it, some searching dialog and some sound sense.

I am still of the mind that "Roger Bloomer" is a curious and interesting experiment in the drama. The succession of short scenes in the play offer many opportunities for novel treatment, some of which have been utilized by the author to good effect. Others fall flat. There is thought behind all of the play; radical, uncompromising thought on life and the reaction of certain individuals to it. It is life in the laboratory, in the test tube and under the microtome, cut into thin slices and observed thru the microscope. But its subject and lack of sympathy is against it. One comes out of the theater with the thought that the play has been muddled. Again I say, "Roger Bloomer" is curious and interesting and the sort of play that the "experimental" theaters are in existence to try. From that standpoint, it was worth doing.

—GORDON WHYTE.

thru, the sort of acting that could be duplicated by any number of stage routiners. And this is not the sort of playing we expect from Mr. Sherman, a man whose specialty has been the creation of distinctive types. "Morphia" will bring him no new laurels from his discerning admirers, tho the others may think him great in the part.

The part of the girl was played by Olive Tell, who was properly sweet and did as well with the character as one could expect from such a lifeless creation. Albert Tavernier was unconvincing as the doctor, and Alice Fleming, as an old Scottish housekeeper, was altogether good.

The staging, which was done by Mr. Sherman, was well planned, except for the lighting. This, in one instance, indicated that a miracle was being performed in London at the time the play was written, for tho there was only one window in the room the morning sun and the evening sun streamed thru it at exactly the same angle. This should interest all those of a scientific bent.

A preposterous play of drug addiction; not over well acted.
GORDON WHYTE.

DRAMATIC NOTES

(Continued from page 39)

"It is now running, has announced his intention of enlarging the seating capacity of the theater this summer. Mr. Herndon declares that the demand for seats at this theater is often far in excess of the capacity.

"It is the Law" went on tour last Monday, after completing a run at the Nora Bayes Theater, New York, on Saturday.

Jerome Patrick has been engaged by the Charles Frohman Company to play the male lead opposite Alice Brady in "Zander the Great".

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The annual benefit in aid of the Treasurers' Club will take place at the Hudson Theater, New York, Sunday night, April 29.

Eugene Walter has just finished a new play, adapted from a published novel. It is scheduled for presentation in the near future.

Edward Colebrook has been engaged for Samuel Shipman's new play, "The Crooked Square", in which Constance Binney plays the leading role.

The management of "Mister Malatesta", playing at the Princess Theater, New York, is seeking a new title for the play and is offering a prize for the best suggestion submitted.

Dudley Digges will be supported by Helen Westley, Edgar Stehl, Irving Dillon and Margaret Wycherly in the Theater Guild's next production, "The Adding Machine".

Gavin Muir will head the cast of Thomas Louden's play, probably called "The Love S. U.", scheduled to arrive at the Punch and Judy Theater, New York, next week.

Porter Emerson Brown's new play, "Ladies for Sale", seems to be doing very well up-State, and he hopes to bring it into New York shortly. The cast includes: Carlotta Monterey, Malcolm Williams, Vincent Serrano, Bernard Reinold, Walter D. Greene, Margaret Corry, Walter Armin, Sam Janney, Maurice Anik, William Eville, J. Harry Jenkins, Harold Graham, Ralph Robrer and Clarence Grimm.

Whitford Kane, it is said, will shortly be seen as Caleb Plummer in a dramatic version of "The Cricket on the Hearth", by Charles Dickens. This part was one of the favorite characters of the late Joseph Jefferson.

Two representative pieces of English play-writing that will be presented here in the near future are "The Ship", by St. John Irvine, and a new play by Harold Brighouse, not hitherto seen in America.

New York may again be vamped if Theda Bara gets a play suitable to her talents. It is rumored she has been living in the daily hope of returning once more to the bright lights that knew her for a while.

Basil Sydney will play the title role in "Sandro Botticelli", which will shortly be presented at the Provincetown Playhouse, New York, with Era Le Gallienne in the stellar role.

Guy Bolton, author of "Folly Preferred", is busily at work completing the last act of a new play which he is writing for Comstock and Gest. He hopes to have it finished in time for an April showing.

Roland Bottomley, Ernest Hilliard, Zita Monton, Arnold Lucy and Pauline Dempsey are in pictures, in support of Francis X. Bushman and Beverly Bayne, in the picture version of "Lady Varley", an English novel.

Catherine Chisholm Cushing has had her new play, "The Poppy Kiss", produced by Sam H. Harris out on the Coast. If it proves successful it will be shown to New Yorkers next season. Mr. Harris worked the same stunt with "Peter Weston", which he now has on tour.

Lincoln J. Carter, melodramatist supreme, is in New York negotiating for the production of his new play, "Kit of the Relay", said by him to outshine all his former works in thrilling moments and climaxes.

Margaret Anglin cannot rest for a week, it seems. Altho she recently closed in "The Sea Woman" on tour she already is recruiting a company for her old standby, "The Woman of Bronze," and will begin a tour to the Coast next week, opening in Los Angeles on May 1.

Frances Anderson is now known as Judith Anderson. She changed her name at the suggestion of Frank Keenan, leading man of

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"Peter Weston", in which Miss Anderson plays the feminine lead.

Eleanor Woodruff, who was seen in "Six Characters in Search of an Author" in New York, has been engaged for the London production of "So This Is London", opening at the Prince of Wales Theater on April 5. She probably will be the only American actress in the cast.

It is said that William Harris, Jr., has at last secured a play for Fay Bainter, and it was written by Capek. However, the piece will not be ready for its English presentation until next season. We hope this is not a false alarm, as so many other stories on this subject have proved to be.

Madison Corey is in Europe on a business trip, which will include the closing of a deal for the presentation in London of Will A. Page's "The Bootleggers" and also a glance into the playmarket of the British capital for possible material for the New York stage.

"Roger Bloomer" is a bloomer—a most pronounced flop. It is a dirty, filthy thing which makes us writhe every time we see the word Equity mentioned in connection with it. It may not have been produced in vain, however, if it divorces "Equity Players, Inc.", from the A. E. A., and there is a good chance that it may.

Lowell Sherman will be seen next season in "Casanova", a new play by Sidney Howard, and not an adaptation from the Schmitzler story. This does away with the story that Mr. Sherman was to play "Edgar Allan Poe". The sponsors of "Casanova" will be Gilbert Miller and A. H. Woods, a fairly strange combination.

Tallulah Bankhead is proving a huge success over in London, and is adding more laurels to those attained by former American actresses there. She is appearing in "The Dancers", a play by Gerald du Maurier and Viola Tree, now running at Wyndham's Theater. All the critics were favorably impressed with Miss Bankhead's acting and dancing.

Bertha Broad is announced to appear in a new interpretation of Nora in Ibsen's "A Doll's House" at De Witt Clinton High School, New York City, Sunday, March 18. She will be supported by a complete cast, including T. Morse Koupal, William M. Griffith and Elizabeth Zachry. The performance is to be given under the auspices of The Evening Mail.

Antony Stanford is receiving fine notices in Richmond, Va., where he is playing with the stock company at the Academy Theater. "Antony Stanford again gave the most finished performance of the company. There is a spontaneous, effervescent quality about his work which huys up all scenes of which he is a part." This is the comment of Helen de Motte, Richmond critic. Peggie Paige is playing in Norfolk, Va., under the same management.

The Manchester Guardian, in its issue of February 23, says: "A report of a disgraceful exhibition of anti-Semitism comes from the town of Baden, near Vienna, where the Vilna Troupe of Jewish Players had arranged to give the drama 'Between Two Worlds' at the State Theater. It will be remembered that these players recently appeared in London and Manchester and made a deep impression. In every part of the theater were the returned soldiers who are members of the 'Frontkämpfer' (Front Fighters) Society, and also members of the Pan-German 'Hakenkreuz' (Swastika) Society, who make trouble whenever Jews appear in public. Immediately the players appeared there was loud coughing, hissing and jeering laughter. This continued thru each scene until the noise was so great that the curtain had to be rung down. Outside the theater a crowd of several hundreds was only prevented from entering the theater by a strong cordon of police. The Vilna Troupe, which had been appearing in Vienna for some time, had to be escorted to the railway station by the police."

AN INTERVIEW BY PROXY

Johnny (Ginger) Kane Interviewed via His Mother, Lida Kane, of the "Irene" Co.

Because we thought Mrs. Lida Kane of the "Irene" Company might recall some interesting recollections about her own career and that of her husband, the late Pat Kane, we maneuvered to sit next to her at a special luncheon one day. Everything arranged well for the objective. Mrs. Kane was in a "thoughtful, the happy mood".

As the first course was being served Mrs. Kane suddenly expressed her thoughts, "I've the most wonderful letter from 'Ginger'—you know my son, John, Johnny Kane? He is just nineteen, but it seems only yesterday that I carried him on stage, a pudging two-year-old rube, in Sid Smith's 'Poor Relations' Company."

"Indeed, an infant," chorused two ladies. "And when he was kewpie size or from the time he was four until he was six, he appeared in 'Human Hearts' His father, Pat Kane, was with that play, too," continued Mrs. Kane.

Then there was a pause as course number two was placed before us.

"We were talking about Ginger," we reminded Mrs. Kane.

"Oh, yes," he got that name, you know, because he inspired the original Ginger stories. Do you know, I think that if Ginger hadn't been born in a theatrical atmosphere he might have been a statistician? From the time he was able to hold a lead pencil he kept record of the mileage he traveled. It is recorded in his first little scrap book, in a scrawly hand, that he traveled 29,000 miles while with the 'Human Hearts' Company.

"It was a difficult thing to get Johnny to go to school. He wanted intensely to be an actor. He talked about it, dreamed about it and even stormed a bit about it. But finally he was made to realize the value of an education and was sent to the Holy Cross School, out in Davenport, Ia. Altho he was a good scholar, he never forsook his campaign to get on the stage. As an inducement to keep him at his studies we promised him that if he came out of grammar school with an average of 95 per cent we would reward him with a trip to New York.

"Needless to say, Johnny got the 95 per cent and the trip to New York. (He has a red head, you know.) One day he went out with his sister for a walk. When he returned home he announced: 'Mother, I have an engagement with Cohan & Harris in a musical comedy, 'Going Up'.' And that settled the school question. He didn't go back to Davenport, Ia.

"After two seasons with 'Going Up', Johnny appeared in the musical comedy 'Tickle Toes'. He then went into vaudeville in a sketch, booked under the name of Shield & Kane. But musical comedy again lured him and he became a member of 'Tangerine', featuring Julia Sanderson, at the Casino.

"Do you know," asked Mrs. Kane, quite unconscious of the fact that she was gracefully serving several portions of chicken, much to the disappointment of a waiter who evidently had an ear for theatrical histories, "the number three has been a psychological factor in Johnny's life? He drew three seasons' salary before he was three years old, and three weeks before he was nineteen he opened on Broadway."

"Red-haired people are so clever," chimed in a contralto voice.

"He has designed the most beautiful costumes. Julia Sanderson wears one of his designs.

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"And he's been in motion pictures, too," ventured a soprano-pitched voice. "He was with Connie Talmadge in 'A Virtuous Vamp', with Johnny Hines in 'Torchy's Millions' and in a Y. M. C. A. educational film.

"My, my, what would 'Ginger' say if he knew that he was the chief subject of conversation at a ladies' luncheon?" asked Mrs.

Kane, laughing merrily, as she observed that her ice, composing the fourth course, had melted to its original state of being, untouched and untasted.

And that's what we are wondering now. What will John Ginger Kane, juvenile with the musical comedy "Tangerine", playing St. Louis this week, think about this story and his photograph?

ELITA MILLER LENZ.



Conducted by ALFRED NELSON

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

Scores Press Agents

The modern press agent was taken to task by M. L. Fleetwood, president and general manager of The Tribune-News, Cartersville, Ga., in an address delivered to the Georgia Press Association today.

Terming the press agent as a "space grafter", Mr. Fleetwood chose as his subject "The Space Grafter and How to Get Rid of Him". He proposed to relegate the press agent to the business office of the newspaper instead of the editorial department.

The press agent is not confined to Georgia alone, said Mr. Fleetwood, but "they are in high places and low places", and the editors do not realize how many dollars they are losing simply because they let the press agent "come in and take from under their eyes the one and only thing they have to sell, and that is paid advertising space in the newspapers."

He recommended that editors not run the "space-grafting" matter as the foremost means for overcoming him for the good of the newspapers themselves.

"Space-grafting is a matter of so vital concern to all newspaper publishers that everything possible should be done by them to stamp it out, kill it as you would a rattlesnake, and with no more compunction," he said.

Agents of the government came in for their share of the blame in seeking free publicity in the newspapers in the address.

"Let's lay down a rule to the effect they must pay, or they can't get by with a lot of their propaganda," concluded the speaker.

COMMENT

We are indebted to William J. Hillier, press agent of the Rubin & Cherry Shows, for the foregoing article which appeared in the Savannah Press, February 24, and never having seen or heard of Cartersville, Ga., during the years that we piloted shows over the Jake Wells Circuit, we looked it up in the Julius Cahn-Gus Hill Theatrical Guide and found viz: Cartersville, Ga., population 4,350. Theater on second floor. Newspapers, Tribune News, Thur.

Ye gods! Can anyone visualize a "modern press agent" in Cartersville, Ga., as a "space grafter" with The Tribune-News as the victim. Our only reason for reprinting the foregoing article is to warn Wells Hawks, Harry Reichenbach and others of the "Klan" of "Modern Press Agents" of what confronts them if they play Cartersville, Ga.

NELSE.

Agents Used and Abused Asininely

The Associated Motion Picture Advertisers held an open meeting on Friday, March 2, at the Cafe Boulevard, New York City, and the principal speaker was no other than Commander Wells Hawks.

In introducing Commander Hawks, Fred E. Baer paid a glowing tribute to his (Hawk's) activities in the United States Navy during the World War. Baer was followed by Harry Reichenbach and Victor Shapiro, who eulogized Commander Hawks as a benefactor to editors in general in supplying them with specialized copy on things theatrical that they could not have obtained from any other source, and doing so

without any cost or labor on the part of the editors who were thus enabled to give their readers interesting and instructive information relative to plays and players.

During his address Commander Hawks said: "No press agent who guards his own reputation or has a respect for his calling will ever deliberately lie to a newspaper. He will deliver press agent fiction, he will create news, but he won't attempt to make a city editor believe he is fooling him. The press agent who deceives a newspaper desk may get by once, but not again. No sane newspaper man is going to be willingly duped."

COMMENT

Commander Hawks' attitude to newspapers is the attitude of all press agents of ability and integrity. They have a message to convey to patrons of play and players, and they give it to them in well-prepared copy thru the newspapers, copy that the average editor can not write for the reason that he is not familiar with the subject, and, having confidence in the integrity of the press agent, he uses the copy thus given him to the mutual benefit of the show and its patrons with the press agent and progressive editor contributing factors.

NELSE.

George D. Brown of Lancaster, Pa., communicates viz: After much meditation and forethought, our old friend Clyde Proctor, of "Mitzi" fame, has reached a decision on trouncing with the "big top" this season. He will be there.

E. H. Shank, who is the "agent d'annonces" for Barry McCormack, is also due to join the Ringling-Barnum Show in the near future.

Dave McNeal, old-time agent and manager, is on the copy desk here and is always glad to have the boys visit him when in town. Most everyone knows Dave.

George Goodhart and Tom Daily are now ready for the start of the world's largest, grandest and—well, as car managers for the Ringling show; they have long since passed their 25th years. They both are to have brand new 76-foot all-steel cars this season. George the No. 1 car and Tom the No. 2.

Louis Gilbert, advance man for burlesque attractions and Shubert unit shows, has been appointed manager of the Strand, a picture house at Hartford, Conn. He succeeds Harrison Haries, who, it is reported, will retire from professional life.

Martin Wigert, a former agent of burlesque now located in his home town, Newark, N. J., reports a recent election of officers for Local 18, I. A. B. P. & B., viz: Charles Hoffman, president; Leo Franks, vice-president; Charles Sears, business agent; Fred B. Flaudren, secretary and treasurer; H. Holt, marshal; Charles Berger, sergeant-at-arms; James Blake, Abe Simons and Martin Wigert, trustees. Local 18 is now in its new quarters, Room 43, 126 Mulberry street, where the welcome sign is always out for brother billers who make Newark.

Joe M. Egan, the hustling agent ahead of John Winninger Company, communicates, viz: "Met several of the 'boys' while in Davenport, Ia., including Tom Kane in advance of 'Lightnin'', George Swafford and Al Cooper in advance of 'Mutt and Jeff', George Degnon in advance of Raymond Hitchcock, W. J. Snyder in advance of Maurice Cash & Co., also heard from Tom Keaney ahead of Lester Smith's 'A Night in Honolulu' now in Pennsylvania, and Grant Luce, who is touring the Middle West ahead of 'Lasses White Minstrels'."

Col. Ed R. Salter, the famous "Johnny Jones' Hired Boy", forwards a pictorial post card of Fort Myers, Fla., with its palms and other evergreens, but it was nothing in comparison to the "Little Black Man" with his box of tropical fruits and nuts who arrived during the past week.

We can not recall his name and he is evidently so modest that he does not sign it to his press notices in the newspapers and there are many that carry double column heads and pictorial spreads; anyway the Snapp Bros. have an agent who has no snap, but plenty of pep which is made manifest by his work.

F. W. Emery, the man ahead of Bob Ott's Musical Comedy Co., is now in the State of Florida, furthermore states via a pictorial post card that it is 98 in the shade of the old orange tree.

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ACTS, PLAYS AND SKETCHES

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A. T. STEVENS, Editor, 178 Church Ave., Winnipeg, Can. SHANNON M. CORBETT, Feature Writer.

JOHN KANE



Juvenile with Julia Sanderson in "Tangerine", in St. Louis this week. "Ginger" is his nickname—not because he's a breezy youngster, but because he inspired the original "Ginger" stories.

MUSICAL MUSINGS

By the MUSE

(Communications to Cincinnati Office)

Scott Grezlar, pianist, formerly with Fuller's Orchestra, has returned to his home in Cincinnati.

Whooping fever and other symptoms of "trouping fever" are beginning to show up on many of the hard boys who said 1922 was their last season on the road.

Wayne Barclay, saxophonist; Glen Salice, pianist, and Roy Rapp, drummer, are playing with Al Liese at the Moorland in Hot Springs, Ark.

Michael Sokoloff, director of the Cleveland (O.) Orchestra, will leave early in May for his annual visit to Europe. He will be accompanied by his wife and ten-year-old son.

What the next few weeks means to circus and carnival musicians: Sassafras time, opening of the season, renewal of old acquaintances and the making of new ones, and watching the departing steps of the "First-of-May Boys".

Herbert Swift, who says he is known as "the famous minstrel man", writes from Wichita, Kan., that he will return to the white tops this spring, after an absence of fifteen years, as bandleader on the Honest Bill Show.

Larry Dehler advises that The Arabians, of which he is pianist and manager, are fast coming to the front as a dance orchestra in and around Long Island City, N. Y. George Grobela plays cornet; Ted Cook, trombone; Bill Walz, drums, and Dick Palmer, clarinet.

H. Perry Hodies, drummer and recent manager of the Jazz-A-Mania Orchestra, now heads the Eight White Devils, a vocal and instrumental combination, which is to play dances and picture houses in Wisconsin, Michigan and Illinois.

"Smiling" Billie Cortbay and his California Moorland Syncopators did not book on as a Paul Specht unit, announcement to which effect appeared in these columns a few weeks ago, and are continuing with dance work in and around Beloit, Wis.

B. F. Tabor has returned to Eveleth, Minn., to direct the public school band and orchestra and also to take charge of the Municipal Band, of which Ed Chenette was leader for nearly two years. Chenette is heading a band act in vaudeville at present.

Bill Bowman, banjoist, and Pete Knight, trombonist, of Roy Wilson's All-American Rag Pickers, visited the Muse during a recent sojourn in Cincinnati. The aggregation, numbering seven pieces, and out of Huntington, W. Va., is routed thru West Virginia and Kentucky.

Members of the Powder River Entertainers, of Glenrock, Wyo., and the instrumentation is given herewith: "I. M. Caldwell, piano; Henry Jacobs, clarinet, sax, and manager; A. F. Healy, trombone; Cal Cox, cornet; Robert Langdon, marimbaphone; G. D. Rawhouser, banjo, violin, sax, and manager; Wm. Place, drums.

Wallace M. Ewing, well known as one of the most capable bandleaders in this country, announces his engagement as musical director of the Johnny J. Jones Exposition. He will leave his home in Champaign, Ill., March 26, for Orlando, Fla., where the triple "J" organization is to inaugurate a forty weeks' season April 2.

The Graf's Orchestra, of Punxsutawney, Pa., is said to be making many friends on its present dance tour of the Keystone State and Ohio. The pianist; Harold Knight, sax, and vocalist; Walt Sears, violin; J. Dorsey Neal, trumpet; Harold Bortoff, banjo; Alfred Dietzel, trombone, and George Graf, drums.

"The Gold Stripes", a march, is the latest of many compositions written by G. G. Gallur, director of the San Quentin (Calif.) Prison Band, since he entered the institution nearly eight years ago. The new piece, dedicated to Tammany Post, No. 72, Veterans of Foreign Wars, was played for the first time by the Cross Cadets' Band, of San Francisco, under direction of Ernest G. Williams.

Thomas Sacco reports a successful indoor season for his band, which played at the automobile show in Indianapolis, Ind., last week, and it to be on the Dedson World's Fair Shows the coming season. The lineup is given as: Cornets, Carl Schulz, "Shorty" Hart and Maurie Scherr; clarinets, Russo brothers and "Chicago Red"; piccolo, C. Brownlee; trombones, Joe Morris and Henry Joyce; French horns, Mason and Peck DeCheln; baritone, Bill Clarke; Sousaphone, Sumner R. Shaw; drums



Miss Charlotte Sterens, dancer with Christie Film Company.

—Photo by C. E. Day.

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and marimbaphone, M. C. Merager and Walter Jones. Miss Maude Mary Lawrence is vocal soloist.

Arnold Leverenz, said to be far advanced in the fitting of music to high-class motion picture programs, recently became chief organist of the Colonial Theater in Tacoma, Wash., as successor to Hazel Holland, who joined her husband in San Francisco. Leverenz had charge of the Wurlitzer program at the opening of the Liberty Theater in Great Falls, Mont., and later was chief of the giant Wurlitzer organ in the Liberty Theater, Seattle, Wash.

The Rainbow Orchestra, a feature of "Styles and Smiles", the fashion revue presented in Iowa by George D. Miller, has the following roster: Russell C. Vlack, piano, trumpet and director; Velo Anderson, sax.; Forrest Ander-

son, sax, and clarinet; Kenneth E. Shepard, trombone; Howard G. Cole, trumpet and violin; Max Sulser, violin and banjo; Warren W. Bowser, cello and banjo; Carl Kies, drums.

Paul Specht, well-known orchestra leader and Columbia recording artist, who plays violin and accordion in his musical act, also performs ably on the piano, saxophone and cornet. It is said. During the engagement of Specht's Orchestra at Keith's Theater in Washington two weeks ago, the combination provided music for the annual dinner of the Evening Star Club in the New Willard Hotel, which was attended by President Harding and statesmen from all parts of the world. In writing of the affair W. H. Claggett, of The Washington Star, said: "Specht's Orchestra could have been there yet, if they had desired to be selfish. The imitation of the various orchestras of the world by

these classy musicians was truly a work of art. Specht combines just plain, ordinary jazz with the classics in a sympho-syncopated manner."

The Seven Spanish Serenaders, formerly known as Callaway's Novelty Boys, recently made their vaudeville debut at the Revell Theater in La Crosse, Wis., and were acclaimed by local critics as being one of the best acts of the kind to visit there this season. The three "S" aggregation is to play independent houses thru the Northwest. Charles Hays is trombonist and manager, "Bob" Lyons piano and dancer, Joe McDonough sax.; "Kenny" Rebus cornet and dancer, Norm Schulze drums, E. Z. Lyons clarinet, "Shorty" Long banjo, Neoma Piness entertainer and Percy Christianson director.



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GETTING MORE REVENUE FROM HOTEL BALL ROOMS

What is believed to be something entirely new in hotel ball room entertainment was presented by the Hotel St. Francis in San Francisco this winter. It was in the form of a series of "Salons Intimes", given under the direction of Reginald Travers. The "Salons" consisted of programs composed of a number of diversissements by a selected company of artists, dancers and singers. Seven performances were given on Monday afternoons and Tuesday evenings, starting January 23, and created quite a stir in theatrical, social and newspaper circles. The performances were discontinued with the coming of the Lenten season, but will be resumed, according to present plans, shortly thereafter.

Dispensing with the usual formal arrangement of chairs in the auditorium, upholstered arm chairs, lounges and comfortable divans were substituted in order that patrons could enjoy coffee and cigars served during the performance. The admission price was \$2.20, there being no additional charge of any kind. Programmed for the opening performance were:

- 1. A COUNTRY WEDDING A Song "Good-by Bachelor Days!" THE BRIDESMAIDS Virginia Pomeroy Lily Littlejohn Edith Berger Betty Satterfield Vera Beacons Florence King The Bachelor Carl McCullough The Girl Marie Louise Meyers 2. KATHARANE EDSON (a) Japanese Epigrams (b) An Arabian Drum Dance 3. A HARLEQUINADE "The Merry Death" From the Russian of Nicholas Evreinov Harlequin Carl Kroenke Pierrot Benjamin Purrington Columbine Verna Mercereau The Doctor Frederick McNulty Death Katharane Edson Scene: Harlequin's House 4. IONE PASTORI Lyric Soprano A Birthday Woodman Tea Yeaux Rabey Il Bacio Arditi Ethel Alexander at the Piano The Incomparable Spanish Artists 5. ESTRELLITA Fatima Spanish-Moorish Song with Cymbals Ay! Que Rico Popular Spanish Song with Fan El Pais De La Hadas Gypsy Song and Dance Scenery and settings for Estrellita's numbers especially designed by "LUCIEN" INTERMISSION 6. INDIAN SUN DANCE.....Verna Mercereau 7. "THE RIVALS" A little scene from Sheridan's play Emelie Melville as Mrs Malaprop Reginald Travers as Sir Anthony Absolute Marie Louise Meyers as Lydia 8. A Few Moments with Carl McCullough 9. ESTRELLITA Intermedio Rigodon Flower Song A La Corrida Spanish Bull Fight Song Panaderos Spanish Dance with Castanets 10. FOUR NEAPOLITAN STREET SINGERS Emil Vaillet Emenuele Polreue Dominick Carror Frank Fignoi 11. SALON SALLY A Song Carl McCullough, Verna Mercereau and Girls

THE MUSIC Violins: Harriet French, Bernice Purrington. Violoncello: Ruth Collier. Piano: Ethel Alexander. The San Francisco newspaper critics commented as follows: George C. Warren, in The Chronicle: "A unique entertainment, delicately, artistically and beautifully done." Curran D. Swint, in The Call: "These ten exquisite bits of anpervandevillo are sure to please even the most critical." Thomas Nunau, in The Examiner: There is a finish and polish and beauty about everything." G. A. Gillespay, in The Bulletin: "Something entirely new and unique to amusement seekers."

Cora Winchell, in the Journal: "A most artistic performance, presented by a well-selected cast." This innovation of the Hotel St. Francis could be emulated by every summer hotel throughout the country. Not only does it mean an opportunity for hotel men to put their ball rooms to work and get more money out of them, but more work for actors, dancers and singers.

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TO JOHN H. KEEFFE, late of Chicago, Illinois. Having a bill filed that a final rule for divorce has been granted against you at the suit of Margaret D. Keefe, your wife, which will be heard by the Court of Common Pleas No. 2 of Philadelphia County, Pennsylvania, of March Term, 1922, No. 161, on Monday, the 26th day of March, A. D. 1923, on which day you may appear and show cause, if any you have, why such divorce should not be granted against you. HENRY JOHN NELSON, Attorney for Libellant, 1011 Chestnut Street, Philadelphia, Pennsylvania.

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**With the
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and
PROJECTIONISTS**

Personals and other items of interest to Carpenters, Electricians, Property Men, Scene Shifters, Fly Men and Motion Picture Machine Operators.

Address communications to Stage Employees and Projectionists Editor, The Billboard, Cincinnati, Ohio.

Ed. Tinney, formerly fifth vice-president of the I. A. T. S. E. & M. P. M. O., and who was recently made an organizer of that union, was in Cincinnati early last week.

Gus Miller, of Local Union No. 27, Cleveland, O., has returned to the Forest City from New York, after having accompanied the body of William Vosburgh, of the crew of the "Music Box Revue", there. Brother Vosburgh was killed at the Ohio Theater, Cleveland.

Officers of Local Union No. 441, Ottumwa, Ia., elected at the last regular meeting of that local for the current year, are: George Dell, president; E. Smith, vice-president; Henry Doran, financial secretary, and Francis Doran, business agent.

William W. McKinnon, editor of the official bulletin of the I. A. T. S. E. & M. P. M. O., has been confined to his home in New York City on account of a siege of illness. As a result the issuance of General Bulletin No. 129 has been delayed and was not forwarded until March 12.

Included in the stage crew of the Grand Opera House, Ottumwa, Ia., are: "Shanty" Price, carpenter; Bill Chambers, property man; Charles Anderson, electrician, and Phil Rossiter, flyman. At the Orpheum in that city are: "Dutch" Miller, carpenter; Pete Hancock, operator, and Art Redman, stage manager.

Jack O'Gara, electrician of the Lyric Theater, Cincinnati, who, late last month, fell from the electric sign in front of the Lyric, is recovering from his injuries at his home in Clay street, Cincinnati. Mr. O'Gara was repairing the sign when he lost his balance and fell to the sidewalk. A bone in one of his feet was broken. He is a member of Local Union No. 5.

The will of Edward H. Convey, financial secretary of the Theatrical Protective Union No. 1, New York City, and one of the best-known stage employees in Manhattan, who passed away January 16 last, was filed for probate a few days ago in the Kings County Surrogate's Court. Convey left an estate of about \$6,000 in personality, which, after all debts had been paid, was distributed among members of his family.

Fred Matery, a member of Local Union No. 137, Springfield, Mo., carpenter with Kelly's "The Torch Bearers", was forced to leave the show at Toledo, O., two weeks ago, because of an attack of influenza. He was taken to a hospital, where his illness responded readily to treatment and had sufficiently abated to enable him to rejoin the show at Detroit March 11. "The Torch Bearers" played the Grand Opera House, Cincinnati, last week, where Mr. Matery's place was taken by a member of Local 5.

Many will be grieved to learn of the death of Harry Rohe, notice of which was published in the obituary columns of the issue of March 10. Mr. Rohe was one of the oldest members of the Cincinnati local union, No. 5, and at the time of his passing was carpenter at the Empress in the Queen City. He died Sunday, February 4, at his home, Bay and Hurbank streets, Cincinnati, of heart disease, superinduced by pneumonia. Interment was in the German Protestant Cemetery in Walnut Hills, a suburb of Cincinnati, Tuesday, March 6. The services were attended by members of Local 5, and many transient craftsmen who happened to be in Cincinnati at the time.

George W. Stofner, of Hamilton, O., is undoubtedly a veteran in the amusement business, judging from information received at this office last week. Mr. Stofner, twenty-eight years ago, served as assistant property man on George W. Stock's Magic and Music Show, and twenty-five years ago was one of the billposters with the Sells Circus. He is known to stagefolk as "Little Todd", or Todd Grabban. At present he is advertising agent for the Jefferson Theater, Hamilton. Mr. Stofner is a member of the Stage Employees' Local Union No. 5, of Cincinnati, and of Local No. 11, of the I. A. B. P. & B., at Hamilton.



(Communications to Our New York Offices)

THE BACONIAN THEORY AGAIN

THE latest addition to the Shakespeare-Bacon controversy has come to hand in Bacon's Dial in Shakespeare, by Natalie Rice Clark. In this book the author professes to have discovered a cryptogram which once and for all decides the question as to whether Shakespeare wrote his plays or not. By following the somewhat intricate directions one can demonstrate that Francis Bacon wrote Shakespeare's plays, according to Mrs. Clark. Unfortunately it is necessary to have a First Folio to carry this process out and these are somewhat rare, to say the least. There are not any too many of them knocking around and the price is beyond most of us.

However, I consider myself rather fortunate in possessing a facsimile of the First Folio. In this book each page is a photograph facsimile of the corresponding page in a genuine First Folio, so that for all purposes except that of antiquarian research it serves fully as well as the real article. I tried Mrs. Clark's cipher on this book and I could not make it work. I do not say that it will not, mind you; I only say that I was unsuccessful with it. So of the merits of this particular book I cannot speak with any first-hand knowledge. However, perhaps we can appraise it in the light of the whole question of the Shakespeare-Bacon question and find its value therein. It also may be interesting to my readers to go over some of the historical ground that underlies the controversy.

Strange to say, it was not until over 200 years after Shakespeare's death that anyone questioned Shakespeare's authorship of his work. None of his contemporaries ever did. Ben Jonson, who knew both Shakespeare and Bacon and who survived the former by twenty-one years and the latter by eleven, never seems to have had any doubt as to the man he called the "Swan of Avon" having written the plays. Richard Barnfield (1598), John Weever (1599), John Davies, of Hereford (1610), Thomas Freeman (1614) and other contemporaries of Shakespeare, all speak of him as a great poet and tragedian. None of them doubted his authorship.

It was not until 1848 that one J. C. Hart, in a book called "The Romance of Yachting", expressed himself in rather general terms as being skeptical of the authorship of the Shakespearean plays. The first expression of the belief that Shakespeare was a man of straw erected by Francis Bacon (not Lord Bacon as Mrs. Clark and most other authors incorrectly dub him) to conceal his identity as the author of the plays was made in 1856. Before this, tho, an anonymous author in an article in The Edinburgh Journal in August, 1852, also chipped into the controversy.

The argument of this author was the one most commonly used until the people with the ciphers came along. He maintained that Shakespeare was an uneducated man, willing to hire himself out as a cloak for the real author of the plays, that his plays steadily become better as they advance in the series and that finally Shakespeare left London with a fortune and the plays stopped with his going.

Now, there are few definite facts known about Shakespeare's life and it is possible to erect all sorts of fantastic theories and make what we know and what we can guess at fit them. So that when W. H. Smith wrote his book, "Was Bacon the Author of Shakespeare's Plays?" in 1856 some of the groundwork of the argument had been laid. Smith held that Shakespeare, thru his bringing up and his lack of culture, was incapable of writing the plays. He said they must have been the work of a man of wide knowledge, who had traveled much and knew books and men. Who more likely than Francis Bacon, who had all these requirements? Who, indeed? Then came the deluge.

In 1857 Miss Delia Bacon wrote a book called "The Philosophy of the Plays of Shakespeare Unfolded" and Nathaniel Holmes wrote one called "The Authorship of Shakespeare" that carried along the argument on the same lines as Smith's. Let me cite just one objection to this theory, which has never been successfully combated. Bacon's works were so carefully written and edited by him that hardly a single error occurs in his books. In the thirty-six plays of Shakespeare in the First Folio, there are over 20,000 errors. This does not look like Bacon's work.

The next important step in this farrago of nonsense occurs when the famous Ignatius Donnelly brought out his book, called "The Great Cryptogram", in which he professed to have discovered the key to a cipher among Bacon's papers that enabled him to extract from the First Folio a cipher-confession of Bacon's authorship of the plays. He omitted to state how the editors of the First Folio, which was printed after the death of Shakespeare, were "fixed" to allow of this strange proceeding. Donnelly's book was first published in 1888, and to demonstrate what a hold the controversy had got on some people, we might mention that a bibliography of books on the subject published in Cincinnati in 1884 has 255 entries.

From Donnelly's and Smith's day to this there has been an almost unbroken stream of contributions to the subject, all of which follow one or the other of two forms: First, that Shakespeare was mentally unfitted for the task of writing the plays; and, second, that Bacon has left a cipher in the First Folio confessing his authorship. Those interested in the subject will find it treated fully in "The Shakespeare Problem Restated", by G. G. Greenwood.

Now, the question as to the authorship of the Shakespearean plays, if there is one, really belongs in the realm of literary criticism. Strange to say, none of the upholders of the Baconian theory seems to know anything of this delicate branch of literary science. If they did, a comparison of Bacon's style with Shakespeare's would leave little room for doubt as to who wrote "Hamlet". And there is one other point covered beautifully by George Brandes, with which we may well leave the subject. Says Brandes: "Those foolish persons who attribute Shakespeare's works to Francis Bacon argue, amongst other things, that such an insight into Roman antiquity as is manifested in 'Julius Caesar' could be attained by no one who did not possess Bacon's learning. On the contrary, this play is obviously written by a man whose learning was in no sense on a level with his genius, so that its faults, no less than its merits, afford a proof, however superfluous, that Shakespeare himself was the author of Shakespeare's works. . . . It was because of Shakespeare's lack of historical and classical culture that the incomparable grandeur of the figure of Caesar left him unmoved. He depressed and debased that figure to make room for the development of the central character in his drama—to wit, Marcus Brutus, whom, following Plutarch's idealizing example, he depicted as a stoic of almost flawless nobility." This, from one of the greatest Shakespearean scholars and Roman historians who ever lived. Mrs. Clark's book is but one more addition to a collection of works of dubious worth on a subject of vast unimportance.



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A Pamphlet on the Theater

W. D. Ascoug, a theatrical manager in Cincinnati, has reprinted a speech of his under the title of **What the American Theaters Are Doing**. It deals mainly with the question of advertising by theaters and the cultivation of good-will among the public by them.

Mr. Ascoug has some sensible things to say on both subjects and it would be well for the theater managers of this country if they took to heart the good counsel he offers them. There is too little attempt to get the good-will of patrons, yet there is nothing better worth striving for. The author stresses the importance of telling the exact truth in all theatrical advertising. That is worth striving for, too. Mr. Ascoug is evidently an enlightened and business-like manager, who has both the good of his patrons and his employers at heart. It is to be hoped that his little volume will have a wide circulation. It will bear careful reading and the practice of its principles by all managers.

BACON'S DIAL IN SHAKESPEARE, by Natalie Rice Clark. Published by Stewart-Kidd Company, Cincinnati, Ohio. \$2.50.

WHAT THE AMERICAN THEATERS ARE DOING, by W. D. Ascoug. Published by Schulte & Cappel, Cincinnati, Ohio.

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Labor Studies Acting

HOW far-reaching is the influence of the theater was indicated in a communication recently received at headquarters. It was an announcement that the Board of Directors of the Central Labor College, Portland, Ore., has started a class in dramatic art.

There is little doubt in our opinion that a training in amateur theatricals is valuable to the receptive mind. It should teach an appreciation of the best in literature, of good diction and of bodily grace. Among other advantages it encourages physical discipline and bodily control.

An Appeal From the German Profession

An appeal for the pension fund for aged actors in Germany has come to us. Albert Kutzner, a councillor of the organization, writes to Equity:

"Allow me to call your attention to an organization whose aim is to lighten the burden and sorrow among the veterans of the German stage, namely, Pensions-Anstalt der Genossenschaft Deutscher Buchnen-Angehorigen (pension fund of the society of members of German stage), Berlin, S. W. 68; Charlottenstr. 85, which was founded 81 years ago by Ludwig Baray, and of which I have the honor of being a council member.

"Through the tremendous fall of the mark and the constant rise of expenses our fund faces the possibility of reducing or even discontinuing the pensions granted to our old disabled actors and actresses unless we are able to raise additional funds.

"In the same of our society I appeal to you to find a way to raise some funds to carry on the assistance given to our people whose sufferings are greater than those of the poor of other occupations."

We publish this letter thinking that perhaps there may be some of our members who may desire to help. The organization corresponds to our own Actors' Fund.

President John Emerson, during his trip abroad, visited Berlin, and reported that in no place where he had been had he received such courtesy and co-operation as he did there when it was learned that he was president of the A. E. A. of America.

A School for Censors

We have always felt that the censorship of motion pictures was unnecessary, and a reflection on the intelligence of every American. This feeling is substantiated by the following clipping from The New York Times:

"All Fail on Censor Test"

"Chicago Board Plucks 43 Would-Be Movie Regulators.

"Chicago, March 5.—Unable to make a passing grade of 70, 43 candidates for the position of Movie Censor of Chicago failed in the examination, the Civil Service Commission announced today. Among the questions asked were:

Defend Your Voice

against the foes of colds and throat troubles by using Spitta's Coryza Lozenges. For many years these really effective yet harmless tiny lozenges have been used with entire satisfaction by some of our foremost actors and singers. Twenty-five cents a box from your pharmacist, or postpaid from the sole makers—

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"What is the meaning of the word Immoral as applied to motion pictures?"

"Would it be harmful to any class of people to exhibit a scene showing a burglar opening a money safe by drilling or by using explosives and effacing all evidence of finger prints?"

"Would you sanction the showing of a writhing snake prominently shown in a motion picture scene?"

"What sort of motion pictures would tend to create contempt or hatred for a particular class of law-abiding citizens?"

"Should a picture be shown that depicts a person administering a hypodermic injection which results in death? Give your reasons."

A new examination will be held.

The Light Opera That Failed

Our San Francisco representative, after devoting considerable time to the members of the American Light Opera Company which stranded in Oakland, California, recently reports that, after negotiating with several managers in an endeavor to place the people, all plans failed and nothing was left but to send the people to their homes.

At one time it looked as the Ackerman & Harris would take the entire company to Sacramento, California, for six weeks, opening there March 16, but the engagement was not consummated because of the appearance of a party who claimed he had an interest in the show. The Ackerman & Harris people under these circumstances did not wish to become entangled.

We understand that Mr. Ray Brandon, former owner of the company, made a proposition to the members, but this proposition did not in any way meet the requirements of Equity and our people were advised against considering it. The people, however, were willing to take a chance, against the advice of their association's representative, and Brandon went so far as to go to Los Angeles to arrange booking. But in the meantime three of the principals

decided that the advice given them by their organization was for their best interests and withdrew and by so doing brought to a close an engagement that would have undoubtedly ended disastrously.

Our representative then informed all concerned that, as all negotiations had fallen thru, all those who wished to return would have to do so by a certain date. Those who accepted were given their transportation and have by this time reached their destination. Some of the company are now working in other engagements.

A singular wanderlust on the part of the players is indicated in our representative's report. Most of the people did not want to go home. Some desired to go to other cities to look for engagements and others wanted to remain in Oakland indefinitely. Everything has now been settled and Equity was enabled once more to relieve its members from embarrassment and humiliation. The time may come when stragglers will be unknown, but that time will never come unless our people are guided by their organization.

Sunday Ruling Explained

We quote the following from the Deputy Report of two weeks ago: "The Council instructs all members of the A. E. A. to decline to appear in Sunday performances of a Dramatic and Musical Comedy classification, such being within our jurisdiction, whether for so-called subscription performances or otherwise, except they be for bona-fide benefits." etc. So that the above will not confuse our members thruout the United States, we take this opportunity to point out that this ruling was made at the time to apply to New York City and other places where Sunday performances have not been allowed, and was not intended to include the cities or States where Sunday performances are being legally contemplated.

War Taxes in Peace Times

There is a bill before the legislature at Al-

Chorus Equity Association of America

JOHN EMERSON, President.

DOROTHY BRYANT, Executive Secretary.

TWENTY-FOUR new members joined the Chorus Equity in the past week.

We are holding checks in settlement of claims for Ann Smith, Charles Murray Blackwood, Larry Lawrence, Salome Clark, Royal S. Trott and Margaret Royce Collignon.

The three main differences between the Actors' Equity contract and that of the Chorus Equity are, with the Actors' Equity contract five weeks' free rehearsal are allowed instead of four, sleepers are not supplied in the principals' contract, and shoes and stockings are not supplied. Many of the larger revues are rehearsed five weeks instead of four. When this happens persons holding the Actors' Equity contract are not paid for the fifth week, those holding the Chorus Equity contract get one-half week's salary. Because they speak one or two lines many chorus people have been persuaded that they are principals and, as proof, it is explained to them that they are getting more than the Chorus MINIMUM salary. To date only one New York management is paying thirty dollars to chorus people in New York productions. The average salary is

from forty to fifty dollars on the CHORUS EQUITY CONTRACT. The reason the manager wants you to believe you are a principal is because he does not wish to pay for the fifth week of rehearsal and all that the principals' contract is bringing the member of the chorus is the loss of a half week's salary. When the manager is so convinced that you are a principal that he will take you out of the chorus dressing room and pay you a hundred dollars a week it will be time to think about taking an Actors' Equity contract.

If you are thinking of taking dancing lessons try the Chorus Equity dancing school where you can get the same service for a dollar that would cost you from three to five dollars.

Do you hold a card paid to May 1, 1923? Your dues amount to twenty-three and a half cents a week. If you pay when it is due it is not a hardship. If you wait a couple of years until you get with an independent company where you must be in good standing it will be more difficult for you to pay.

DOROTHY BRYANT, Executive Secretary.

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THE SPOKEN WORD

Conducted by WINDSOR P. DAGGETT
(COMMUNICATIONS TO OUR NEW YORK OFFICES)

PEGGY WOOD was absent from the cast of "The Clinging Vine" during the last week. Irene Dunne, her understudy, played her part. There is always a little excitement about seeing an understudy. The excitement in Miss Dunne's case took the form of appreciation. She was very acceptable from the first. By the time she came to the song number, "Once Upon a Time", in scene two, she was much more than acceptable. The audience showed not only encouragement, but very genuine enjoyment. Miss Dunne was letter perfect in the part. She gave no signs of nervousness. Her voice has purity and smoothness and a fine quality. It is not a big voice, but it is especially even and musical. It has melodic shading and a fine sense of interpretation. It attracts attention, holds attention, and satisfies. Miss Dunne's speaking voice is also pleasing. Her speech is decisive, and she reads lines gracefully. She met all the requirements of the play. The audience enjoyed her work, and gave her more curtain calls than she had expected. It is quite obvious that the audience will never ask for its money back when Miss Dunne is in the cast.

The book of "The Clinging Vine" is so much better than the book of "Wildflower" that we wonder why some of the doggingly sluggish lines of "Wildflower" are allowed to stand. The comedy of "pudding face" and "hard-boiled pudding without a plum" ought to be beneath the level of any Broadway house. There is usually some fool in the audience who will laugh at anything, but there isn't even one fool to laugh at some of the jokes

in the musical play at the Casino. The comedian hears that his father-in-law is "dead, dead"; then he adds "and he never did this before." Even the easy mark fails to smile at such stupidity. In "The Clinging Vine" the book speeds along in unflinching rhythm, and the performance never stops to let a calf beat.

Louise Galloway is a sweet morsel of an aunt. She doesn't character-act or characterize. She ripples along in a sweet voice and motherly tone, and she smiles and makes merry without being silly. She is a little prettier and a little fresher looking than some of the younger set, and she wears a white wig and elegant gowns in a way that is entirely becoming.

Raymond Crane is a true comedian. He has rhythm, time, a light touch, a sure step, a comic spirit, and a high intelligence in presenting comedy to an audience. He doesn't jolly himself or his audience. He plays comedy. Furthermore, he has an excellent voice. It is viable, musical and big enough for responsibilities. Mr. Crane succeeds in that touch of comic authority which John T. Murray just misses.

William C. Gordon makes a good impression, and Joyce White has magical feet for dancing. There is something unusual in the twinkling joyfulness of her dance steps. It is so spontaneous, so tuneful, and so free from bodily effort that we get the essence of dancing without any suggestion of its mechanics. Another pleasant thing is that Miss White is not

HOW DO YOU FEEL?

A COLORED JANITOR changes the conventional greeting of "How do you do?" to "How do you feel?" The janitor's expression, the less elegant, is quite as logical as the conventional one, for after all it is our feelings that tell us what we are and "how we do." Even the janitor may improve our thinking. How do you feel? is a rather pointed question to apply to the actor and singer.

Mr. Thinking is an actor and singer in musical comedy. He has had six years' professional experience since he left college. He said recently that he was getting some new ideas about his work. He has started to think about himself, his voice and his audience. "It is only recently," he remarked, "that I have ever thought of my voice as anything but a physical product. I am a gymnast sort of person and I have taken for granted that I should put gymnastic energy into my tone. I have also thought of my acting entirely on the physical side. I have never felt my part with much conviction, and I have seldom felt my audience as a close friend. I have been an object on the stage for the audience to look upon. I have tried to reach my audience by physical strength. It suddenly dawned upon me that I was missing something and that my audience was missing something, too. My better self, my real sense of character and my deeper sympathy; these things were counting for little in my work as a singer. My work has consisted entirely in doing something, not in being something. Now that I think about it, I am greatly dissatisfied."

This conversation would not have made so much impression except for a chance remark by another singer in musical comedy. Guy Robertson, in "Wildflower", appeared to be a fairly new recruit on Broadway. As he has a good voice and a good deal of charm as an actor, we dropped in to find out where he came from. We didn't address him in the janitor's language and as him "how he felt", but Mr. Robertson dropped a remark that answered this question admirably. In stage experience Mr. Robertson is essentially a stock actor from the West. His father is no less a man than William Webb, now on Broadway in "Whispering Willows", and with a professional mother, Dolly Davis, he came into the world as a titled actor. His singing career began pretty recently, so that his singing voice is something of a new discovery. He has always had the voice, but he is just now beginning to know that it is really his. "I haven't the slightest ambition to be a concert singer," declared Mr. Robertson, with a youthful earnestness lighting his face. "It is too formal. When I sing I want only one thing. I want to feel that my audience is listening and saying to itself: 'That boy has a pleasing voice, I like to hear it.' If I can feel that my audience is saying that, I ask for no other thanks. I am satisfied."

This casual remark meant a good deal to me, because it explained the subtle appeal of Mr. Robertson's voice and the quiet appeal of his acting in "Wildflower". Mr. Thinking has been singing for six years, looking upon his physique as a factory for tone. He thinks of sending his audience something it can hear. Mr. Robertson discovers his voice essentially in his spirit. His body is simply the servant of his mind and, from first to last, he really sings with his soul. His singing is beautifully unphysical and beautifully unselfish. It is something to be given away in generosity and its inmost feeling is a sense of beauty. That is the way the birds sing.

It was all a part of this same day that I saw "The Clinging Vine", with Charles Derickson in the juvenile role. I always like Derickson for his fineness, intelligence, wisdom and good taste—all the fine things. In attempting to settle in my own mind about Mr. Derickson and "how he feels", I couldn't help comparing him with Mr. Thinking and Mr. Robertson. Mr. Derickson is not gymnastic. He is not physical. He is mental, studious and orthodox. He determines everything by good form and perfect taste. His hair and shoelace must be neat. His voice, like his shoelace, must be handled with respectability. Mr. Derickson is not physical. He shows much sympathy in his work. And yet his grasp of an individual who must never go wrong. That is his limitation. That is why his voice is not bigger. He hasn't the feeling, he hasn't the desire to go over that Mr. Robertson has. Mr. Robertson would be willing to make a false step if he could only share with his whole audience the something that he wants to give. Mr. Derickson prefers to be correct. He is cautious rather than courageous. He shows timidity rather than daring. He is more conventional than the birds. Mr. Thinking, before his audience, "feels" that he is a voice pump. Mr. Derickson "feels" that he is a proper young man. Mr. Robertson, with blind instinct, "feels" his audience, a joy of life and a sense of beauty to be shared. His technique gives him his safeguards, his inmost personality gives him his voice. It makes a difference how we feel, whether we put gymnastics, or caution, or love of humanity into our work, for we get out of our character and voice just what we put into it. A little psycho-analysis is good for the throat. "How do you feel?"

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featured to death or worked to death. She is just a lovely ripple on the wave.

In "Polly Preferred", Genevieve Tobin is featured as the insipid heroine of an artificial comedy. In pale makeup, limp walk, invalid smile, and puerile voice, Miss Tobin is brought to our attention as a "type" that men go mad about. With eyes that do nothing more important than to wink the habitual winks of common mortals, Miss Tobin carries a vacuous face thru the entire performance. Such vitality as her voice may possess has been discarded in favor of the insipid personality that Wall streets brokers play their cards for.

In the early part of the play one suspected that this insipidity was preparing for some sort of a contrast later on. But the part is not built up for contrast. The theme of the play is the "beauty of innocuous stupidity." Miss Tobin has sunk her personality completely for the sake of the part. Winchell Smith, her director, appears to have told her that he knows what the public wants, and perhaps he does. It is unfair to compare this play with "Merton of the Movies". In the character of Merton there is a human interest based on the tragic experience of adolescence. This experi-

ence is a convincing study of human nature, and Mr. Hunter's portrayal of the part very justly arouses interest in the thinking man. In justly arouses interest in the thinking man, in "Polly" we have nothing but an artificial "success" story dealing unfaithfully with some of the artificialities of Broadway show business. If Miss Tobin does anything clever in this play, it must be her imitation of Southern dialect. Her imitation is somewhat faithful in drawl, intonation, "flat" sounds, and dialectal pronunciation. But her dialect, like the rest of her characterization, is entirely devoid of personality. It is obviously a work by word imitation, repeated in parrot form. The tempo is entirely artificial, with no variation in the studied effect of speaking a dialect. For this reason, the dialect becomes wearisome after the first few samples. Even in her curtain calls Miss Tobin keeps her character of blankness. She appears to have been told that the more she resembles a sheet of white paper the more her audience will call her "beautiful". This gingerbread comedy, with pale frosting, has a good cast. The artificiality of situation is so strained that no one has much excuse to act convincingly, but some of the cast suc-

(Continued on page 58)



By *Elita Miller Lenz*

THE SHOPPER

Address all inquiries and orders to Elita Miller Lenz, care of The Billboard, 1493 Broadway New York. Please make your remittances in the form of money orders, made payable to The Billboard Publishing Company. While the services of The Shopper are free to our readers, it is requested that stamps accompany all letters to which replies are desired.

1. The girlish sports frock illustrated was designed by Dorot, an artist and sculptress, who designs and sells feminine apparel. It may be made to your individual measurements for \$18. As you will note it follows the straight-line silhouette that is becoming to all figures.

Persia print home, in a mixture of green, blue and tan, makes the body of the dress, while the sleeves are of plain fabric to match the green background of the Persia-print. The turn-back cuffs are of Persia-print, and the belt is of brown suede. If, however, you prefer some other shade, Dorot will send you samples, as nearly like your preference as possible.

The frock is a design you will not see in the shops or on the street, as Dorot does not supply other shops with designs.

The debonaire felt hat matches the green background of the fabric and costs \$10.50. It may be ordered to match the color scheme of the frock.

Address orders or inquiries to the Shopper.

(2) The novelty bag illustrated is the newest thing in Bagdom. It is made from a fine quality black mottre silk. The frame is of finely chased imitation Roman gold, decorated with a turquoise matrix, with a sapphire on each side. The wrist strap is made adjustable by a clasp. Lined with changeable silk. A round, silk-backed mirror is secured to the lining with a fine chain. Altho small this bag is quite commodious. The smart woman will feel a great deal smarter with this pretty novelty suspended from her wrist.

3. A shoe dealer who offers 15 per cent discount to the theatrical profession on presentation of credentials offers the slippers illustrated. They are a novelty and may be had in all shades of soft, pliant kid. They may also be made to your measurements, to match the gown, for \$11.95. May be had immediately, however, in bright shades of red, green, blue, gold and tan. These graceful, colorful shoes are ideal for stage wear, and one sees them along the Avenue matching the afternoon gown or tailleur.

4. Here is your opportunity to assure yourself of some fine Vanity Fair ribbed silk undervest for spring and summer at \$1.10 each or three for \$3. Pink only. The same firm offers sheer, very sheer tussie, superfine chiffon, full length flare top, for \$2.60 a pair, in all shades, or four pairs for \$10.

5. The Shopper takes pleasure in announcing that it is now possible to secure booklets illustrating and describing in detail the Netherland we illustrated a couple of weeks ago. This, as you will remember, is the three-in-one garment, combining undervest, brassiere and corset. It imparts to the figure the svelte lines of youth, providing a costume foundation of smooth, unbroken lines, free from bulkiness. Just the garment for the dancer, aerial worker or contortionist. It costs \$5 in a combination of made cloth and silk tricot, in white, flesh or orchid.

6. There is a corset hospital in New York where you can have the corset for which you paid a good price cleaned, copied or cut down.

7. While shopping about the city the other day we discovered a pattern book of paper costumes. The designs are reproduced in the book of colors with full instructions for making. The price of the pattern book is 10 cents, and, while the instructions specify paper, a fabric may be used as well. Professional and little theater groups planning pageants, carnivals or musical productions are invited to order this book thru The Shopper, including a 2-cent stamp for postage. There is also a special book of children's costume patterns, same price.

8. There is also a booklet, entitled "How To Illuminate Halls, Booths and Automobiles, Electric Lights, Chandeliers, Etc., for All Occasions". This is 10 cents a copy, plus postage. (Continued on page 55)

STYLE GLANCES

"Tut-Tut" Is Fashion's Theme

"Tut-Tut" was the greeting chirped to The Shopper the other morning by a fashion designer, who also maintains her own shop.

"Ames!" returned The Shopper. "Makes me weary, all this Egyptian style chatter," responded the designer.

"Never mind," comforted The Shopper, "they sealed up poor little Tut's tomb until the fall and the Egyptian fashion theme is fast dwindling to a faint dimming."

"There's where you are wrong," said the designer. "It's nearing a grand crescendo rather—maybe its final crash. But, anyway, I wish women would think more about maintaining their own individuality in selecting apparel than about Tut-Ankh-Ames! Imagine a blond Egyptian! The blond should adhere to the

classic drape. Let the American flapper continue to wear her typically American apparel—sports costume, which is exclusively American in origin—goodness knows, there is plenty of it to choose from. And the demure ingenue—well, what could be more becoming to her than pastel-tinted taffetas and lovely laces, developed after the colonial silhouette? And the brunet shouldn't forget the charm of a Spanish shawl, fan and comb."

"Tut, Tut!" we cried, pointing to a pile of Egyptian-printed silks and cottons.

"Selah," agreed the designer, "but look at these chiffons, silks, crepes, satins, homespun, flowered metal cloth, organdies and ginghams. Those are worth talking about. And don't forget the charm of the knitted silk slipover sweater when worn with sport hose that match it in color. Then what could be more chic than a cream-colored, homespun sportsfrock embroidered in yellow with a cape to match—perchance even a hat of the same fabric?"

"Now, let's laugh," interrupted a man artist who was painting panels for the designer's shop reading from Vogue Magazine: "To every age its own beauty! When Vogue was young an ideal beauty would have been described thus: Bust, well-rounded; waist, 18 inches; hips, prominent; face, an natural; manners, gracious. Now Vogue has thirty years and beauty is summarized thus: Bust, flat; waist, an natural; hips, none; face, camouflaged; manners, as few as possible."

While we were still laughing the door of the shop opened and in breezed a musical comedy showgirl with a long box under her arm. "I've something novel to show you," she cried en-

(Continued on page 56)



A Persia print or Paisley homespun is used to develop this smart sports frock with slenderizing lines. It may be made to your measurement. The hat, complementing the costume may also be purchased. (See Shopper's column.)



The very newest handbag and the very newest novelty in footwear, selected from shops catering to theatrical women. (See Shopper's column for particulars.)

THE VANITY BOX

(a) There is a new face powder on the market that comes in one lovely shade of peach, attained by mixing many colors. It is equally desirable for blonds, brunets and twist-and-tweens. As it clings to the skin unusually well it will prove a welcome change for the woman who has experienced difficulty in selecting a powder that really stays on. Another virtue is that it is conspicuous only in the complexion improvement it imparts. Four cents in stamps will bring you a generous sample or \$1 buys a large box. Order thru the Shopper.

(b) Are you troubled with blackheads and enlarged pores? If you are you should use Beauty Sachets to draw the blackheads to the surface so that they may be easily removed, without bruising the skin. (A box of sixteen beauty sachets cost \$2.75). After the blackheads have been removed a special pore cream should be applied to the pores to close them. The pore cream costs \$1 a jar. These preparations may be ordered separately if desired.

(c) The Shopper is very enthusiastic about a cleansing cream she has just discovered, because she may recommend it unreservedly. It is a cleansing oil cream, a blend of Oriental oils and lemon juice that is snowy white in color. It quickly penetrates into the pores,

loosening all secretions, and it has a magical effect upon the stains and discolorations soap and water will not remove from the hands. A wee bit of this cream applied to the cuticle loosens hangnails and makes their removal a simple and painless matter. Men who have asked for a cleanser that is better than theatrical cream are invited to investigate this Oriental cleansing oil. \$1.10 to \$2.20 a jar. This cream is ideal for parched skins with a tendency to wrinkle.

(d) To give Madame's eyes an interesting, languorous expression and to deepen their color, there is nothing quite so effective as Eye Shado, which sells for \$1 a box, a soft brown powder that is blended over the eyelids. Order thru the Shopper.

(e) Have you pimples and eruptions? You will find gratifying relief from these blemishes in Mme. Helena Rubinstein's special treatment: A special medicated cream, selling for \$2. Mme. Rubinstein, as you probably know, is not only a skin specialist but an M.D. as well.

(f) It is now possible to purchase Death's Twenty-Four Hour Lip Rouge thru the Shopper. This exquisite cream rouge is waterproof, and a small jar costing \$1.50 lasts for many months. (Continued on page 55)

GLIMPSING THE MODE

The changes in fashion are coming in such rapid succession that it is a difficult matter to keep one eye on the new apparel shown on the stage and the other on the fashion barometer without becoming the victim of cross optics. We are even a bit dizzy, intoxicated, as it were, with the brilliance of colors and the many beautiful phases of the silhouette. Millinery, apparel and underwear all show decided changes from the mode of the past season. Before chronicling a few of these changes we will glimpse the apparel worn by actresses in new plays:

ESTELLE WINWOOD'S FILMY CHIFFONS

Estelle Winwood, co-star in "Anything Might Happen", at the Comedy Theater, New York, is a charming picture in floating chiffons that seem to reflect the light texture of the farcical play.

This winsome young actress greets her audience in a three-piece suit of rose-colored fabric. A janny box coat closes house-fashion at the left side and is trimmed with a generous collar and cuffs of grey fox. The skirt is accordion pleated and a jacquette blouse of the same fabric is worn beneath the coat. With this costume she wears a small, chic rollback chapeau of rose color silk, faced with alternating rows of tan and brown ribbon, daintily shirred.

Miss Winwood appears in the second act attired in an exquisite gown of white chiffon over shimmering white satin. The fitted basque is topped with a novel circular collar of chiffon, from which is suspended a fringe of crystal beads. The circular full skirt is gathered and encircled with a girdle of similar heads, from which fall group strands of crystal beads, extending to the hem. Over this sheer frock Miss Winwood wears a cape-wrap of gold cloth, the collar of which is fashioned from flowers of the same material.

Miss Leon Morgan of the same cast wears what appears to be a replica of Miss Winwood's frock, except that it is developed from two tones of orchid chiffon. The girdle is fashioned from silver ribbon, while her wrap is of silver and blue brocade, with a large collar of imitation chinchilla.

A very striking gown, that borrowed its inspiration from medieval days, is worn by Dorothy Francis, star of "Rita Coventry", which recently opened at the Bijou Theater, New York. It is an evening gown of scarab-green crepe over silver cloth. The crepe forms the bodice and falls away in voluminous uneven folds, suggesting an inverted Easter lily in shape, and revealing the underdrift of silver cloth. A wide rhinestone girdle defines a low waistline. Rhinestone pendants fall from the girdle at intervals to the bottom of the skirt. Miss Francis wears a simple band of silver cloth about her classic coiffure.

CRETONNE FROCKS IN "LADY BUTTERFLY"

Among the many lovely and elaborate costumes worn in "Lady Butterfly", the musical comedy at the Globe Theater, New York, are the cretonne frocks worn in the "Chintz Ballet". One of these frocks, made of glazed chintz, is snugly fitted at the bodice with a bouffant skirt much like those of Colonial days, which divides to reveal an underskirt of white organdy, the organdy being repeated in a hertha collar. Tiny black satin buttons are used for trimming. A quaint little cretonne cap completes the costume. Another gown of the "Chintz Ballet" is a cretonne of roses and green leaves. The tight-fitting bodice is of pink taffeta with sleeves terminating above the elbow. Below this pink satin sleeve flares another wide puff sleeve of the cretonne, which is gathered close to the wrist. A snug little cap matches the costume and is set off with a chin-strap and streamers of black velvet.

"UNDIES" DEPART FROM THE USUAL

She who in past seasons could pack her "undies" in a Boston bag will now be obliged to resort to the old-fashioned closet again; for she must not only add to her collection several costume slips with a well-defined waistline, but several lingerie petticoats trimmed with scalloped ruffles and Irish lace aplenty.

While crepe de chine, radium silk and chiffon underwear is still being shown by the shops, supplies of all-white underwear are being received daily and are now on display in the show windows. One reason for the return of the petticoat is the accordion-pleated skirt now being worn at Palm Beach and to be later worn by smart women generally after the first robin has made its appearance. Then, again, the sheer frocks of pastel-tinted organdy with well-defined waistline and full skirt appear to better advantage over white lingerie. It is considered (Continued on page 56)



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Silk hat	\$ 15
Opera hat	15
Informal Evening:	
Tuxedo soft hat	10
Derby	10
Business:	
Turned edge soft hat.....	7
Cavanagh edge soft hat.....	8
Bound edge soft hat.....	10
Derby	8
Sport, etc	
Cross country, lightweight, soft.....	5
Cloth stitched hat.....	6
Cap for golf.....	4
Cap for travel.....	5
Cap for motoring (camel's hair).....	7
Hunting silk hat.....	20
Hunting derby	10
Occasional Wear:	
Triple-ring brush	15
Triple ring brush.....	15
100 per cent beaver soft hat.....	40
Velour	18
Summer—For Business Wear:	
Sennit straw	5
Fancy straw	7
Informal Evening Wear:	
Bankok or Ballybantal.....	12
Panama	50
Traveling Case:	
For four hats and two caps.....	60
The indispensable items of clothing:	
Evening suit	\$200
Evening overcoat	175
Dinner suit	175
Black cutaway coat, white D. B. waist-coat, odd trousers	175
Black sack coat and waistcoat, odd trousers	150
Six sack suits, at \$140	840
Chesterfield overcoat	150
D. B. semi-fitted overcoat	150
Box overcoat, raglan shoulders, for motor-ing	150
Lightweight storm coat.....	150
Sport suit for country wear.....	140
Golf coat, waistcoat, trousers, knickers and extra linen, knickers	200
Tennis trousers, white cricket cloth, flannel or linen.....	35
Riding suit, dark coat and waistcoat or Tattersall waistcoat, check breeches.....	225
Yachting suit	150

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There is a prophylactic hair brush on the market about which the actor folk are very enthusiastic because of its strength, the high quality of the bristles and that it is quickly washed and dried. It is only \$1. Who wants one?

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Cheaper trunks, the old-fashioned kind, second-handed, with trays, can be bought for a mere song from a costumer who has a cellar full of them.

THE VANITY BOX

(Continued from page 54)

as only one light application a day is necessary to keep the lips red, soft and fragrant.

Many New York women are cutting down their marcel wave bills by patronizing a beauty parlor specializing in a semi-permanent wave. This wave is said to last two and three weeks and is achieved by the use of "Curline". Those wishing to purchase "Curline" may do so thru the Shopper. It is \$1 a bottle. It does not make the hair sticky or mar its natural luster. It is equally good for keeping hair curled.

THE SHOPPER

(Continued from page 54)

Some wonderful effects can be achieved with paper. We saw an Oriental display, showing black Egyptian figures silhouetted on a background of orange crepe paper. Even palm trees were ingeniously suggested. As we viewed this striking display we thought: "What a wonderful black drop that would make for a little theater!" If you have an artist with your group he can trace the figure on a black background with white chalk and the cutting work is child's play.

Now that the bobbed hairdress is passing, women are turning to transformations and other means of achieving the longer-haired coiffure. If you have the problem of bobbed tresses to solve you will be interested in the new Frances Roberts catalog showing magical transformations with natural-looking scalps, as well as a hundred other different styles of artificial hair, including the Peggy Bob for the ingenue. There is one reservation made before sending out the catalog, which is free, and that is that postage be included in your letter and that you give either your permanent address or route ahead.



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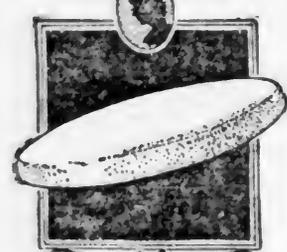
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STYLE GLANCES
 (Continued from page 54)
 enthusiastically. "Here (tossing the packing to the man artist), unwrap it."
 After half a dozen layers of tissue paper were removed a long, ludicrous, stream-like doll with a black face, measuring about one and a half inches wide and about three feet long, was revealed.
 "Oh, a suggestion from Egypt, with Pharaonic tendencies," snickered the artist.
 "Why, you silly," cried the showgirl, "it's the new King Tut doll!"
 "Tut, Tut," ejaculated the artist in a high-pitched voice—but we didn't hear the rest, for we left at the first sign of an approaching argument on the designer's face.

Here's Controversy!
 "Jed", who writes our motion picture reviews, brought the controversy from the studios of the First National (and yet they say a man is NEVER interested in arguments!). And this is the manner in which the controversy is presented:
 "Can a wife carry on a business or professional career and run her own home successfully at the same time?" Feminine "Yeas!" arise on every hand. There are some vociferous "Nays!", too. A. S. M. Hutchinson started this contention with his book, "This Freedom", which claims that it can't be done.
 A woman can do both is the contention of Bradley King, famous scenario writer, but she adds that the home must come first and fame must follow as a sort of special gift of the fickle gods of fortune more than a deliberately pursued prize." In "What a Wife Learned", Ince-First National picture, she takes as her subject the problem of the professional woman's struggle between love and a career.

He then continued the subject by saying that Mrs. G. Vere Tyler, noted novelist, agrees decidedly with Miss King; that Mrs. Tyler's last year's novel, "Children of Transgression", and her new novel soon to be published in London, deal with love as a jealous master which will brook no rival; that to substantiate her contention Mrs. Tyler says: "My attempt at a career (with the publication of one book) made my life so unbearable that, as far as a publication was concerned, I was compelled to abandon it until after the death of my husband."
 Then along comes Anita Loos, dean of scenario writers, who looks like a little girl, with bobbed locks and great eyes. "The American woman is a poor housewife and should seek work outside the home," she says. Miss Loos, who is Mrs. John Emerson in private life, was asked if her career interfered with her domestic happiness, to which she replied:

"Mine has not for the very simple reason that I have had a career from the age of seven, and I believe that as women get more and more used to careers they will more easily handle their domestic relations. The American woman is such a bad housewife that I believe she ought always to try to find a place in other work. As a cook she is atrocious, and her needle work is so badly done and inartistic that she can't make her own clothes and almost all needle work used in the home is imported from the peasant districts of Europe. A look about at American children will prove to almost anyone that an American woman doesn't know how to bring them up. On the other hand, American women are the most efficient in the world at business, and I believe that any American woman who has a career in any business whatsoever should stick to it after marriage and leave her house-keeping and the bringing up of children to hired foreigners, thus saving her husband from chronic dyspepsia and her children from chronic bad manners and lack of charm."

GLIMPING THE MODE
 (Continued from page 54)
 smart to have the skirt of the costume slip a few inches shorter than the frock, revealing a glimpse of the ankle. We recently saw a red satin slip under white organdy that gave this pleasing glimpse of silken hosiery.
 We notice a great many three-piece sets of French lingerie, consisting of chemise, step-in drawers and nightgowns. The woman who is fond of embroidering will welcome the return of these hand-embroidered sets. Many interesting treatments of the neckline are shown. There is the bateau, the V-neck and the off-shoulder line similar to the evening decollete, but elaborated with a quaint ruffled fold. Seldom, if ever, have these dainty "nickles" sleeves.
 In fact they are introducing undergarments of jade green, corn color, turquoise, mauve, orchid, rose, and even black—not to forget white—crape de chine bordered with colors. Black is frequently combined with white net. An interesting Parisian note is the embodiment of the cape idea on lingerie and negligees. The cape resembles a bertha, made of lace and soft materials.
 Negligees begin to look more like the batwing frocks of last summer, having a low-set waistline confined with a girdle and wide flowing sleeves. One of these negligees is developed from black chiffon over red. Chiffon and crape de chine, trimmed with silver

and cream lace and pleated skirts, are other tendencies.

SLEEVES AND GLOVES
 Everything seems to be sleeveless. We have sleeveless frocks, paletots, sweaters and what-nots. Of course, the more conservative woman insists on the elbow-length sleeve, while the ultra-smart woman affects the long tight sleeve reaching to the wrist. This variation in sleeve lengths is responsible for the imposing array of gloves of every possible length, which means, of course, that Madam may follow her own sweet fancy in determining the length of her sleeves. As ludicrous as it may sound, it is not unusual to see wrist-length gloves worn with the sleeveless frock. It is a common sight in the theaters of New York.
THE VOGUE OF THE VEIL
 When March "goes out like a lion" it should have a sportive time with Madam's veil, judging by the milliners' displays, which include veils, veils and then more veils. For, be it known, the vogue of the veil has returned. There are long veils and short ones; veils that tie beneath the chin or those that will be draped and flung to the winds; as well as veils that terminate where the saucy tilt of madame's nose ends. Spanish laces, hexagonal meshes, as well as dotted veils, are seen in almost every shade and color combination. However, in the advance showings there is also a soft shade of grey called "mountain mist" which bids fair to be most popular. Then, too, the conventional shades of black, brown, sand and beige are also prominently displayed.

FASHION NOTES
 Our first lady of the land, Mrs. Harding, made her first appearance since her illness when she gave an audience to a bevy of newspaper women attired in a charming robe intime. This robe is described as a full-length coat-effect, with panels, fashioned from asbes of rosea chiffon over silver grey satin. Embroidered pastel flowers formed the trimming.
 The narrow fur stole is being revived. Sometimes it is double-furred and is developed from kolinsky or squirrel. A novel effect is achieved by using the Deauville handkerchief for foundation and border of the stole. In the larger scarfs, fox in dyed beige, platinum and blue are being shown, altho some small animals in sable and marten are among the advance showings.
 Stoles and collarets are being revived because of the popularity of the jacquette for spring wear.

Bright-colored shoes are the newest thing for day or evening wear.
 Hose to match the hat are exceedingly smart. The lace parasol is marked for popularity.
 It is said by a fashion authority that the new hose in nut, champagne and beige will be worn with the new brightly colored shoes and even with gold slippers for evening wear.
 "Women's Wear" tells us that long coats of Paisley pattern, embroidered with steel beads and topped with a collar of black or silver-toned fox, are within the mode.
 Hairbands seem to be growing in popularity, with the bandeau of rhinestones vying with wide metal ribbons.

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LITTLE THEATERS

There is a new Little Theater group in New York City called the Muse and Amuse Club, which is located at 108 West 46th street. O. R. Jones is secretary.

A Hindu play, "The Ordeal", was produced by The Union of the East and West, composed of American and Hindu players, on Friday evening, March 9, at the Community Church, New York City.

The Threshold Playhouse, under the auspices of The School of the Theater, presented "The Golden Thrill" on Monday evening, March 12. The Threshold Players are composed of pupils of this school.

"Whappin' Wharf", the Charles S. Brook comedy, was presented on Saturday afternoon and Sunday evening, March 3 and 4, by the Lenox Players. Burton W. James directed and the cast consisted of eight players.

Word comes from Fremont, Neb., that the Wynn Players of that city scored a success with the dramatization of "Summer Is a Comin' In", by Louis Parker. The Wynn Players produce one play a year.

An organization entitled The Co-Operative Players began a season at the Lenox Theater, New York, on March 12. The initial offering was "Rosmerholm", to be followed two weeks later by "Ghosts" and Strindborg's "Easter".

The February program of the Ft Dodge (Ia.) Dramatic League was given at the High School Auditorium on Tuesday evening, February 20. Two one-act plays were presented: "The Finger of God" and "Thursday Evening".

The Drama League of Evansville, Ind., located at 49 Washington avenue, Evansville, Ind., announces that "Miss Lulu Bett" will be its next production. Grace Kiechle of the Stuart Walker Players, an Evansville girl, is directing rehearsals.

The Association Players of the Ninety-second Street Y. M. H. A. will present as their first offering of the season three one-act plays: "How She Lied to Her Husband", by Bernard Shaw; "The Birthday of the Infant", by Oscar Wilde, and "The Ciel", by Louis Beuch. Rehearsals are being directed by Percy Shostac.

A class in dramatic art has been established at Wittenberg College, Springfield, O. The new class will be directed by Prof. Paul R. Brees of the public speaking department, and will consist of a two-semester-hour course. It will deal with play production, stage setting, makeup and the selection of casts.

The Community Arts' Association of Santa Barbara, Calif., organized two years ago, including groups working in the community theater movement, a symphony orchestra, a "plans and planting committee", and a school of the arts, was presented, several months since, with an income of \$25,000 a year by the Carnegie Fund.

"The Truth", a four-act play by Clyde Fitch, is to be presented by the Dakota Playmakers of Grand Forks, N. D., late in March. This will be the second full-time play to be offered by this society during the year, Booth Tarkington's "The Wren" having been presented on February 15. It is said that both plays will be taken on a State tour later in the season.

The Cedarhurst (L. I.) Dramatic Club will present "The Dictator", by Richard Harding Davis, on three evenings, March 22-24, for the benefit of six charities, at the Inwood High School, No. 4, the last performance to be followed by a dance at the Rockaway Hunting Club. Courtlandt D. Moss is director of the entertainment and Mrs. Laurence McK. Miller has charge of the publicity.

Three one-act plays were presented in the auditorium of the Hudson (N. Y.) High School the evening of March 2, for the benefit of the school library. "Lima Beans", by Alfred Kreymborg; Booth Tarkington's "The Ghost Story", and "Neighbors", by Zona Gale, made up the program. The Misses Dowland, Francis Handler, Lamb and Ward directed the plays.

The Little Playhouse Company of Cincinnati, O., held a Stuart Walker meeting at their little theater, Kemper Lane, March 2. The plays presented were "Sir David Wears a Crown" and "The Birthday of the Infanta". Jean Loeb, daughter of Sam J. Loeb, played the role of Sir David, and June Bancroft played

the Queen. Margaret Semmes enacted the Infanta, Elizabeth Rankin the Fantastic, Selma Jones the Duchess of Albuquerque, Betty Smith the Chamberlain, and Rubie Scott the Count of Tierra Nueva.

Tentative plans have been made by the Wisconsin Players' organization, Milwaukee, Wis., to organize an arts theater company. If these plans mature Milwaukee will be the second city of America to foster such a movement, the other being New York.

"We have made many experiments, all aiming in the general direction of a regular company," said Mrs. Laura Sherry, directress. "We have had students' casts in public performances heretofore, but have seen students' earnestness does not make up for deficiency in technique. Therefore we have decided to pick from the many excellent and capable players in our membership, a company that will regularly present the big and little theater programs."

There are some forty to fifty active Little Theater groups in greater New York and surrounding territory. The managerial heads of these organizations will, at an early date, hold a meeting in New York for the purpose of exchanging ideas and talking over plans for mutual benefit and greater co-operation. It is possible that an organization will be effected. The meeting has been called at the instigation of the Little Theater Service Bureau, associated with the Louis Hallett office, 1493 Broadway, New York. This bureau has quite completed the organization of the Little Theater Circuit and with the opening of the season will send out a number of attractions specially produced to meet the demands of the Little Theaters, throughout the country.

The special matinee performances of Little Theater plays for children and juniors were resumed by the Little Theater Society of Indianapolis, Ind., on Saturday afternoon, March 10. "The Wishfellow", a fantasy with music, by Helene Heathcote Guild, was presented by the members. The next regular production of the Little Theater Society of Indianapolis is set for Friday night, March 23, and will include three one-act plays: "Nocturne", a fantasy, by Herman L. Earnest which received honorable mention in the recent prize-play competition conducted by the society. The other two are prize plays: "Treason", a drama of the Great War, by Manrice C. Jull, and "Where Do We Go From Here?", a satire, by William O. Bates. The four prize plays are to be published in a special volume by the Bobbs-Merrill Company.

"Milestone" was presented by the Community Players at the Community Theater, Poughkeepsie, N. Y., during the week of February 18-25. Of the acting The Poughkeepsie Eagle-News said: "It would be difficult to give particular honor to any one member of the cast, so splendidly did everyone take his or her part, yet it is difficult to pass on without mentioning the splendid characterization of Philip Sherman in his role of John Rhead. Thru three successive acts he dominates the scene and always without overdoing his part." T. Carlton Upham as Sam Sibley, William Curley as Ned, and later as the grandson; Beatrice Palmer as the heroine,

and Mrs. Fred Morgan as the annt, received special mention. Others in the cast, which was characterized as excellent by the newspaper, were Frank Stout, Robert Burton, Mrs. George Waterman, Miss Ermentrude Lansing, J. P. Lawrence, John Ehleider, Frances Shattuck and Mrs. Mary F. Lihou. The production was o. k.

The Lighthouse Players, a Little Theater group composed entirely of blind young women, gave a program of three one-act plays at the Lighthouse of the New York Association for the Blind, 111 East 59th street, New York, on the afternoon and evening of March 3. The playlets were "The Conflict", by Clarice V. McCauley; "My Lady Dreams", a fantasy by Eugene Millot, and "For Distinguished Service", a comedy by Florence Clay Knox. Rosalie Mathlew, a scholarship pupil of Yvette Guilbert, directed the blind players. Among the players was Mary Bierman, in the past identified with the Neighborhood Playhouse before she became blind four years ago. It is said that it is necessary to use all of the "properties" during rehearsals, as it is only thru familiarity with them that the young women are able to find their way about.

"Organized effort does not mean necessarily affiliation with a large movement. You dramatics may be purely local. Perhaps in most communities this is best. Then the performances will be source of local pride. The enthusiasm will be spontaneous and concentrated. The lessons learned from defects and merits may be applied to local conditions at once. And above all such an arrangement should arouse a valuable sense of loyalty. Frequently movements spread widely over the entire country waste upon 'causes' or 'ideals', energy which should go into actual dramatic productions. The wrangling about policies, and more powerful still as a bone of contention, the collection of assessments and the disbursement of funds, consume time and attention which are necessarily taken from the stated and supposedly intended purpose of the organization to be busied with play production.

"CLARENCE STRATTON, in "Producing in Little Theaters."

New York has been very busy in the Little Theater movement during the current season. Following are listed some of the activities of the various groups:

The Sprague Studio Players presented Stephen Phillips' tragedy in three acts, "Herod", at the Heckscher Foundation Theater, Fifth avenue at 104th street, New York, on Wednesday evening, February 28. From the standpoint of pure dramatic art "Herod" was outstandingly the best of several more plays recently produced by different Little Theater groups in this cozy playhouse and indicated, to our mind, much pains-taking effort in the matter of direction and proper costuming. While "Herod" is not an easy play for a Little Theater group it was handled in admirable manner by these players and held the audience in rapt attention. Aaron Benenson's handling of the role of "Herod" was surprisingly masterful, while Berta Armstrong, as the perturbed Queen "Marismne", was excellent in emotional scenes. The balance of the cast gave exceedingly strong support.

This play was repeated the following evening at Washington Irving High School under auspices of the Bureau of Lectures, Board of Education, New York.

The program announced that other plays to be produced at once by the Sprague Studio Players are Zona Gale's comedy, "Miss Lulu Bett"; "Clarence", by Booth Tarkington, and August Strindborg's "Motherly Love".



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Chicago Passe as Producing Center?

Newport, Ky., March 6, 1923.

Editor The Billboard—I admired the motives that inspired the anonymous Chicago writer to tell the truth relative to the Mid-West situation in his open letter to The Billboard two weeks ago. He was actuated by a desire to protect his actor brothers from a wild-goose chase into a hopeless, jobless remnant of a once-productive center.

Some organized effort should be made to stop the propaganda that is only a fantasy of the real conditions prevailing. To read some reports given out in Chicago one would imagine that a thousand productions would travel out of that city this season. On the strength of reports of scarcity of thespians, I traveled to Chicago, only to find sorry conditions. Actors haunted the offices of agents, who had nothing to offer but a few jobs with tent managers for about seven weeks' work.

I was in Chicago in August, when conditions were bad, and went there again in October, when conditions were worse. Of course, the railroad and coal strikes had something to do with retarding things, but today many a talented actor is still hoping against hope in the lobbies of the hotels, and there are some young people among them.

As I write a paragraph in The Billboard falls under my glance that there is a shortage of ingenues, juvenile men and leads. I wonder from whence the source? Letters that I receive from the Chicago agents are none too promising.

I believe that Chicago is passe as a producing center. Salaries are unspeakable. So before rushing pell-mell to Chicago, I say with my anonymous friend (and all know why he remains anonymous) let us think twice and "rather bear the ills we have than fly to others we know not of."

If this be published, I ask that my name be withheld for the logical reason that agents do not like these "complaints", and some of them might bar me from engagements if my identity is made known.

Henderson's Story of Seattle "Flop"

Seattle, Wash., Feb. 27, 1923.

Editor The Billboard—There has been so much misleading publicity indulged in with reference to The Cosmopolitan Players, in stock at the Orpheum Theater, this city, and our connection with that short-lived organization that I feel called upon to give the truth an airing.

I was engaged as director and my wife (Marguerite Allen) as leading woman. We were to report for rehearsals January 8 and open January 14. On January 5 we received a wire at Portland, Ore., telling us that it was imperative that we leave immediately and open on the 8th, at one day's notice. We wired that such was impossible, but that we would fulfill our original agreement, which proposition was re-accepted and transportation sent us.

We canceled our vaudeville time and were ready to leave when a telegram came, calling off the engagement. On January 15 we were sent for again and accepted a ten weeks' contract (Equity), calling for transportation and excess baggage both ways. We left Portland January 18, arrived in Seattle two days later and opened in "The Girl in the Taxi" January 21.

My salary as director commenced at once and for the half-week I got a check that was returned "N. S. F.". It was made good afterwards. At the end of the first week no salaries were forthcoming. E. J. Wolf, assistant manager, told us that Don H. Duncan, the manager, was in Portland on business, but would return the following day. I discovered that Mr. Duncan was at the Los Angeles Hotel in Vancouver, B. C., where he remained during the following week. Altho Mr. Wolf and the treasurer, a Mr. Wright, stated that they had no knowledge of Mr. Duncan's whereabouts, the long distance telephone records will, I believe, show that the three were in daily communication.

"Bonnie Brier Bush" was advertised for the following week and on Monday night (the birthday of the poet, Robert Burns), the house was sold to the Caledonian Society. Members of the company decided to play and split the weekly proceeds pro rata. The sheriff got in ahead, however, and the split at the end of the week was \$2 a head. Altho I was engaged to direct, I played Lachlan Campbell—a good two-dollars' worth.

Mr. Nichols, of the Royal Theater in Victoria, B. C., saw a performance of "Bonnie Brier Bush" and booked the show intact for his house. The Scottish societies arranged for a booking thru Canada under their auspices. Mr. Wolf went to Victoria and sent for the company, except for my wife, Mr. Allard and myself. We had been engaged, but without a word of intimacy, were left behind. Mr.

Wolf switched parts and got a couple of cheaper paid people. As the show was not up to the standard he had engaged, Mr. Nichols refused to pay the guarantee and the Scottish societies did not want the organization as it stood. Mr. Wolf was out of reach—somewhere up the line—and the company members, left to their own devices, came back to Seattle.

We have placed our claim for salaries due as per contract in the hands of local attorneys.

(Signed) V. T. HENDERSON,
 711 Fifth Avenue, Seattle, Wash.

THE SPOKEN WORD

(Continued from page 51)

ceed in doing so. William Harrigan as the promoter of the pale beauty is extraordinary in this respect. There isn't a moment in the play when he doesn't succeed in creating illusion. He has heart and soul even in tame scenes. He is free from artificiality and tricky methods. His voice has much persuasion, and even his walk has personality and intrinsic purpose. It is Mr. Harrigan in particular who holds this play together. Thomas W. Ross, as the lady's man of the story, has the thankless part of being the stage villain. He therefore has none of those good scenes such as "The Wheel" furnished him a few months ago. Mr. Ross is in good voice. He has various things to do in the interests of the play.

William N. Bailey is a pleasing actor. He knows a number of things about standing well on the stage. He has technique of the subtle sort. He is able to play the artist and the gentleman both in manner and speech. He is mannerly without pose, and if he takes positions with unusual elegance, he does so without self-conscious affectation. Edward Van Sloan livens up this Polly-want-a-cracker playlet by bringing his pungency and "temperamental" affectations into scenes that are too much lacking in personality. Like Mr. Van Sloan, Beatrice Nichols has "pep" and ability to deliver character from her eyes and attitudes.

Harold Walbridge is entirely refreshing in his wholesome comedy and naturalness. His good nature shines all over him. His voice is nicely expressive. His big eyes and facial expressions are full of character. In a part of no great consequence Marjorie Eggleston succeeds in appearing like a real woman out of real life. She has a rich tone of cultured modulation, and she knows the power of apt suggestion in good acting.

"Mary the Third" has some ideas in it, and some good characterization. The story as a whole is unconvincing, but its commentaries on married life and "fapper" freedom is sometimes to the point. For one thing, it is hard to understand why such a pert and entertain-

ing little mother-in-law should be such a problem to this somewhat practical family. The weakest part of the play is the "unhappy" talk of a fairly normal mother and her inconceivable weakness in making decisions according to the unbaked ideas of her fifteen-year-old son. This decision was adroitly attended to off stage, and the audience was simply asked to accept it for the convenience of the author.

Louise Huff shows considerable versatility in her voice impersonations of Mary the 1st, Mary the 2nd and Mary the 3rd. She gives individuality, conviction and loyalty to her own youth and to the trustfulness of her mother. She is modern, colloquial, effective, and a bit reckless, without being wild or superficially fanciful. Her voice is not convincing in the emotional scenes. After the scene with her father and mother in act two her crying seemed more like stage crying, and her voice lacked emotional relaxation. By the end of act two it showed signs of hoarseness, which appeared to be the result of strain.

May Galyer is a tuneful "Granny". She brightens up every scene, and always in a perfectly legitimate way. Her scene at the breakfast table is good comedy on family life.

Beatrice Terry is a careful speaker. She was best at the beginning of the play. If her manner grows monotonous the false note in the part is doubtless responsible. By the time mother surrenders her married life, her husband and her future fate to the notional arguments of her children there isn't much left of her personality. She can sit in a chair and look pensive, but that is about all.

George Howard as the father rings with uncertainty. He looks the "type", and some of his pantomime is good, but in speech he is never quite restful or convincing. One gets the impression that Mr. Howard is an automatic speaker. His speech seems to be in his jaw rather than in his head. He is always on the verge of talking faster than he can think. He has verbal collision, and we wonder if he knows what he is saying after he has said it.

Ben Lyon and William Hanley are well contrasted as types of young men. Mr. Lyon has brawn and virility and good everyday speech. Mr. Hanley has a personality of finer material. He shows a good deal of breeding in his acting, and his correctness of speech gives no signs of being newly acquired. He has much of that quiet earnestness and weight that is noticeable in Guy Robertson in "Wildflower". Both Mr. Hanley and Mr. Robertson are masculine types with unusual artistic sensitiveness. Morgan Farley is pleasingly youthful as the younger brother.

"The Tragedy of Nan" was presented in the auditorium of the Washington Irving High School Friday evening, March 2. The play was produced by the Dramatic Club of Mount Holyoke College, under the supervision of Miss Isabelle Couch, Associate Professor of Speech. Miss Couch is described to me as an inspiring teacher of unusual imagination and resourcefulness. This was evident in the work of her

students of the dramatic club. All the parts were played by women, and most of them are members of the sophomore class.

The High School auditorium is a large one, but the women's voices were easily heard, almost without exception. The tragedy of Nan Hardwick was presented with a good deal of force and illusion. In the part of Nan, Miss M. Catharine Nash was perfectly identified with the character she was playing. She has professional reserve, the undercurrents of deep suffering with the outward calm of a strong character. She was free from "gesture" and all the other small marks of amateur emphasis. Her manner and facial expression at all times conveyed the inward struggle and depression of soul. Miss Nash never "lifted her voice" to make herself heard. Her conversational tone was usually easy to follow, and it would probably have been heard in an ordinary theater, but its resources sometimes sank below audibility, in the rear of the house, in the quietest scenes.

In the difficult role of the cruel mother, Bethenia K. McCreery depended on a strong beat rather than on rhythm to give her the tone of this part. Her voice had unusual force, and the strong beat was a little less convincing in repetition than a more subtle form of expression would have been. Helen C. Bahnmiller played the father with understanding. Her pantomime was often effective in creating illusion. Her intonation was especially true to character, but her voice after all belonged to the gentler sex. Virginia R. Dufresne was well cast as Jenny. In youthfulness and shallowness of character she was well contrasted to the character of Nan. Her girlish selfishness in regard to her lover was well done, and her scene of guilty conscience when Nan turns on her was well voiced and was genuine in emotion. Christine K. Seward as the lover was the best man of the play. In stature, heaviness of manner, and weight of voice, Miss Seward created a good deal of illusion.

The professional actor sees little relation between the amateur actor and the work of the theater, but the relation is very close. In the training of an actor it is the years of experience and the eternal drudging that counts. In the training of an audience the amateur dramatic club, under a good director, is an important educational institution. The amateur actor may be just an amateur actor and his annual appearance after months of study may seem like the phosphorescence of a glow worm compared to the noontday fires of professional genius. But the amateur's patient study has developed a critical faculty of no mean proportions. His forty weeks of rehearsal has meant something to his personal development, and forty weeks has often meant more to him than it means to many of our professional parasites who earn a living on the stage. The amateur in competition with the professional actor is negligible, but as a member of the audience he is a constructive force. The more seriously our amateur work is done the more mature and grownup becomes the mind of our theater-going public. That is the importance of Miss Couch and of the college dramatic club.

Another purpose of the amateur club is to give expression to the love that is in us. At a semi-professional performance I noticed the work of a young woman who seemed to be infinitely superior to many of the women who succeed in holding a job in the theater. I took this woman to be a professional, and I couldn't understand why she was playing in the byways and hedges. In my note of congratulation I asked her why she was not playing on Broadway. This was her answer:

"You don't understand why I am not playing on Broadway. Unfortunately, I do understand. It is merely because I am one of the great army of the unknown and there is nobody with sufficient interest or influence, whom I know, who can help me to get there. I've tried very hard myself, but as I must earn my living and help in the support of my family I cannot afford to spend much time pounding pavements and waiting around offices; besides I have found doing that futile. So I spend my days pounding a typewriter in a commercial office, and most of my evenings working with the little theater movement. Such a life is not satisfying, and I constantly live in hope of some day working wholly in the profession I love, but I admit that hope is gradually dwindling."

After all, that statement is not much more pathetic than the statement of many a professional after the theatrical honeymoon is over. The theater to many an actor is just his bread and butter. If you have his confidence, he will tell you that he doesn't like the "theater" as it is, or the "life", or the "people". As an actor said to me some time ago: "I have been in the business fifteen years. I have the satisfaction of knowing that I can act. For the next fifteen years there is not much ahead of me but the grind."

There is just as much pounding in the profession as there is at a typewriter in a commercial office. With a family to support, the typewriter by day and the little theater by night have certain advantages. Even the illuminated palace may be a heart-break house, so I've been told.

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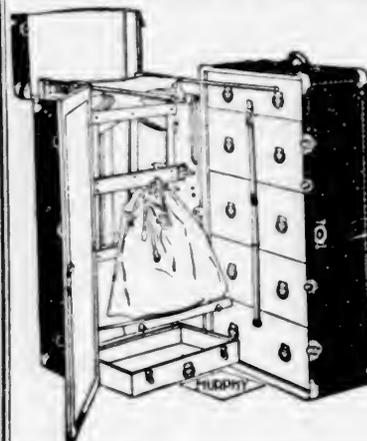
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MINSTRELSY

(Communications to our Cincinnati Offices.)

Doc Whitham joined the Lincoln & West Minstrels in Carthage, N. Y., last week. Mr. Whitham says the show is doing good business in Northern New York State.

Andy Lightfoot, who writes from Marysville, Calif., would like to know when Jimmie Cooper and Gov. Daniels, former members of the Al G. Field Minstrels, will put out their own minstrel attraction, as was announced some time ago in this department at their request.

Ray Parsons, formerly with Al G. Field's Minstrels, is one of the principals with the Bowker Musical Comedy Company, which is headed by Payne Hammond, formerly with the Chicago Grand Opera Company. The organization is playing thru Iowa.

Fifty years ago this March 3 Cornercross & Dixey's Minstrels, direct from the Eleventh Street Opera House in Philadelphia, were holding the boards at Pike's Opera House in Cincinnati. The local critics said it was a great show.

Turning from black to white will be the next move for Hobby Gossans. Since closing with the Hill-Evans Minstrels the minstrel and clown has been playing vaudeville with his wife on their way to Chicago, where they open with the Sells-Floto Circus for the coming season.

J. E. (Bud) Richards, musical director and band master, wishes to know who remembers when Mickey Guy rejoined the Rhoda Royal Shows with his Indianapolis trained "honnd", the original straw hat eater called "Mitz". How many hats did you buy that season, Mickey?

Willard H. Weber, better known on the stage as The Great Weber, will be one of the feature acts in the American Legion Minstrels which will take to the road soon after Easter. Mr. Weber will be seen in his new act, "Malotta's Society Ball", in which he will introduce his jodeling numbers.

Zip Lee, comedian, holds the long-distance sleeping record with the Lassca White Minstrels. He can sleep twenty-four hours without eating or even turning over in bed. Sam Vermont says it's a good thing he sleeps plenty for he and the other boys couldn't stand Zip's noise if he were awake very long.

Geo. Hackett, better known as Baby Joe, will be with the Marlow Brothers' Minstrels under canvas again this summer. This will be Hackett's eighth season with Manager

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Write J. C. WADLINGTON, Shelbyville, Ky.

Robert G. Wing's minstrel company. Geo. Reed has been engaged as general agent. The top will be 50x110 feet, and it will take seven trucks to move the entire outfit.

Herbie McAtee, young brother of Benny McAtee with J. A. Coburn's Minstrels, is a promising semi-pro. blackface entertainer of Mobile, Ala., where he is said to have made a hit recently with the introduction of a new novelty song, "Too Many Smiths", written by Mrs. Julia A. Fowler, a member of the Alabama Pen Women's Club.

Billy Deason, for many years a member of Al G. Field's Minstrels, has again been wintering in Tampa, Fla., sitting in at theaters and at private entertainments occasionally to help defray his living expenses. Mr. Deason, who went blind about eight years ago, has been heard over The Times radio twice this year, the last time singing especially for folks

in Alabama, his home State. When in Tampa, he puts up at the Marlborough hotel on Tampa street.

Scotty F. Burns, who formerly had his own show, The Golden Gate Minstrels, on the road, recalls days when "Blind Joe" Lucier rendered "The Palms" as a cornet solo on the old Lucier Minstrels in 1900; when the Van Boys were with the old San Francisco Minstrels in 1900; when George, Albert, Eddie, Arthur and William Guy were the only real minstrels to do capacity thru New England in 1902; when Al Martz transported his own show overland playing the summer resorts in a mountain coach and made down-town parade in the same coach in 1909; when the La Barre boys made a tour in 1908 of the New England hotel resorts thru the White Mountains in New Hampshire; when Bobbie and Billie DeRue in 1907 toured New England with the juvenile interlocutor and boy soloist, "Little Joe Lambert"

FROM LONDON TOWN

The Vaudeville Field

Billboard Office, 18 Charing Cross Road, W. C. 2

By "WESTCENT"

That Moss Empires Loss

LONDON, Feb. 14.—Sixty thousand dollars is some loss when one considers that there was a profit for the year 1921 of over \$320,000. True, there has been great depression in trade, but we personally think that Gillespie's sudden affection for importing high-priced American acts during our summer had something to do with the losses. Last summer was bad for trade in May and June and you remember the funk Gillespie, Payne and Gulliver had in their going so far as to call a meeting of the V. A. F. officials and some of the prominent stars concerned therewith with a view to getting British salaries reduced, in some cases down by 45 per cent. A fact which weighed very heavily with the V. A. F. officials and others was the knowledge that Gillespie had contracted for American acts to appear during the period in question at figures ranging from \$1,500 to \$350 weekly, while home artists were not getting anything like it. It is true that R. H. G. is alleged to be dead against the booking-for-years-ahead system, but the thing at fault seems to be the whole booking system itself. We have spoken to him on this point on several occasions, but he's gotten an idea that we personally are prejudiced against him and his booking men. That is not so. Of the booking committee of the Moss Empires, Lepard and Tommy Osborn have been associated together for many years and Osborn years before that, as Frank Allen's secretary. Cecil Collins joined the "crowd" via his management of the Empire, Newcastle, and H. M. Tennant is really the only man who comes new to vaudeville. Tennant's predilection has been to "concertize" the Moss Empires programs, but we believe he has somewhat altered his views. The paying public wants "real" variety and naturally gets sick of seeing piano act after piano act on the same program or even "musical" ensembles" week after week. Maybe this latter duplication of acts is caused when they give block bookings to big touring shows which force them to transfer all the acts booked to other houses with the result stated. Gillespie is such a good fellow that one strives to avoid continual lecturing, but we fear the shareholders will call for some promise of an endeavor to give the people what they want and not what individuals of the Moss Empires booking committees think they want.

Gulliver the Modern Vaude Shylock

We don't mean this disrespectfully to Gulliver of the London Theaters of Varieties, but he is certainly exacting his pound of flesh, with the blood as well, for the slightest infringement of his contracts. This way. The barring for an ordinary London suburban contract allowed by the arbitrator in 1919 was 32 weeks prior to a decision which Fred Bus-

sell got from Ashton K. C.—and then pinned him down to that as irrevocable. Gulliver put in a plea that he didn't want his acts to work "turns", namely at another establishment during the current week, and that he would pay the acts a salary for their services to be "exclusive" to his hall. This was the custom, and is, for the provincial bar. Right, said the arbitrator; if you pay a man for his services exclusively then your barring can be 40 weeks. This was not given to Gulliver alone but to any management that cared to do likewise. Gulliver at once made all his London contracts exclusive and that's where many acts have fallen into his clutches as, the other London suburban barring clause being mostly 32 weeks, the acts think that the L. T. V. is the same. What happens? An act breaches the barring clause by playing within the forbidden 33 to 40 weeks inclusive. Nothing is said to the act until it has actually contravened his contract and then comes the cancellation of the date infringed together with a claim—legally enforceable—for the face value of the contract also. Quite within the bond, be it admitted, but this business is making Gulliver as exasperated as Walter Gibbons was during the pre and post-strike period era. The majority, in fact 99 acts out of 100, think the bar is 32 weeks and it is bad enough to have to be canceled for playing say 37 weeks prior, but to have the face value of the contract enforced as an additional penalty is absolutely bogging it, isn't it? A similar thing happened to the Gresham Singers who were playing Islington and were asked to deputize by the L. T. V. management at Edmonton, about six miles away. They did so, but couldn't oblige the management again the following night, as they had promised their services at a Charity Concert at the Queen's Hall. Nevertheless they fulfilled their week's engagement at Islington. Then the L. T. V. people wrote the Greshams asking what they were going to do about the breach of their exclusive engagement. Lots of correspondence went on between the two parties, but the penalty for the breach was either the cancellation of the week breached or an action at law in which Gulliver would have had to prove his damages. Gulliver left it too late to cancel Islington midweek. You must know in the British contract certain clauses have certain defined penalties. It was unfortunate for the Gresham Singers that they still had to play the Palladium for Gulliver, and he countered them by claiming their Palladium salary for the breach. This was illegal, so they had to compromise for \$50, failing which Gulliver had given instructions for their salary to be withheld, thereby causing the Greshams to have sued for it, with Gulliver putting up a counter claim as above. It was estimated that,

The West, Stone & Weaver Producing Company has just been organized in Norfolk, Va. Claude West, a premier minstrel comedian, at one time with the Barlow, Wilson, Primrose & West and the Al G. Field minstrel companies, will personally direct all performances. Eddie Stone, a finished soft shoe dancer, late of the vaudeville team of Stone and Harford, and Geo. Primrose Minstrels, will direct all dancing and big drill numbers. Herman Weaver, violinist, formerly with John W. Vogel, Lew Dockstader, and The Original Cohn & Harris minstrels, will produce all musical and song numbers for the new company. This aggregation will own its own wardrobe, scenery and electrical effects and will cover the principal cities of the South next season, including Dallas and Waco, Tex., which have already been booked.

George W. Englebreth said he would like to see a big city minstrel company comprised of the following members to play all big city time for the present day. Neil O'Brien, "Banjo" Eddie Ross, Eddie Mazler, Happy Benway, Sugarfoot Gaffney, Lassca White, Jimmy Wall, Swor Brothers, Billy Beard, Nick Harford, Slim Vermont, The Leighton Brothers and John Cartmell, comedians; J. Lester Haberkorn, Will Oakland, Franklin Beattie, Billy Richards, Paul Cholet, Norman Brown, Herbert Wiltson, Eddie Clifford, Homer Featheringill, Paul Van Dyke and Dave Irwin, vocalists; E. V. Cupero, bandmaster; Carl Shilling and Frank Fuhrer, musical directors; Tommy Hyde, Billy Cawley and George Faut, dancers. Some show!

A capacity audience greeted "Lasses" White's Minstrels at the New Orpheum Theater, Hannibal, Mo., Wednesday night, February 21. Every number presented was endorsed and the applause given "Lasses'" songs and jokes, and "Slim" Vermont's dancing and

(Continued on page 214)



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PIANO-ACCORION SUPREME.
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A LONDON LETTER

Treating of the "Legitimate"
By "COCKAIGNE"

LONDON, Eng., Feb. 22.—In his latest book, "Things Which Have Interested Me", Arnold Bennett, than whom few know more about the contemporary theater, attacks London managers for their fear of novelty and their scant initiative in trying out new dramatists' work. So, too, does St. John Ervine, who is contributing a valuable constructive criticism under the title "The Future of the English Theater" in The Sunday Observer.

Ervine decries the managerial tendency to attempt to find duplicates of popular successes. It will be interesting to observe whether the criticism of two such well-informed writers has the effect of allaying the nervousness of our impresario, and of giving new plays by young playwrights a hearing.

"Lincoln" Redivivus

The Birmingham Repertory Theater last Thursday revived Drinkwater's "Abraham Lincoln" as a special commemoration of ten years' work, the anniversary of which is thus marked by the presentation of the theater's greatest discovery. This piece will be kept on for a fortnight.

Arnold Bennett's Challenge

The evil practice of shipping children abroad in dancing troupes and supposed theatrical ventures has been checked lately owing to the steps taken by the Passport Office. Agitation by the A. A. resulted in regulations being made whereby no manager could take children abroad without a sort of visa by either the A. A. or V. A. F. Thus a traffic which was open, subject even to grave abuses, has been virtually stopped.

Sending Children Abroad

On Monday last Lilla Schofield, alias Fields, was sentenced to two months in the second division without the option of a fine. This woman had been warned by the police that she must obtain licenses, but had failed to do so. While in Holland the company was in distress, and the state of affairs was brought to the notice of the authorities thru one girl complaining to the British Consul.

It is very satisfactory to note the strong view taken of this case by the Bow Street magistrate and to realize that a serious attempt is being made to stop the unlimited exploitation of young artists by callous "managements".

Marie Tempest's Contempt

Her return was for most of us the event of the season. Since we heard of it we have all been saying to one another: "She'll show us!"

Well, she came. At the fall of the curtain she told us that she had been almost afraid to come back to us after those nine years of absence. She began to make a speech, and then some of us told her in no uncertain voice what we thought of her play. The modest critics did not share in the uproar, but they allied themselves in thought with the interrupters. For Miss Tempest had shown her contempt of the intelligence of the loyal London public, and not even a first-class artist can expect to get off scot-free if she mocks our loyalty and plays ducks and drakes with our appreciation.

The Reason Why

Most of us were at a loss to understand why this delightful and accomplished executant, who has lost nothing of her charm or her certainty of touch since she left us, chose to reappear in a rapid, false, uninspired and cramping tedium in three acts like "Good Gracious, Anabelle", which gave no chance to Miss Tempest's histrionic goodness nor to her personal graciousness. But, after sleeping uncomfortably on it, I have come to the conclusion that Miss Tempest has accepted as gospel the pronouncements of dispirited bigbrows with regard to the decadence of English taste. So she determined to show us that she had acquired plays as bad as any we have ever seen and that she could go one better—or rather worse—even than "Plus Four". Well, she has succeeded, and if it is any consolation to her I will award her the decaying palm and the mouldy laurel wreath that I keep in my critical property-room for these dreary occasions.

Or Again—

She may have been pulling our legs. She may have said: "This is the sort of thing the British public hates. I'll give them a chance to show their contempt for catch-penny artists who degrade their art by playing in these wretched works. I'll show the world that my London friends know a good thing, but allowing them an expensive but very effective opportunity of demonstrating their resentment of the four hundred and nineteenth-rate play."

And yet again, she may have committed this act in all seriousness. But I hope, and shall continue till after her next first-night to hope, that she has her clever tongue in her charming cheek.

Theatrical Minimum Wage

I learn that the Actors' Association is endeavoring to bring the theatrical profession

within the provisions of the Trade Board's act. This would, of course, determine conditions of employment and subject any who broke the provisions of the act in the matter of hours of work, wages, etc., to the direct legal penalties imposed by this form of legislation. It would prove an effectual bar to the further activities of the hegus manager and on this account alone it is to be hoped that the association will be successful in effecting this proposal.

Opera Booking Entente

The two principal opera organizations at present working Great Britain are the British National Opera Company and the Carl Rosa Company. Owing to a lack of correlation clashing of bookings has frequently occurred and recently, but for the withdrawal of the latter group after one week's playing, the two would have been competing in Glasgow. Carl Rosa transferred to Perth and all was well. Since then the parties have conferred and the National will visit Scotland late, the Carl Rosa early in succeeding years, a business-like and amicable arrangement that bodes well for both crowns.

A Suburban Repertory Theater

Kingston-on-Thames, the charming riverside borough and popular resort of Londoners, is to owe to the initiative of Evelyn Cecil and Michael Raghan a repertory theater. For this purpose they propose to acquire the St. James Hall, which will be converted into a playhouse to be called the Mirror.

I hear that a resident of Kingston, well-known in the neighborhood, is taking a lively interest in this project which, if well handled, should prove a sound commercial proposition. There is little competition, especially in the purveying of the more solid theatrical fare in this Western suburb and a really well-contrived propaganda campaign should assist in the steadfast establishment of a Little Theater there.

The Right Kind of Publicity

I stress this subject of propaganda because it seems to me that the more advanced elements of theaterdom are inclined to neglect the publicity department to their own undoing. This is not to suggest that I believe in the efficacy of "eyes-and-teeth" paragraphing or the scare of lost pearls or redeemed virtue. But the innovators

should remember that the public has become accustomed to modern advertisement method. Dignity and aloof reticence is all very fine and large, but it does not fill theaters, and an empty repertory theater is more contemptible than the lowest-browed show ever conceived by a huckster-impresario.

Mission spells miss if the public doesn't know about it. There is a ready audience for the right stuff, but that audience has by reason of repeated disappointments become theater-shy. The barriers that speculators and incompetent have put between intelligent, potential theatergoers and the playhouse have got to be broken down before repertory and little theaters will thrive. And it is by judicious publicity campaigns and sincere and effective personal appeals that the public will be lured past the box-office.

The Short View

I was discussing this matter lately with one well-known London manager who has a splendid artistic record and a lamentable balance-sheet to show for several years' work in London.

He told me of steady weekly three-figure losses and no return on production expenses. I asked him: "Did you never attempt to organize an audience?" "We organized the plays and considered that we had done our part," was his reply.

Imagine Selfridge's saying "We organize our shop, and leave the rest to the Almighty." Messrs. Legs-and-Frills Management, Ltd., know better that my austere acquaintance and while he and his kind neglect publicity they are predestined to failure. For publicity of one kind or another is the order of the day and the sincere artist-manager must develop sincere publicity of an efficiency equal to the tosh-advertising of tosh merchant.

Brevities

Algernon Blackwood, well known as a novelist and part author of "Through the Crack", has joined his friend Henry Ainley's "Oliver Cromwell" Company.

Stanley Vilven, a new singer to London, scored well in the part of Ducat in "Polly" at the Kingsway last week. He played in "The Beggar's Opera" on tour.

Muriel Terry had to leave the cast of "Polly" and has now recovered from an operation sufficiently to justify hopes of her early reappearance as Trapes.

"Henry VI", second half of Part 2 and all Part 3, was seen at the Old Vic last week, a continuation of the series of Shakespearean Chronicle plays.

The Oxford University Dramatic Society Company, which performed "Henry IV", Part I, (Continued on page 61)

AUSTRALIA

By MARTIN C. BRENNAN,
114 Castlereagh Street, Sydney.

SYDNEY, Feb. 6.—The legitimate houses have made no changes since the new year, nor are any scheduled for some little time to come.

Will Verne, of Vande and Verne, prominent in vaudeville, is an inmate of a private hospital in Adelaide. His case is diagnosed as acute pleurisy, but he is slowly recovering.

Bessie Lester, American comedienne who has been in this country for several years, is back on the Harry Clay Time, and working with a female assistant.

"Long Bill" Dyson, erstwhile comedian, is down from Woy Woy, his wife being in Sydney Hospital, where she is in a very bad way, very little hope being entertained for her recovery. Hal and Jim Dyson, who have been in the United States for many years, are brothers. Irene Cross, assistant in the Wong Toy Sun (Claude Guest) magical act during the past eight months, has left the conjurer in order to join the Pama and Lawson show now touring New Zealand.

The Klecks, who supply the big electrical novelty in the Hippodrome pantomime, have played all over America with this offering.

The Mansfields, American blackface entertainers who arrived here some weeks ago on spec, have not connected with any of the circuits yet, owing to the continued illness of the male member, who has been indisposed ever since his arrival here.

Vera Spaul, prominent as a child actress here several years ago, returned from America recently, accompanied by her husband and infant child. She has been resident in the United States for several years, and made the trip back to see her parents.

Jack Emsworth, who was out with the Ray and O'Donnell pantomime for two seasons, will now go on the road with D. B. O'Connor.

Gordon Conrad, whose disassociation with the Auditorium, Melbourne, came as a great surprise, is now connected with a small costume-comedy combination in the Southern capital.

Louis Bonison, the American dramatic actor, returned from New Zealand recently, accompanied by the full company. He will present his own play, "The Lady of My Dreams", next month.

Nettie Bramley and her dramatic company,

after a lengthy tour of New Zealand, will do a short season in Adelaide.

Ada Reeve has not given any information yet as to her present intentions. Altho the company has been given notice, the members are hoping that a miracle will eventuate at the eleventh hour.

Eddie De Tisne and Harrington Reynolds, American players who are running a successful dramatic and comedy combination in Brisbane, were recently the guests at Government House subsequent to the Governor and his lady having witnessed the show at the Theater Royal.

Arthur Morley, veteran vaudeville man, is now presenting vaudeville, in conjunction with pictures, at Stanley, Queensland. Morley was for many years with Harry Clay.

Harry Lander will commence another tour of Australia this Easter. He will play under the Williamson management.

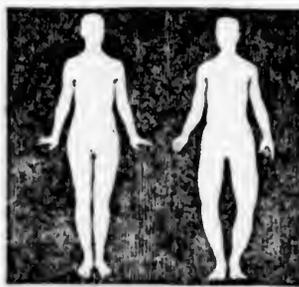
W. H. Vauchan Smith, a member of the Reynolds-de Tisne Players in Brisbane, is seriously ill in a local hospital. His wife is Rosa Palmerston, a prominent costume comedy artist.

Hugh J. Ward has secured the Australian rights of Bairnfather's "Old Bill, M. P.", and it is possible that Harry Thurston, now playing in this country, will be given the title role.

An esteemed personal friend in Harry Bondini made a reappearance in Australia last month. That is to say, he was the feature in a star film. Many acquaintances of the wonder man made a special pilgrimage to the theater, during the run of the picture, and were pleased to note that their well-remembered pal looks as good as he did twelve years ago (when he first flew an aeroplane in this country), but appears to have put on considerable weight.

Delavale and Vockler, Australian vaudeville entertainers who returned from England some time ago, are now playing some dates around the better class picture houses. Several other acts are now finding the film theaters a channel of revenue during their regular layoffs.

Madame Dolinda, the trapeze artiste who has been playing the Harry G. Musgrove Time, announces that she will retire from the stage shortly in order to marry a business man in Melbourne. Madame Dolinda is either Spanish or



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French, and played this country first some seasons ago with Wirth's Circus.

"If Winter Comes" is now being rehearsed with a view to its early presentation in Melbourne.

Sir Benjamin Fuller went to Melbourne recently in order to have a brief look over the ground, and, incidentally, to see what "The O'Brien Girl" was like. His opinion was superlatively favorable.

Harry G. Musgrove has arranged for a regular service of overseas artistes commencing from the end of next month. This country will certainly appreciate this consideration.

Dan Clifford is still running a vaudeville and costume comedy company at the Semaphore, Adelaide, the business now showing a marked improvement over the first few weeks. Dick White, of the Dicky-Dorothy Trio, is organizing a costume comedy company for Melbourne.

Magiean Nicola is doing a season at the New Strand, a picture house. He has cut down his regular show for this house.

Sir Benjamin Fuller, accompanied by Lady Fuller, leaves for a brief visit to the East next month.

Edwin Geach, of the directorate of Union Theaters and Australasian Films, is now having a ten days' vacation at one of the beaches.

Jack Apdala, after doing a very successful season with the Musgrove firm, has signed on for a tour of the Fuller Circuit. He certainly

(Continued on page 92)

WILL MARION COOK IS TO TOUR IN CONCERTS

Will Marion Cook, who is probably the best known of colored musicians, and the greatest living composer of the race, returned from a long stay in Europe recently. He at once became very busy and in collaboration with Alex Rogers is writing a big comedy with music to be called "Cotton Blossoms". It will be produced with seventy-five people in the early spring. Big New York interests are financing the project and it is slated for Shubert booking.

The latter part of March he will go on a ten-day tour with thirty-five members of the Clef Club, going as far south as Richmond. At the conclusion of this he will head a group of thirty-five musicians and a few specialty artists, including a Haitian folkloric dancer, on a trip to the Far West, going by the Northern route, thence down the coast and back over practically the same territory thru which the "Emperor Jones" is now playing.

Lewis Douglas, Mr. Cook's son-in-law, a young man who has been the idol of London playhouses, staying three solid years at the Pavilion, will soon join him here. His son, Merton, is assisting his father in his preliminary work. The young man is an Amherst College lad.

Before the close of the interview at the Clef Club, where he is working, Cook paid a compliment to Eddie Hunter and his show, which he saw in Philadelphia last week, and declares it great, especially the corporation scene, with which the show opens. He is equally enthusiastic about the music of "Go-Go", a new Harry Cort white show, the music for which is by Alex Rogers and Luckyth Roberts.

THIRD "SHUFFLE ALONG"

The third company of "Shuffle Along" opened at Stroudsburg, Pa., on February 27, going from there to Waterbury, Conn., after which it was booked into the Lafayette Theater, New York, for the weeks of March 12 and 19. This is the second company playing this piece put out by George Wintz, who bought the road rights of the piece. His other company is in the Southwest after a highly profitable tour of the South. The original show is in the Middle West cities.

The Lafayette dates anticipate by some few weeks the return of the original show for two weeks in the Bronx prior to its sailing for Europe.

The new show features Whitney and Tutt and Dink Stewart in the principal roles. Other principals are Alma Daniels, the college-trained singer; Izzy Ringgold, Lillian Gillam, Marion Cook, Pauline Payton, Elizabeth Campbell, Paul Bass, Louis Scheeler, Joe Purnell, George Duke and Harold Alexander.

Others composing the company are Jenny Day, Thelma McLaughlin, Amy Bates, Hilda Bendisher, Adelaide Jones, Anita Alexander, Ann Washington, Eloise Estroge, Jessie Crawford, Oline Brooks, Creole Mays, Marie Rich, Frieda Jacquelin, Ruth Lambert, Chick Fisher, John Alexander, Charles White, Geo. Myrick, Geo. Nauton, Lewis Davis, Joseph Wilson, Earl Compton, Jerold Saultus and Will Reeter, with Russell Smith, musical director, and a jazz orchestra.

"His Great Chance", the latest Ben Strasser picture, featuring Little Bobbie Smart and Sandy Burns, is backed by a strong line of advertising that includes one, three and six sheets, 11x14 cards and slides. Some good press matter for distribution to local papers is also provided.



Dr. John Love, secretary of the North Carolina Negro Fair at Raleigh, and president of the National Association of Colored Fairs.

J.A. JACKSON'S PAGE

IN THE INTEREST OF THE COLORED ACTOR, ACTRESS AND MUSICIAN OF AMERICA

(COMMUNICATIONS TO OUR NEW YORK OFFICE)

A. G. ALLEN'S MINSTRELS

The A. G. Allen Minstrels, headed by the one and original Jim Green, has been doing good business in the State of Florida and playing to big houses continually. A number of new names have been added to the roster and the troupe which numbers 60 people. The show opened February 26 for two days at the Strand Theater, Jacksonville, Fla. A turn-away business was done and the performance was a riot from the beginning of the show until the fall of the final curtain. S. A. (Buddy) Austin, manager of the Strand, paid a high compliment to Mr. Green for his ability to produce such an attraction. The patrons were well pleased and have demanded a return engagement. After completing the Strand engagement the show moved to the Hippodrome, an Ofay house. The show proved to be a drawing attraction at the Hippodrome and the patrons found the performance to be beyond anything that had previously played the house. The Allen Minstrels is the first colored show to play the Hippodrome and it is noted that an impression has been made on manager and patrons. The minstrels were booked for Waycross, Ga., March 5, 6 and 7; Brunswick, Ga., March 8, 9, 10 and 11, and Savannah, Ga., week of March 12.

SOME FAIR DATES SET

President Saunders, of the Lexington, Ky., colored fair, announces that this year's fair will be held August 13-18.

E. J. Victor, secretary-treasurer of the Pocomoke Colored Agricultural and Independent Fair, of Pocomoke, Md., gives the date of his fair as August 28-31, with the information that Tasley, Va., fair, J. Heil, of Onancock, Va., secretary, will begin things for the circuit on August 21-24.

Salisbury, Md., Colored Fair Association, James L. Johnson, secretary, has dates for September 4-7, and Cambridge, Md., Frank Butler, secretary, September 11-14.

Raleigh, N. C., Negro State Fair has been set for October 23-26. The four fairs in adjacent cities will co-ordinate their dates to that one which is set by the white fair, which precedes it on the same grounds.

Suffolk, Va., Tidewater Fair Association, dates has been set for October 16-19.

The Norfolk Colored Industrial Fair will take place September 12-15.

Prince and Princess Mysteria write from Glendive, Mont., that they are headed for the Coast on the Pantages Time.



Prof. Arthur Wright's band, with Al. G. Barnes' Circus.

DESDUNE'S BAND

A Big Outdoor Attraction of the Middle West

When Billy Sunday, a Methodist evangelist; Father Flanagan, a Catholic priest; the Elks and the Shriners, to say nothing of the State fair officials, give their indorsement to a musical organization, the rest of the country may well sit up and give it notice.

When one is informed that these men have a colored band the surprise is still greater. Yet the facts remain just as substantial. The Dan Desdune First Regiment Concert Band, of Omaha, Neb., organized by an ex-minstrel musician with show-shop intelligence, has a record of which any organization might well be proud.

For twelve years they have been providing harmony for county, State and district fairs in Nebraska and adjoining States. For that length of time they have been a standard attraction everywhere there was need to entertain any great assemblage. In Kansas City they played to 29,000 people in the big auditorium. For three successive years they made music for the hundreds of thousands that passed thru the gates of the Nebraska State Fair; and all of this in a territory where there is not a corporal's guard of Negro citizens; where only merit was measured.

In 1922 the United Business Builders of Omaha selected this band to book for Rotary clubs and similar civic organizations, as the one that best expressed the title and spirit of their association.

The band has a membership of thirty-eight musicians, with Levi Broomfield, a tenor of international reputation, as vocalist, and with Jeff Smith, a cornetist known wherever civilized music is known.

As stated before Desdune is proud of his prior history with the minstrel that were

K. OF P'S ENTERTAINED

On March 5 the supreme-officials of the Colored Knights of Pythias Lodge visited New York for the purpose of completing arrangements for the grand encampment of the order there in August, when more than thirty thousand of its members will assemble with more than forty bands of music, many from distant points.

These officials, Major General R. R. Jackson, of Chicago; S. W. C. Sir E. G. Tidrington and Grand Chancellor S. W. Green, of New Orleans, were tendered a banquet by the members of the order in New York. Besides a banquet of fine courses served, a program of entertainment was provided for them and the five hundred guests by Grand Chancellor Crawford of the State and J. R. B. Whitney, the grand secretary, who headed the committee of arrangements.

The First Regiment Band, Uniform Rank, provided the music. Sam Davis of vaudeville, and "Baby" Banks, the little ingenue, were the professional contributions to the bill. Others were Dorothy Stewart, pianist; Vivian Adams, a toe dancer, and another precocious child artiste.

Boys, you ought to have seen Sam "strut his stuff" among the brothers of his lodge. He was a riot.

great in their day, but he is more proud of the place his band occupies in the annals of American music.

Charles West advises that the Peacock Photoplay Company's film of Prince Hall's burial place is going great in the South, where it is a strong draw with Masonic lodges. The company is making news reels and has a feature production just about ready to shoot.

NEWS OF THE TENTED TALENT

Jack Porter will be in charge of the band on the Ittingling Bros.-Barnum & Bailey side-show this season.

Lee Umbles, the Kokomo (Ind.) wrestler and boxer, may go with an athletic show or carnival company for the summer.

The Jones-Jenkins Carnival Company evidently means serious business from the advertising it has placed for show equipment.

Prince Rangoon and Madame Rainbow, the crystal-gazer, closed a Southern tour in Greer, S. C., where they took over the management of a theater on February 22. He writes that he only had two bloomers out of forty-four stands this winter. The pair will be with a carnival this summer.

The Twenty-fifth Infantry Band, U. S. A., played the Mardi Gras carnival and dance at Nogales, Mexico, on February 12.

Madame Augusta Mines and her "Checker-board Players" closed their season just after the holidays, with the J. T. Pinfold Shows, at Cross City, Fla., and after doing a bit of independent vaudeville she spent the winter in Valdosta, Ga., from where she writes to express her gratitude to the Deacons and the other kind friends who have assisted and encouraged her husband, Boyd Harris, who is confined in prison at Covington, Ga. John Goodlee, Adams and Adams, Mozelle Roundtree, Bean Roundtree, Chas. Smith, Estelle Kennedy, Harry Walker and Prof. Horton are with Mrs. Mines.

The F. C. Huntington Mighty Minstrels and the F. S. Walcott Rabbit Foot Minstrels will be consolidated this season. The show will open at Port Gibson, Miss., March 17. Jolly E. Davis is the featured comedian. Fifty people will be carried and the show proposes to make a special feature of the band.

Gray's Jazz Minstrels, a two-car show, is in rehearsal in Cincinnati, preparing to open on March 31 under a top that will seat 1,500 people. C. W. Cracraft is the owner.

J. B. Cullen's Minstrels will again be a feature of the T. A. Wolfe Shows. Most of last season's featured people will again be with the old reliable show.

R. N. Jackson will again be in charge of the side-show band and minstrel with the Walter L. Main Circus.

C. W. Parkes, well-known former owner of colored tented shows, is an invalid at his home in Hazen, Ark. He gave the Negro novelty acts their first opportunity and once thought of launching an all-Negro circus.

Bell and Gray, with their Dixie Minstrels, are still in Louisiana, but promise to come North during the summer. Gene Bell wants answers to his letters, but doesn't send any route ahead. The Page appreciates every letter and would like to reply, but the post office department insists upon a letter knowing where it is going.

Billy Young, the producer mentioned a few weeks since as being at the Dreamland Theater in Okmulgee, writes that as a result of that publicity he is framing three shows, one for the Pattersons, one for the John Francis Shows and the other a minstrel. Besides that he put on his "Busy Bees" at the Yale Theater in that town on February 16-17. Publicity and talent is a hard combination to beat.

Dan Wiley, the skater now working at a white skating ring in Baltimore, has a good act.

H. Roland Canada and Archie Majors, known as "Doodittle and Dontkno", will head the "Dixie Doll" minstrels this season. The show will number sixteen people with an eight-piece band. Six men and four girls will work on the stage. The show will travel thru Pennsylvania, New Jersey and New York.

On March 19 the Tolliver "Smart Set" will forsake the theaters. At present they are playing a number of white houses in West Virginia that were booked by Claiborne White, the fast-stepping advance agent, now ahead of the attraction.

Little Jack, drummer and xylophonist, has the itch for the road, according to a letter from him. He is tired of theaters and wants to "catch a little air".

Tom (Dusty) Morray will open with a new show, "The Royal Garden Review", in the vicinity of Cleveland, O., about May 1.

The lineup of the Walter L. Main band will include George Wright, James Coones, Jess McCoy, Frank Hope, Lawrence Lee, Jerry Martin, Albert Washington, Johnnie Middleton, Hayes Alexander, Fred Coleman and Director R. N. Jackson, with George Bell as comedian and Mattie Martin and Marguerite Montague as soubrets.

Jimmie Smith, in The Los Angeles Age-Despatch, says that Zack Williams may be seen in the Christie comedy, "Pardon My Glove"; that Lucas Luke appears in the Fox picture, "Red Darkness"; and George Reed has an important part in the film called "Red Lights". We also hear that the Lincoln is preparing to shoot a new one with Clarence Brooks again in the title part, even tho he has been married and gone into the real estate business.

CHAMBERS' REVIEW

(Frollo Theater, Birmingham, Ala., Monday Evening, February 25)

We have a relief from the last two writings with a vaudeville bill that is extraordinary. The act: Strong and Jones (James and Jessie Mae), Brown Brothers and Ethel Waters' Company, a four-people act, with Ethel Williams, Pearl Wright and James O'Bryant. The house doing a turn-away business the entire week with streets blocked. The biggest drawing card ever played the house.

Strong and Jones, James and Jessie Mae. Opened in two with "Some Sunny Day". Then came a very funny line of talk that kept the house in an uproar of laughter all thru the "vlog. James finally left the lady to sing "My Buddy", that drew quite a lot of hands, only the lady must be taught to sell her songs with more expression, which is essential for singers. James then followed with a parody on "Hot Lips" with heavy applause. The act came for the closing with a short line of talk and closed with "Tomorrow", leaving an applauding audience. This act used sixteen minutes.

Brown Brothers, "Lean and Fat Sheila of Comedies", opened in two with "Jazz Me Blues". The two at once went into a very funny dialog, with every line a laugh. "Fat" offered "It Sure Was a Shame" to a fair hand. "Lean" came with a short monolog with a patriotic subject, the sentence "I tried my best to kill him" was the feature of his opening. He put over "I'm Satisfied" to heavy applause, refusing an encore. The act closed with "Ten Little Fingers", using seventeen minutes. Very good.

Ethel Waters' Company, with Pearl Wright at the piano, James O'Bryant with the violin, Ethel Williams the dancing, with Ethel Waters the feature. With their own special drops, the act opened in a parlor setting Ethel Williams, after a fast song number, introducing Miss Waters, who appeared in a "house-apron" attire and offered "Georgia Blues" to an encore, offered another of her favorite songs. Then James' "Violin Blues" followed, taking two encores, refusing another to let Miss Williams follow with a toe dance which drew applause. Ethel Waters came with her feature song for a closing, "That Da Da Strain", to two encores. She then offered "The Down Home Blues", leaving the house in a riot after twenty-five minutes. Miss Waters' gowns were many, she making a complete change for every number. And the way that she sold her work caused her to take star honors of the bill for the week.

BILLY CHAMBERS.

ABOUT OUTDOOR ACTS

The colored novelty act and free attraction, together with the trained animal and other feature acts of the race, are slowly coming into some sort of recognition. Two years since the managers of parks and fairs of the race were being told that no such acts existed. Today the agents are trying to intelligently supply the demand instead of ignoring it. This is directly due to The Billboard's policy of fair play toward these elements of the profession.

H. D. Collins has opened a booking office in New York for the exclusive purpose of handling colored attractions for fairs, bazaars, lyciums, churches, clubs and any other entertainment that can use such talent.

The Wirth-Blumenfeld office, New York, has been actively interested in obtaining contracts with acts adaptable to this particular field.

The National Association of Negro Fairs, at its Norfolk meeting, had the prospectus of an all-Negro carnival company offered to it by Oscar Jenkins, which included a circus type of show. Filling this will require the services of a dozen of the available acts.

C. Love, who rides a bicycle down a seventy-five-foot incline, starting at a height of fifty feet and finishing with a dive into a tank of water, intends to play parka.

C. E. Warren, who had a circus side-show out on a white carnival company last season, will have the same attraction out again this year. The same may be said of J. H. Dixon, who has a corking good side-show and, take it from us, he is a real showman.

Sidney Rink, the trainer, now with the Christie Brothers' Carnival, has a few ideas that he may spring that will surprise the folks by the time the fairs are ready.

Parker Anderson and his Shetland ponies will in all probability be in Atlantic City again this season.

John Lewis and his exhibition horses will probably play fairs.

The Watts Brothers intend to play fairs as a free-act feature. The Gaines Boys, The Woodens, sensational cyclists; Latmer Dixon, hand balancer; Grey and Grey, balancers and equilibriists; Lawrence Glover, wirewalker; Edwards and Edwards, contortionists and wirewalkers; Chas. Gaines, wirewalker; Ira Green, acrobat; Amanzie Richardson, now on the Columbia Circuit; Clows Gentry and Dan Wiley, the skater, are some of the acts that will make good in a company of novelty workers.

Lee Umbles, the big wrestler, is anxious for a chance to show his wares in the open.

Maharajah and Alphonse are two old reliable showmen, and as long as there is a public

HERE AND THERE AMONG THE FOLKS

Frank Bald, the cartoonist, has been fighting a high fever, but writes that he has beaten it, and is again ready to continue his promotions. Incidentally, he, too, raves a bit about "How Come" and Eddie Hunter.

Opal Cooper, Carpenter, Tuck Mills and Hasten and George Carpenter are doing exceedingly well on the other side, according to Will Marion Cook, and he looks for a number of our artistes from abroad to visit home in the near future, as they are anxious to look the home folks over.

Dan Wiley is keeping busy with his skates in and around Baltimore. March 5 and week he is at the Palace at Norfolk. He then goes back to Baltimore to work in a white park.

Mrs. E. J. Stanley, representing the N. C. Mutual Aid Society, a social club of Worcester, Mass., composed of former residents of North Carolina, passed thru New York en route to Newbern with shoes and other necessities for the fire sufferers in that city. She promised the Page to look for any professionals who may have been stranded there by the fire. Hillman Mayes is the president of this wholesome organization.

The Seminoles have signed for the season with the Hagenbeck-Wallace Circus.

Balley's Park, at Titustown, Norfolk, W. Va., will use free acts this season. In all prob-

On March 11 Boots Hope played Loew's American Theater, with a very big prospect of getting a long-time contract over the circuit.

"Your Time Now" is the title of Spencer Williams' composition that is being published by the Melody Music Company of New York.

Mrs. Augustine, of 20 Greenwich Park, Boston, Mass., is the most recommended stopping place that has come to our notice. Aaron and Kelly, Girlie and Her Dandies, Nonie Burke and Gonzelle White Company all have put their o. k. on the house. Now comes Boots Marshall and Justa.

Billy McLauren's "Speedmakers", now numbering twelve, are in the South doing nicely. Raymond J. Wallace has rejoined the show. With him came Hazel Wallace and Little Doris. Tillie Marshall, Maggie Caswell and Peoples and Peoples are being featured.

Johnnie Lee Long, with his "Shu-Shin-Shu", including Happy Winbush, J. C. Davis and the rest, are in the North. They played Indianapolis the last week of February, and may even make New York.

Carter and Clark, a man and woman act, both working under cork, have done the unusual. They went into the Lyric Theater, New Orleans, for a week, remained two more, and

the race. When Brother Boulton writes he writes to the point.

Troy and Smith, the singing composers, and the team of Gulfport and Brown are being featured in a big revue that Lawrence Deas has put on at the Entertainers' Cafe in Chicago.

Joseph Saturnin, saxophonist, writes that he has retired from the "Virginia Pickups", and is at his home in Baltimore.

Henry (Gang) Jines has recovered from a spell of illness and is again on tour over the T. O. B. A., under direction of the Beevin office.

Tommy Harris, of the Rusco-Hockwald Georgia Minstrels, with Bob Edmonds and others of the company, were the features of the KUO broadcasting station, recently in San Francisco, under the auspices of The Examiner.

Opal Cooper and the "Five Red Devils", who have long been the pet musical sensations of Paris, have come back to the good old U. S. A. again. They will probably tour with Will Marion Cook and the Clef Club.

James F. Godman advises that the "Plantation Days Revue" and Godman's Colored Singers will begin their Lyceum tour on April 23. Mr. Godman is preparing to expand his bookings and send out some more groups this summer.

"The Tillie Johnson Company is A-1, the people well dressed on stage and street, and they bring the public something it likes," says Willie Walls, of the Lafayette Theater, Winston-Salem, N. C. Roxie Caldwell, Evelyn Cox, Lena Lynch, Willie Glover, Mr. Lynch and Tillie Johnson are members of the company of which he speaks.

Bessie Coleman, the aviatrix, is having a new plane purchased for her to replace the recently wrecked one, by popular subscription in Los Angeles.

The Hotel Chambliss is the name of a new \$50,000 hostelry at Tuskegee, Ala. It is owned and operated by a graduate of the school.

Wm. Fountain, he of the Micheaux Pictures fame, is now in Los Angeles.

A citizens' committee of Baltimore, Md., will give a carnival and indoor bazaar at the Fourth Regiment Armory in that city on April 4, 5 and 6 for the benefit of St. Catherine's Home of that city.

Local talent occupied the Attucks Theater, Norfolk, the week of March 5. The first half was taken by the students of the B. T. Washington High School, under Miss Daisy Sykes, to present "Gypsy River", a musical pantasy, requiring forty people. During the last half the Greater Norfolk Dramatic Club presented "East Lynne", featuring Margaret Mosely, S. W. Stancell and Horace Southall.

Charles Reddick has leased the Attucks Hotel in Philadelphia. He is catering to the profession. The house has sixteen rooms, all equipped with modern furniture and with hot and cold running water.

Louis Williams, former manager of the Ned Young show, the Lillian Jones Jazz Band, the Miss Johnson band, and now with the U. S. Shipping Board, will be the manager of the new Auditorium at Church and Queen streets, Norfolk, Va.

ABOUT SOME OF OUR PARKS

Baltimore and Norfolk are probably the best park centers for Negroes in the country. In the former district we have the famous Brown's Grove, reached by Captain Brown's steamer after an hour-and-a-half ride down the bay. This steamer, Starlight, the third of the name, has a capacity of 1,250 passengers. The park is in its fifteenth year. Last season more

(Continued on page 64)

National Association of Colored Fairs

THE RESOLUTION COMMITTEE presented the following resolutions and urged concerted effort by all members of the association in the furtherance of these resolutions and recommendations in order that maximum service may be rendered patrons and respective communities:

1. This association insists that its members maintain the highest possible standard of attractions and concessions, and that nothing be tolerated that is degrading or dishonest.
2. That, while every available opportunity is urged for the colored concessionaire, it is not our purpose to discriminate against the white carnival or concessionaire but, rather, a closer and more uniform relation is desired.
3. We urge that wider and more intensive publicity and advertising campaigns be carried on, both before and after fairs; that recognition be accorded The Billboard for its valuable and expensive promotion of this association by advertising our fairs therein; and that some recognition also be accorded The National Negro Press Association, which has rendered valuable service and co-operation thru the many papers it represents.
4. We advocate that fairs be held both day and night wherever practicable and convenient.
5. We urge a uniform system of accounting, records and forms. It is universally recognized that reliable and authentic records of its transactions, properly kept, are necessary to the success of any business. Such records are absolutely essential to fairs and amusement enterprises in order to establish the exact condition of the business from time to time as required in State and government reports. A uniform system will expedite the rendering of these reports, provide uniformity in contracts, methods and procedures, and facilitate the exchange of necessary and helpful information among the members.
6. We recommend that we join with other agencies in promoting the idea of reducing railway rates, both passenger and freight, to and from fairs, amusement enterprises and similar undertakings of educational nature.
7. We desire that federal exhibits, now available for fairs but not yet shown to our group, be exhibited at colored fairs.
8. It is the consensus of opinion that lithographs and other advertising matter available does not meet our special needs and cannot produce best results for us; and that we will endorse printing houses which will provide us specialized paper portraying Negro characters, ethnologically correct and without caricature or exaggerated comedy; and we recommend that a committee be appointed to take up this matter with representative houses.
9. We extend our sincere thanks to the Norfolk Colored Fair Association for its warm welcome, splendid courtesy and generous hospitality.
10. That printed copies of these resolutions be sent to all members, to the press and to other parties interested or involved herein.

W. H. CROCKER, Suffolk, Va.;
HENRY HARTMAN, Pocomoke, Md.;
WM. J. KEMP, Norfolk, Va.,
Committee on Resolutions.
JOHN LOVE, President.
ROBERT CROSS, Secy.-Treas.

ability Negro acts of merit will be given the preference.

The Broadway Huddles, an orchestra, with headquarters in the Ferguson Hotel, Charleston, W. Va., is about to begin a tour of that State, Kentucky and Ohio. Their letterhead indicates a history of long engagements. A. J. McKee is the manager.

Ed. T. Jenkins, son of the founder of the Jenkins' Orphanage Band, has become the foremost composer and musician of London, according to Will Marion Cook. The young man and his saxophone is the present rage of Paris. If nothing more ever came of it, the Jenkins' band has by this one musician justified itself to the public that supports it.

"Not since the days of 'The Merry Widow' has a musical comedy of such merit been in Chattanooga," says The Daily Times of February 20 about the "Shuffle Along" road show.

There are two "Radio Girls" companies on the road. Roscoe & Mitchell's seems to be the older organization. It is reviewed by Varnell this week. The other is Joe Clark's "Radio Girls". They played the Standard Theater, Philadelphia, week of March 5. Boya, it's sort of confusing.

Tag Hartgraves writes from 2747 Chippewa street, St. Louis, Mo., that he is doing a single over the R. J. Weber Circuit, with Miles Davis at the piano. He sends regards to a gang of folks, including Bob Slater.

on the third week were the special attraction for the midnight ramble that is played to exclusively white audiences.

While playing Washington recently, W. Henri Bowman, owner and star of the "Cotton Blossoms", was initiated into the mysteries of Scottish Rite Masonry by the Jonathan Davis Consistory, No. 1, of that city. Oh, well, he was a prince anyhow, but did not know it before. Incidentally Julia Reese joined the company in that city.

The H. Sirrat Grotto, of Cleveland, O., purchased the Harvey Minstrels outright for four nights, week of February 12, and presented the show at the Masonic Auditorium in that city. It was the first group of colored performers ever to play in that structure.

The Ackerman & Harris Circuit is billing Johnson and Harding next to the headliner in all of the advance bills on which they appear. Fernando Robinson, of the Brown Syncopated Orchestra, has a new set of traps, and the Steubenville organization is going to break them in when they play a radio concert on March 25. The bunch, all of whom play more than one instrument, are becoming quite famous, and Milton Brown, director, is preparing to take them touring.

The San Antonio Inquirer, of February 24, had a scorching editorial of ten inches on the need of supporting the colored-owned theater that should be reprinted in most of the papers of



Dan Desdunes, director Desdunes' Concert Band and Orchestra, of Omaha, Neb.

"PLANTATION DAYS" GONE TO LONDON

When the Red Star Line steamer Finland sailed from Pier 58, North River, New York, on March 8, it had on board the members of the first big Negro theatrical company that has gone abroad since the days of Williams and Walker. The Greenwald & O'Neil "Plantation Days" Company sailed under contracts to appear at Sir Alfred Butt's Palace Theater in conjunction with a big English production, and in a specially established after-theater supper place.

Some difficulties in connection with a suit against the troupe for alleged infringement on "Shuffle Along" material or numbers delayed the departure for a week. In connection with this Leonard Harper, of the team of Harper and Blanks, who are starring the show, said that the whole misunderstanding grew out of some staging of effects done against his wishes by a former stage director of the show, who had held a similar position with the "Shuffle" show. He greatly regretted the circumstances and feels that he is being held responsible for a breach of ethics the blame for which is not properly his.

The M. S. Bentham Agency negotiated the contracts for the trip for the De Courville interests of London. The stay will be indefinite. Others of the forty in the party were: Josephine Carter, the blues singer; George Pasha, Bert Hall, J. P. Johnson, the musical director and composer; the Silverstone Quartet, composed of Archie Cross, Lemuel Jackson, C. A. Rivers and Sterling Grant. The dancing boys were Archie Weaver, Harry Irons, Raymond Thomas and Clifford Gomez.

Billie Rickman, Marion Gomez, Florence Brown, Ethel Duke, Susage Brown, Bernice Wilson, Helen Wright, Peggy Burnett, Addington Major, Darnell Howard, Will Brand, R. Curry, Joe Suddr, John Bosley, Frank Woods and the McDonald Sisters.

Williamena Stoptoe, a New Orleans cook with a great culinary history, went along to cook for the troupe and to teach London some of the Southern dishes.

Before the departure of the company they were accorded a farewell reception at the Dressing Room Club, where they had made a sort of headquarters pending the issuance of their passports and the care of the many other details incident to the movement.

The engagement necessitated cancellation of contracts for the Arlington Theater in Boston and two weeks at the Lafayette Theater in New York. This latter one, being on very short notice, created considerable dissatisfaction that augmented the interest in the departure that grew out of the difficulties with the "Shuffle Along" management, which had a Chicago private detective in New York instructed to prevent the departure, according to local papers.

Harper and Blanks, the stars, are one of the best known and successful young teams in the profession. They were the first colored act to receive contracts for the Shubert Circuit and have other distinctions to their credit. In private life it is Mr. and Mrs. Harper. Their personal esteem with the profession was demonstrated by the series of social honors accorded them before sailing.

VARNELL'S REVIEW

Star Theater, Shreveport, La., February 26.)

Roscoe and Mitchell's "Radio Girls", a company that averaged above 99 per cent, was the week's attraction. In spite of the rain, they opened to a packed house, and in the hour and a quarter the show ran the Ford gag near the close was the only approach to the suggestive. The elimination of this bit would measurably improve the show.

The company only numbered eight people. Both Roscoe and Mitchell were under cork, and Emma Johnson played the lead, with Edmonia Henderson as a featured singer. Others were Pauline Montello, Bessie Williams, Elizabeth Smith and Marie Jefferson.

Chorus opened in one. Miss Johnson followed with a song that took a bow. Edmonia Henderson was next and earned a hand, whereupon she placed a "blues" that called for three bows.

Roscoe and Mitchell enter at this point and with Miss Henderson they go into the plot that centers about a cafe in New York, where one of the boys falls to sleep, to be later awakened by Miss Montello doing a dance. They join her in concluding the dance. This is repeated with another girl, after which Miss Johnson does a number alone. Roscoe at this point pulled the gag mentioned above. To be candid, it got a gale of laughter from a certain element in the audience, just as it did for Frank Tansel.

WESLEY VARNELL.

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FILM NEWS

The McFall picture, "Why Worry?", featuring Mae Morris, Byron Smith and little Guy McFall, has been released for distribution. It had its premiere at the Comet Theater, St. Louis, Mo., where it packed the house. The picture is the first of a series of three-reelers to be presented by the McFall Production Company, St. Louis. The concern has a big publicity campaign behind its films.

"The Bulldozer", a Norman Film Company picture, featuring Bill Pickett, the colored cowboy, and Anita Bush, is playing thru the Middle Southwest with good results, according to information from Louisville.

ABOUT SOME OF OUR PARKS

(Continued from page 63)

than a quarter of a million people visited the place.

Associated with Capt. George Brown in the management is Walter Langley, of Baltimore. Altogether they have more than fifty employees. Roller coasting, shower baths, surf bathing and a number of concessions, together with a dance orchestra and good pavilion, are in the park. This season will see many additional amusement devices. Every feature of the enterprise is in the hands of colored business men.

Wonderland Park, the other venture in that city, has passed into the control of W. S. Seamon, a concessionaire who is white. The park cost \$75,000 and after three years' operation without dividends, by people with a lot more race consciousness than amusement knowledge, it was taken over by the present owner to protect his investment in the project. The park occupies fourteen acres and is splendidly equipped.

Norfolk boasts of Bailey's Park, out in Titus town, where John T. Bailey has a completely equipped place of outdoor amusement. If you don't believe it, ask any of the National Negro Business Men's League who attended the Norfolk Convention and ate twenty barrels of blue points in one afternoon there.

The same may be said of Tom Bright's Little Bay Beach. Tom is contemplating a lot of improvements there, too, this season.

Ray Shore Hotel and Park comprise the trio of outdoor places at the Virginia Tidewater.

The big park of the race in the suburban gardens in Washington, a beautiful hillside project of ample size in the northeast section of the capital city at Fifteenth and Hayes streets. After about a year's wrangling among the directors, the place is about ready to make some real money out of the magnificent plant. It is equipped with an immense

auditorium large enough to house a show of any size, or for a thousand dancers.

A scenic railway, aerial swing, whip, Ferris wheel, merry-go-round and dodgem are the rides installed. No less than a dozen concessions were profitably operated there last season. Archibald M. Pickett is the executive director.

After the failures that grew out of the disensions among the directors of Happyland Park in New York, and Dan Michaels' opening of the Mid-City Park in Harlem's New York Negro district, it is a question whether there will be a park in the district this season or not. Still, Dan is optimistic and may spring something in the way of a Harlem River site very soon. The fight for pre-eminence among the West Indian brothers who promoted Happyland cost them their location, for a garage is now under construction on part of their original location.

At Savannah, Ga., there is W. J. Hurney's Lynn Haven Park at a suburb called Sandfly, and Lincoln Park, operated by W. J. White-man. Beach Hammock is another park in the vicinity.

In Waycross, Ga., Miss Carrie Pate operates Central Park with a long season.

In Sheffield, Ala., E. H. Fields is said to continue in charge of Lincoln Park, a street railway property that has patronage from three nearby towns and the government nitrate plant, Muscle Shoals.

One of the unusually fine colored parks of the land is Daniel Patton's Brooklyn Park at Mobile, Ala. It is reported to be an unusually well patronized institution.

The Crescent City Park in New Orleans confines its amusements to a dance hall with an occasional concert, a picture theater and to local baseball and similar sports.

Greenwood Park in Nashville, the property of Dr. Preston Taylor, is one of the most completely equipped parks the Page has ever seen. Dr. Taylor and his wife are otherwise interested, too, and except for the casual use of the premises for a lodge or church picnic do not bother with it.

The Hampton Amusement Company, of Akron, O., opened a new park at Step 84 on the electric line from that city. How it fared we have been unable to learn, but it will reopen again this year.

Burns' Grove at Galesburg, Ill., is similar in that it is a recently opened place upon which we have been unable to obtain any report.

Paradise Lake, in Vandalia, Mich., is a fifty-seven-acre tract containing a number of buildings adjacent, all occupied by Negro summer resort patrons from Chicago, Detroit and

other lake-side cities, Idlewild Park, nearby, is of the same type. These two places present something unique for the purveyor of amusements to Negroes, in that they have a property-owning population of more than ordinary intelligence and with money enough to gratify their desires.

The Community Recreation, Paradise Gardens and Lincoln Gardens in Chicago are three city amusement spots with music and dancing as the special attractions. Lion Gardens in Louisville and Edmeadow Park in Kansas City are the same sort of spots. So is Leuk's Lake in Los Angeles.

A LONDON LETTER

(Continued from page 60)

this week, included E. G. Dance, son of George Dance, respected as a manager, but revered as the savior of the Old Vic, to which lately he gave £30,000.

The Brothers Melville promise a revival of the melodramas, "The Orphans", with Sam Livesey as the villain and Lady Tree as the hag, when Robinson Crusoe ends its successful run—which will not be just yet.

Irene Vanburgh and Dion Boucicault start on a tour of South Africa and Australia on March 2. Ex-students of the Royal Academy of Dramatic Art give them a farewell dinner February 25.

"Bluebeard's Eighth Wife" touched the 200 mark last week. "Decameron Nights" is now 350 up.

Sir John Martin Harvey promises a revival of "The Burgomaster of Stilonde" for three performances at the end of his season at the Garrick.

"A Family Affair", by Agnes Blane, is due for a short tour prior to London performance. Edith Goddall will star under William Hollis and Hubert Woodward's management.

H. V. Neilson's season of Shakespearean repertory began at the Bruden Theatre Monday.

Sybil Thorndike will continue her run of "Advertising April" at the Criterion until "Jack Straw" is due there in the middle of April. To do this Miss Thorndike has been obliged to cancel certain dates of her provincial tour.

Cebrian has acquired "Six-Cylinder Love", Sam H. Harris' success, in which Ernest Truex will appear in his old part on this side.

Lewis Sloden is presenting a new play by Roy Harpman, "Love in Pawn", in the provinces, and will bring it to the West End when a theater is secured.

The Old Vic will, as usual, present "Everyman" this year, playing this fine morality each Tuesday in Lent.

The Liverpool Branch of the Actors' Association is doing great things at the moment. Last week 31 of the 91 members obtained were forthcoming from the Northern city.

WHERE CAN YOU BE FOUND?

A card of the type listed below will cost \$1 per insertion in advance.

Change of address, etc., always permissible. Address Manager, Classified Ads, 25 Opera Place, Cincinnati, stating that the copy is for JACKSON'S PAGE LIST.

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FRANK E. BALD in

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added attraction with "Strutting Along", Century Theater, San Francisco. They Stopped the Show Several Times.

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First-Class Theatrical Pianist, at Liberty, Vaudeville, Dance Orchestra, Road Show or Helicon Work. 178 East 77th St., New York

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Strictly for Performers, just around the corner from Frolic Theater. 310 1/2 North 16th St., BIRMINGHAM, ALA.

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MAGIC AND MAGICIANS

EDITED AT THE CINCINNATI OFFICES OF THE BILLBOARD WHERE LETTERS AND NEWS ITEMS WILL BE GRATEFULLY RECEIVED

V. H. Seewald is busy demonstrating various articles of mystery at the Atlas Novelty Company in Detroit.

March 25. As a special advertising feature Thurston engaged Odeon, "world's famous dummy", to stand motionless for an hour twice daily, last week, in the lobby of the English Opera House, Indianapolis. The stunt was so successful that Odeon probably will be retained on the show for the remainder of the season.

SPIRITUALISTIC and MAGIC EFFECTS

Operated from a distance or through walls by radio. Better than magic. Good as a spirit. Write for photos and particulars.

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Professional Catalog, 15c. FREE with same. Percival's Progressive Prestidigitation contains 25 tricks. Supply limited. Catalogue No. 31 for stamp. 580 Massachusetts Ave., Cambridge (99), Mass.

200 Joker's Novelties

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Is out again, that classy crowd, cause he too really cares much.

ILLUSION

JOHN G. HAUFF, ILLUSION BUILDER, Illustrated Catalogue. Price, 25 Cents. 324 N. Western Avenue, Chicago, Illinois.

Wanted Magician

To Lecture in Illusion Show with large Carnival. LLOYD PETERSON, 163 W. 130th St., New York City.

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RAJAH RABOID ORIGINATOR OF MAGNETISM.

Magic Novelties, Books, Herbs, etc. Two Illustrated Catalogs for stamp. NU-WAY SYSTEM, 127 N. Dearborn St., Chicago. EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

Martin, the magician, who features a rope trick of his own invention, is said to be doing exceptionally good business with his show in Eastern Iowa.

W. W. Durbin, well known to the magical fraternity, recently recovered from an attack of grippe which confined him to bed at his home in Kenton, O., for a week.

J. J. Meehan narrates that he sold his magical act and is acting as manager for the Houdoun Mystery Company, which is playing independent houses in and around Los Angeles, Calif.

Comes word from Wm. J. Hewitt, who styles himself "Magical Billy", that he recently arrived in New York from Cuba and is busy framing a new act in which comedy effects and the vanishing alarm clock are to feature.

Alla Rageh, "Hindu psychic and crystal gazer", recently filled a successful three weeks' engagement at the James Theater, Columbus, O., according to W. R. Arnold, newly engaged business manager of the attraction.

The Great Maurice, European card manipulator, and the Ric-Letta Brothers, who include the vanishing phonograph and needle trick in their well-known routine, were on the same bill at the Rivoli Theater in Toledo, O., last week.

The magic, illusion and crystal-gazing attraction, featuring Abdul Hamid, is reported to be meeting with success in Upper New York by Elw. E. Piers, manager. The indoor season will wind up next month and in May the show will begin its summer tour under canvas at Falls Creek, Pa.

J. Buerger and his daughter, who is a clever manipulator of thimbles, coins and cards, are at their home in Detroit, perfecting a magical routine that, it is said, several leading show-owners are eager to sign for the summer season.

W. P. Fortson is again offering his program of magic and music with success at children's entertainments in and around Little Rock, Ark. "R. Birds, the Wizard", and Dr. Cunningham recently played different theaters in Little Rock and drew big business," says Fortson.

Says The Houston (Tex.) Evening Post of February 28: "McAlbert, the crystal gazer, who is an added attraction at the Liberty Theater this week, creates quite a hit with the patrons. His entertainments are unusual. He works fast, gets the answers over with a swing and throws in a lot of comedy talk that fits well."

Harry Opel will leave his home in Toledo, O., the last of next month, to begin the seventeenth annual tour of his novelty show, in which magic and juggling are underlined. Harry is content to troupe in the regions where the names of prominent magicians are unknown and, as a reward, usually finishes up in a physical condition and with a neat-sized bankroll.

Frederick LaPlano informs that his "Creo" illusion, wherein a woman is made from "a rag and a bone and a hank of hair", continues to be a great drawing card at the theaters in which the act is booked as an added attraction. Last week LaPlano was scheduled for the Palace Theater in Detroit. He says he has added new scenery and will tour Wisconsin, Michigan and adjacent territory during the summer.

Thurston will present his show of mysteries at the Olympic Theater in Chicago, beginning

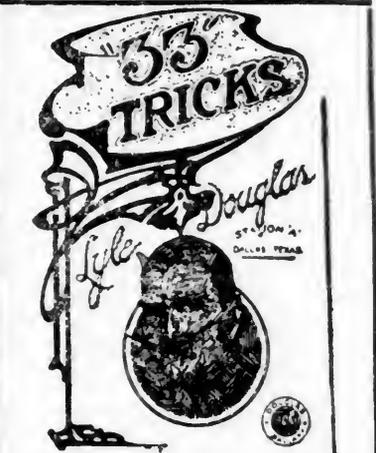
Frank L. Wagar, of Salem, Ore., writes in praise of the magical program he saw McDonald Birch present recently at Falls City, Ore., under the banner of the Ellison-White Lyceum Bureau. In speaking of the program offered by Menlo at the Auditorium in Portland, Ore., February 25, Wagar states: "It was about as near to a correct version of the very clever methods employed by such men as Alexander and Blackstone as old Kink Tut-Ankh-Amen came to taking a joy ride in an airplane. 'Station' was the verdict of about nine out of every ten persons who witnessed the so-called expose by Menlo of crystal gazing and spiritualistic manifestations."

A first page review in The Herald-Leader, of Menominee, Mich., on the Mysterious Smith Show's opening performance in that town a short time ago reads: "Mysterious Smith's work was very clever and presented in a most entertaining manner. He promised to have the county talking about him and his work before he left here, and, judging from the number of tongues he already has set to wagging, it looks as tho he was in a fair way of fulfilling the prediction. It was the best performance of psychic marvels, mindreading, illusions and escapes seen in this part of the country."

Mystic (Frank) Spencer advises that his bookings in Ohio will keep him busy until early in May, at which time he likely will turn Westward and work thru to the Coast. George S. Spencer, who presented the Spencer Comedy Company in the New England States for a number of years, is now in advance of this attraction, and James Eyster is assisting the "Yogi philosopher", as Spencer now bills himself, in the stage work. A line of special paper has been ordered, an advertising man is to be engaged and Spencer's car, he says, is being redecorated and overhauled for further activity.

The following is an excerpt from an editorial that appeared in The Vancouver (B. C.) Sun of March 1, under the caption: "A Lesson in Efficiency": "When you see Houdini wriggling out of a strait-jacket in front of this office today, hanging by the ankles thirty feet from the pavement, and admire him, remember that you could have done such a feat with ease if you had only had energy and ambition enough to put your capabilities to fullest use. With the exception of the prodigies, which occur about once in a million births, all children, at birth, have about an equal chance to develop themselves mentally and physically." Incidentally about 14,000 people saw Houdini perform his upside down release in Vancouver that day, and he was accorded more front-page publicity than any other show or act ever received there.

Generous publicity given the discovery of valuable antiquities in the tomb of King Tut-Ankh-Amen in Egypt prompted the Great Leon, who is now touring the Orpheum Circuit, to reshape his mystery act so as to bring out its Egyptian features. Accordingly Leon is receiving extra mention in the papers of the cities where he is playing. The following is reprinted from a daily in Quincy, Ill.: "Old Tut-Ankh-Amen, with all his Egypto-mystery, could never have exceeded Leon and company, magicians, who appear at the Orpheum Theater the last half of this week. Leon's act is put on in true Tut-Ankh-Amen style. The settings are Egyptian. He and his charming female partner make their entrances in an Egyptian mummy case, the attendants are clad in desert costume and all of the equipment is Egyptically decorated. The climaxing illusion comes when Leon's assistant, set afire, is transferred from a flaming cake to a locked glass water tank."



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K. C. CARD CO.

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The most wonderful pure and beautiful tones can be produced by a touch of the finger. The New York Hippodrome is using them this season in the greatest show they ever put on. Send for Catalogue. A. BRAUNEISS, 9512 169TH STREET, RICHMOND HILL, N. Y.

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The Latest Cigarette Trick Rolling a Cigarette with one hand in less than a second. It's great. Dead easy to do and no practice. Price, \$1.00. G. & M. MAGIC CO., Box 1098, Pittsfield, Mass.

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We are the headquarters for Handcuffs, Leg Irons, Mail Bags, Strait-Jackets, Milk Cans, and, in fact, everything in the Escape Line. Prompt shipments. 160-page Professional Catalog, 10c. OAKS MAGICAL CO., DEPT. 548, OSHKOSH, WIS.

COLOR CHANGE of a single Silk Handkerchief when pushed thru the closed hand. New dandy apparatus and special directions. Only 40c. New Infallible Hat Loading Apparatus. No suspicious moves. No trouble. No worry. The load is right there. 35c. Send 75c for both Effects and the great Egg, Lemon and Confetti "Sucker" Trick. W. T. McQUADE 905 W. Eighth St., Dallas, Tex.

B. L. GILBERT CO.

CHICAGO, ILLINOIS. See our ad "MAGIC APPARATUS" IN CLASSIFIED SECTION. RAJAH RABOID PRESENTS RAYNELL, THE MUSICAL GIRL. MAY "I SAW IT IN THE BILLBOARD."



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The Greatest Trick in the World. THE SERPENT OF INDIA. YOU CAN DO IT ANYWHERE. JUST SEND A DOLLAR BILL. Our big Catalog of QUALITY MAGIC GOES FREE with every order. THAYER MANUFACTURING CO., 333 South San Pedro Street, Los Angeles, Calif.

29TH YEAR

The Billboard

The largest circulation of any theatrical paper in the world.

Published every week

By The Billboard Publishing Company,

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In its own plant at

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25-27 Opera Place,

Cincinnati, Ohio, U. S. A.

Phone, Canal 5085.

Cable and Telegraph Address, "Billyboy", Cincinnati.

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226 Lee Bldg., S. E. Cor. Tenth and Main Sts.

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205 Pantagea Theater Building.

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18 Charing Cross Road, W. C. 2.
Cable and Telegraph address, "Showworld",
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Last advertising form goes to press 12 M. Monday.

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The editor cannot undertake to return unsolicited manuscripts. Correspondents should keep copy.

If you find a misstatement or error in any copy of The Billboard, please notify the editor. The Billboard reserves the right to edit all advertising copy.



Vol. XXXV. MARCH 17. No. 11

Editorial Comment

THE march of time brings many changes in its wake. The character and the whole purpose of papers alter and their features are transformed, modified and completely metamorphosed.

But the Spring Special Issue of The Billboard, which for so many years has heralded the advent of the outdoor season in America, seems to gather strength with the years and function more usefully as they grow in number.

The demand for this issue necessitated a printing order of 105,000 copies—4,900 more than were printed last year—and, at the time these lines are written, everything indicates that it will require as many if not more pages than were used in last year's issue in order to carry the advertising that is piling in with each mail.

Truly the Spring Special has become an institution of the show world, and the reason that it has won this enviable distinction is—must be—because it serves the profession well.

And what of the outlook?

What has the season—which this number signalizes and proclaims is upon us—in store for Bedouins and Troupers?

The bluebird has whistled and the robin piped. What do they promise? Who can interpret them?

Let us turn to the forecasters—the business seers and diviners—who are expert at that sort of thing.

Without a single exception every recognized authority paints business for the next eight months in the rosiest of hues.

There is not a pessimist in the whole bunch.

The only clouds that they can discern are:

1. The disparity between the proceeds for farm products and the cost of living.

2. The transportation situation, due in the main to lack of adequate equipment and halting repairs.

3. The unsettled European situation, especially the strained relations be-

February have broken all previous records for sustained railroad traffic and car-loading figures.

4. The increases in bank clearances, in savings deposits and in business mail handled.

5. The splendid banking position of the country as a whole and the even state of the money market.

6. The conclusion of the debt settlement with England and the possibility that other debtors will negotiate for settlement.

7. The death of the Ship Subsidy bill, the passage of the Farm Loan bill, and, finally, the adjournment of Congress, removing the immediate possibility of mischievous legislation.

8. The prospect for large crops, with increased acreage forecast in almost every section of the country.

9. The lessening of misgiving in London over the situation in the Ruhr.

10. The hopefulness in Berlin despite the same situation.

11. The firmness of the Paris Bourse.

MASONIC LIGHT AND ACTIVITY NEEDED IN THE THEATRICAL INDUSTRY

By ROBERT NOME, 32°, in THE MASONIC REVIEW, NEW YORK)

THE phenomenal growth and magnitude of theatrical activity in the United States was unknown until the Federal Government, by its tabulation of War Tax in Amusements and Income Tax from owners of such places during the World War, caused the Federal Government to rate it as "The Fourth Largest Industry". Classifying it as an industry has given the managers, proprietors and exploiters a classification of being in commerce or business.

The actor, who is the woof and warp of the fourth largest industry, has no classification, whether his endeavor is a trade, commodity or profession. To refer to it as a profession is only complimentary. There is no dictum in law that standardizes him. Various investigations, Federal and otherwise, also court proceedings, have verified that.

Among managers, proprietors, exploiters and actors are many Masons, the former enjoying full rights of citizenship, the latter denied that parity because of nonclassification in law. From the chasm existing between the actor and those he is compelled to deal with arise many obnoxious phases of the show business.

Theatrical trade papers have editorially exposed these activities of low, vicious carnival companies for more than a year. Recently a theatrical trade paper has exclusively shown the pernicious grafting that has prevailed in and about New York City in booking offices.

In the motion picture branch of the industry an attempt has been made to force a morality clause in an actor's contract. This brings us face to face with physical morality, business morality and fraternal morality.

Can a manager, owner, agent or exploiter who is a Mason be a party to or of a system or transaction that compels an actor who is a Mason to submit to conditions, in seeking employment in his chosen endeavor, which have been exposed and condemned by theatrical trade papers, without pricking of conscience? Obviously, no. The time is now ripe when Masons who have received light and who are in a position to clarify this situation should bestir themselves or be stigmatized as a party to perverseness.

So, brethren, may we see some activity by Congress that will give the actor, who is the foundation of the fourth largest industry in the United States, a classification in law that will give him equality with his employers and a representation somewhere in the Federal Government for the regulation and control of an industry, equal with commerce, labor or agriculture.

between France and Belgium on the one hand and Germany on the other, and the fact that the reparations problem is still badly muddled.

4. And some few profess concern over the growing lack of labor—heretofore unskilled labor—but, with the growing expansion of business of the last few months, of skilled labor, too, in many lines, but this need not weigh with show folks, since a lack of labor means better pay for the masses from which audiences are drawn.

That is all that they can find to worry about—absolutely all.

On the other side of the balance, and offsetting them over and over again, we find:

1. The complete disappearance of hesitation on the part of buyers, and the insistent demand for goods and services of all sorts.

2. The rising prices of commodities, just now at the year's peak in such basic lines as iron and steel, copper, cotton and foodstuffs of many sorts.

3. The fact that both January and

12. The success of the Austrian loan in London—it was more than twice oversubscribed.

13. The almost certain nation-wide boom in building.

14. February's very rapid business expansion.

15. Canada's increasing preference for American wares.

The results of the above balancing of the favorable against the unsettling factors in the situation are positively startling. They force the observer of business and financial conditions to the conclusion that if the spring, summer and fall months do not witness a complete recovery to a strong and healthy business equilibrium, it will be due entirely to some cause or causes not now discernible.

Certainly conditions at the moment are far more encouraging and offer a much firmer and sounder basis for cheerfulness than at any time in the past year.

Clean shows and attractions of merit

QUESTIONS AND ANSWERS

Reader—The song "Silver Threads Among the Gold" was copyrighted and published in 1873.

J. Mc—A wins. Junius Brutus Booth, Edwin Booth and John Wilkes Booth appeared together in "Julius Caesar" in New York.

M. E. J.—R. C. Mudge resigned as president of the White Rats February 7, 1908, and George W. Monroe, the vice-president, succeeded him.

W. E.—Joel Walker Sweeney, of Virginia, who is credited with having evolved the first banjo, employed it largely as an instrument for accompaniment, and it was not until later exponents developed it that its possibilities as a solo instrument were realized.

C. R.—Lothrop's World's Museum was opened in Boston, Mass., in 1884. It was formerly the Boylston Museum, which opened in 1876, and continued until 1884, when Dr. Lothrop took the property over, changing the name to Lothrop's World's Museum. The building was later changed over and called the Lyceum Theater and about eleven years ago remodeled, and is now the Gayety Theater.

T. T.—The origin of the benefit performance is lost with most of the early records of the stage. It is known, however, that for generations they were restricted to playwrights only. The first player to enjoy one was the celebrated Elizabeth Barry (1658-1713). Cibber is authority for the statement that it was by command of James II largely on her behalf, that benefits were established for actors. Almost a hundred years again elapsed before the privilege was extended to treasurers, stage managers, agents, clubs, societies and indigent managers, critics, etc., etc.

NEW THEATERS

The Henry Hotel, Inc., of Martinsville, Va., will erect a theater in that place to cost \$20,000 and to seat 700.

A corporation headed by William F. Whitman, will erect a community theater on Lincoln road, near Miami Beach, Fla.

E. G. Wells has announced that he will erect a brick building in Wallace, N. C., for the use of the Wacona Theater Company.

John L. Halliday and associates have just opened a modern theater at Helper, Utah, which has been named the Paramount Theater. Mr. Halliday, the manager, announces that the theater is open every night and plays pictures and road attractions.

will prosper, but they must be clean and they must have merit.

About the only way to leuc financial disaster is to attempt to exploit a lot of illegitimate privileges and dirty immoral features.

THE Spring Special of The Billboard reminds us of some facts that mankind in general does not usually lift above the surface of his active thoughts. The springtide is the season of birth and rebirth, the season when, magiclike, Nature silently but surely performs her annual miracle of unfoldment and display. Only the other day a distinguished actor said to the writer: "It is the ponderable things I love, because they are not understandable. Things we read easily soon become commonplace. A few more weeks and I will go to one of the parks, all by myself, and look in wonderment on unfolding buds and leaves, and ask myself vainly the wonderful why. And then I will turn my back on it all, content, believing that the same thing that is bursting the buds and leaves is what brings people to the theater to hear me read lines that they remember." All of which is well. It is the springtide that is bringing the winter showmen back home after months of victories and vicissitudes. And it is the same spring season that is assembling casts for the summer shows. So it is, the wonderful rhythmic exchange of yearly cycles. Hundreds of show outfits will soon take to the road. To all of them The Billboard says Godspeed, and may the power in the buds and the leaves be with you all.

Theatrical Briefs

The New Princess Theater, Eagle Grove, Ia., has been redecorated.

Carl E. Davis sold the Majestic Theater, Green Forest, Ark., to Carl Coxsey, of Carrollton, Ark.

Mann & Fisk, who own three theaters in Eureka, Calif., one at Petaluma and another at Healdsburg, purchased the Victory Theater, Ukiah, Calif., recently.

Joseph Benjamin has purchased the Jann Frey interests in the Opera House block, Superior, Neb., and is now a partner of August Schmeling in the ownership of the property.

Louis A. Buettner, of the Cohoes Amusement Company, has been nominated for Exalted Ruler of the Cohoes, N. Y., lodge of Elks. Mr. Buettner is the "big gun" in the operation of the company's string of picture theaters.

H. L. McDonald, president of the First National Bank, Malvern, Ark., and who has owned and operated the Royal Theater, that city, for eight years, sold it late last month to Charles B. Clark, of Kosciusko, Miss.

T. E. Barley has leased the Colonial Theater, Troy, Mo., and has taken charge. The theater is owned by C. A. Holmes, W. R. Holmes and Mr. Barley, and has been operated under Mr. Barley's management for several years past.

H. H. Dewey is the new operator of the Strand Theater, Charlton, Ia., he having purchased the equipment, rights, titles and lease on the building from Messrs. Arries and Dickson. Ralph Percifield is the present house manager.

The Crescent Amusement Co., of Nashville, Tenn., will take possession of the New Grand Theater, Columbia, Tenn., shortly after April 1, and plans spending between \$10,000 and \$12,000 improving the house. The Grand is at present being operated by H. H. Jackson.

G. E. Miner, who owns the Majestic and Rialto theaters in Rice Lake, Wis., recently purchased the Majestic Theater, Rhinelander, Wis., and has placed M. C. Martin, who formerly managed the Majestic Theater at Rice Lake, in charge. Lawrence Barnett succeeded Mr. Martin as manager of the Rice Lake house.

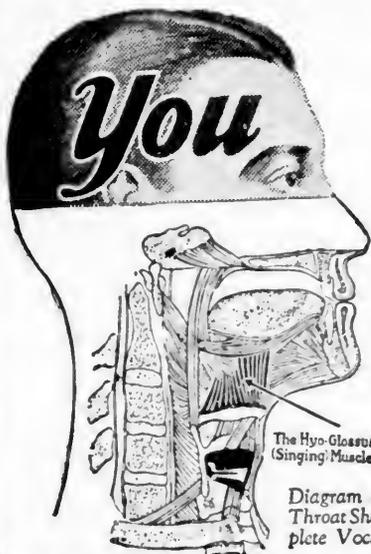
H. M. Thomas, formerly director of the Famous Players-Lasky Corporation in Canada, in charge of the Capitol string of theaters, has resigned his position and has gone to New York City. Harry Dahn, it is understood, will be appointed manager of the Capitol Theater in Montreal.

Paul P. Rorig, manager of the Orpheum Theater, Elgin, Ill., is now in charge of the Bluebird, a picture house at East Peoria, Ill. Mr. Rorig's father, H. P. Rorig, will assume the management of the Elgin house. The Bluebird has a seating capacity of 480 and is in a good location.

Floyd Lininger, who operates the Majestic Theater, Piedmont, W. Va., and the Star, Westernport, Md., has purchased the lease of the Opera House, Piedmont, from Messrs. Smith and Cavanaugh. Mr. Lininger will operate all three theaters and expects to make some improvements at the Opera House in the near future.

Plans for the improvement of the Alcazar Theater, Great Falls, Mont., involving an expenditure of about \$25,000, were announced a short time ago by L. A. Iverson, owner of the

Science Discovers the Secret of Caruso's Marvelous Voice

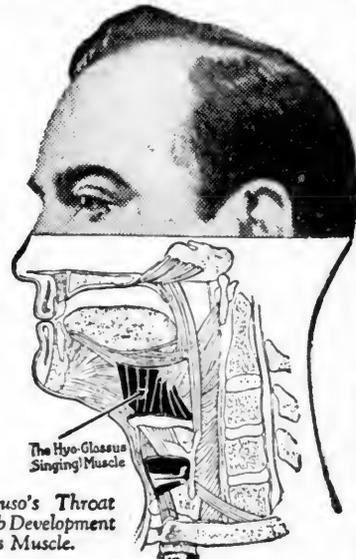


The Hyo-Glossus (Singing) Muscle

Diagram of the Normal Throat Showing the Complete Vocal Mechanism.

Caruso's Throat and Yours

Why is it that the humble peasant boy of Italy became the greatest singer of all time? This diagram of his throat will show you. Caruso's marvelous voice was due to a superb development of his Hyo-Glossus muscle. Your Hyo-Glossus muscle can be developed too! A good voice can be made better—a weak voice become strong—a lost voice restored—stammering and stuttering cured. Science will help you.



The Hyo-Glossus (Singing) Muscle

Diagram of Caruso's Throat Showing the Superb Development of his Hyo-Glossus Muscle.

We Guarantee—Your Voice Can Be Improved 100%

EVERY normal human being has a Hyo-Glossus muscle in his or her throat. A few very fortunate persons—like the late Caruso—are born with the ability to sing well. But even they must develop their natural gifts. Caruso had to work many years developing that muscle before his voice was perfect. Whether your voice is strong or weak, pleasant or unpleasant, melodious or harsh, depends upon the development of your Hyo-Glossus muscle. You can have a beautiful singing or speaking voice if that muscle is developed by correct training.

Prof. Feuchtinger's Great Discovery

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theater, and A. J. Knowlton, manager. Seating capacity is expected to be increased to 1,000. When the work is completed, it is said, the Alcazar will become part of a well-known vaudeville circuit.

A Negro porter frightened away an incendiary who had made preparations to burn the Crawford Theater, Wichita, Kan., several nights ago. Police made an investigation and were convinced of the incendiary plan, as a pile of shavings, paper and board were found on the landing of a stairway of the theater balcony. It is believed the efforts to destroy the theater were by the same persons responsible for the destruction of the Getto Building, that city, in which nine persons are known to have lost their lives, and the destructive fires at the Hotel Eaton, the Western News-paper Union and the Holiness Tabernacle.

PHOTOPLAY



(Continued from page 25)

Buster Keaton's latest comedy, "The Love Nest", is one of the sad-faced comic's happiest. It's just fun from beginning to end and ought to please audiences everywhere. It's a First National.

As an echo of the report that Eugene H. Roth has been made personal representative of Carl Laemmle, president of Universal, is heard the news that Roth's unusual feature, "Hunting Big Game in Africa", made by H. A. Snow, has been taken over for distribution by Universal following a run of several weeks at the Lyric, New York, which is scheduled to close March 18. Universal and nearly all the important film companies were offered the hunting feature and passed it up. Then came Roth, widely known San Francisco exhibitor, and he saw the possibilities in the film. He made a deal with J. J. McCarthy and Theodore Mitchell, who put over Griffith's "The Birth of a Nation", and the Snow picture got a New York showing. The verdict was unanimous praise and a run resulted. Then came announcement that the picture would be handled independently as a road show and Roth settled up his affairs in San Francisco to devote his time to "Hunting Big Game in Africa". Next came word that Carl Laemmle had signed Roth as personal adviser and representative and now it is announced that Universal will distribute the Snow feature.

There's a moral to that one, but you may write it yourself.

Jackie Coogan's latest First National feature is called "Daddy". E. Mason Hopper directed it, with Coogan's father given credit on the screen for having supervised the production. When Chaplin presented Jackie in "The Kid" the film audiences everywhere called the child a marvel. Unspoiled and natural, he was a sensation, and so he became "the million-dollar kid". That he is a marvel is admitted. That he is a great box-office attraction now, because of circumstances—truly "a million-dollar kid"—also is granted. But in "Daddy", a Laura Jean Libbey effort, somebody blundered. The Chaplin touch is missing. That might be expected, but that a Jackie Coogan film should be boring is inexcusable. Whether the fault is in direction or supervision cannot be stated, but the fault is there thruout the production. No one will deny Jackie can act. His work is marvelous, but in "Daddy" the efforts for tears are so apparent that sympathy for Jackie Holden, the boy of the story, flies out of the window, and all that is left is sympathy for Jackie Coogan, the boy of the movies. The person responsible has made the little fellow ACT, for heaven knows how many thousand feet, and has permitted the boy that Chaplin found to be himself for only a few hundred feet of "Daddy". The feature will sell because it is a Coogan and it may satisfy thru its revelation of the little chap as an emotional actor, but it is not good show business. The titles are bad and the editing is careless. Let's hope Metro will let Jackie be himself and be "the kid", with only a touch of the sob stuff. Chaplin showed the way, and in pictures Chaplin's way isn't the worst road to follow.

Charles Jones is playing the lead in the Fox production of James B. Hendry's

"Snowdrift". . . . Richard V. Anderson has been made sales exploter for Universal. . . . Before leaving Los Angeles for New York James Grainger, vice-president of Goldwyn, was dined by friends at the Ambassador. . . . Will Kidroy is exploiting Metro productions in Chicago. . . . Cohen Bros. have sold the Alhambra, East Liberty, Pa. . . . Ben Westland has succeeded Malcolm Roylan as Universal's West Coast publicity chief. . . . George S. Jeffrey is with Lichtman. . . . Betty Blythe's "The Truth About Wives" has been completed. . . . Max Lindner, having recovered from injuries sustained while making a picture in the Swiss Alps, expects to sail for America next month and go direct to Hollywood. . . . W. W. Whitley has bought the Palace, Colorado, Tex. . . . Henry Kotler has gone to London to make pictures. . . . William Russell is at work on "Atlas, the Night Wind", for Fox. . . . Whitman Bennett is planning to make "The U. S. Mail". . . . Shirley Mason is at work on "Inside the Door" for Fox. . . . "Has the World Gone Mad?" has been bought for Australia and New Zealand by Millard Johnson for Australia Films, Ltd. . . . Ray Branch, of Detroit, has bought ten Arrow specials for Michigan. . . . "Hoot" Gibson is working in "Shell Shocked" under direction of Edward Sedgwick. . . . A department store will be built on the site of Empire Theater, Detroit, which will be closed next month. . . . Cyril Ring is in "The Exciters". . . . P. A. Powers is in Los Angeles. . . . Claude Millard, poster artist for the Rialto, Rivoli and Criterion theaters, New York, won first prize of \$500 in "The House Beautiful" cover design contest for which 1,450 drawings were submitted. . . . Four Thompson Buchanan pictures to be produced by Associated Authors, Inc., are announced for the coming year for United Artists release. . . . Scenes for Film Guild's "The Scarecrow", with Glenn Hunter starred, will be made in Deerfield, Mass. . . . Carl Laemmle predicts Rupert Julian's "Merry-Go-Round", a Universal-Jewel, will be the outstanding picture of 1923. We shall see. . . . Edward Helasco productions are being released in New York by the C. B. C. Film Sales Corporation, 1600 Broadway. . . . "Bluff", by Rita Weiman and Josephine Quirk, has been bought by Jesse Lasky for Bebe Daniels. Wesley Ruggles will direct

. . . . Hodgkinson has signed to distribute Urban's Movie Chats for another year. . . . First National will have a new New York address after May 1, when one floor of the new building being completed at Madison avenue and 46th street will house all departments. . . . Lawrence Williams has been elected president of the Motion Picture Photographers, with Edward Wynond, vice-president; George Conder, treasurer; William Tuers, corresponding secretary; Freeman Owens, recording secretary, and with the officers, Edward Van Buren and E. Burton Steene, making up the board of governors. . . . Harry Brandt has bought the Cumberland Theater, Brooklyn. . . . Monty Banks is planning to produce five-reel comedies, starring himself. . . . Romaine Flooding, president of the General Film Mfg. Company, St. Louis, has leased the Egyptian Building, University City, for a studio in which to make comedies and features. . . . Fred L. Cornwell is now operating the Leclair Theater, Moline, Ill. . . . Pat Hargitan and Walter McGrill are working in "Wolf Fangs" in Hollywood. . . . Vivian Rich is in "Hell's Canyon". . . . The cast of "The Call of the Wild" includes Laura Roessing, Walter Long, Jack Mulhall, Frank Butler and Sidney D'Albrook. . . . Blanche Sweet is to appear for Sol Lesser in "The Meanest Man in the World". . . . Bryant Washburn also. . . . Albert E. Smith is back in New York. . . . E. K. Lincoln is on the West Coast making "The Right of the Strongest". . . .

Flashbacks on Fifty Films

"THE PILGRIM"—Not Chaplin's best, but a box-office winner.
 "MAD LOVE"—Goldwyn's effort to take the edge off "Bella Donna", Pola Negri's advertised Paramount production. Will sell tickets.
 "MR. BILLINGS SPENDS HIS DIME"—A fine comedy photodrama, with Walter Hiers getting over lots of fun. Good.
 "ADAM'S RIB"—Flashy Cecil De Mille picture that will cost exhibitors too much and disappoint patrons.
 "THE KINGDOM WITHIN"—Pretty fair entertainment. Not a special.
 "ONE MILLION IN JEWELS"—Just the kind of a movie the title indicates.
 "HIGH FLIERS"—A funny Hall Room Boys' comedy. Lots of laughs.
 "THE WORLD'S A STAGE"—Elinor Glyn's inside movie story. Well done, and, if your patrons like Elinor Glyn stuff, it's all right.
 "WOMEN MEN MARRY"—There's no excuse or place for this one.
 "THE MAN ALONE"—Not even with Holbart Bosworth as the man.
 "A CLOUDED NAME"—Not worth putting in the datebooks.
 "JAZZMANIA"—A Mae Murray extravaganza. Not quite as good as some others she has offered, but should get the money.
 "DRIVEN"—A sure winner anywhere.
 "HUNTING BIG GAME IN AFRICA"—Finally bought by Universal. A great picture that should please everybody.
 "PEG O' MY HEART"—Laurette Taylor equaling her stage success.
 "THE PRISONER"—May please Rawlinson fans. Only fair.
 "THE SCARLET CAR"—Ditto.
 "THE HOTTENTOT"—A best bet. Better than William Collier's play upon which it is based.
 "MINNIE"—This will go in spite of too much story. Leatrice Joy and Matt Moore save this Marshall Neilan feature.
 "THE WHITE FLOWER"—An unusual and unconvincing story, but with Betty Compson and Hawaiian settings should do well.
 "RACING HEARTS"—Richard Dix and Theodore Roberts setting the pace for Agnes Ayres in a speedy light comedy. Ought to go.
 "ADAM AND EVA"—Expensive settings by Urban and some nice closeups of Marion Davies. "Knighthood" may help this, but it's only fair.
 "THE CHRISTIAN"—A little old-fashioned, like Hall Caine, but a great show.
 "DAY DREAMS"—A Buster Keaton laughgetter.
 "ROBIN HOOD"—Douglas Fairbanks getting the money.
 "THE SPEED KING"—Richard Talmadge following in Doug's footsteps and doing quite well.
 "HEARTS AFLAME"—With Frank Keenan and Anna Q. Nilsson this forest fire feature should pay.
 "JAVA HEAD"—Some fine pictures of old Salem, Mass., and that's about all.
 "THE WORLD'S APPLAUSE"—It's all in the title.
 "MY AMERICAN WIFE"—Another wardrobe picture, with Gloria Swanson.
 "THE FLAME OF LIFE"—A better than usual picture, starring Priscilla Dean, and featuring, deservedly, Wallace Beery.
 "WHEN KNIGHTHOOD WAS IN FLOWER"—Marion Davies' box-office bet.
 "FURY"—Too long, but will do business with Barthelmess and Dorothy Gish featured.
 "THE POWER OF A LIE"—Fine photoDRAMA.
 "THE VOICE FROM THE MINARET"—Trashy story that even Norma Talmadge can't save.
 "THE GENTLEMAN FROM AMERICA"—"Hoot" Gibson adding to his following in a light, happy story.
 "SALOME"—With the accent on the MAY.
 "BROKEN CHAINS"—Certainly not worth the \$10,000 prize paid for it.
 "THE GHOST PATROL"—George Nichols "copping" the honors in a pleasing program picture.
 "THE DANGEROUS AGE"—Finely photographed and almost convincing feature, starring Lewis Stone.
 "THE SECOND FIDDLE"—Glenn Hunter, of "Merton" fame, and Mary Astor, in fine Film Guild feature.
 "BRUCE WILDERNESS TALES"—Latest series worth booking.
 "POOR MEN'S WIVES"—Mostly in the title.
 "PROF. EINSTEIN'S THEORY"—Good publicity stunt.
 "THE MESSAGE OF EMILE COUE"—Another.
 "THE HERO"—Good program picture, with John Sainpolis stealing stellar honors from Gaston Glass.
 "THE STRANGERS' BANQUET"—Marshall Neilan leading too many stars thru too much story.
 "CASEY JONES, JR."—A good Educational comedy, with a very funny locomotive.
 "NOBODY'S MONEY"—Jack Holt in a clean feature comedy.
 "DOG SENSE"—A very funny comedy, with a remarkable dog.

—JED.

"Scars of Jealousy", a Thomas H. Ince-First National production, is not up to the Ince standard, but it is better than average programs, chiefly because of the always artistic work of Frank Keenan and the excellent portrayal by Lloyd Hughes, of the mountaineer hero of the somewhat different story. The title is somewhat vague and the movie hokum is plentiful, but the feature probably will get over for a fair price. Marguerite de la Motte is charming, and succeeds in spoiling considerable finery.

The Motion Picture Theater Owners of America are sending out notice that George Eastman's School of Music and his theater efforts in Rochester, N. Y., are finely illustrated in Official Urban Movie Chats, No. 58, now being released. Recently Eastman joined the Hays organization.

. . . Comes a letter from Robert Downing, of Richmond, Va., stating that he, as president and general manager, and W. P. Kleiu, as secretary and treasurer, have organized the Robert Downing Film Corporation for the purpose of making, buying and selling feature films, chiefly sacred and educational. Headquarters are in Richmond and Robert O. Waldhauser of that city is named as a third incorporator. . . . Emmett J. Flynn has signed to direct Goldwyn features. . . . Lee Arms has sold the American rights to "Faddy the Next Best Thing" and "Flames of Passion" to Graham-Wilcox production made in England and starring Mae Marsh, to Allied Artists. . . . Uncle Sam has made Will H. Hays a lieutenant-colonel so that in case we have another war he can be put in charge of the military postal service. . . . Lloyd Hughes has been signed for "Terwilliger" by Arthur Jacobs. . . . William Orlamond, Cecil Holland, Lucien Littlefield and Jean Haskell have been signed by Goldwyn. . . . Joe Madden is in "Little Old New York". . . .

"Kane and Abel", one of the new Leather Pusher Series, in which Universal is starring Reginald Denny, is pleasing entertainment with a number of sure laughs. The boxing scenes are not as good as they might be, but the picture will satisfy.

There was a special preview of "The Covered Wagon" at the Hotel Plaza, New York, last Sunday evening, with Hugo Riesenfeld conducting the orchestra and tickets going at five dollars each, the proceeds being for the Film Mutual Benefit Bureau (American Committee for Devastated France and the Maternity Center Association of New York). The feature is scheduled to reopen the Criterion, New York, this week Friday evening.

Buster Keaton's "The Frozen North" is another one of the one hundred-proof comedies this chap is making. If he abandons short-fun films for features, as he he seems to be doing, there will be considerable difficulty in

filling his place. Book "The Frozen North".

F. V. Chamberlain, president of the Itagon Film Company, has gone to China to make pictures for and with Chinese. . . . George H. Donau Company has bought the book rights to Samuel Goldwyn's "Behind the Screen". . . . The Skouras Brothers have added the North Grand Theater and the Zephira Airline to their St. Louis chain. . . . Victor Schertzinger has been loaned by B. P. Schallberg to Vitagraph to direct Alice Culhoun in Emerson Hough's "The Man Next Door". . . . Ned Holmes, exploitation chief for First National, was given a watch by his staff on his first anniversary with the company. . . . The First National Club dance will be held at the Hotel Commodore, New York, April 4. . . . Conrad Nagel, recently signed by Goldwyn, is in New York. . . . A beauty contest was one of the features of the Paramount ball in New York last week. . . . Arthur Sawyer has returned to California and Herbert Lubin to Chicago to rush S.-L. pictures for Metro release. . . . C. H. Code has been made Haddonson (Ore.) representative with offices at Portland. . . . Jesse J. Goldberg is back in New York after a trip to the West Coast. . . . C. Gardner Sullivan has been signed by Joe Schenck to write stories and scripts for Constance Talmadge. . . . Jimmie Adams has been engaged as a featured comedian with Al Christie. . . . Louise Fazenda is featured in "Cold Chills", an Educational-Mermaid comedy, produced by Jack White. . . . Ruth Platt is in Jack White's "Topsy Turvy". . . . Neal Burns is in "Hot Water". . . . Madge Bellamy's contract with Thomas H. Ince has been renewed. . . . E. J. Ludvig is back in New York from a trip abroad. . . . F. Scott Fitzgerald's "This Side of Paradise" has been bought for Paramount release. . . . Lynde Denig has quit Goldwyn for First National.

"The Famous Mrs. Fair" is a picture that should appeal to everybody, and, except for a few minor details, only one of which perhaps is really important, Fred Niblo has made from the Frances Marion adaptation of the James Forbes play a Class A photoplay. Director Niblo selected an excellent cast for this production, the principal players being Myrtle Stedman, in the title role; Huntley Gordon, as the husband; Marguerite de la Motte, as the daughter, and Cullen Landis as the son. Others featured to good advantage were Ward Crane, Carmel Myers and Helen Ferguson. An auto race with the Montreal express is dangerously like that in "The Dangerous Age", but as the two features were made at about the same time, and as one is as good as the other, perhaps both pictures will benefit. This Louis B. Mayer-Metro feature belongs in The Billboard date-books.

It was with misgiving that we went to see the screening of "The Famous Mrs. Fair", but we should have known better. Fred Niblo's batting average has been so high that we might have expected a hit.

Which reminds that it is about time to remark that Metro has been putting over so many fine features recently that last month the directors decided to spread on exploitation and make Bert B. Perkins, who has been booming Metro pictures in the Chicago territory for a year and a half, director of exploitation, with offices in the Loew State Theater Building, New York, and in charge of a large staff in the field. Perkins has grown up in the show business, having been in almost every branch of the game, and, with such a sidekick as J. E. D. Meador, Metro director of advertising and publicity, and such pictures as we have found their way recently into our "Flashbacks on Fifty Films", the new exploitation boss ought to get results. His many Billboard friends on and off of Broadway send greetings.

Looks like the motion pictures are a magnet for old-time showmen. C. H. Clark recently visited the New York offices to advise that he has signed to go ahead of the Valentines on their dancing tour thru the Southwest. He left a route which includes, up to the 20th of March, Milwaukee, Chicago, Omaha, Des Moines and Kansas City,

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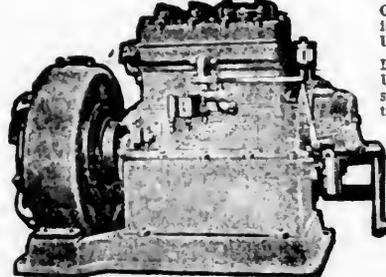
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in the order named, and then a few breaks into Dallas, Tex.

Rita Weisman's "Upstage", published in The Cosmopolitan Magazine, has been purchased by Metro for a Viola Dana feature. . . . Goldwyn has bought the screen rights to Hall Caine's "The Master of Man". . . . M. L. Finkelstein, of Minneapolis, has gone to the West Coast. . . . Max Halaban, of Chicago, got there ahead of M. L. What of it? We don't know. . . . C. C. Burr will make Dorothy de Jaegers' "The Average Woman" and Gerald Duffy's "Rich Men's Sons". . . .

William Judkins Hewitt writes of fairs in the daytime and dreams of the movies at night. Recently he went to see "Dr. Jack" and went home to dream of Harold Lloyd growing a fine crop of pink whiskers with the idea of playing "Ham" Lewis in his next picture. Not a bad idea for a comedy at that. . . . Lloyd or Chaplin could make a capital capitol comedy. . . . We could pull a nifty "Ham" in the movies but. . . . A. H. Jacobs, of Masterpiece Film Attractions, Cleveland, has been in New York on business. . . . During the illness of his brother, John, Douglas Fairbanks has been acting as general manager of the

Fairbanks Studio as well as acting as leading actor. . . . Chester M. Franklin's "Wolf Fangs", featuring Rintintin, the Belgian police dog, widely advertised as a war hero, is well under way, according to Warner Brothers. . . . Arthur H. Sawyer and Herbert Lubin, who make S.-L. pictures for Metro release, are back in New York. . . . Finis Fox is making a story by Edward Warren Gynol. . . . King Baggot is directing Gladys Walton in "Crossed Wires" for Universal. . . . W. J. Craft has completed "Mistaken Identity", a Sanford production starring Pete Morrison. . . . Since his return from London recently, S. L. Rothafel has been serving tea to his staff at the Capitol, New York, every afternoon. . . . Wyndham Standing has returned to the West Coast from New York. . . . Marguerite de la Motte has the lead in "Wandering Daughters". . . . Floyd M. Brockwell, general manager First National exchanges, visited Los Angeles recently. . . . E. R. Coffin is handling Richard Walton Tully publicity. . . . Harry Swoick will distribute Second National pictures in New York. . . . Harry L. Goldberg, manager Sun Theater, Omaha, arranged an old-fashioned sleighride for patrons during a recent showing of Metro's "Quincy Adams, Sawyer". . . . Clarke Irvine, widely known on the West Coast, has been engaged by Arthur H. Jacobs to put over the press work for the coming Frank Borzage productions for First National. . . . Pauline Garon has been signed for the first Borzage First National production, "Terwilliger". . . . Thomas H. Ince promises "The Just and Unjust", by Vaughn Kester, and "The Devil's Own", by Talbot Mundy. . . . Clyde C. Platt, manager Saenger's Marion Theater, Clarksdale, Miss., gave away an onyx ring set with a diamond during the showing of Rex Ingram's Metro feature, "The Prisoner of Zenda". . . .

Carl Laemmle, president of Universal, is apologizing. He wires from Universal City that he had to charge \$1.65 at the Criterion, New York, for "Driven" because that price was included in the contract for the Broadway house. He needed the house to show the picture, he says, and so had to charge \$1.65, adding: "I feel that the only time any one has the right to charge high prices is on an opening night, when people who have the first-night fever are willing to squander money."

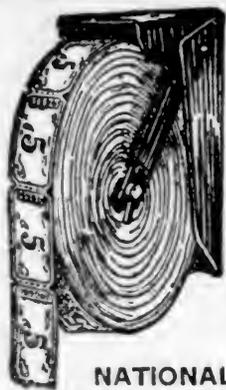
It isn't nice to nag, but we repeat that only a short time before the showing of "Driven" Carl Laemmle said that Broadway first-run exploitation is bunk. Well, \$1.65 is bunk sure 'nough.

Tom Terriss is making exteriors for his next picture in and around Cairo, Egypt. . . . Ian MacLaren, who is supporting David Warfield in Belasco's "The Merchant of Venice", will make his bow to photoplay audiences in "Under the Red Robe". . . . William Desmond saved Esther Ralston from a fire at Universal City recently. Both suffered painful burns. . . . F. B. O. announces purchase of A. T. Locke's "Alimony" for early production. . . . Also "Flaming Waters", by E. Lloyd Sheldon, and "The Miracle Baby", by Frank Richardson Pierce. . . . Fred Granville, of London, is in New York with a print of "Shifting Sands", made in England and Northern Africa, and starring Peggy Hyland. . . . R. W. McFarland is handling "Robin Hood" in Europe for United Artists. His headquarters are in London. . . . E. N. McFarland has quit Paramount to become branch manager for United Artists in Omaha, succeeding Sam Verzimer. . . . Kenneth Harlan and Eileen Percy

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have been signed for "East Side, West Side", which Irving Cummings is making for Principal Pictures. . . . James R. Grainger, Goldwyn vice-president, after a tour of exchanges, visited the Goldwyn West Coast studios. . . . William H. Crane has been engaged for "Three Wise Fools". . . . So has Fred J. Butler, father of David Butler. . . . Mike Donlin, formerly of the New York "Giants", is supporting Lee Moran in Ring Lardner's "You Know Me Al" series being made at Universal City by Arvid Gillstrom. In Jack Conway's production of "Quicksands", taken over for distribution by the American Releasing Corporation, will be seen Helene Chadwick, Richard Dix, Alan Hale, Noah Beery, J. Farrell McDonald, George Cooper, Tom Wilson, Hardee Kirkland, Walter Long, the late Edwin Stevens, Frank Campana, Lionel Baltimore, Jean Hersholt, James Marcus, Dick Sutherland, Lou King, William Dwyer and Jack Curran. Some cast? Yee? . . . Martin J. Doner has been engaged by Goldwyn to work on the sets for "Ben Hur". . . . Jack Holt is working opposite Pola Negri in "The Cheat", being completed for Famous Players-Lasky, by George Fitzmaurice. . . . Buddy Messinger is appearing in "Dad's Boy". . . . Fred G. Nixon-Nirdlinger, of Philadelphia, has joined the Jules Mastbaum party touring the West in a special car. . . . Elmer Pearson, Pathe G. M., has announced that Hal Roach, hitherto known chiefly as responsible for fun films, featuring such stars as Harold Lloyd and Snub Pollard, will make a ten-episode serial, called "What Should the Girl Do?" At the same time comes word that Roach has bought land for a new studio a mile from his present Culver City (Calif.) location, the new building to cost \$100,000, and that in addition to comedies and the serial he will make features written by H. H. Van Loan. . . . Emil Chautard has "Daytime Wives", by Leonore Coffee and John F. Goodrich, for F. B. O., well under way. Featured players are Dorelys Perdue, Wyndham Standing and Grace Darmond. . . . George Walsh, Robert McKim and Rockliffe Fellowes have been added to the cast of "The Spoilers", being remade for Goldwyn distribution. . . . Alma Bennett is playing opposite Tom Mix in "Three Jumps Ahead". . . . Work on the \$500,000 Granada Theater, San Diego, Calif., has been started, and the house is being advertised for opening August 1. . . . Ann May is in "The Fog".



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work is scheduled to start as soon as plans have been approved. The contract requires that the building be completed by August 1.

A permit was recently issued to Stanley Chapman to erect a \$75,000 theater building at 312-316 North Spadra road, Fullerton, Calif. Work is now in progress.

The West Coast Theaters, Inc., which operates a string of over one hundred theaters on the West Coast, is considering the erection of a 1,000-seat theater at Monrovia, Calif.

The Howell Investment Company will erect a building on Cana street, New Smyrna, Fla., that will be two stories high and will be leased to H. T. Titus, of Daytona, for theatrical purposes.

J. A. Daniels has announced that he will receive bids shortly for a three-story building which he will erect at Mocksville, N. C. The second floor of the structure is to be used for a theater.

H. A. Richardson has purchased a site at Mill Creek Parkway and Archibald street, Kansas City, Mo., from the Hemper-Cooper Manufacturing Company for \$16,000, and it is said, will erect a picture theater on the property.

Cassidy Brothers and Louis Murphy, it is said, will finance the building of a theater in Spring Valley, Ill., on the site of a building recently destroyed by fire. Mr. Murphy is manager of the Majestic Theater, Spring Valley.

The Pinehurst, newest picture theater at Carthage, N. C., was opened late last month. The house was erected at a cost of \$60,000, has a seating capacity of 700, and a stage completely equipped and of sufficient dimensions to accommodate road attractions.

Construction work on the Commodore Theater building, Eureka Springs, Ark., is being rushed and it is expected to have the structure completed in three or four weeks. The Commodore, which will be under the management of Herman Alwees, will play pictures and vaudeville.

Simons Brothers, prominent merchants of Las Animas, Col., opened their new \$50,000 theater in that city March 1. The plans for the theater were drawn by E. H. Moorman, of Denver, and the decorating was done by Ray Baublits, of Colorado Springs. The theater, which has been named the Simons, has a seating capacity of 650, all on one floor. Feature pictures will be the policy, with an occasional road show. The stage measures 30 by 50 feet.

Plans are being drawn for an open-air theater in Woodrow Wilson Park, Birmingham, Ala., in which to stage summer opera directed by Gordon Erickson, municipal music director. The structure, under plans drawn by the City Building Inspector, would have a seating capacity of 2,500, and would be used not only for summer opera but for band concerts and other out-door entertainments. The cost of the building will be around \$6,000 and will be borne by the city.

TABLOIDS

(Continued from page 47)

Larry Lamont recently closed with Al Reeves' show.

III BERLING and his "Vanity Girls" opened March 4 at the Palm Theater, Omaha, following Chas. Carpenter's "Jolly American Girls", for an indefinite engagement.

GRACE RUSSELL AND WM. GIERSDORF control the Omaha Theatrical Exchange located at the Millard Hotel, and it is reported to be a pretty busy office keeping the tabloid manager and the vaudeville houses supplied with their necessities and in happiness.

BROWNIE'S "PRETTY BABY" Company has opened for an indefinite run at the Rex Theater. It is reported that Mr. Brownie has a wonderful show. Jean Morose and Tony Kennedy's show closed at the Rex a couple of weeks ago and has gone to Ottumwa, Ia., for a four weeks' run at the Rex, then to Jacksonville, Fla. They will enlarge their show to sixteen people.

AFTER HAVING PLAYED rotary stock all winter in Cleveland, O., "The Derby Winners"

took to the road February 12 and are reported meeting with success. Lee Spraukle is said to be putting his songs over as well as ever and the new programs give the comedians, Pat Gallagher and Abe Greenman, a chance to show to good advantage. Chuck Connors, who formerly worked with the Flo Kockwood Entertainment in and around Cleveland, is said to be gradually taking off his superfluous weight and is lighter on his feet than ever. Eddie Kiefer is busy arranging a new music score for a new feature bill. The company now carries eleven people, but will be increased soon by several more chorus girls and a syncopated jazz band from Dixie. The girls of the chorus are Mickey McGuire, Mickey Hamilton, Martha Steuck, Virginia Faire, Evelyn and Harriet Sprankle.

SEVERAL CHANGES have been made in the cast of the Mississippi Missees' Musical Revue' Company which on March 12 entered into its sixteenth week of stock at the Rialto Theater, Indianapolis, Ind. Fred Griffith, who was producing for a few weeks, has gone into Texas. Fred J. Jenkins is again producing the bills and Irene Jenkins handles the chorus. Mahoney and Talbert, vaudeville team, have been with the show three weeks now. Walter (Shorty) Steffin, who has been with the show for fourteen weeks, has left to join one of Hal Hoyt's Attractions. The cast is as follows: Fred J. Jenkins, second comedy and general business; Chas. Mahoney, straight; Bob Talbert, feature Hebrew comedy; Babe Harte, soubret; Irene Jenkins, comedy characters; June Wolf, ingenue; Cleo Miles, Mary Martin, Clara Jones, Bobby Lavelle, Hazel Miller, Blanch Coghill, Phyllis Hansen and Bessy Deno, chorus.

CHAS. CARPENTER'S "Jolly American Girls", which recently closed at the Palm Theater, Omaha, Neb., has opened for a six weeks' run at the big Orpheum Theater in South Omaha, where the show will be enlarged to fourteen people. The show has been a business getter during its stay at the Palm and most likely will play a return engagement there in the near future. Mr. Carpenter has accepted contracts from the McMann Shows for the summer, to give one show nightly and feature a jazz orchestra. Frank Clark, better known as Nig Clark, who was producer for fifty-two weeks at the Gayaso Theater, Kansas City, recently joined the show to do principal comedy. Harry (Sunshine) Hamlin has also joined as general business man and will organize a quartet. Mr. Hamlin closed recently with the Griffith Minstrels on the Coast and has returned to tabloid after two years' absence.

WHILE LAYING OFF in Dayton, O., the last week in February, Jay O'Donnell of O'Donnell and Ward, playing the Loew Time, whiled away the leisure hours at the local theaters and reports on what he saw as follows: "I visited the vaudeville houses, burlesque, road shows and also the house playing stock musical (or tabloid as they commonly call it) comedy as presented by Billy House and his Midnight Whirl Company, of which Glynn Klock is manager. The latter handed me the biggest surprise of my life. I do not know one member of the show, in fact never heard of them before in my life, but they comprise a real show. Billy House, the comedian, is clean from his first entrance to his very last exit. May his clean, wholesome and clever comedy live on forever and be a guide to the others. He has an excellent singing voice and is a very funny dancer in his way. From my observation, House weighs about 300 pounds, and dances and gets around like a bantam. There is none better on Broadway or any other town's Main street. The straight man, Tim Ryan, will show you something different in the art of feeding the comic. He is a very good actor, has a very pleasing personality and wears clothes that are the height of fashion and neatness. He also has a very good voice. Emmett Lynn is a very pleasing juvenile man, and, I understand, is a capable character man as well. Olive Finney, prima donna, has a beautiful voice and is the proud possessor of a wonderful wardrobe, which she wears to perfection. Irene Noblett is pretty and a clever dancer. Lucille O'Dea has a sweet voice and is an artist. Herman Weber, character

man, is an excellent character man and has a dandy bass voice. Harry Allan is the best lyric tenor I have ever heard. Shannon, Averill and Shannon are clever dancers and with their harmony efforts help to stop the show. The girl trio, Missea Noblett, Lyn and Evain, is a big hit with funny jazz songs and antics. Last but not least is the chorus, which comprises twelve of the prettiest girls I have seen in a lineup. All possess beautiful voices and are neat dancers. The wonder of the show is Baby Betty McCann, who is only two and a half years old. She sings and dances in almost every number."

VISIONS FROM VIN

Unit Shows made famous this season on the Shubert Circuit are being imitated pretty thoroughly on the tab. circuits. Today's efforts are on an elaborate scale which in a way saves the show, whereas in the h. t. days it was talent that counted. I have witnessed a few of the Shubert Unit Shows and while the attractions as a whole were good, some better than others, I have seen much better acts on the small time, BUT with a sumptuous setting, an enlarged orchestra and a bevy of beautiful (?) girls who in the devil wouldn't make good? Another point to consider, the Shubert Units play to the high brow and the codfish aristocracy and they figure that for a dollar it has to be a good show, whereas for two bits the same attraction without the elaborations and enlarged orchestra would be a fizzle. There is one particular tab. playing in the South, putting on three unit shows a week (four acts of vaudeville and a 25-minute musical farce), that requires twelve different vaudeville offerings and there are eleven people on the show. Therefore, versatility must be in prominence. Well, that's more than you can find on the so-called big time.

Detroit is to be the home of another studio. Two ladies, well known in the profession, have settled down here and are going to open a school for dramatic, vaudeville and musical comedy. Fine! The girls from the five and ten can study Isabella or practice the light fantastic, while the chaps from the factories can outdo Mansfield or become a Chaplin. Well, there's room in the city for an honest-to-goodness school and as these two ladies are thoro professionals their efforts may be more successful than others who have tried it. It's their aim that counts and time will tell.

Got a letter from a friend in Cincinnati the other day asking for particulars concerning the local theatrical field. He contemplates coming to Detroit to play vaudeville, so here is my reply: Conditions in and around Detroit are wonderful. All of the industrial plants are operating full force and there is a scarcity of help, so you need not be idle long. Evenings you can practice up occasionally by playing a date or participating in one of the numerous amateur contests. Be sure to give me a call when you arrive.

NEW THEATERS

Bernard Antony announced last week that the new theater he is erecting at Hammond, La., will cost \$35,000, instead of \$25,000, as originally planned.

An amusement company, the name of which has not been made public, will co-operate with the Chamber of Commerce of Winchester, Ky., in the erection of a \$70,000 theater building on North Main street, that city. Construction

FOR SALE!

One-reel ARBUCKLE COMEDIES, five-reel DRAMAS, "TILLIE'S PUNCTURED ROMANCE", "DORALDINA IN THE WOMAN UNTAMED" and quite a few short subjects, as well as some WESTERN, JUNGLE and SENSATIONAL SERIALS. Write

MR. T. TOLLEY Pittsburgh, Pa. 1030 Forbes St.

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A lot of customers of ours send us orders dated "En Route" and give no route nor permanent address. Sometimes their order isn't clear, or for some other reason it would be desirable to write to them either then or at a later date. We think every traveling showman ought to have a permanent address and carry it printed on his stationery. Don't you? By the way some showmen don't even have printed stationery. Don't you think they ought?

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SPEAKERS
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Conducted by AL FLUDE

PONTIAC (ILL.)
CHAUTAQUA

I have before me a dozen splendid pictures of the Pontiac (Ill.) Chautauqua, but I have chosen the accompanying picture, because I think it tells the story. It says that the same old chautauqua spirit which prevailed twenty years ago is still alive in Pontiac. This summer Pontiac will celebrate its twenty-sixth anniversary—twenty-six years of helpfulness, of inspiration and of good fellowship. The chautauqua which becomes a summer city and is big enough to induce the people to make their homes upon its grounds, means a great institution with a State-wide influence. There is before me also a list of the men who have made the Pontiac Chautauqua possible. Think of this! Three of the men on the present board were among those who launched the enterprise twenty-six years ago. One more has been an active director for twenty years. Every member of this board is known as one of the big men of the community, and they have been willing to give of their time liberally and of their energy that this ideal might become a concrete reality.

During these twenty-six years of service to the community, the chautauqua has given the people the opportunity of listening to the great orators of the country: San Jones, Dr. Eaton, Bob McIntyre, Bryan, LaFollette, Folk, Handley, Stewart, Watterson, Hadley, Hughes, Spurgeon, Champ Clark, Quisyle, are just a few of the great speakers who have been upon that platform. Year after year the equipment of this great institution has grown and improved, until now they have an auditorium seating 4,500 people, dining rooms, kitchens, rest rooms, hundred of tents and all the equipment needed to make Pontiac a center for hundreds of miles around.

It would be a great thing for America if such an assembly as Pontiac has fostered might be run in every county of this country. That does not deprive the other communities of similar enterprises. But when all can unite and make such an institution possible, then the chautauqua will become once more an ideal American institution. —ANON.

CLAY SMITH WRITES
OF THE CRAVEN FAMILY

The most popular of the popular fallacies is that good musicians have no business sense. George Craven proved he was a good musician by leading one of the standard musical organizations, the Craven Family Orchestra, nine years, and he has proved his business sense by amassing a comfortable fortune and building up a fine business in his home town, Tipton, Ia.

For several years he has been running his poultry and produce business, doing a quarter-of-a-million-dollar business annually, while he toured the chautauquas during the summer with his four talented daughters, delighting the brown-tent audiences everywhere. Last year he made his farewell tour for the Mutual Bureau. Not that he wanted to quit, but simply because his daughters married, one by one, until he was shy four-fifths of a good concert company, and he just naturally had to quit.

Recently there was quite a gathering of the clan in his fine home. The "Smith-Spring-Holmes Company" gave a concert there, and was joined by Big Bill Atkinson, of the Western Lyceum Bureau, and Miss Field, field representative and circuit manager of the Mutual-Ewell Bureau. Mr Craven met the bunch at the train and piloted them directly to his home, where he had prepared a feast of a half-dozen milk-fed sprinklers. He says he knows they were milk-fed for he raised the mhimself, altho no one doubted it after partaking thereof. The Cravens are just as big a hit doing the home honors as they were doing the chautauqua honors, and here's hoping they live long and prosper.

VOTE BY MAIL

To Loop or Not To Loop

What hotel headquarters do the members of the I. L. C. A. prefer for the September Convention? This has become a difficult problem in late years.

President Paul M. Pearson desires your help in deciding the question. The choice is between a "loop" hotel, like the LaSalle, Auditorium, etc., or a hotel outside the loop district, like the Drake, Edgewater Beach, etc.

President Pearson hereby requests every I.

L. C. A. member who hopes to attend the convention to vote on this question by post card or letter. Address him at Swarthmore, Pa., and just say: "I favor a loop hotel" or "I favor a hotel outside the loop district." Be sure to sign your name. You will assist in an important decision by voting early.

THE HOME-TALENT PLAY

Miss Media Moorehead Writes of the Requirements of Home-Talent Production

To establish a firm foundation for local-talent musical comedies, to make them both artistic and money makers, requires a company fully equipped.

It is truly surprising the real worth-while talent that is at one's disposal. Here are the young people just home from the various colleges; most of them have had a knowledge of dramatic art and music, as they have either specialized or taken up one or both as a study or an extra study. Then most people are graceful, as the public schools train gymnasium, physical expression and dancing. We find with all this world of talent at the dis-

GOLDEN JUBILEE AT LAKESIDE

Next summer will be the golden jubilee session of the Lakeside (O.) Chautauqua. The Lakeside Bulletin gives the following general report of plans for the coming session:

Our Golden Jubilee Season will open June 30 and close August 30, covering a period of eight weeks and six days—the longest season Lakeside has ever had. Every week will be crowded with attractive program features.

The program schedule has not been completed, but stands as follows as this Bulletin goes to press:

- Assembly—
June 30 to July 21.
August 6 to 30.
- Lakeside Federation of Women's Clubs Convention—
July 11 and 12.
- State W. C. T. U. Institute—
July 13 and 14.
- Congregational Young People's Conference—
July 9 to 15.
- Lutheran Chautauqua—
July 16 to 22.



Petals of the Moon

The moon is a rose in the garden of night, The lake is a lawn where a pathway of white Sweeps across the dark waters. A summer wind blows And the path is astrir with the leaves of the rose.

"A little more kindness and a little less creed, A little more giving and a little less greed, A little more smile and a little less frown, A little less kicking a man when he's down, A little more 'we' and a little less 'I', A little more laugh and a little less cry, A little more flowers on the pathway of Life, And fewer on the graves at the end of the strife." —QUOTED.

The Clapp Sisters, of Evanston, Ill., gave a program at the Wilson Avenue Y. M. C. A. March 12. The Clapp-Clapp Company should be good for an encore.

The Unwelcome Guest

Old Age, a surly guest is he,
Whose coming brings no joy;
And when he comes to visit me
My wits I must employ.
Sharply I'll slam the door and shout:
"Excuse me, sir, I've just gone out."
—FROM THE JAPANESE.

Geoffrey F. Morgan, of the Redpath lecturers, wrote three hundred letters to that many platformists recently in a chummy attempt to follow President Pearson's advice to get acquainted. Good. That is what you might call "spreading the platform gospel with a quill pen." If friend Morgan had boiled and boiled it until it had thickened into a fine syrup of good fellowship and information condensed into ten agate lines in The Billboard, that gospel would have gone to seventy-five thousand platformists and platform fans. That would be "spreading the platform gospel by radio."

'ROUND THE WORLD

Ellison-White To Circle the Globe

The chautauqua banner is to be carried around the world by the Ellison-White Bureau, of Portland, Ore., next year. Don't all rush in and ask to be booked, for that part is all attended to, we understand. But at any rate, the advance representative of the bureau will start on his world tour on October 1, and will book some of the Ellison-White platformists on a tour which will include New Zealand, Australia, Japan, China, India, South Africa and England.

Look thru the Letter List in this issue. There may be a letter advertised for you.



AVENUE A, PONTIAC, ILL., CHAUTAUQUA

posal of producing companies a lack of real merit in the shows staged. Why? The answer is, not enough real coaching. The directors sent out by some companies are not up to the standard. They are too young in most cases, know nothing about handling folks. They have had little or no training themselves. They drift into a producing office, are hired by such company at small wages, and receive a series of lessons on some performance which they are to stage. They are not graceful—know nothing of stage presence, etc. What can one expect?

Lately I visited a certain city in Michigan. There was a local show in progress. I went over thru curiosity and this is what I saw: One could see that the folks taking part had been carefully selected and were unusually clever. But the show and lines! Here is a brief outline: It was a show in three scenes. One ragged set of soiled and ugly scenery did duty for the supposed three scenes. The costumes were worn with age, faded and anything but attractive. The dancing numbers were out of time and step. Now, someone is to blame for all this. The show was staged for a worthy cause and should have been up to the standard. Now, a company honest and conscientious, following such an attraction, this is what they usually hear: "No, we just finished a local play! It seemed the concern had been in business many years. They showed loads of testimonials. They promised efficient directors, but all we got was a man whose only interest was to have a good time. He didn't seem to know much about his business, cared less. Do you know one of our own folks right here in our own city could do better?"

"No, I will state right now we are not interested. We'll do our own shows hereafter. We can rent costumes and we'll select our own play. We can obtain a fine musical com-

- General Lutheran School of Missions and Church Work—
July 23 to 29.
- Bible Conference—
July 22 to August 5.
- Summer Schools of Missions—
W. F. M. S.—July 22 to 27.
W. H. M. S.—July 29 to August 3.
- German Methodist Campmeeting and Bible Conference—
July 30 to August 5.
- Epworth League Institute—
August 6 to 12.
- International Week—
August 13 to 19.
- Young People's Conference of Reformed Presbyterian Church—
August 20 to 25.
- Music Week—
August 20 to 26.

edy from publishers at a nominal royalty. No! We are not interested!"

Now what is to be done, what is the real remedy? It's necessary, of course, to make money, but for pity's sake be honest with yourself and others. The sooner the would-be producing companies and all other dishonest organizations of like nature are weeded out the better for the amateur show interests.

MEDIA MOOREHEAD.

According to advices sent out from Washington, there are a large number of members of the Senate and House whose terms expired March 4 now seeking lyceum and chautauqua engagements. Ex-Congressman Volstead is among the number and has an offer for a season of several weeks at a reported \$1,000 per night fee

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The same musicianship and patience which have always made the Witepskie attractions musical headliners are exercised in the organization, the training and the management of these musical features. Many of them are genuine musical headliners. They are well named "Master Attractions."

For the summer of 1923 we wish to announce two very exceptional features: **FRANCES INGRAM**, the great Metropolitan Opera star, and **PRIVATE PEAT**, the famous Canadian soldier.



"THE PENITENT", by Edna Worthley Underwood. Published by Houghton-Mifflin Company, 4 Park Street, Boston, Mass. Price \$2.

People of the platform must plan their reading hours carefully. To waste them in devouring of cheap magazine literature or in fiction of the hour is the mark of the platformist who is standing still. To keep in touch with the very best of fiction, as well as the literature of more solid foundation, is to prepare for platform growth. Such a volume is "The Penitent", by Edna Worthley Underwood. Alexander I., Tsar of Russia during the Napoleonic era, and Pushkin, the famous Russian poet, are the chief figures in this epic novel, the first volume of a trilogy that will picture the crumbling of a great civilization, beginning with the Napoleonic era and ending with the present day. There are a dozen or more prominent persons delivering lectures upon Russia. The interest of all platform people, as well as of all thinking people, is just now centered upon Russia. Here is a great window thru which we may gaze upon a great panorama of national history, colored with the tints of intrigue, of mastery and of romance. "The Penitent" will be one of the books most talked about by those whose interest is centered only in the best of fiction.

"THE PACIFIC TRIANGLE", by Sidney Greenbie. Published by the Century Company, 353 Fourth Avenue, New York City. Price \$4.

There are two great questions of supreme importance just now. The first, that of the future of Russia and its influence upon the world at large. The second is the problem of the Pacific. Those who have read Sidney Greenbie's "Japan" will be prepared for the treat in store for them when they scan the pages of his new book, "The Pacific Triangle". Greenbie has given to this volume all the enchantment of a book of travel conceived and created by a literary artist and also the study and the logical thought in presenting a thesis which might serve as a textbook for the study of conditions and policies for the great Oriental tangle. Indeed, there are few who would be able to approach this subject with the same mental equipment. Greenbie's experience as an instructor has given him the logical temperament. His work as a journalist has enabled him to learn conditions at first hand and to overcome all obstacles in his hunt for essentials. His experience as a traveler extending over years in the Orient and in the South Seas has given him a wonderful groundwork upon which to weave his verbal tapestries. I wish that every person upon the American platform might know Mr. Greenbie and his books, and especially this, his latest, and I think most valuable contribution.

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THE FORCING HOUSE—By Israel Zangwill. Macmillan Co., New York City. \$2. In this highly dramatic play, which is a continuation of "The Quaker", Mr. Zangwill has most strikingly emphasized his theme (while seeming at times to be perfectly impartial) that the world is not ready for socialism. Obviously based on Russia's late real years, the story is laid in an imaginary land, Valdenia, of which the central figure is the beautiful virgin queen, Valdanian by birth, but reared in America. Albeit her will is a tower of strength, she is at best but a tool for the ingenious schemes of her prime minister, Cazotti.

When communism arrives in Valdenia with all its hideous red banners flying, royalty, the army and the prime minister have a period of unity—they are all branded "whites"—a price on all their heads. The word "Bolshevism" is tabooed in this play, as Mr. Zangwill ingeniously explains in his dedication to Maurice Maeterlinck, since it has become an obsession with people—a word they put into their mouths to steal away their brains.

The leaders of the revolution, Salaret, the master, and Rifioni, his brilliant, fanatical man of action, are not of the Trotzky type, except in their desire to force communism on the world at their moment.

Rifioni, despite the he is, has a moment of tenderness for the Jewish baron, Gripstein, when he is brought before him for sentence. Rifioni recalls how the baron's secret contributions kept his adored master alive before the revolution, and thus is moved to give the baron and his daughter-in-law escort across the frontiers of Valdenia.

Again, Rifioni being but mortal and no god, falls desperately in love with Queen Margherita, whose kind he so bitterly despises. This fact is but another step forward for Cazotti, who, having joined forces with the two leaders, is merely awaiting his chance to become king, sweeping revolution and silly sentiment for the queen aside in his thirst for power.

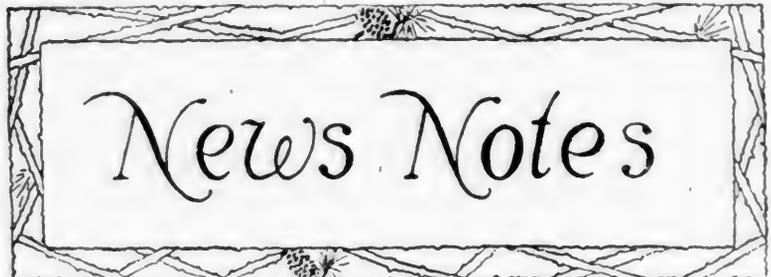
Lightning quick the Rifioni is, Cazotti is the villain of the two, and dupes the red leader into believing he is working with him. Disaster follows close upon this alliance, and Rifioni sadly fears that what the Duke D'Azello says may be true, that his communism is "A socialism rioted prematurely under heat of compulsion, and watered with blood. Your State is but a forcing house."

Again, he fears the truth of the queen's words: "Brotherhood cannot be shaped by steel like a dead log. . . . Economic equality is not the light of the world, not even its sure happiness."

Salaret's amour with Countess Cazotti's schemes and Rifioni's own inability to win more from the queen than her gratitude for being permitted to return unscathed to America, "to sink quietly into 'The Melting Pot'"—all contrive to Rifioni's undoing. "Long Live King Cazotti!" is the final cry of the mob.

A brilliant, absorbing play, this tragic comedy, as Mr. Zangwill styles it. One whose keen satire, relentless dissection, and subtle wit mark it as among the best, if not indeed the best, of the author's studies of the eternal and fascinating drama of life. H. B. B.

THE CRUISE OF THE SNARK—By Jack London. Macmillan Company, publisher, New York City. Price, \$2.50. People of the platform have the virus of travel in their veins, otherwise they would not be among the ranks of the platformists. I cannot think of any book which would be of greater delight to the people on the road than this beautiful new edition of Jack London's book. It is filled with the very essence of the joy of travel, and it is redolent with the charm and glitter of the South Seas. It is filled with adventure and, withal, has that human quality which makes it a joy to read. The people of the platform could not find a better book anywhere with which to fill their idle hours than this new, old classic of travel.



Many of the Junior Chautauquians of the Swarthmore Circuit (the children who attend the chautauques are organized under that title) conducted service drives to secure funds with which to buy children's books for the community libraries. These drives sometimes took the form of tag days. At other times the young folks sold candy. The Juniors in other towns raised funds for various welfare objects. At Stafford Springs, Conn., \$154 was raised in this way as help for an unfortunate child of the community.

Chancellor Geo. Henry Bradford is filling dates for the Federated thruout Dixie and Florida. He crossed tracks with the Smith-Spring-Holmes Company recently and was still carrying the two grips that "Smithy" filled with bricks for him several years ago. The Chancellor is looking as trim as "Gentlemanly Jim" and is writing a book which he soon expects to issue, swatting some of the present-day fallacies.

Returning from St. Augustine, Fla., to Jacksonville, the Smith-Spring-Holmes Company met the DeMarco-Alstrup duo, which has also been filling dates in Florida for the past few weeks. They all spent the night in Jacksonville and talked shop until the lights went out.

We want to call particular attention of the people of the platform to the announcement in the advertising columns by The Rodebeaver Recording Company. For the first time in the history of the chautauqua and lyceum, artists are able to have records made which will reproduce portions of their programs. These can be used in selling or merely as satisfactory records for the home, and, since this means a step forward in platform salesmanship and platform efficiency, we are glad to give this special note in regard to it. We believe that the time is near at hand when every platformist will desire to have a series of records giving a portion of his platform program.

The many friends of Dr. Frederick Cook will be glad to note that recent developments in the oil fields of the Southwest indicate that he has struck it rich and that the oil companies with which he has been identified have large interests in the very heart of one of the richest of the new oil fields.

Joel Eastman, one of the best known of the popular lecturers, was the speaker at the Chi-

cago Kiwanis Club on March 1. Mr. Eastman is now connected with the Valparaiso, Ind., University where a most interesting and valuable experiment is being conducted—that of enabling any young man to work his way thru the university. Mr. Eastman has also recently organized an association for fastening this plan of "self education". His address before the Kiwanis Club was one of the most interesting of the year.

Theodore Roberts, the well-known screen artist, addressed the Chicago Kiwanis Club on March 8. He spoke upon "Life at Hollywood".

The death of Hon. Burke Cockran, which occurred suddenly at his home in Washington on March 1, will bring to mind his short excursion among the independent chautauquas about ten years ago. He did not enjoy the experience. It was so foreign to his entire method of public speaking and the hardships of travel were so irksome, that he closed his trip at the end of his first week, and could never be induced to repeat the experiment.

William Webster Ellsworth, formerly head of the Century Publishing Company, of New York, and a well-known author, is presenting lectures in series upon literary subjects. "Moliere and His Times" is the topic of one of these lectures which he illustrates in an original way. He recently gave this series before the teachers of New Orleans.

Platformists have lectured upon almost every subject under the sun, and now The Dallas (Tex.) News reports, in a half-column article a series of lectures (with demonstrations) on corset-fitting. Just a suggestion for the chautauqua which is running behind, perhaps.

Mrs. Holbrook, the mother of Harry M. Holbrook, of Waterson, Berlin & Snyder, passed away Thursday evening, March 1. The funeral was held on Monday, March 5.

Geoffrey O'Hara was in Chicago during the week of March 5, giving recitals in the Lyon and Healy Auditorium.

Big Bill, of the Western Lyceum Bureau, reports the best bookings for his first week he has ever experienced since he has been running a bureau. Mr. Edwards, of the Edwards Bureau, and Mr. Bryan, of the Piedmont, both Southern links in the Federated chain of ho-

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retary-manager, has been chosen president, succeeding Warren Penwell, long active in the successful administration of the chautauqua.

Paul Clark of Carrollton, Mo., has departed for Chicago, where he will study music for a period before joining two other musicians and forming a musical trio for the chautauqua circuits this year.

reans, report bookings starting off the best in years.

Members of Thomas Allen Post American Legion, New Orleans, staged an "As You Like It" party on the steamer Capitol the night of February 27, reviving the musical show which was popular with the American expeditionary forces in France. Members of the post played parts, supported by an unusually large chorus. It was well received and reflects credit on Charles Zatarin and Whit Reed, who were responsible for its production.

Tom Hendricks passed thru Chicago Sunday en route West to fill "dinner talk" dates in Omaha, St. Joe and Kansas City.

Hughie Fitzpatrick, novelty acrobatic talking clown, who states on his card that he is the first clown to have been placed upon the chautauqua program and who toured upon the Swarthmore Chautauquas in the season of 1920 and Redpath 1921 and 1922, will be on the Redpath-Harrison seven-day circuit next summer. Mr. Fitzpatrick has been with practically all the circuses in the past and has played the best vaudeville houses in the country, and it is said that his act is proving to be a fine feature for children's day at the chautauques.

The Ernest Gamble Concert Party is filling its sixteenth season. Not counting summer tours, each season has averaged more than one hundred and fifty concerts.

The Swarthmore Chautauqua Bulletin has announced that kite-flying will be one of the events of the Junior Chautauqua program for this coming summer.

Paul Pearson, head of the Swarthmore system, was in Ottawa, Can., recently conferring with prominent Canadians in regard to the chautauqua idea.

George Rodgers, Pana Township high school faculty member, has been made secretary-manager of the Pana (Ill.) Chautauqua Association to succeed Julius Broehl, who resigned. He is already busy on plans for the summer course. Dr. John D. Reid, for a number of years sec-

Home Talent Notes

A minstrel and vaudeville troupe was staged and directed by G. Lote Silver, for the benefit of the Boucous-Holiday Post, American Legion, at Traverse City, Mich., February 12 and 13. It is reported to be one of the most satisfactory amateur programs ever given in that city.

"Jollies of 1923" is the name of the musical comedy staged at Grinnell, Ia., March 3 and 6, for the benefit of the Legion. Mr. Stevens, of the Joe Bren Company, was in charge.

The new Community Club Building, of McMillan, Wis., was opened February 12, with the home production show, "The Man From Borneo".

The Kiwanis Club, of Sparta, Wis., staged "The Haunted Mummy", February 8 and 9. The directors of the comedy were Judge Richards and Seth Richards. More than three hundred dollars was netted for the club.

Doc Landwer is in Laporte, Ind., arranging for a minstrel program for the Elks.

Jas. W. Evans' Show Producing Company reports a prosperous season thus far, with good prospects for the spring. Next season they anticipate again working in their Middle West territory. They have been putting on many successful shows with the Elks, Shriners and American Legion. The new Shrine show, "The Garden of Omar", has nine settings, and requires 140 people for presentation.

The Tri-City Producing Company, of Rock Island, Ill., report that they have been out

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with their show, "The Land of the Honey-moon", since early September, and have not had one open date nor one cancellation. This show was just put on by the 12th Field Artillery, National Guard, U. S. Army, at Monmouth, Ill., and both public and press agree that it was one of the best ever.

All records for admissions to the Auditorium at Hutchinson, Kan., were broken last week with the big historical spectacle, "Kansas", written and staged under the direction of J. A. Darnaby, assisted by Miss Helen Runyan. On the opening night an estimated crowd of 3,000 people were standing out in zero weather two hours before the doors opened to gain admission. Thirty minutes after 7 o'clock on that night the police and fire department closed the doors and left half that crowd on the streets. The 1,800 seats were filled. The same number or seemingly as many were awaiting the opening of the doors on Friday and Saturday nights. So great was the crowd on the last night that a hasty call of the committee resulted in the announcement of two performances, the first starting at 7 o'clock and the second at 9 o'clock.

The front door showed an actual attendance on the four performances of 7,851, by long odds the greatest number of admissions ever recorded in this big, new, wonderful building. Reverend Small, of Kansas City, a very widely-known speaker, who had been invited by the Rotarians, addressed the second audience, and said, among other complimentary things: "This spectacle is the most wonderful thing I have ever witnessed in this line. I hope we may be able to arrange to have Mr. Darnaby produce this big educational spectacle in Convention Hall in our city."

The Darnaby Company also put over the show, "Let's Go, Peggy", at Olathe, Kan., on the nights of February 27 and 28. This was under the auspices of the American Legion, and the programs were splendidly patronized. The Olathe papers speak in very complimentary terms of this production and also of the work of the director, Miss Helen Runyan. The Mirror says: "The program was the most wonderful home talent production given in Olathe in recent years." Mr. Darnaby and Miss Runyan, his assistant, put over this show with only eight days' rehearsal.

BERLIN NEWS LETTER

By O. M. SEIBT

BERLIN, Feb. 19.—While the country is almost suffering the extremities of war, the government has seen fit to relax the dance prohibition, only quite recently issued, and has given way by permitting dancing on three days a week, at the same time fixing the official closing hour at 12 instead of 11 p.m. Business all around has been rather slack lately. The dollar exchange tumbled from 52,000 to 19,000 marks within the last fortnight and has been remaining around 20,000 for the last four or five days, but prices are still as prohibitive as two weeks ago, in fact have gone up in spite of the considerable dollar decline. One local paper declared that Berlin is now the most expensive city in the world. This rather true statement may have something to do with the empty big hotels.

Harry Mondorf has returned to Berlin from his Austrian trip. This is his 45th town since leaving New York last November, and in looking over a great number of acts he has found some interesting material for Keith's. From here he will go to the provinces and then back to England.

George Choos, the New York Impresario, is expected in town in a few days from London.

James Klein, president of the German Vaudeville Managers' League, has retired from his post.

A female giant, Machnow, has been discovered near Bremen. Her proportions are said to be most extraordinary, and she is believed to be the tallest woman alive. A local agent has offered her to Clyde Ingalls for the Ringling-Barnum & Bailey Shows. Clyde wanted to see her but could not spare the time to come back from London.

Berlin's biggest musical comedy hit, "The Foolish Virgin", mentioned in these columns as a hit right after the opening performance at the Grosse Schauspielhaus, has been acquired for America and England.

Franz Lehar's latest operetta, "The Yellow Jacket", scored at the Theater an der Wien, Vienna, and will be seen in Berlin shortly.

Ernest Meyer, the London Impresario has rented the Kurfurstendamm Theater for the entire season, commencing March 15. He will open with an English production, "The Gamble Woman".

New plays last week: "Princy", Lustspielhaus, very amusing; "The Count von Pappenheim", Deutsches Kunstlertheater, splendid musical comedy by Hugo Hirsch.

Edvard Kuenneke, composer of "The Consul From Nowhere", is writing the music to "Madame Dubarry" as an opera. This "Madame Dubarry" has been the big film success in the States under the title "Passion".

A big German-South American opera company has been founded in Berlin, to start early in May for Buenos Aires with a troupe of 65. Wagner operas will be the feature, but the program also includes "Hansel and Gretel", "Orpheus", etc.

The Glasgow Orpheus-Choir, numbering eighty singers, will make a concert tour around Germany in the spring under the leadership of its conductor, Hugo Robertson. Opening in Cologne, the choir will visit Hannover, Berlin, Leipzig, Dresden, Muenchen, Hamburg, etc.

The minimum salary for actors for the last month has been fixed at 130,000 marks, while for this month 200,000 is the lowest figure.

The Koenigsplatz-Theater has in actual rehearsal a second edition of "Johannes Kreisler".

Celly de Rheidt, with her beauty ballet, will again come before court this week as a consequence of her appeal against the imprisonment sentence of last year. Celly was rather lucky in not having been caught three years ago, when she did the "real thing" at the Sportpalast in Potsdamerstrasse. Her performance in question last year was of a very wild nature compared with the "beauty ballet" at the Sportpalast.

Ben Tieber's Apollo, Vienna, has been the scene of a violent scandal in connection with an act called Martin Farrar and Erik Jan Hanssen. Hanssen somehow managed to get a contract from Ben Tieber for his supposed to be sensation similar to the act of the well-known athlete Breitbart, who appears at Ronacher Vienna, proving a big drawing card. Hanssen claimed to be able to have his medium, Martha Farrar, do the same stunts as Breitbart, viz., bending thick iron bars around the arm, walking the nailboard, etc., by way of hypnotizing the girl. The audience, the report further says, discovered quickly that the girl used prepared material and that the hypnotizing business was rubbish, so they started to yell and mounted the stage under deafening shouts. The advertising in the papers for the act ran: "All Vienna will talk within a week of Farrar-Hanssen". It proved to be correct. Hanssen has since been exiled from Austria as an "undesirable alien" (he hails from the Czech-Slovakia) after the Austrian Artists' League had collected more material against him.

Hans Neuman, former manager of the Czerepy Film Co., has rented the German Opera House, Charlottenburg, commencing April 1, for the production of his new film, "Inri", making use of the house's wonderful technical equipments.

An accident happening at the Wintergarten some two years ago, during the show, is the cause of a rather remarkable lawsuit against

Hans Reimers, the Wintergarten acting manager. A shooting act, the Two Dusters, had the misfortune of nearly killing the house-firm in the wings by a stray bullet. In any other country the artist would have been charged with awkwardly handling an unsecured revolver. Here Reimers is charged with putting the firm (who still carries the bullet in his body) just at the spot where the bullet landed, tho' that has been his place on the stage for years.

A new cabaret has been opened on Potsdamerplatz, the Prisma, with the German Dolly Sisters, "Stavrides-Dickstein" starring.



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Members of Ringling-Barnum
Show Assemble in New York

New York, March 10.—The members of the Ringling Brothers-Barnum & Eslicy Circus have begun to assemble in New York and the many who are around the Garden would make one think that it was the eye of the opening rather than a few weeks' distant. Many of the oldtimers, particularly of A. L. Webb's department, have been around the Garden all winter, noticeably among them De Rosa, Philip Dahrouge, Harry Lewis, Bing, Bill Spaulding, Peter Green, Grant Wittington, Bad Jack, Yorkie Pete, Harold Silk, Lip Donohue, with Joe Fielding, Grant Wittington and Harry Lewis as assistants. Others seen at the different affairs at the Garden are Band Top Dutch, Locke, Tommy Hanes, Whitley Martin, Walker Scott, Woster Frank, Striker, Shaver, Joe Harris, Able, Aloysius, Magette, Johnnie Davis, Mutt Thompson and Wilfred Charley. Bill Burroughs has had charge of the back door all winter. Around the front were noticed Joe Boynton, Frank Cook, Dick Smith, Ray Elder, Gabe Detter, Matthew McGowan, Leo Crook and many well-known visitors from other shows, including Bob Courtney and Bennie Keeler.

A. L. Webb is one of the busiest men you would care to meet these days, as along with his duties at the Madison Square Garden he is also directing the organization of the cook-house department for the road, and his time is spent between Madison Square Garden and Bridgeport.

Marshall King, who is known to all showmen and welcomed with all tented organizations, heard of a parade being given at his native town, Alexandria, Va., and no matter what kind of a parade it is, he had to leave his country home at Ben Venue, Va., and hike for Alexandria. He wired for a couple of his circus friends to visit him at Alexandria and it was certainly some parade, given on Washington's birthday in his honor, and from the viewpoint of those who are in a position to judge, it was one of the biggest things ever pulled off in a city of that size, having in line the famous Richmond Blues, the Governor and staff, detachment of cavalry, artillery, infantry, sailors, marines with all their equipment and bands, fifteen of them in line, all from nearby forts. The turnout of Alexandria itself was commendable as it had a representation of every civic, social, fraternal and religious organization including Elks, Eagles, Moose, Masons, Odd Fellows, Knights of Columbus, Alexandria Band, J. O. U. A. M., a wonderful boys' band from a Catholic institution, the Friendship Fire Department, of which Washington was a member, etc. Needless to say that Marshall King was proud as his nephew was one of the very efficient committee that put this big affair over, which appeared in the Pathe Weekly.

Oh, yes, Clifford Bammel came in from Staten Island long enough to see the Villa-Gensero fight at the Garden. His excuse for leaving his country home was that he came in to meet Gabe Detter, as Gabe had told him to meet him at the 8:40 p. m. train, and after waiting for several hours he found out there was no such train. Bammel waited as he thought the train was late, and as Gabe comes from Willsboro, O., he was afraid he would get lost in the big city and unable to find his way to the Garden.

Wm. Downing and Company (the company is Willie's Dog), after a successful season at the Hippodrome, left for a short visit to Detroit and has notified his friends that he will be on for the opening. Roy Dellaven

writes that between making cigars and running his driver, he has had a busy winter, but will be on in plenty of time for the opening.

Clifford Bammel recently made a trip down to Havre de Grace, Md., and spent the day at the winter quarters of the Walter L. Main Shows as the guest of Andrew Downie and Howard Ingram.

Johnny Carson made a quick trip into New York last week, having ridden in a driver from Chester, Pa., but rest assured Johnny took the homeward trip in the warm steam-heated cars and says that winter driving may be all right for those who like it, but that he has had enough for a long time.

VAL VINO WITH R.-B. SHOW

Val Vino, for years descriptive lecturer with the Ringling Bros., who left that show season 1921, locating at Bartlesville, Ok., will be back with the big show this season. Vino has been engaged in the real estate and oil business at both Bartlesville and Tulsa.

SHIPP & FELTUS CIRCUS

Now on Last Lap of Three Years' Tour

The Shipp & Feltus Circus is now playing the West Indies Islands, which brings the show on the last lap of its three years' tour, reports Roy Feltus. At Barbadoes, Trinidad and Georgetown, British Guiana, the show has had very big business, playing a two weeks' engagement at each place. At present the show is playing a ten days' engagement at Barranquilla, Columbia, and will go next to Panama and Colon, where it will be the big attraction during the stay of the Atlantic and Pacific fleets, where 30,000 men will hold maneuvers during the month of March.

The show now numbers forty-six artistes and musicians and the press of all the English colonies is unanimous in the opinion that it is the best circus performance ever presented by the management. Chong Chong and Company, Chinese wonder workers, are presenting the Shipp and Feltus side-show of illusions and are meeting with great success. The fifteen minutes intermission, customary in these countries, gives the side-show a great play at twenty-five cents admission. Shipp and Feltus expect to return to the States in the early spring.

Mel Burtis, who has been with Ray Daley's "Chocolate Town" Minstrels for the past sixteen weeks, will leave for Paola, Kan., about March 25, to manage the stands with the Gentry-Patterson Circus.

SPARKS' CIRCUS ENLARGED

Will Open Season April 5

Macon, Ga., March 10.—Sparks' Circus will be larger, better, and more superb than ever before for their equipment for 1923 is the equal of any, and a great deal better than many a circus that is larger than theirs. Central City Park, where this circus has winter quarters, I found to be in great shape. That ever striking personality, Charlie Sparks, gave me the glad hand of welcome, and Eddie Jackson has few equals when it comes to knowing everything pertaining to the circus world. It was my pleasure to go the rounds for several hours with Mr. Jackson, and he showed me the wonders of Sparks' Circus. Rehearsals start on April 1, and the opening performance will be April 5. Two large and complete tents have been purchased so in case of accident the people will always be provided with a tent that will protect them from rain and disagreeable weather. Each tent will be a one hundred and thirty-foot round top, three hundred and fifty-foot metal pins, and will seat five thousand people.

This year the show will be a three-ring circus with a steel arena for the animal acts. Among the acts will be two wrestling bears and five performing lions. These lions worked in "Tarzan of the Apes" and also were with Charlie Chaplin for three years. A mixed group will be four polar bears, two ponies and two dogs, all of these being trained to do an act together. The show will also have five tigers, six leopards, six elephants, two kangaroos, one giant baboon and two ostriches. These will be in parade, and also perform. Rufus the Great, a fine chimpanzee, will be used in a special act.

In handling the animal acts, a new shifting iron cage has been built so they can be brought into the ring and carried back without any trouble. They have special-built cages that can be illuminated. Three carloads of new cages will be used. In the English hunting scene twelve mounted riders and a number of thorough fox hounds will be used. There will also be sixteen horses, well trained and directed. These came from Germany and were trained by the same man that trains horses for the Ringling Bros.-Barnum & Bailey Show. Among the special big animal acts will be one containing three tigers and one pony, six sea lions and several other feature acts yet to come. The big opening feature will be headed by Bessie Harvey. Madge Fuller, celebrated for her wonderful elephant act, horse act and many others, will be with the show. Bibb County pigs will be stars that will shine again this season.

Steve Battey, who was seriously hurt by a leopard, has entirely recovered and will be ready to greet his many friends this season. All of the cages and effects are new, harness and equipment the best money can buy, and the railroad cars used will be twenty in number.

OLIVER ORE.

BANTLY BROS.' CIRCUS

Will Open in Keystone State About April 15

The winter quarters of Bantly Bros.' Circus are a scene of activity these days. New canvas and banners for the side-show have been received from Driver Bros. The light plant from the Universal Motor Company has arrived, also the calliope from the Tanley Company. The cars are being overhauled and painted in the shop's railroad at DuBois, Pa. Carpenters and blacksmiths are building new seats and props, in order that everything will be in A-1 order for the opening.

Harry R. Moore will be the general agent, Chas. A. Moylean side-show manager, James J. English bandmaster. The show will open in Western Pennsylvania about April 15.

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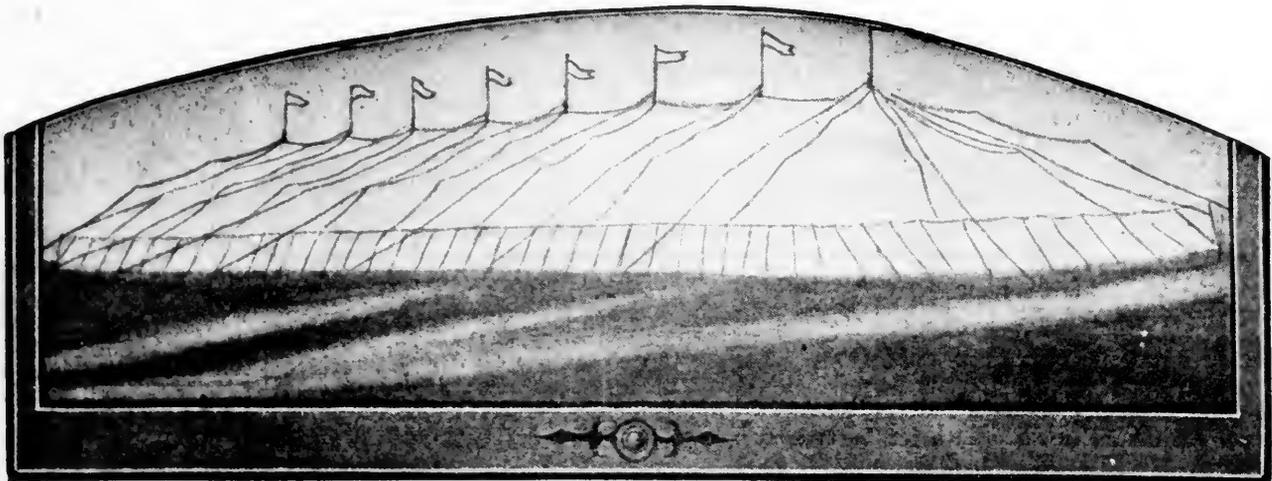
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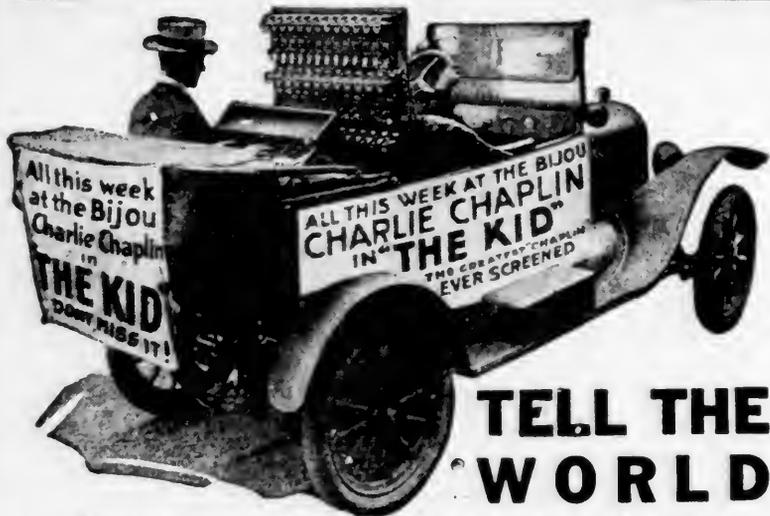
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WORLD BROS.' CIRCUS

Is Title of Fred Buchanan's Show—
Everything Will Be Brand New—
Record Being Made in Turn-
ing Out Equipment

There is plenty of activity at the winter quarters, Granger, Ia., of Fred Buchanan's show, which will bear the title of World Bros.' Big 4-King Wild Animal Circus. Actual operations did not start until February 26. The show opens Saturday, April 21, which will be a record in circus history for the length of time to organize and send out a brand new circus.

Everything with the show will be brand new. All seats, jacks and stringers are being built, two carloads of seat lumber having recently arrived from the Century Lumber Company, Des Moines. Joe Ross, who will have the canvas, Sherry Murray and the Spider with a crew of fifteen men, are turning out this part of the equipment, which resembles the construction of a cantonment during the war. The canvas will be all new, the same being now built by Baker & Lockwood of Kansas City, Mo.

George Johnson, that veteran horseman and showman, is out on a horse-buying trip and from what he advises he will certainly have a wonderful lot of baggage horses. All new harness is being built by the Walter Best Saddlery Company of Des Moines. The paint shop opened the last week in February and four cages have passed thru already and are ready for the road. Buck Smith and Cooper Sampson have charge of this department. The color used is circus red thru-out, trimmed in yellow. Plenty of gold leaf is in evidence also.

It will be interesting to note that every wagon with the circus will have been built complete at Mr. Buchanan's winter quarters. All baggage wagons and cages are of steel-body construction. There will be a new air calliope on the show. Earl Snoutt is superintendent at the quarters, and thru his untiring efforts it will be possible to build and send out this circus in forty days, which will be an enviable record.

The train will be composed of twenty cars. The stocks and flats will be circus red and the new Pullman sleepers, which have never been in service, will be painted Pullman color. Joe Kelly, the transportation trouper, will have the sleepers. John (Fat Lemon) Boyd is the trainmaster and he and his crew are busy getting the train in shape. Mr. Buchanan will have his private car, also part of a baggage car with end doors for his sedan, and also the two auto pick-up cars. The big new truck will load on the flats.

The show will have seven elephants. Mr. Buchanan has returned from St. Paul and Winnipeg, where he purchased a lion act, consisting of ten male lions. He also purchased some leopards, pumas and a beautiful maned tiger. Captain Bernard has arrived at the quarters and is now "at 'em" on the animal acts. Bert German, the boss hostler, has his hands full as the new stock arrives daily. Wallie Champion is busy on the big electric light plant, and James (Whitnie) Morse is a busy office manager.

Mr. Buchanan has contracted the Riding Davenport and many other notable acts to his program. Kenneth R. Waite will be the producing clown and will have twenty supporters. He is at present presenting his act in vaudeville. Fred Poole's big ten-in-one pit show has been contracted. Being so occupied with the advance, I do not know all the acts that have been engaged. Archie Webb will have the band of twenty-five pieces.

The advance is well lined up. The writer has engaged Fred Sandlin and son John L. Irvin as contracting agents. E. Cooney will be the contracting press agent and story man on the car. The paper is all new and special and is from the Erie Litho. and Printing Company. C. W. Buchanan will handle the provisions and Charles Meyer will be in the ticket wagon.
VERNON REAVER (General Agent).

LOWERY BROS.' SHOWS

The advance for Lowery Bros.' Shows is complete and will take to the road about April 29. James O'Hara will again be in charge and have Elmer Foster and John Steclan as assistants. A new line of paper has been secured.

On the staff of the show will be George B. Lowery, owner and manager; William Grant, equestrian director; Prof. Arthur Hoark, musical director; James O'Hara, in charge of the advance; Chas. Hartly, superintendent of canvas; Chas. Hill, in charge of the concert; Mr. and Mrs. J. H. Wilson, the cookhouse.

Mr. Lowery says he will be glad to see his old friends, Andrew Downie, of the Walter L. Main Circus, and Charles Sparks, of the Sparks Circus, come thru his territory again, as shows of this class always boost business for a smaller show.

ANOTHER NEW ONE

Woltz Bros.' Circus Will Open May 5 at Norfolk, Va.

A new circus will take the road on May 5 under the title of Woltz Bros.' Shows, with Earl and Herbert Woltz, owners and managers, and M. L. (Doc) Baker, side-show manager and sponsor. The show will play four weeks in Norfolk, Va., after which it will take to the road, traveling on trucks and wagons. The big top will be an eighty with three thirty-foot middles, and will have two rings, one platform and one stage on which the going acts will work. A parade will be given every day around noon time. The side-show top will be a sixty foot with one thirty-foot middle. Ten acts and freaks will be presented in the "kid" show. The show will be clean in every respect, says M. L. Baker.

WESTERN DOG & PONY SHOW

Babe Collins, who was with the Howe Show last season, has joined the Great Western Dog and Pony Show, having charge of the candy stand with two assistants, reports Prince Elmer, press agent. John T. Blackman has the side-show and manager.



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MIKE GOLDEN,

Showman, Business Man and Banker,
of California

Some thirty years ago there was probably no man better known in the circus world than Mike Golden. Wherever the white tops were spread his name was a topic for conversation. After a connection of many years he sort of tired of circus traveling, even tho he had ambitions to some day have a circus of his own, and retired to his ranch at Sebastopol, Calif., becoming a power on the Pacific Coast.

But once the circus fever "gets you" it stays. Which is again proved in the case of Mike Golden, showman, business man and banker of California. When the Palmer Bros. Circus was stranded at Palo Alto, Calif., a couple of years ago, the property was leased by other showmen who wired their old-time friend Mike Golden, to look after their interests. The "bee" got him and he bought the show. Placing the show on tour, he left behind his beautiful country place, to return to his first love, the circus, with his own show, to fight the rain and mud instead of basking in the California sunshine. The Golden ranch at Sebastopol is one of the show places of Central California, located in a beautiful valley, with the ranch house overlooking a large lake. All this beauty had no appeal to Mr. Golden—the call came, he answered and today we have the Golden Bros. Wild Animal Circus under his able direction.

Mr. Golden says that a dream of forty years will be realized this season in the new offering of the Golden Circus.

WALTER MAIN GOES HOME

Walter L. Main, the veteran circus man, was a welcome visitor at The Billboard offices, Cincinnati, March 8. He had been at West Baden, Ind., for ten days, and was en route to his home in Geneva, O. Mr. Main reported having had a very nice time in West Baden where, among others, he mingled with Bert Bowers and Ed. M. Ballard, of the Magivan Bowers-Ballard interests. Each day during his ten days there found him at the winter quarters of the Hagenbeck-Wallace Circus. He had nothing but praise for the quarters and the equipment of this show. He stayed at Mr. Ballard's hotel, the Homestead, and one evening had dinner at Mr. Bowers' home.

ATTERBURY'S WAGON SHOW

Atterbury's Wagon Shows, in quarters at Sioux City, Ia., will be ready to start their 13th annual tour April 21, reports Eddie West. The wagons will have a coat of vermilion and orange paint. Manager R. L. Atterbury has returned to winter quarters with some new animal acts.

W. A. Allen will have charge of the advance and will arrive in Sioux City some time this month. H. D. Curly Brickett will have some new animal acts ready for the opening, and one of the best one-elephant acts on the road.

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UNDER THE MARQUEE

By CIRCUS SOLLY

Ge, but don't your feet itch?

All right, boys, put 'er up and let's go.

Let's make the new season one long to be remembered.

The business will be there, we believe, but remember, the public wants its money's worth nowadays.

There may still be one born every minute, but (apologies to Emile Coue) day by day, in every way, the younger element is getting wiser and wiser.

The Sparks Circus may "make" Canada.

The Ringling-Barnum Circus will show in Fall River, Mass., June 27.

Lawrence LeDoux will be the contracting agent with the Sparks Circus.

T. G. Barney will not troupe this season. It will be his first time off the sawdust trail in six years.

Crazy Ray, calliope player, informs that he will likely be with one of the Mugivan, Bowers & Ballard shows.

Several shows are looking "Big Four-Ring Wild Animal Circus" onto their titles, but will they really have it?

The East apparently looks good to most of the circus agents for the early season tour, judging by their present intentions.

Sells-Floto, we hear, will pass up Washington, Newark and Baltimore this season and will "make" the smaller New Jersey cities.

Andrew Downie—Solly hears the Walter L. Main Circus will "make" about everything in New York State this year. Is the report true?

They tell us it's to the Pacific Coast and back for the Christy Bros' Circus. How about it, Bert Rutherford? "Now listen."

Another show reported unofficially as going to the Coast and back (in August or September) the coming season is Hagenbeck-Wallace.

Al Pitcher, contortionist, with the Lincoln-West Minstrels (featured in olio), has signed with Gollmar Bros' Circus to do his frog act and general clowning.

A report reaches Solly that the Ringling-Barnum Circus will play Western Canada and the John Robinson Circus Eastern Canada this season.

Frank McGuyre, manager of the Mighty Haag Shows, advises that the show has three advertising crews this season and that the show will be heavily billed.

After being out of the show business for two years, Onetta, the Dervish Whirlwind, has signed with the Sparks' Circus for the coming season.

Joseph Palmer, with Sennett, the Modern Miracle Man, recently left Evansville, Ind., for Florida, where they will play Orlando, Tampa and Miami, all week stands.

Mr. and Mrs. R. H. Richards have purchased the beautiful estate known as Oaks Park, near Lake Abilene, Tex., and will make it their home.

Nellie Brad, who has been seriously ill for the past four weeks at the St. Mary's-Ringling Hospital, Baraboo, Wis., is reported to be improving. It will be several weeks before she will be able to leave the hospital.

Fred Buchanan, Solly is told, will emerge from Graner, Ia., with a fifteen-car circus, known as World Bros' Shows, but the wise-agers say the real title will be Barton & Bailey.

Mr. and Mrs. Henry, who were recently married, were entertained Friday night, March 2, by a party of friends, mostly showfolk, at the LaStrain Hotel, Chicago. Mrs. Henry is known professionally as Baby Reid.

The advertising car of the Golden Bros' Wild Animal Circus will be in the hands of Al Clarkson. Here is a "boy" who is coming to the front fast. Another one is L. B. Greenhaw, general agent of the Golden aggregation.

Joe A. Drobek, the juggler, put in a pleasant winter in the South, having vaudeville dates in and out of New Orleans. He has gone to Beaumont, Tex., to join the Christy Bros' Circus.

The Moore Sisters (Eva and Mitzie), last season with the Gollmar show, will be with the John Robinson Circus this year. They recently finished playing some successful indoor dates in the South.

E. O. Martin will again be chief on the Walter L. Main Circus. He stepped off in Cincinnati and visited The Billboard offices last Monday on his way from St. Louis to the Main winter quarters at Havre de Grace, Md.

Three big days for Dallas, Tex.—March 24, 25 and 26—Al G. Barnes' Circus season's opening. Understand the show will take a swing at the East, playing Boston, Boston and other

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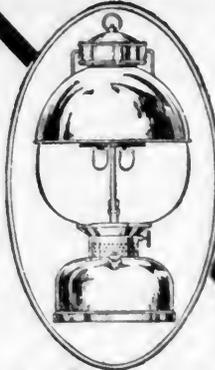
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COLORED MUSICIANS AND MINSTREL PEOPLE—Address R. N. JACKSON, care Show.
DRIVERS, GROOMS AND HELPERS—Address CLAUDE ORTON, Boss Hostler, care Show.
CANVAS AND SEAT MEN—Address H. WHITE LEHRER, care Show.
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big cities there. If true, it will be the Barnes show's first trip that far east.

Horace Laird, producing clown of the Walter L. Main Circus, was given a birthday party at his sister's (Mrs. Frank Bell) home at Chester, Pa., evening of February 27. He was presented with a beautiful ring. There were more than one hundred guests present.

Bud Richards sends in a "Do you remember" as follows: "When Al Leahy, Lew Belmont, Bud Richards, Bobby Fay, Chas. Reilly and Chet Williams were with the Mercer-McGee 'Tom' Show?"

Many of the agents have been trying to assist Ed L. Branard in getting the title, "Gentry Bros' Famous Shows and James Patterson's Big Four-Ring Wild Animal Circus", on a one-sheet. So far, we understand, they have all failed. "Just can't be did," they say.

The Brooklyn (New York) circus lot has been so encroached upon by building that it is no longer capable of holding the Ringling-Barnum Shows, and unless the city concedes space in one of the parks, the kiddies of the borough will not see a circus under canvas in the future.

Jack and Beta LaPearla have signed contracts with the Walter L. Main Circus. Jack is producing clown, and Beta for swinging ladder and working horses. They will also rule the combine. The LaPearlas play the Shriek Circus, Me-

dina Temple, Chicago, March 17-24, after which they go to Havre de Grace, Md.

Paul Jung writes that he and his mother enjoyed a pleasant winter, part of the time in Tampa, Fla., and from December on with Jung's sister and brother-in-law at their home in Chicago. Jung was recently given a birthday party and received many nice presents. He left Chicago March 12 for New York City, where he opens with the Ringling-Barnum Circus at Madison Square Garden.

In all his years in the show business, last week was the first opportunity that Bill Lorette, the clown policeman had to visit the home offices of The Billboard in Cincinnati. He was surprised at the magnitude of the plant and expressed his appreciation of the courtesies extended him by the staff in showing him the "works". Lorette will be with the Sells-Floto Circus this season.

E. H. Biehe, for the past four seasons connected with the No. 1 car of Ringling Bros. and Barnum & Bailey Shows, recently left the St. Michael Hospital, Newark, N. J., where he was taken following an accident which befell him shortly after the close of the big show last season. Ed says he is feeling himself again and expects to be ahead with the pretty oil paintings the coming season.

Some "Do You Remember" by Walter Adrian: "Holland & Company and their overland fleet? When Joe McMahon wintered in Woodburn, Ore.? 'Pony' York, one of the

best cornetists that ever played a gallop, with the Ringling show on their first tour of New England, when he took a music lesson from a 'townier'?"

Frank B. Hublin, Atlantic City and Pleasantville, N. J., booster, who is boosting for the Fall Pageant, the 1924 Mummies' Celebration, was recently in Washington, D. C., in the interest of securing a new federal building costing more than \$150,000. He reports success for the new post office building for Pleasantville, which place is growing at a rapid rate.

Floyd and Howard King's show, known as the Great Sanger Circus for two or three seasons and last year as the M. L. Clark Show, will go out this season under the title of Rice Bros' Show. Three cars will be used for transportation, one more than last year. The show is in winter quarters at Memphis, Tenn., where work in getting it in shape for the new tour is now going on full blast. Floyd King will again be general agent.

Arthur Whittier has signed with Atterbury's Wagon Circus to do his wire and aerial acts. Billy Lerch, trick mule rider, will be found in third season with the show. Others with the show will be Vere Gray, contortionist and musician; Ralph Christy, cannon ball juggler; The Whitesides, tight wire artists (Tommy will be one of the joys); Leona Central with a troupe of trained canines, according to Eddie West.

Edward Arlington last week added to his long list of New York hotels the Hotel Regent, 34 and 36 East Thirty-second street, Manhattan, by purchase from Artemus Ward. This hotel consists of 130 rooms and is almost opposite the proposed new Long Island Railway Terminal. The hotel will be entirely renovated in every way and is to be joined up to the group operated by Arlington, which includes the Broadway, formerly Claridge, the Harling and the Colonial Arms at Jamaica. Arlington is also associate owner of the Hotel Cadillac, Hotel Yates, Yates Restaurant and Hotel Flanders.

A few pickups by John Baker: "Joe Mnd, late of the Ringling-Barnum Circus, has left Racine, Wis., for California, where he will be equestrian director of the Snapp Bros' Dog and Pony Circus. Philadelphia Pat, last year head pole of the Ringling-Barnum train, will be in charge of the elephants with a one-car circus this year. Ray Milton will go to Cheyenne, Wyo., and be a cowboy on a range, breaking broncos for the Sells-Floto and Buffalo Bill shows. Red Smith and Hank Betters, of the R. B. show, will soon leave Madison Square Garden to work the track with Golden Bros' Circus. Peggy Waddell will be in charge of a large consignment of animals this year with the Christy Bros' Circus. Ray Glaum will assist Peggy."

Max Zimmerman submits a few recollections as follows: "Reading The Billboard brings back to my mind memories of years ago, when I bought the first hand organ I ever owned from Wm. (Pop) McFarland when he conducted an auction store on Front street, Worcester, Mass., when Joe Belmont and I had a museum in Paducah, Ky.; when I had the up-town 'kid' show with the Cook & Whisby Shows thru Canada and Ben Wallace was known as Mr. Johnson; when Peck & Fursman had the Dime Museum on Grand street, New York City, when I worked the one-half man and one-half horse for John B. Doris on 8th avenue and Harlem, New York City; when old Pete Conklin, clown, and I had opposition shows on the fair grounds thru Illinois, and would roast each other until we met in New York City and became the best of friends." Mr. Zimmerman is now in business in Green Bay, Wis.

Ambler B. Moncre writes: "Herr Driesbach, lion tamer of the Raymond & Company, Niagara, is said to have been the first person to make a performing animal of the leopard. He was born in Sharon, N. Y. When very young he drifted to New York City and secured work in the Central Park Zoo, where he made a reputation for controlling wild beasts. He later signed with Raymond, with whom he toured England, Scotland, Ireland, France, Germany, Holland and Russia. He then toured America with prominent shows. Driesbach died at Apple Creek Station, O., in 1877. The writer was for fifteen years on the Sportsmen's Show, Madison Square Garden, and feels an interest in all trouper and will gladly render any service to those visiting Petersburg, Va. I remember with pleasure many of the oldtimers mentioned in this column, having seen them from time to time with the Barnum, Great London, W. C. Coup, W. W. Cole, Barnum & Bailey, John Robinson, Miles Orton and Washburn & Arlington shows."

Some "Do You Remember" by Buck Leahy: "When Al LaFleur and Art Lind were with a big show? When Arthur Crawford and James Finning did a musical act with the Franco-Alcino Minstrels? When Joe Hall had his 'Tom' show playing New England? When Johnnie Myers had his trained pony, Sparkie, at the State Fair, Syracuse, N. Y.? When Bernard McGraw played tuba with the Gorton Minstrels? When Glenn Buckley was with the Nat Heisa Carnival? When Buck Leahy was playing leads with John Hurtle's 'Western Girl' Company? When Morales Bros. were with Guy Bros' Minstrels? When L. C. Zellens was with the John Robinson Circus? When Raleigh Wilson was a member of clown alley on Gollmar Bros' Circus? When Frank Miller did Pete Jenkins on the LaTona Circus? When Capt. Snider was with the Downie & Wheeler Circus? When Norman Hanley sang a ballad with the Barlow & Wilson Minstrels? When Lorette did clown policeman with the 101 Ranch Wild West? When Leahy Bros. were with Herbert Gunning and Murray Circus? When James Finning was with the Al G. Wheeler Circus? When Eddie Jackson was with Gollmar Bros' Circus? When Eddie Jeffers missed parade on Howe's London Circus? When Frank Tinsley was with Coburn's Minstrels? When John Hellott, Aerial Earl, Leahy Bros., Kinko, Tom Veasey, Capt. Tiber's Souls, Ralph Houser, Caside H ward, Marriott Troupe, Jack Cousin, Whitley Larkin, Buster Marsh, Warner Troupe, Paul Jung, Seneca Bros., Tots Coy, Henry Kerns, Kontjockey Family, Walter Goodenough, Duke Carey, Karl Korhals, The Beals and Pop Doyle were with the LaTona Circus? When Bill Sears and Bill Conklin

(Continued on page 81)

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TATELEC is a process, not a fabric—but it is applicable to all fabrics "in the flat" (before they are made up).

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July 27, 1922

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We have noted with extreme satisfaction the result of the treatment by you of one of our circus tents now in use. It is a matter of great importance to us to be able to assure our patrons that they may be seated under the tents and be assured of protection from the rain. We find that your treatment of the material of the tent above mentioned has rendered it perfectly waterproof.

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(Signed) CHAS. RINGLING.



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CIRCUS PICKUPS

And Notes About People You Know By FLETCHER SMITH

It makes interesting reading sometimes to recall the exploits of the odd-timers in the circus game who are now resting on their laurels. There is hardly anybody in the business but what remembers Oliver Scott. Oliver came from McConnellsville, O., which also produced such famous odd-timers as Pat Wiseman, Jeff Foutz and Ted Hammond. Wiseman was orchestra leader, Hammond band leader, and Foutz played tuba in the Wallace circus band. Louis Wolf, now a prominent business man of Mansfield, O., was also with the band and was the first man to play a trombone with the Wallace show. Oliver Scott had been agent of the old John Robinson show and was the first agent to take a show up in the mountains of Kentucky and West Virginia. Ben Wallace coaxed him away from Robinson and Scott took the Wallace circus over the old John Robinson route. There were fourteen wagons and twelve artists with the show and for two months and nineteen days no night shows were given and battles with the natives were of daily occurrence. It is claimed by those who know that the Wallace show cleaned up \$84,000 in three months in Kentucky and the mountains of West and old Virginia. Charlie Sweeney was with the show, and fought his way out of town more than once.

Just heard that Ben Jung, of the Sparks show last season, will not be with the white tops this season, but has signed with the Duttons, in vaudeville, and will also play a line of falls with that attraction.

W. H. McFarland, who has the side-show with the Sells-Floto show this season, has closed his house-boat, said good-bye to Frank (Continued on page 33)

ACTIVITY IN PERU, IND.

In Preparing Sells-Floto and John Robinson Shows for 1923; Former Will Have Straight Circus Program and Latter Wild Animal Show

Peru, Ind., March 10.—Speed and system, the two words that produce success in the circus world, are being brought into play daily at the winter quarters of the Sells-Floto and the John Robinson circuses, located on a fertile farm on the banks of the Wabash River, three miles from this city. Two hundred able and willing workmen, specialists in their respective lines, are putting forth every effort to complete their Herculean tasks, and to have everything ready, so that the massive trains of these two noted and famous shows can be moved on a moment's notice to their official opening dates.

During the past five months a great rush of activity has been displayed at the circus farm in Peru. Not only have the men wrestled with the gigantic task of getting two shows ready, but it was also necessary to complete the many buildings and rebuild the quarters, so that today Peru can truthfully claim the distinction of being the greatest circus city in the world.

But the ten score of men were equal to the occasion. The Sells-Floto train, the second largest circus in the universe, is ready and awaiting its cargo of artists, animals, horses, elephants, and the many thousand and one things of the big show. These will be loaded and ready for departure from Peru on Tuesday, April 3, the run to Chicago being made over night. There the 1923 season will be officially opened in the Coliseum on Saturday night, April 7, the engagement being for a duration of sixteen days. The official opening under canvas is scheduled for Peru, on Monday, April 23.

Just as soon as the Sells-Floto Circus leaves the winter quarters, the action will shift to the John Robinson show, which celebrates its one hundredth anniversary in 1923. The equipment of the Gulliver Brothers' Circus, which has been in Montgomery, Ala., the past winter, is due in Peru April 1, and it will be merged with the John Robinson. This year the Robinson Circus will be strictly a wild animal show, claimed to be the largest of all such entertainments now before the public.

Quick work must also be applied to the John Robinson train, as under its new policy it will officially open the 190th centennial tour at Marlinton, Ind., on Saturday, April 21. Not only will the show carry numerous wild animal acts, but the management claims to have

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May be rented for Circus purposes any time prior to Sept. 1st. Good drawing field. Address WM. J. ZAHN, Secy.

more domestic animal acts than offered by any other circus. As usual with the Robinson Circus, the equestrian numbers will be featured and several European riders of international reputation will work in the three days. Some of the features of the Sells-Floto Circus this season will be the horse show, and Manager Zack Trenchel believes that in the Liberty horse number he has an act without equal. Twelve superb Arabian stallions will work in the center ring, while in one end ring will be eight Arabian blacks and in the other eight greys. On the two stages working simultaneously with the horses will be two sets of six ponies each. Messrs. Gulliver, Smith and Miller, the trainers, have been working night and day with their horses, and assure their education is complete. The Sells-Floto performance will be a straight circus program, without any wild animal acts, although a menagerie containing a specimen of every living animal will be carried. Many new features from Europe and the Orient have been engaged, and the performance will contain more novelties and features than offered in the past. The direct agents will be the program offered by the John Robinson Circus, the show being offered in three rings, a steel arena and on the hippodrome track. Advertising car No. 1 of the Sells-Floto Circus will start billing Chicago on Monday, March 19, under the direction of Car Manager Paul Harrell. The John Robinson car No. 1 will leave Peru early in April with William Beckel as manager. More billposters and lithographers, as well as bannermen, will be carried by each show this year than in 1922. ROBERT E. HICKEY.

MAIN CIRCUS READY FOR ROAD

Will Open at Charlottesville, Va., April 7—Show To Be Shipped From Quarters April 4—Many Feature Acts Engaged

Havre de Grace, Md., March 10.—With everything in readiness and the program all arranged, the Main Circus will open its 44th season at Charlottesville, Va., April 7. The circus train will be loaded at the quarters on April 4 and a jump of 144 miles will bring it into the opening stand, it is expected, April 5. The big top will be put up and rehearsals conducted for two days. It is the first time in the history of the Main Circus that it has not opened at Havre de Grace since Andrew Downie owned it. The circus will make a swing around the coal regions of West Virginia and then work east. The advance car has been all remodeled, fitted with a radio outfit and an electric lighting plant and loaded to the guards with the new special paper already on its way in charge of Car Manager M. J. Lyons. The car has been attractively lettered in gold leaf and the color scheme is orange and red. The boys will enjoy this summer the luxury of a hot and cold water shower every night after their day's labor. R. T. Filkins will be on the car as advance press agent, with plenty of mats and cuts as well as a world of experience.

The Main Circus this season is going, it is expected, to prove a revelation to the circusgoer inasmuch as it has been framed on the order of the circuses that were all circuses; devoid of thrillers and animal acts and it will be a circus that will present a vast amount of aerial acts. The Carolinas featured; the big special feature, the Wirth Family; horse act, single and double trappe, casting acts, novelty comedy features, feats of daring by noted athletes, three herds of performing elephants, menage acts and a big collection of comics. The performance will combine with a series of races. It is going to be a circus in all the name implies and it is expected will give better satisfaction than a show made up of specs and vaudeville acts.

The new side-show manager, "Doc" Oyer, is at the quarters and has a strong side-show framed. Fred A. Dine will be on the No. 1 box and his wife, with an entire new outfit, will introduce her den of monster serpents. Howard Ingram and his assistants have been busy for several weeks and have the train in fine condition. The sleepers and the flats and stocks have been all repainted and varnished and it will be a handsome train, uniform in color and lettered in gold on the coaches and silver on the flats and stocks.

Claude Orton has the stock in the very pink of condition; in fact, it looks better than it ever did before in the spring. W. H. (Mol-doon) Hartmann has arrived from Los Angeles after seeing his partners start out and do business with the Great Western Dog and Pony Show and will again be in charge of the cookhouse with all of his old assistants. He is already on the job with the cookhouse up and the campfire ready.

All of the wardrobe has been ready for two weeks and much of it is brand new and was made during the winter under the direction of Mrs. Downie, assisted by Mrs. Charles Sweeney, Dot Bates and Mrs. George Coy.

While Lehrter has the canvas and the circus will use this season a five-pole big top. Equestrian Director Charles A. Sweeney is well satisfied with the way the program has been laid out and promises a smooth performance on the opening.

The new electric light wagon has been turned over to Chief Electrician Jara Koeb, who has installed the two electric lighting plants, and this season the two plants will light up not only the tops, but the midway from the entrance to the front door. Bill Fowler and his band have commenced rehearsal and Bill has all the latest popular music for the big show and introductory concert.

Mrs. Downie will, as usual, be in charge of the concessions and has Bob Thatcher as manager and Thomas Howers assistant. Ralph Somerville will have charge of the refreshment stands and Dewey Lukens will have the menagerie stand. She has a corps of bustling butchers engaged and all new tops.

Jimmie Heron will be treasurer of the show and will have the big pit show. No Name, as usual, with Mrs. Heron on the door and Ray Morrison assistant manager and ticket seller. The writer will be on the front door as usual and will endeavor to see to it that the newspaper men get a hearty welcome, as well as all friends of the show. For the concert Joe Coffey will present his oldsters, with Nick Londras, light heavyweight champion, featured.

Art Eldridge will be assistant manager of the show; Jack Croak will be in charge of reserved seats; Jerome Hartman will be on tickets; Harry Seymour legal adjuster, and Sam Logan in charge of elephants and the menagerie.

The circus will go out with 20 cars, a bigger parade than last year, and it is expected that his show will do a good business right from the start. At least that is the wish of everyone connected with it. FLETCHER SMITH (Press Agent).

American Legion Circus, Bristow, Okla., March 19th to 24th.

WANTED—CIRCUS ACTS, CONCESSIONS

Must be the best. State salary first letter. All people going with me on Brundage Shows write. Address JOHN C. AUGHE, Care American Legion, Bristow, Okla.

WANTED TO BUY

Two and Pony Stock, one Pick-Out Pony, Riding Mr. Key, Dog Act, Bucking Mule, Trained Goat. State all in first letter and best cash price. WM. R. LEONARD, Ridgeway, Mo.

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HAFFNER-THRALL CAR CO. "Haffner-Thrall Cars" **127 N. DEARBORN
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**To the Circus of 1923
By WILBUR JOHN SOUTHEY**

There's a thrill that comes off in a lifetime,
An urge combined to no clan,
That's fused with the heart of a nation
And born in the breast of a man.
It's a call to the soul's deepest senses
That have slumbered the wintertime thru,
'Tis the call of the circus
And its springtime greeting to you.

As the sunlight filters its glory
And attunes this world to its glow
It seems akin to the feeling
That we're all a part of the show.
We've been listening in to vibrations
And the music we hear sure is sweet,
It's a melody of a thousand emotions
That's red-wagging down Main street.

So here's to the whole Circus family
In this and all other climes,
From the Ringling and Barnum & Bailey's
Down to the small town time
The smiles of the multitudes with you,
And the mighty cheer of the Land of the Free
In shouting a national welcome
To the Circus of nineteen twenty-three.

UNDER THE MARQUEE

(Continued from page 78)

were with Roy E. Fox Minstrels? When Joe Witherspoon was with Klee Bros.' Circus? When Aerial Hands, Aerial Silverlakes, Bill Ash, Eddie Jeffers, Ira Millett, Jack Nelson, Groce McFabe, Kenneth Waite, Art Jarvis, Harvey Spaulding, Keystone Trio, Fritz Nelson and Harry Wheeler were with Howe's London Circus? When Joseph L. Beckman was producing clown on Christy Bros.' Circus? When Sparks' Circus ball team played Gollnar Bros.' baseball team one Sunday in Minot, N. D., and Earl Shipley made four home runs? (Shipley was the Babe Ruth of the Gollnar baseball team.) When Phil Ellsworth was manager of the W. P. Hill Circus? When Pete Holman was with DeLino Bros.' Minstrels? When Doc Stoddard and Toy Wallace were with Sparks' Circus? When Herbert Gunning and Murray Circus played Pawtucket, R. I.? When Jack Tarble was with Lincoln Bros.' Circus? When Jimmy and Teets Hodson were with Stevens Bros.' Circus? When Phil E. Keeler was with the Sells & Gray Circus? When Harry (Doc) Richards did an end with the Barlow & Wilson Minstrels? When John Gensch was with Price & Bennett Minstrels? When Henry Messer and Peggy Waddell drove the ticket wagon over the road with Cook Bros.' Circus? When Eddie Corlica was candy butcher with the Forepaugh Sells Circus?

Scotty F. Burns has closed a successful season in New England as manager of a repertoire show. He expects to be back with the Hazen-

lock Wallace Circus. He submits a few "reminders" as follows: When Gene R. Milton had the five-in-one show with Miller Bros.' 161 Ranch in 1912? When Fred Ledgett had the wardrobe tent on the Hazenlock Wallace Circus in 1916? When Harry LaFleur, Art Adair, Baker and DeVoe and Arthur Borolla were in clown alley on the Wallace Shows? When Doc Stoddard played in Art Adair's clown band, also Lon Moore? When Joe Lewis, Bill Carross, Gene Nalrean and Lorette, the police clown, were the principal laugh-getters on the Bill show? When Tom Kyrnan, Hank Durrell, Shultz Boys, Chet Ryers, Sam Garret, Perry Sykes, Julia Allen, Dixie Hevers, B. Kiran, Verpo, Tantlinger, Lulu Parr and Johnny Baker rode in the arena in days gone by on the 161 Ranch Show? When Billy and Madame Gilmore had a real Carmeta snake outfit? When the Two Bills Show burned at Butte City, Mont.? When Fred Biddle had the cookhouse on the Bills show? When Hiram and Lucinda Birdseed worked downtown on the Bills show and Major Sweeney had a real Sweeney band on the same track? Do Gene R. Milton and George Conners, of side-show fame, remember when the 161 Ranch and the Ringling show played day and date at Erie, Pa., and Norfolk, Va., in 1914? When Joseph Foushee did the old loop-the-loop on the bicycle on the Adam Forepaugh-Sells Show in 1904? When Fred Jewell was bandmaster on the old Wallace Shows? When Merle Evans was bandmaster for the S. W. Brundage Carnival, and Gus Hill's Big City Minstrels in 1914-15?

Some "reminders" from that veteran, "Gil" Robinson: "How many are there who can

remember when I came out of the Union Army in 1902 and became treasurer and assistant manager of the John Robinson Circus in the spring of 1903? Are there any left that saw the "Original" John Robinson ride a six-horse act in 1854? How many can say that they saw "Billy" Lake play clown in 1859, or saw Agnes Lake do a swaying act on wire in 1859, or Alice Lake ride in 1860? There are mighty few who remember Frank Starks, who was killed at Noblesville, Ind., trying to do a triple somersault from a leaping board in 1861. Are there any who can remember seeing James A. Bailey posting bills for the Robinson Circus in 1867? Can anyone remember seeing Sam Long and Jimmy Reynolds play clown? And think of seeing Willis Sweetman doing a turn in the concert with the Robinson Circus in 1862, or Wm. B. Harris with his partner, Johnny Bowman, doing a turn with the Robinson Circus in 1872? And go back to the early sixties and see W. C. Coup splicing at the door of the side-show with the Robinson Circus in 1865, Frank A. Robbins selling peanuts on the seats, and James Hutchinson, one time partner of the Barnum Show, selling lemonade with the Robinson Circus in 1866. And going back a little earlier, seeing "Gil" Robinson in a posturing act, "Old" Elder, when he was five years old, and his father used to carry the "Gor" on his shoulders when he was only three years old. If there are any of the "old trouper" who can go back beyond my time, I would like to hear from some of them; I am writing a book of the "Old Wagon Show Days". My father started in the show business over a hundred years ago. My address is Somers Point, N. J."

supt. cookhouse. Shows open in Lancaster, Mo., April 27.

LaMONT BROS.' SHOWS—C. R. LaMont, prop. and mgr.; W. M. Randolph, treas.; W. S. Filley, gen. agt.; Henry Stevens, local con.; Elmer Porterfield, mgr. side-show; Elmer Leon, eques. dir.; Milton Robbins, supt. priv.; Henry Kern, mus. dir.; Slim Latta, supt. canvas; John Connors, trainmaster; John Green, boss hostler; Raymond Branson, supt. lights; Tom Brown, supt. props.; Ernest Haines, supt. animals; Bob Grimes, legal adj.; fifteen wagons, five trucks. Show opens at Salem, Ill., May 5.

LINDEMAN BROS.' MOTORIZED CIRCUS—Billy Lindeman, prop. and mgr.; Charles Lindeman, asst. mgr.; Mrs. Billy Lindeman, treas.; Will Martin, secy.; Arvin Rademacher, auditor; Albert Sigbee, gen. agt.; Mrs. Albert Sigbee, press agt.; George Alberto, mgr. side-show; Herman Weber (Pencil), eques. dir.; Al Johnson, gen. supt.; E. C. Vetter, supt. priv. and supt. com. dept.; Theo. Weber, mus. dir.; Alvin Pantell, supt. rea. seat tickets; Emil Scharder, supt. canvas; Thomas Johnson, trainmaster and master mechanic; Capt. Wm. Gensch, boss hostler; Frank Meyer, supt. lights; Eddy Fisher, supt. props.; Arvin Nack, supt. ring stock; August Melldner, 24-hour agt.; Roy Sterling, boss carp.; Capt. Wm. Sells, supt. animals; C. L. Birge, legal adj.; Arthur Hansen, announcer; fifteen trucks. Show opens at Random Lake, Wis., May 5.

LUCKY BILL SHOWS—Wm. Newton, Jr., and A. B. Campbell, props.; A. B. Campbell, mgr., mus. dir. and legal adj.; J. H. Blair, asst. mgr. and press agt.; Mrs. A. B. Campbell, treas.; E. O. Ferguson, gen. agt.; Charley White, mgr. side-show; Frank B. Kelso, eques. dir. and supt. ring stock; Harry Newcomb, supt. priv.; John Wanamaker, supt. canvas and supt. working crew; Ben Rutledge, boss hostler; Abe Essue, supt. com. dept.; Wm. (Continued on page 82)

CIRCUS ROSTERS

The Executive Staffs and Department Heads of Many of the Circuses and Wild West Shows for the Season of 1923 Are Given in the Following List

ATTERBURY'S, R. L., TRAINED ANIMAL CIRCUS—R. L. Atterbury, prop. and mgr.; Rose Atterbury, secy. and treas.; Eddie West, auditor; W. A. Allen, gen. agt.; Tom Mathews, local contr. and spec. agt.; W. A. Allen, contr. and adv. press agt.; Eddie West, press agt. with show; D. W. Sale, eques. dir. and gen. supt.; Mrs. R. L. Atterbury, supt. priv.; M. E. Hildrum, mus. dir.; Leona Cantrall, supt. rea. seat tickets; Wm. Larch, supt. canvas; Roy Cantrall, trainmaster and boss hostler; Tom Powell, supt. comm. dept.; Shorty Larch, supt. lights; Bob McCrary, supt. props. and supt. ring stock; Roy Cantrall, supt. stock; Shorty Larch, supt. working crew; A. G. Keel, 24-hour agt.; H. D. Curley Prickett, supt. elephants; Harry Eckert, boss carpenter and blacksmith; Ben Sweet, supt. animals; Eddie West, checker up; R. L. Atterbury, legal adj.; 12 wagons and 2 trucks; show opens at Sioux City, Ia., April 21.

BANTLY BROS.' CIRCUS—Herman Bantly, prop.; Harry Dunkel, mgr.; Harry Bantly, treas.; Harry R. Moore, gen. agt.; Wm. Roberts, r. r. contr.; W. C. Marks, local contr.; Ed White, spec. agt.; J. Black, contr. press agt.; R. Newton, press agt. with show; Chas. A. Moylan, mgr. side-show; Chas. Edwards, eques. dir.; Wm. Perry, supt. priv.; James J. English, mus. dir.; Chas. James, supt. rea. seat tickets; Wm. Thompson, supt. canvas; W. J. Cooley, trainmaster; S. G. Henson, supt. comm. dept.; T. S. Conroy, supt. lights; Al Murdoch, supt. props.; Chas. Kane, supt. working crew; Walter Williams, 24-hour agt.; R. Ellison, boss carp.

BURLINGAME BROS.' CIRCUS—R. J. A. & E. C. Burlingame, Jr., props.; E. C. Burlingame, Jr., mgr.; J. A. Burlingame, asst. mgr. and treas.; W. W. Christie, gen. agt.; Tom Nelson, mgr. side-show; W. B. York, eques. dir.; L. E. Kinsler and E. C. Darnold, supt. priv.; B. C. Tomlinson, mus. dir.; Fred Tart, supt. canvas; M. McClure, boss hostler; Fred Tart, supt. lights; Arthur Murphy, supt. props.; M. McClure, supt. ring stock; W. B. York, announcer; 12 wagons and trucks; show opens at New Martinsville, W. Va., April 26.

GENTRY BROS. & JAMES PATTERSON'S COMBINED SHOWS—James Patterson, prop. and mgr.; J. H. Adkins, asst. mgr.; Louis R. Dobson, treas.; A. C. Cox, secy.; Jack Manning, auditor; Ed L. Brannan, gen. agt. and r. r. contr.; Bert Anders, local contr.; Emory D. Proffit, contr. press agt.; R. B. Henn, press agt. with show; James Bontle, mgr. side-show; Harry McFarland, eques. dir.; Mel P. Hurlin, supt. priv.; Rodney N. Harris, mus. dir.; Jack Fish, supt. rea. seat tickets; C. C. Gibson, supt. canvas; Charles Herman,

trainmaster; Chauncey Jacobs, boss hostler; Edward Hirner, supt. comm. dept.; L. W. Marshall, supt. lights; R. S. Snow, supt. props.; John Logan, supt. ring stock; Wm. B. Baird, 24-hour agt.; Joe Seastin and H. Lueker, supt. elephants; Adolph Hiltbrunner, supt. animals; Frank Tooley, blacksmith; Emory D. Proffit, mgr. adv. car No. 1; W. J. Hennessy, legal adj.; E. A. Adams, announcer; 15 cars. Show opens at Paola, Kan., April 28.

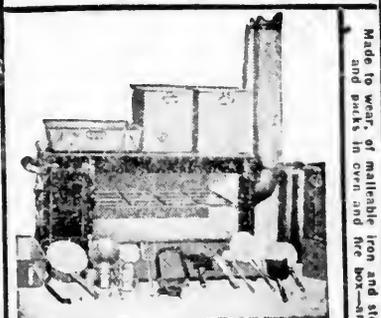
GOLDEN BROS.' 4-RING WILD ANIMAL CIRCUS—Golden Bros. Shows Co., Inc., props.; M. E. Golden, mgr.; Mrs. M. E. Golden, treasurer; L. B. Greenhaw, general agent and railroad contractor; W. H. Selvaque, local contractor; Reese O'Connell and C. Westlake, spec. acts; F. B. Head, contr. press agt.; Chas. V. Turner, adv. press agt.; Jack Crowley, press agt. with show; Chas. Gammon, mgr. side-show; Bert Rickman, eques. dir.; Willie Jensen, gen. supt.; O. A. Gilson, mus. dir.; Willie Jensen, supt. canvas; Paul Barton, trainmaster; Apples Welsh, boss hostler; Elmer Voris, supt. comm. dept.; Jack St. Ledger, supt. lights; Apples Welsh, supt. stock; Karl Knudson, 24-hour agt.; Fritz Bruner, supt. elephants; Jules Jacob, supt. animals; Al Clarkson, mgr. adv. car No. 1; Reese O'Connell, mgr. brigade; 15 cars. Show opens in April.

GREAT DANBY MOTORIZED SHOW—M. and Mrs. G. H. Lindeman, props.; G. H. Lindeman, mgr.; Albert Lindeman, asst. mgr.; Louise Staalson, treas.; Mrs. Albert Lindeman, secy.; J. B. Rock, gen. agt. mgr. adv. car No. 1; Lloyd Pierce, press agt.; Walter Lane, adv. press agt.; H. Winters, mgr. side-show and announcer; Fred Wolfgram, eques. dir.; Alvin Pantell, gen. supt.; Clara Miller, supt. priv.; Norman Lighthouse, mus. dir.; Arthur Young, supt. rea. seat tickets; Orval Lindeman, supt. canvas and supt. working crew; Herman Stranger, trainmaster; Clarence Muller, boss hostler, supt. ring stock, supt. stock; Albert Lindsay, supt. lights; Edgar Steffen, supt. prop.; Carl Heerman, supt. animals; ten trucks. Show opens at Cleveland, Wis., May 5.

HONEST BILL SHOWS—William Newton, Jr., owner, prop. and mgr.; Mrs. William Newton, secy. and treas.; Lawrence Shafer, gen. supt. and boss canvasman; Dave Masten, supt. lights and boss carp.; Herbert Swift, mus. dir.; J. P. Kittle, eques. dir.; Power Stephens, supt. elephants and boss animal man; Pan Handle Slim, chief cowboy and mgr. Wild West; Jack Trians, boss hostler; Jacky Bay, gen. agt.; Dr. J. M. Hall, veterinarian; Harry Newcomb, supt. priv.; J. C. Balch, gen. announcer; J. J. Vanhousen, callopo player; Wiley Essue,

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CIRCUS ROSTERS
(Continued from page 81)

Brown, supt. lights; Geo. Woods, supt. props.; June Sraft, supt. elephants and supt. animals. Show opens at Lancaster, Mo., April 27.

MIGHTY HAAG SHOWS—Ernest Haag, prop.; Frank McGuire, mgr. gen. act., supt. com. dept. and legal adj.; Harry E. Haag, asst. mgr.; Mrs. E. Haag, treas.; Mrs. Susie Haag, secy.; Al T. Primrose, local con.; Albert Miller, spec. agt.; Don Smith, press agt.; H. Engard, mgr. side-show; Harry Bender, gen. supt.; Arthur McDonald, supt. priv.; J. A. Hartley, mus. dir.; H. D. Hubbard, supt. rea. seat tickets; Tropical (Shim) Mitchell, supt. canvas; Michel Sessions, boss hostler; A. Green, supt. lights; Basil Williams, supt. props.; Tom Mathews, supt. ring stock; Cras. Duncan, supt. elephants and supt. animals; A. J. Martin, blacksmith; 21 autos and trucks; 46 wagons and cages, 100 head stock, two-ring show. Show opened at Marianna, Fla., March 7.

MONTANA BELLE SHOW, WILD WEST AND CIRCUS—E. B. Griffen, prop. and checker up; Montana Belle, mgr.; W. J. Smith, supt. lights, asst. mgr.; Nina Cutler, treas.; C. E. Cutler, secy.; Tube Wadley, gen. agt. and mgr. adv. car No. 1; Harry Bamoth, mgr. side-show and supt. priv.; Billie Wadley, supt. priv.; B. E. Woods, mus. dir.; Mrs. Blackie Wood, supt. res. seat tickets; Gifford Sylvester, trainmaster; Dee Foster, boss hostler and supt. ring stock; Jim Brown, supt. props.; Jordan Murphy, supt. stock; B. M. Griffen, legal adj.; fifteen wagons and four autos. Show opened in Arkansas, March 10.

RINGLING BROS. & BARNUM & BAILEY COMBINED SHOWS—Ringling Bros., prop. and mgrs.; Fred Warrell, asst. mgr.; Chas. Hutchinson, treas.; Carl Hathaway, secy.; Fred DeWolfe, auditor; Wm. H. Horton, gen. agt.; Geo. Meichen, r. r. contr. and adv. mgr.; Al Butler and Wm. Conway, local contractors; Dan DeBaugh, spec. agt. at general office; S. Banks, contr. press agt.; E. P. Norwood, Dexter Fellows and Lester Thompson, press agents back with show; Clyde Ingalls, mgr. side-show; Fred Bradna and John Agee, eques. directors; Fred Warrell, gen. supt.; Lew Graham, supt. priv.; Merle Evans, mus. dir.; Chas. Bell, supt. rea. seat tickets; James Whalen, supt. canvas; John McLaughlin, trainmaster; Thomas Lynch, boss hostler; Al Webb, supt. comm. dept.; Afonso Francois, supt. lights; Arnold Graves, supt. props.; Frank Dial, supt. ring stock; Roland Dillar, supt. stock; S. Wappenstein, Wm. Carr and Harry Overton, 24-hour agents; Frank Denman, supt. elephants; Wm. Patterson, supt. animals; Geo. Goodhart, mgr. adv. car No. 1; Tom Dalley, mgr. adv. car No. 2; Chas. Snowhill, mgr. adv. car No. 3; Ralph Young, checker up and spec. agt.; Frank Cook, legal adj.; Lew Graham, announcer; Leo Cook, supt. refreshment stands; 100-car show; opens at Madison Square Garden, New York City, March 24.

RIPPEL BROS.' MOTORIZED SHOW—Gus Rippel, prop. and mgr.; Chas. Rippel, asst. mgr. and gen. supt.; Jack Rippel, treas., press agt. and eques. dir.; Gene Rippel, secy.; Harry Leon, gen. agt.; Bobbie Rippel, supt. priv.; Miss Marg. Smith, supt. rea. seat tickets; Harry Morgan, supt. canvas; Ed Sanders, motor trainmaster; Geo. Highlander, supt. com. dept.; Warren Brown, supt. lights and supt. props.; seven trucks. Show opens at Orange, Va., April 16.

ROUEN BROS.' MOTORIZED CIRCUS—J. D. and Harry Rouen, props.; J. D. Rouen, mgr.; Harry Rouen, asst. mgr., secy. and treas.; E. Lasber, auditor; F. C. Shurm, gen. agt.; Elmore Day, mgr. side-show; J. D. Rouen, eques. dir.; Albert Meyers, supt. priv.; F. S. Schramm, mus. dir.; A. McBennett, supt. rea. seat tickets; Chas. Bauhaus, supt. canvas; W. Waldo, supt. lights; Wm. C. Van Camp, supt. props.; F. Darling, supt. ring stock; Chas. Bauhaus, supt. working crew; Christ Vaubel, 24-hour agt.; Harry Varner, mgr. adv. car No. 1; Tom Lindeman, checker up; Frank Dulin, legal adj.; show opens at Huntington, Ind.

RUSSELL'S, R. L., VIRGINIA SHOW—Bob Russell, mgr.; Lulu Russell, treas.; R. Little, gen. agt.; N. L. West, mgr. side-show; Vernon West, eques. dir.; Bernard Hurtless, gen. supt.; Wiley Ferris, supt. priv.; S. Scott, mus. dir.; Virginia Russell, supt. rea. seat tickets; Bob Scott, supt. canvas; N. Jamison, boss hostler; E. Hester, supt. lights; V. A. Denison, supt. props.; Carl Yoit, supt. stock; J. W. Taylor, supt. working crew; B. E. Touler, blacksmith; E. C. Andrews, legal adj.; show opens at Sebrell, Va., May 1.

SELLS-FLOTO CIRCUS—Sells-Floto Circus, Inc., props.; Zack Terrell, mgr.; Frank McLain, treas.; Robt. DeLoche, secy.; Walter Bairden, auditor; Ed Warner, gen. agt. and

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SPARKS' CIRCUS—Chas. Sparks, mgr.; Clifton Sparks, asst. mgr.; Wm. Morgan, treas.; T. W. Ballenger, gen. agt. and r. r. contr.; Laurence Ladieux and A. C. Bradley, local contractors; George Pritchard, spec. agt.; Harry Mack, contr. press agt.; Roland C. Butler, advance press agt.; Eddie Jackson, press agt. with show; George V. Connor, mgr. side-show; Bert Mayo, eques. dir.; C. B. Fredericks, gen. rep.; Doc Walker, supt. priv.; Jack Phillips, mus. dir.; S. F. Harris, supt. rea. seat tickets; George Singleton, supt. canvas; Walter C. Cross, trainmaster; Jas. Irving, boss hostler; Chas. E. Henry, supt. comm. dept.; Garry Vandebilt, supt. lights; Denny Flynn, supt. props.; Harry Phillips, supt. ring stock, with Jack Bray, asst.; A. B. Bennett and Arthur Wiseman, 24-hour agents; Louis Reed, supt. elephants; Sailor Holcomb, boss carpenter; Bill Colsecott, blacksmith; Jas. M. Handolph, mgr. adv. car No. 1; George Pritchard, mgr. adv. car No. 2; Ed Stokes, checker up; John G. Kelley, legal adj.; Frank Bowen, announcer; A. E. Greene, adv. solicitor; 20 cars; show opens at Macon, Ga.

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Animal Acts, Circus Acts. The best none too good. Poodles Hannaford, Art Adair, The Campbells, wire me. Also want two high-class Contest Men. Would like to hear from a real American Band. Long season. All address W. H. (BILLY) WEST, Huntington, W. Va. Show opens April 7.

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Looks like this season contests will be announced earlier than usual in a real official manner. That's as it should be.

We will be glad to hear from all the folks regarding their committee joining the association. It's coming—better get ready to attend the first meeting at Cheyenne. It'll be well worth it. Be there.

Jack Rinehart writes from Florida that he has been doing nicely with his Wild West down in that country this winter. Doc Bartlett is the advance man. They carry fifteen head of stock and eight people.

Probably the results of the San Antonio, Tex., Roundup will reach The Billboard in time for the next issue. Following that comes the rodeo in connection with the Fat Stock Show at Ft. Worth, the results of which will add to the excitement start of the season.

We have already received a preliminary folder from Guy Weadick regarding the Calgary Stampede and another folder from Dr. Davis, manager of the Cheyenne contest. These two birds are getting their stuff out NOW, and neither one of their contests takes place until July. That's what we call letting them know EARLY.

For the benefit of those who desire their advertising to appear on the same page as The Corral, we beg to state that all advertising of this nature should reach the Cincinnati office of The Billboard not later than THURSDAY NOON, of each week. And they should also request that it appear on the same page as The Corral.

Montana Meechy writes, stating that the Buckskin Bill, Jr., Wild West Show will troupe again the coming season. Buckskin Bill, Jr., is a grandson of the original. The outfit will be with one of the big carnivals. Meechy advises that it will be a good show with all new canvas, etc.

A man can be a good trick rider and a good trick roper, and have never served a day on a cow ranch. But that does not entitle him to try

CALL FOR A CONVENTION

AT CHEYENNE, WYOMING, MONDAY, APRIL 30, OF

FRONTIER RODEO, STAMPEDE AND ROUNDUP

Officers, Directors, Promoters, Contestants and all others interested in forming an organization that will work to raise the standard of, approve and promote only bona-fide Western Sport Contests. All this for the good of the game, the contestants and the boss (the public). Sponsored by B. F. DAVIS, Cheyenne, Wyoming, at the request of many. Please come, send a rep. or write it out.

1897—APPROVED BY CHEYENNE FRONTIER COMMITTEE—1923

YIP-EE! 1897—ANNOUNCEMENT—1923. WHOOP-EE!

IT'S OLD BIG WILD GRAND GENUINE PEERLESS

CHEYENNE FRONTIER DAYS



July 24-25-26-27, 1923

OUT WHERE THE WEST IS THEY KNOW IT IS THE DADDY OF THEM ALL

FRONTIER DAYS—CHEYENNE, WYO.

Address B. F. DAVIS.

and tell others who have never been out with a show, and who can't trick ride or trick rope—that they should not be considered in the making of rules in cowboy sports.

So far this season we know that the following places will be scenes of contests: San Antonio, Tex.; Ft. Worth, Tex.; Salina, Kan.; Calgary, Can.; Cheyenne, Wyo.; New York City. Watch this department for the official advertisements from each locality all over the country, large and small, stating the dates, prizes, etc., for each individual contest.

Something that should be settled for once and for all as to the distribution of OFFICIAL CHAMPIONSHIP TITLES, both for districts and grand champion of the country. We do not think that a "WORLD'S CHAMPIONSHIP" title can be given with any degree of certainty, as the WORLD covers many countries outside the United States where bucking horse riding and roping are indulged in.

All those participating in cowboy contests should be required to dress in cowboy and cow-girl costume. Lawn tennis pants (as Sober Sam calls them), caps, dancing girl outfits, dangled all up with spangles, etc., etc., should be eliminated. If it keeps on we'll not be sur-

prised to see some fellow come out in his car, with a valet to hold his cane and high hat, while he proceeds to bulldog a steer or ride a buck in evening dress. Remember folks, one can put on a clean and nifty cowboy or cow-girl costume that is the real thing, and can work in it comfortably, without going to these burlesque extremes.

Here's another expression of the right sort—shows that there is a feeling that a REAL ASSOCIATION should be formed.

"Dear Sir—The directors of our association have watched with interest your efforts toward the formation of an association or organization which will include those who are striving to elevate the contest game. We are FOR such an organization and will be glad to be counted in when the time comes. Very truly yours, A. W. Burkholder, secretary Tri-State Roundup, Bellefourche, S. D."

That's the way. Let's hear from ALL the others!

Bill Mossman, the trick rider and otherwise Wild West entertainer, spent several days of last week in Cincinnati. He goes with the Sells-Floto Circus this year, which Concert will be under the direction of Joe Greer. Bill had

just come from Peru, Ind., and but recently returned North from Florida, where he worked with Greer's combination of entertainers doing free attraction, etc., at fairs and other special events. He returned to Peru, where he is to aid in breaking in some stock at the circus winter quarters.

Tex Young advises that he is at the Wool Croft Hospital in Pueblo, Col. Thru the kindness of Jerry Mancivan, of the circus interests, he secured \$175 back pay due him from the army. Tex says he was out around for a few days and went up to Denver and visited another Wild West boy, Tex Crockett, who is still on his back in the government's Fitzsimmons Hospital at Denver. Crockett has lots of confidence and hopes to get around all o. k. in another year. He wants all his old friends to drop him a line, as it will sure be appreciated.

Remember the boys of the range who have never traveled with a show, a great many times are great riders and ropers (not trick ropers). It is the "wild" and scary stuff as put on by range men, that is being advertised—and that is the stuff the public wants to see. So, don't class yourself as a "professional" and count range hands out, or your business will fade. The range men are the backbone of it, and no matter what you do in the line of cowboy sport, no matter what "shows" you have worked with, you are billing yourself as a "COWBOY", not an athlete.

A letter from the Tantiingers, from San Antonio, Tex.: "We will be with the C. A. Wortham Shows (Beckman, Gerety and Robinson) this season with our Tex-Mex Wild West. Recently drove thru from Lawton, Ok., and are now getting the outfit lined up for the opening date. We spent a week at the 101 Ranch, as guests of J. C. Miller and brothers. Had a wonderful time and just really realized what a fine institution it is. Met many of the old hands who used to be on the big show and we again put on about all the performances, and with the same old pep—only this was done around the ginner table, in recollection and talk. Actually, that ranch must be seen to be appreciated. The rains in that country have made the crops very promising, also the pasture is splendid."

"He never beat me," "I will meet him any place they put up enough money." "Every-body knows that I am the champion." "He never saw the day he could beat me, if he did not"

(Continued on page 177)



No. 137X, the best contest saddle made.

12-inch seat 11-inch small. Kari tree, flesh out, \$68.50; without skirts and fenders \$54.00. Send for catalogue.

O. J. SNYDER, 1535 Larimer St., Denver, Col.

FAIRS AND EXPOSITIONS

THEIR MUSICAL AND AMUSEMENT END IN CONJUNCTION WITH THEIR PRIVILEGES AND CONCESSIONS

STATE FAIR PROPOSITION BEFORE PENNA. LEGISLATURE

Appropriation of \$500,000 Recommended for Purchase of 600-Acre Site—Entire Plant Would Cost More Than Two Million Dollars

Harrisburg, Pa., March 9.—Recommendation of an appropriation of \$500,000 for the purchase of a site and the grading of the grounds for the establishment of a State Fair and Exposition was submitted to the Pennsylvania Legislature, in session here, Tuesday by the State Fair Commission created by the 1921 Legislature.

With the recommendation was sent a carefully prepared outline of the plans of the buildings for the proposed State Fair.

The basis of these plans is a 600-acre site at White Hill, Cumberland County, just across the Susquehanna River from Harrisburg. This site has been selected for recommendation by the commission as the site for the fair.

Three estimates of the cost of erecting necessary buildings on this site for a State Fair and Exposition "which would be worthy of the Commonwealth of Pennsylvania" are given as follows:

Liberal estimate, \$2,660,000; conservative estimate, \$2,150,000; minimum estimate, \$1,570,000.

The proposed site at White Hill is owned by a number of different interests.

The commission, of which former Governor Spruill is chairman, expresses the belief that the fair, after the original cost of establishing it has been met, will produce more than enough revenue to pay the cost of operation.

In a general way the tract proposed takes the White Hill station as base, taking to farms along the Mechanicsburg road and extending well back to the Yellow Breeches Creek.

This would give the plot advantages of entrance from the Carlisle pike, which is a thru road, and the Trindle Springs road, leading out from Harrisburg, New Cumberland, Lemoyne and York.

It would give the fair grounds connections with both the Philadelphia & Reading and Cumberland Valley railroads, as well as direct connections with the lines of the Valley Railway Company.

The commission has spent two years in the study of the State Fair proposition and it

comes before the Legislature with a well-worked-out report which includes drawings.

Among other things, the fair grounds is to include a half-mile race track, an amusement park, an amphitheater, a Pennsylvania State Building, a forestry building, industrial arts building, fine arts building and buildings for agriculture, automobiles, dining, horticulture, dairying, boys and girls' club work, fish and game, home economics and stock barns.

DUTCHESS COUNTY FAIR

Dutchess County will hold its annual fair at Rhinebeck, N. Y., on August 29, 30, 31 and September 1. This county is situated in the beautiful Hudson Valley, on the east bank midway between New York and Albany. By rail it is only 75 miles from New York, and it is also on the Central New England Railroad and directly across the Hudson River from Kingston, where the New York, Ontario & Western, West Shore and Ulster and Delaware railroads intersect. It is also easily reached by boat on the Hudson River, and by freight via Saugerties Steamboat Line.

This fair has become one of the big county fairs of the State. Fully 50,000 people attended last year, coming for miles from all directions, mostly by automobile. This fair belongs to the so-called capital district circuit, and is one of six fairs held for six consecutive weeks. The Orange County Fair, at Middletown, and the Columbia County Fair, at Chatham, usually precede and directly follow the Dutchess County Fair.

The fair is handled by a bunch of live wires, who see to it that everybody goes home well satisfied.

TANEYTOWN FAIR ENLARGES

The Taneytown, Md., Fair, which for the past twenty-five years has been held on leased grounds, has increased its capital stock to \$25,000 and purchased fifty acres of land near town, facing on the Baltimore State road, to be used for a permanent fair grounds. With the new management and the hearty support of the public it is expected to make this year's fair (the 25th annual event) a much larger one than any of its predecessors. Buildings and race course are expected to be completed in time for the fair, September 11-13.

REBUILDING GRAND STAND

N. T. Bulkeley, secretary of the Danbury (Conn.) Agricultural Society, writes that contract has been let for a new grand stand to replace the one destroyed by fire last October. The new stand will be constructed of steel and concrete and will have a seating capacity of 6,000.

ENTERTAINMENT APLENTY

For Central Canada Exhibition

Ottawa, March 9.—The directors of the Central Canada Exhibition Association have approved of a contract with the (Ml. Francis Ferrar) Shows and Mighty Doris Shows, Combined, for the 1923 midway.

The directors have a bond for the appearance of thirty-five shows and riding devices, which is about a dozen more than that of last year's midway.

For the grand-stand performance, afternoons and evenings, the directors have approved, in addition to regular vaudeville acts, of auto polo with auto racing for Friday and Saturday afternoons. These events were a great feature last year and even stronger programs are promised this year.

FAIR OFFICES BURN

Fire starting on the third floor of a large four-story department store in the heart of the business district of Danville, Ill., on the night of February 21, wiped out three business houses and several offices, including those of the Illinois-Indiana Fair Association, which occupied a suite of rooms on the second floor of one of the buildings.

The books of some of the files of the fair association were saved by the quick work of Edward A. Tate, assistant secretary of the association, but many valuable papers were entirely consumed.

The loss to the fair will not be heavy. Mr. Tate also had charge of the Indoor Circus of the Three-I Baseball Club, set for March 5-10, and all his correspondence relating to the event was burned, causing considerable inconvenience. However, temporary offices were established at once and preparations for the event were pushed with renewed vigor.

PUBLIC APPRECIATES GOOD ENTERTAINMENT

The Knox County Fair, Bloomfield, Neb., will be a five-day event this year and an added feature will be a fireworks program at night.

Speaking of the fair, W. H. Weber, secretary, says: "We are booking high-class attractions and shows, as we find the public appreciates the best grade in everything. We have often wondered why we are not able to get shows and rides for fair dates without a lot of concessions attached. Plenty of fairs would be glad to book a lot of shows and rides, but object to booking where there is a string of concessions attached. That is our case. Why not shows and rides only?"

MAKING FAIR GROUNDS A COMMUNITY CENTER

Kenton, O., March 8.—A movement is on foot to utilize a part of the Hardin County fair grounds for a community athletic field. The Kiwanis Club and Chamber of Commerce are sponsoring the establishment of such a field for all outdoor athletic events, and feel that the old athletic field is too limited in space to adequately fill the need for a public park and playgrounds.

MAY GET FREE GATE

Jefferson City, Mo., March 7.—A bill introduced in the upper house of the Missouri Legislature by Senator Gordon, providing for a free gate at the Missouri State Fair in Sedalia, has passed the senate and will now go to the house.

OCEAN VIEW FAIR

New Virginia Enterprise Starting With Its Own Plant—First Fair in August

Norfolk, Va., March 8.—With their plant, located on the Bay Shore trolley line, seventy per cent completed, the Ocean View Fair and Racing Association, with membership in the Carolina-Virginia Racing Association, will hold its opening fair and race meet the week beginning August 27. This announcement was made recently by Secretary W. M. Bott, of the association, who declared that in addition to the big string of harness and running horses scheduled to appear on the Carolina-Virginia circuit this summer, the association had contracted with some of the best known auto speed artists in the country, as well as high-class vaudeville and feature acts, for their initial bow to the public. In addition contracts have been made for nightly displays of fireworks.

The officers recently named at the organization meeting of the Ocean View Fair and Racing Association are: J. L. Walker, president; B. T. Widgson, general manager and treasurer; W. M. Bott, secretary; C. H. Frankenberger, director, and J. T. Williams, racing secretary. "Our half-mile track, and it is 100 feet wide, is today ninety per cent completed and practically ready for the spring training of horses," Secretary Bott declared. "Experts who have examined the course declare it will be one of the fastest dirt tracks in the country, the soil near Ocean View being ideal for such purposes."

Already more than 100 stands, 12 by 12, have been erected on the grounds, fully as many more will be built, four exhibit buildings are under construction and the property is being fenced in. Work will begin at once on a huge grand stand, with ample room for 5,000 spectators. There will be bleacher accommodations for thousands of others. A big open-air stage will also be erected directly in front of the grand stand, between the stand and the fence enclosing the track, thus giving grand-stand patrons a closeup on the vaudeville and feature bills present during the fair. On one side of the track a complete midway will be operated for those who like this class of entertainment.

Mr. Bott also declared that in order to give the spectators an unobstructed view of the track, the circle in the center will be kept absolutely clear, making it possible to follow horses and autos every foot around the half-mile circle. Dressed lumber is being used in the construction of everything, including the fence, and will be painted white and kept white, making the plant attractive to the eye.

"The industrial and agricultural exhibits, which we propose to make representative of the entire section, will be housed in the four big exhibit buildings in course of construction," Mr. Bott explained. "These buildings are being erected for the convenience of visitors, as well as the exhibitors. Special attention will be given to the ventilation and lighting."

"For our opening fair we are going to give the best racing, horses and automobiles, the highest class of amusements it is possible to secure, and propose to maintain, even improve the standard from year to year."

Racing meet and automobile racing dates, including July 3, when the public will be invited to inspect the plant, will be announced later.

KINGSTON INDUSTRIAL EXHIBITION

The Kingston Industrial Exhibition, staged annually at Kingston, Can., in the province of Ontario, is well known throughout the province, standing out as an exhibition of greater development and expansion during the past five years. Robert J. Russell, secretary, treasurer and manager, and his efficient board of directors are determined that the 1923 exhibition, to be held five days and nights, will eclipse in magnitude anything hitherto attempted. Kingston is advantageously situated and is held following the exhibition at Ottawa.

THE MOST FASCINATING OPEN AIR FEATURE

LEGARE'S MAMMOTH SPIRAL TOWER

A Grand Sensational Day Attraction A Wonderful Spectacular Night Exhibition

This tremendous crowd drawer holds them spellbound. Not over in a flash, but it is a long and varied performance. Act contains many original and sensational feats. The ascent and descent of tower, in conjunction with the many feats performed therewith, is but a portion of this big and versatile attraction.

One-half of this (1923) season is now booked. All are return engagements with but one exception. A few weeks still open.

LARGEST AND GRANDEST SENSATIONAL ATTRACTION ON EARTH.



Address all communications to LIONEL LEGARE, 1401 West Market St., Bethlehem, Penna.

ATTENTION:---Park and Fair Managers FILL YOUR COFFERS WITH YELLOW GOLD



The King of Free Attractions RITA AND ROSA RILEY



In their Sensational Death-Defying DOUBLE TRIPLE TORPEDO PARACHUTE ACT offer the amusement world the greatest money-producing free attraction known to modern science. WE GUARANTEE SATISFACTION—NO FLIGHT—NO PAY.

BOOK UP NOW and "Let the Rileys Ride"

CROWDS Mean Money.

This Act Will Bring the Crowds!

Rita Riley in her celebrated Triple Parachute Drop was a sensation last season. THIS YEAR she is ably assisted by her sister, in the most stupendous aerial act ever performed. They use 6 full-sized parachutes. An act that will hold crowds spellbound with awe and amazement.



We Furnish

LITHOS, FOLDERS, MOVIE FILMS AND SLIDES.
INCREASE GATE RECEIPTS AT LEAST ONE-THIRD.

BOOKING NOW--For

Southern Fairs this Fall. ACT NOW if you want the most wonderful Free Attraction in the world.

**P. O. Box 230
FLINT, MICH.**

RILEY BALLOON CO.

PERMANENT BUILDINGS FOR WILMINGTON FAIR

The Wilmington, N. C. Fair, organized last year under the title of the Southeastern Fair and Athletic Association, expects to expand this year and make some improvements to the fair plant.

The first fair, held November 27-December 2, proved highly satisfactory. Secretary Herbert C. Wales states, in spite of the fact that it was held under some handicaps including inclement weather. A most the entire show was given under canvas with the exception of a few small buildings located in an adjoining amusement park. It is planned to build a grand stand the coming summer, with other permanent fair buildings to follow. The grounds are owned by the city and are situated on the shore of beautiful Greenfield Lake, which gives an opportunity to stage a water carnival.

Charles E. Hooper is president of the association, and W. A. McGirt, vice president.

MARSHALL COUNTY FAIR

Entertainment both afternoons and evenings, and six harness races are included in the program of the Marshall County Fair, Blue Rapids, Kan., this year. The fair has engaged its fine attractions thru the South City Fair Booking Offices. Last year a commodious stock sales pavilion, 7,500, was built by the association and this, with other buildings, makes a most equipped fair grounds. J. N. Wana-maker, secretary, is busy with plans for the best fair which he hopes to make a distinct improvement over previous fairs.

LANCASTER FAIR

Lancaster, Pa., SEPTEMBER 25 to 28, 1923.

CONCESSIONS and PRIVILEGES

For Space on the Midway or in Buildings, Write to

J. F. SELDOMRIDGE, Sec'y, - LANCASTER, PA.

GARDEN COUNTY FAIR

SEPT. 19-20-21, 1923

WANTED—Carnival, Independent Shows and Concessions.
Address V. E. MARSH, Secretary, Lewellen, Nebraska.

The Big Hancock Fair, Carthage, Ill., Aug. 28-29-30-31

The largest and best Fair in Western Illinois. Day and night show, with a free gate at night.
ELLIS E. COX, Secretary

PAGEANTS PLANNED FOR INDEPENDENCE (IA.) FAIR

Independence, Ia., March 10.—Directors of the Buchanan County Fair and Livestock Association have decided to stage pageants at a two-day celebration at the fair grounds July 4 and 5 and present an even larger one at the county fair August 20-21. The Fourth of July pageant in which hundreds of local people will appear will be "Hail the Yanks" and altho successful in adjoining States, it is said to be the first time such an affair has been staged in Iowa. The fairtime pageant will depict the days of the Wapsie and Pinicon Indian tribes in this locality and follow the advance of civilization to the World War. A beauty contest will be conducted in connection with the later pageant to determine "Miss Columbia". One thousand people will appear in the August production.

SIXTEEN-DAY RUNNING MEET FOR AKRON, O.

Akron, O., March 9.—Steve Steinmetz, general manager of the Akron Racing Association, announced last week that a sixteen-day running meet would be staged at Fountaine Park, near the half mile oval, beginning Wednesday, April 18, and closing Saturday, May 5. Officials of the association originally planned to bring the ponies to town for the first meeting about March 15, but changed their plans and are now arranging to bring at least 400 bangstals here for the spring meeting.

According to Steinmetz, several new stables will be constructed at the county fair grounds before the meetings close. When the runners made their last appearance here last fall every stable was occupied.



A. E. SELDEN

A. E. SELDEN, Owner and Manager

SELDEN FREE ATTRACTIONS

... ALSO ...

SELDEN'S BIG CITY SHOW

Considered Finest Tent Theatre in America.

BOOKED SOLID UNTIL 1924

CENTRAL STATES FAIR AND EXPOSITION

"Where City and Country Meet" **AURORA, ILLINOIS** "Where City and Country Meet"

AUGUST 17 to 25

Estimated Attendance, 1923:—400,000

AUGUST 17 to 25

Over \$125,000 in Premiums, Purses and Attractions. Nine big days and nine bigger nights. Reservations for concession space should be made now. Only a limited amount will be sold. For information address **CLIFFORD R. TRIMBLE, Secretary-Manager.**

RAIN INSURANCE

Read Before Wisconsin Association of Fairs, Chippewa Falls, by W. J. Hatcher

Insurance of any kind, fire, life and casualty being the best known types, has always been devised after the hazard against which it insures has become known or realized. It cannot, of course, create the hazard nor anticipate its origin. The more adequately any form of insurance meets the public's need, the more generally will it obtain popular favor. No form of insurance has been devised in a day, or a year, and none has ever been worked out to practical operation without years of study and revision. Workmen's compensation insurance, for instance, about a decade ago was more or less crude, but today is working quite smoothly, not, however, without the constant and patient co-operation of the public and the insurance companies to bring this about.

No one will deny that rain, altho in moderation of great benefit to crops and growing things, is a real hazard to many events and forms of business. That it is a menace to the successful conduct of such has long been recognized. That people generally do not like to get wet—nay, refuse to be drenched—you fair managers especially know.

Insurance companies generally have, however, been equally timid about undertaking to underwrite such a positive hazard, preferring to limit operations to the more preventable element, fire, or that less frequent but unpreventable loss-maker, wind. Prior to three years ago rain underwriting was intermittently transacted abroad and practically no business of the kind was done in this country. There is no question that the demand for protection against loss by rain was present long before rain insurance was written but, as we have said, companies generally were timid about handling it and did not see their way clear to the proper underwriting of the hazard. About four years ago one or two companies began to accumulate data as to rainfall conditions in various parts of this country and in the following year, 1920, made the first proposals to insure various events, including county fairs. The forms of contract were more or less crude and the data on the basis of which the rates were made was far from complete. The experience of the business of that year, however, proved valuable, as, in fact, has the experience of every year since 1920. So 1921 opened up with a new set of policy forms and appropriate rates for the same, and quite an active campaign for business was put on by three companies, the only ones that had the courage to undertake the writing of this most hazardous business. At the close of 1921 these companies found they had written approximately three-quarters of a million in premiums and had paid out approximately double that amount in losses and expenses; in other words, they paid out two dollars for every dollar they took in. They, however, again found that their experience had been greatly broadened and many lessons of value to both the companies and policyholders had been acquired. Last year, 1922, without any greater effort in the acquisition of business than obtained in 1921, the business had increased to over \$2,000,000 in premiums, while approximately twelve companies were engaged. Again, however, the companies found that business had been done at a loss, and yet again that still more valuable experience had been gained.

The experience of the three years had demonstrated two things most conclusively: first, that the insuring public wants rain insurance; and secondly, that it can be permanently written with some still further changes in our mind. We make the statement that the companies can be permanently written with full confidence that the insurance companies will be given the co-operation of the insuring public with which only this business can be written to our mutual satisfaction.

Now, reverting to the necessity of frequent revision, we find that in 1921 we offered revision different forms of policy to the general public, of which about six were available for county fairs. In 1922 we offered but thirteen forms, of which four only were adaptable to fairs. This year we will write only eight different policy forms, of which but three will be applicable to fairs. In other words, we have found some forms which were altogether impracticable or unsalable and these have been eliminated. The noteworthy forms of contract which we have found we cannot successfully write are those covering the expenses of the fair for the full period under one amount; or the one covering an estimate of income from stipulated sources for the period of the fair under one amount. No form of this character will be offered in 1923.

Of the three forms available this year, one will cover the daily income of the fair from stipulated sources of income for every day of the fair; another one will cover such income

CONCESSIONAIRES, ATTENTION!

THREE LIVE FAIRS

EVANSVILLE, IND., INTER-STATE FAIR, July 3rd, 4th, 5th, 6th, 7th.
HENDERSON, KY., July 24th, 25th, 26th, 27th, 28th.
McLEANSBORO, ILL., July 31st, August 1st, 2nd, 3rd.

HENDERSON, KY., and McLEANSBORO, ILL., have been big money-makers for the Concession people the past two years. Ask those that made them.

Only Legitimate Concessions go. Must conform to Art, Skill and Science.

Rail jump from Henderson to McLeansboro, 40 miles. The **EVANSVILLE (IND.) INTER-STATE FAIR** will be held at the New \$300,000 Dade Park Race Track. Fastest track in America. \$30,000 in Stock Premiums, Horse Show and Race Purses. \$1,000.00 Derby. 200,000 drawing population.

For HENDERSON and EVANSVILLE Concessions, write to **JACOB ZIMBRO, Henderson, Ky.** For McLEANSBORO (ILL.) Concessions, write to **W. E. SEVERS, McLeansboro, Ill.**

FOR A BIG FLASH

Cotton and Wool Display Flag Sets, consisting of 46 flags, 23 Rectangular flags and 23 Pennants all different styles, jute heading, knitted hemp distance lines, with bronze snap hooks and rings ready for use. Guaranteed fast colors, well made, durable for outside use, in three sizes.

Rectangular Flags	Pennants	Prices
No. 4—4 1/2 x 7 ft.	3x 5 ft.,	at \$30.00 net per set F. O. B. New York
No. 3—7 1/2 x 11 1/2 ft.	5x15 ft.,	at 40.00 " " " " " "

We manufacture a complete line of flags and pennants. 1/4 Cash With Order—Balance C. O. D.

AMERICAN FLAG COMPANY

73-77 Mercer St., NEW YORK CITY 54-56 W. Lake St., CHICAGO, ILL.

THE GREAT LEHIGHTON FAIR

LEHIGHTON, PA., SEPT. 25, 26, 27, 28, 29, 1923.

Good clean concessions can still find desirable space.

WILLIAM J. ZAHN, Secretary.

THE GREAT FUSSNER & COMPANY

ACROBATS, AERIALISTS AND EQUILIBRISTS. A COMPLETE FREE ACT PROGRAM FOR FAIRS, CELEBRATIONS, ETC.

- PROGRAM:
- 1—Spiral Tower and Aerial See-Saw, With Fireworks.
 - 2—National Flying Trapeze and Iron Jaw Act.
 - 3—Isabella and Will, Acrobatic Wire Act.
 - 4—Hiram and Mliendy Comedy Rube Hay Wagon Act.
 - 5—Three Wilets, Acrobats and Equilibrists.
 - 6—Comedy Acrobatic Trick Mill Act.
 - 7—Loretta, Healdie Spiral Globe Swallow.

Will book full program or any acts you want. Plenty of reference. Write for circular and full description of acts. THE GREAT FUSSNER AND COMPANY, 1422 Grand Ave., Evansville, Indiana.

"THE BIG DURAND FAIR"

CHIPPEWA VALLEY DISTRICT FAIR AND STOCK SALE

DURAND, WIS., SEPT 25, 26, 27, 28.

Independent. No Carnivals. You get the business. C. A. INGRAM, Secretary-Manager.

FLEMINGTON, N. J., FAIR.

DATES FOR THE ANNUAL FAIR WILL BE AUGUST 21 TO 25.

To follow Middletown, N. Y., in the Orange County Circuit, Flemington is located halfway between New York and Philadelphia. Flemington is a prosperous, progressive, clean and attractive town with first-class hotels and excellent shipping facilities on three rivers—Lackawanna Valley, N. J. Central and Pennsylvania. The association is making great plans for various improvements and the 1923 Fair will be larger and more attractive than ever. Write C. S. HARRIS, Secy., Flemington, N. J.

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

for special days only, out of the period of the fair, and the third will be the valued form of policy, practically the same as was sold last year under which a separate amount of insurance will be placed on each day on which insurance is desired. All of these forms will be predicated on either one-tenth or two-tenths of an inch rainfall during a stipulated period of hours on each day. There will be very little, if any, change made in the rates, at least for the present, even tho these rates have not thus far held out any hope for profit. We want to be sure of our ground before making any changes.

As you have noted, we have made no reference to a form of policy covering daily expenses, for the reason that there seems to be no practical way of ascertaining and apportioning the amount of daily expense on a fair. The valued form of policy, however, may be used to cover an estimated amount of daily expense or income, and right at this point I would like to say, if you do not already understand it, that the valued form of policy differs from either of the other two already described, in the respect that the full amount of the insurance for any one day is payable if the insured rainfall on that day occurs, instead of the difference between the daily insurance and the receipts for the day on which it rained. The other two income forms described pay the difference between the insurance on any one day and the receipts from the sources of income named in the policy for that day and our forms of contract call, in the event of a claim for loss, for detailed information from the fair board as to the receipts.

The valued form of policy is sold at a considerably higher rate, approximately one-third more than the other two, and, while attractive in the sense that no examination of the books is necessary in the event of a claim, still it costs very much more and does not give any more protection than may be had by careful consideration of the income forms.

The average fair board and the average secretary, particularly the secretary, by the very nature of the business in which he is engaged, is so full of "pep" and high expectations regarding the outcome of his particular fair that it is difficult for him to see that the fair of this year will not be by all odds the biggest and best fair that his county has ever known. As a result, when we come to talk to him about designating insurance of gate and grand stand receipts, we will say for each day of the fair this year, we find that he wants, not only the peak of income from experience heretofore, but about 33 percent more.

We believe that 1920 was one of the best years that county fairs ever experienced, yet no secretary would concede in the spring of 1921 that the receipts would not be up to 1920, but, nevertheless, the average fair was off 20 per cent in its receipts for that year. In 1922 there was some improvement in spots, but the average receipts did not surpass 1921. We, of course, see that there has been a marked revival of business, and we feel that possibly by next year we may be back somewhere near the conditions of 1920. We recognize also that some fairs are on the upgrade, while others are on the downgrade, and such conditions, of course, must merit due consideration. As a general proposition, however, it should be borne in mind that we cannot afford to allow a greater amount of insurance on any one day under an income form than can reasonably be expected, and, of course, we do not allow more than the major portion of such anticipated income, coming up on the fair to assume a portion of its own risk, as is usually done in almost any form of insurance.

If we can get together with you on a mutually satisfactory policy under one of the income forms described, you will be able to buy your insurance protection for less money than you could under the valued form, and that is the reason we have gone to such length in explaining these income forms to you.

This, of course, calls on you, gentlemen, to furnish the information as heretofore on the previous experience on your individual fairs in the way of income from the sources on which insurance is desired. Right here I would like to again remind you that the answer we have the opportunity of negotiating with you for the insurance and the sooner we get the required information in the shape of an application, the better we will be able to serve you. We must be prepared so that you will know what we are willing to do in the way of insurance when you want to buy it. Of course, we know that you will soon be tremendously busy in arranging the details of your fairs for the coming season, but we presume that the majority of you have already decided or will soon decide,

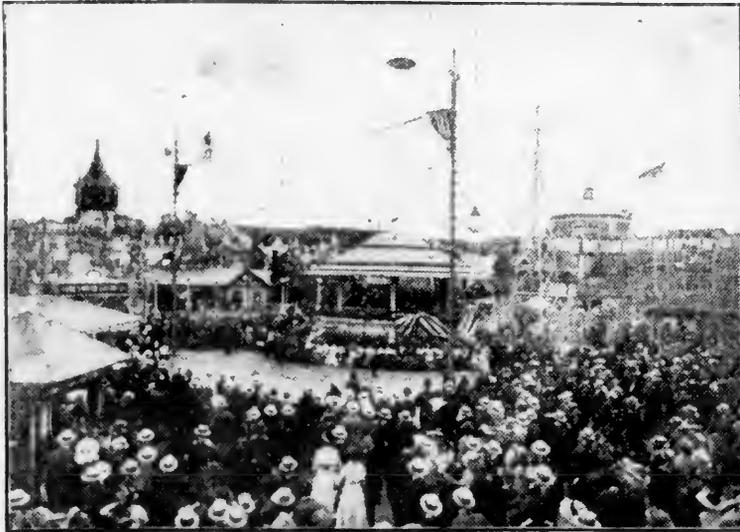
BARTHOLOMEW COUNTY FAIR

COLUMBUS, IND., AUG. 14, 15, 16, 17, 1923. Shows and Concessions Wanted.

THE HARDY AERIAL FEATURE ATTRACTION

UNEQUALED IN ORIGINALITY and UNSURPASSED IN NOVELTY

HEADLINE ATTRACTION AT THE PRINCIPAL PARKS, FAIRS, EXPOSITIONS, CELEBRATIONS



The above photograph shows the Hardy Aerial Feature Attraction in operation at Luna Park, Coney Island, New York.

"THE ATTRACTION WORTH WHILE"

THE HARDY AERIAL FEATURE ATTRACTION HAS SO LONG REPRESENTED THE HIGHEST DEGREE OF EXCELLENCE THAT IT IS TODAY RECOGNIZED AND HIGHLY ENDORSED BY THE LEADING PARK AND FAIR MANAGERS FROM COAST TO COAST AS BEING ONE OF THE MOST INTERESTING, ATTRACTIVE AND ENTERTAINING SPECTACULAR FEATURE PERFORMANCES EVER WITNESSED. IT IS AN ARTISTIC DISPLAY OF SENSATIONAL ACHIEVEMENTS, AGREEABLY RELIEVED BY A PLENTIFUL SUPPLY OF FUNNY AND AMUSING COMEDY FEATURES, WHICH COMMEND IT TO BOTH OLD AND YOUNG ALIKE.

RETURN ENGAGEMENTS EVERYWHERE

PRESENTED BY

JAMES E. HARDY "THE INIMITABLE"

The Only Living "Hero of Niagara Falls"

"Marvel of Genesee Gorge"

"Wonder of Montmorency Falls"

Some of the Engagements where the Hardy Aerial Attraction has appeared as a "Special Feature"

Luna Park, Coney Island, N. Y., 12 weeks; Canadian National Exhibition, Toronto; North Carolina State Fair, Oaks Park, Portland, Ore., 6 weeks; Brighton Beach Park, N. Y., 12 weeks; Kentucky State Fair, Tennessee State Fair, Alabama State Fair, Great Brockton Fair, Los Angeles Park, Cleveland, Ohio, 8 weeks; Michigan State Fair, Inter-State Fair, Trenton, N. J.; Tri-State Fair, Memphis; Ohio State Fair, Columbus; Central Canada Fair, Ottawa, Can.; Hagerstown Fair, World's Fair, London, Eng., 8 weeks; Dominion Park, Montreal, Quebec; Hanlan's Point, Toronto; Tower Gardens, Liverpool, Eng., 8 consecutive weeks; Lincoln Park, Worcester, U. S. Government, 2d Insular Fair, San Juan, Porto Rico; Virginia State Fair, Annual Fall Festival, Keokuk, Iowa; Masonic Temple Fund Festival, Flint, Mich.; Industrial Exhibition, Calgary, Alberta; Cedar Point, Sandusky, O.; Dominion Exposition, Regina, Sask.; White City, Boise, Idaho; Home-Coming Week, New Haven, Conn.; Great Allentown Fair, Lakeside Park, Flint, Mich.; New England Fair, Worcester, Mass.; Allegan County Fair, Allegan, Mich.; Industrial Exhibition, Moose Jaw, Sask.; New York Hippodrome, Buffalo Police Festival, Toledo Beach, Ohio; Royal Alexandra Palace, London, Eng., 26 consecutive weeks; Indoor Circus and Palace, Fifth Armory, Buffalo, N. Y.; Fair's Fireworks Spectacles, Genesee County Fair, Batavia, N. Y.; Cartier Anniversary, Montreal, Quebec; Industrial Exhibition, Kingston, Ont.; Kest House Park, Quebec; Southeastern Fair, Atlanta, Ga.; E. Tennessee Division Fair, Knoxville; Inter-State Fair Chattanooga, Tenn.; Augusta (Georgia) Fair, Tri-State Exposition, Savannah, Ga.

JAMES E. HARDY, "NIAGARA VILLA", TORONTO, CANADA

"THE LOGICAL LOCATION." HOME OF THE CANADIAN NATIONAL EXHIBITION.

CUMBERLAND County Fair GREENUP, ILLINOIS

Aug. 28, 29, 30, 31, Sept. 1, 1923

DAY AND NIGHT FAIR

\$3,600 for Racing

FIRE WORKS AT NIGHT

Music By Greenup Boy Band

B. J. McDonagh, Secretary
Elias Jobe, Privilege Man.

ATTRACTIONS and CONCESSIONS
WANTED FOR THE
SHENANDOAH FAIR—RACE MEET

AUGUST 13 TO 17,
FRED N. HACKETT, Supt. Concessions,
Shenandoah, Iowa.

10% INTEREST FOR OUR CUSTOMERS
Write TODAY for this plan and our 1923 Catalog of
Oriental Novelties.
SHANGHAI TRADING COMPANY,
22 Waverly Place, San Francisco, California.

100 SUBSCRIPTION MEN
Have joined our force since Jan. 1st on our \$1.00
paid-in-full offer. Wonderful appeal. Reasonable
terms. Write today.

whether rain insurance is to be carried and will make a proper appropriation therefor.

We would, for that reason, suggest that you get in touch at a very early date with the agent with whom you wish to deal for rain insurance, and see that he has a complete signed application, giving all necessary information, on the basis of which the insurance may be arranged with the insurance company.

Our companies did a large business with fairs last season, with a noteworthy absence of any friction in the adjustment of losses and prompt payment of claims. The experience of the previous years to which we have already referred proved very helpful to us in avoiding the stumbling blocks of those years, so that losses were promptly reported, promptly adjusted and promptly paid.

Undoubtedly this year the same questions will arise which came up last year, particularly the one relating to the measurement of rainfall and the place of measurement, so that it seems opportune at this juncture to make some comment on that feature. The obligation to furnish the measurement of rainfall is strictly on the policyholder. The company cannot engage to furnish that measurement, although it will where necessary to do so loan a standard rain gauge. The policyholder must designate the man who is to measure the rainfall and the place where the rain gauge will be located. The man who measures the rainfall should, of course, be a disinterested person, so that his testimony cannot be questioned on the ground of personal interest. He should, of course, be a dependable fellow and one whose word would be accepted by anyone. Wherever there is a United States Government Observer, we think it desirable that he be designated to measure the rainfall on account of his experience in taking such measures, but no matter who is designated, he should be definitely informed by the policyholder as to when, that is, during what hours of each day the rainfall is to be measured.

Now, as to the location of the rain gauge, if you designate a Government man, he will not move his gauge from his regular station, as the United States Government has instructed him not to do so. If you designate anyone else, you may have the rainfall measured either in the town nearest to the fair or at the fair ground itself, but wherever the rain gauge is stationed, it should be in such a place that it cannot be molested. The policyholder naturally will desire to be in a very strong position so that no one can attack the credibility of the rainfall measurement. The insurance company does not want to feel that there is any doubt of the reliability of the measurement, because contests over such a matter are very un-



"FIREWORKS"

As usual we are the leading producers and manufacturers of the best novel Pyrotechnical Fireworks Display in America. Fireworks high as the sky in quality, but our prices are down to the bottom.

"NOTHING LIKE THEM"

Are respectfully standard of the world's best Fireworks Producers. We are the only ones that manufacture our own Fireworks Displays and sell direct to our Patrons.

"NOW BOOKING FOR PARKS, FAIRS, EXPOSITIONS"

Fourth of July and all kinds of out-door festivities. Programs and information of all kinds furnished upon request.

"DO NOT DELAY, BUT WRITE TODAY"

We are in business to save you money. We are not merely looking for our own profits, you will get the benefit of the Booking Agent's Commission and a lot more. Wire or write. "SATISFACTION GUARANTEED" is our Motto.

Last year we displayed our Fireworks in twenty-eight States. "THINK THIS OVER"—"THERE MUST BE A REASON."

ILLINOIS FIREWORKS DISPLAY CO.
DANVILLE, - - - ILLINOIS

NORTH MISSOURI FAIR

HAMILTON, MO.

AUG. 28, 29, 30, 31 AND SEPT. 1

5 BIG DAYS AND 5 BIG NIGHTS. One of the very best fairs in the State. Fine large grounds. Good location. Real crowds. We are ready to consider real high-grade Carnival or Independent Concessions. Address J. F. PARRISH, Supt. Concessions, Hamilton, Missouri.

OGLE COUNTY FAIR

OREGON, ILL., AUGUST 7-8-9-10.

FIRST BIG FAIR IN THE RICH NORTHERN ILLINOIS TERRITORY. Want to hear from strictly high-class Free Acts which book independent and who quote lowest salary first letter. Concessions write DR. H. E. Wade, Oregon, Ill. Amboy, Ill. week following, Aug. 14-17. E. D. LANDERS, Secy., Oregon, Ill.

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

HELLO, FRIENDS!

We extend to all concession men operating clean, legitimate and up-to-date concessions a hearty invitation to be with us, this our NINTH YEAR.

We charge no gate admission. We operate a Day and Night Fair. We have one of the LARGEST ATTENDED FAIRS in the State.

Those who have been with us in the past years reserve their locations early. To our new patrons let us suggest that you write at once.

WE PLAY STATE FAIR FREE ATTRACTIONS.

IONIA FREE FAIR

AUGUST 14-15-16-17

FRED A. CHAPMAN, Secretary, IONIA, MICH.

FAIR MANAGERS ATTENTION!

GET AWAY FROM THE OLD HOKUM.

GIVE A PAGEANT

As this year's feature attraction of your day or evening fair. MANY ARE DOING IT. WE PROVIDE MOST OF THEM. Your OWN history portrayed by your OWN people. Or Spectacular Fantastic Productions. Think of the tremendous publicity value attached to 150 to 1,500 people rehearsing for several weeks in an event of such widespread community interest.

WILL DRAW THOUSANDS

We assume entire responsibility, secure performers, manage direct equip entire show. TERMS REASONABLE. GUARANTEE OR PERCENTAGE BASIS. A card will bring information of a representative. Address Department B.

JOHN B. ROGERS PRODUCING CO., FOSTORIA, O.

(Established 1903) World's Largest Producers of Pageants and Spectacular Shows. 2,000 Performances Staged Last Year.

New SCHUYLKILL COUNTY FAIR

POTTSVILLE, PENNSYLVANIA

OPENS LABOR DAY, SEPT. 3, WITH 150,000 ANTICIPATED ATTENDANCE IN THE HIGHEST WAGE DISTRICT, THE ANTHRACITE COAL FIELD. FIVE BIG DAYS.

Week before Reading Fair. Week after Lebanon Fair. \$30,000 Purse and Premiums. \$10,000 Free Wirth Blumenfeld Vaudeville and Fireworks. HALF A MILLION POPULATION TO DRAW FROM. Address all Concession and Privilege Correspondence to SCHUYLKILL COUNTY FAIR, Box 4, Pottsville, Pa.

WESTERN PENNSYLVANIA'S BIGGEST FAIR

AT NEW CASTLE, PENNSYLVANIA.

NEW CASTLE FAIR

OCTOBER 2nd, 3rd, 4th & 5th, 1923

For information concerning Concessions, Horse Racing, Exhibits, etc., write

R. R. McGEORGE, care New Castle Fair, New Castle, Pa.

CARROLL CO. FAIR

TANEYTOWN, MD., SEPTEMBER 11-14, INCLUSIVE, 1923.

WANTED—Riding Devices, good Shows, high-class Concessions. Have booked Free Acts. A real Fair, with Racing, under new management. JOHN H. SHIRK, Manager, Taneytown, Md.

NORTH DAKOTA INTERSTATE FAIR

FARGO, NORTH DAKOTA, JULY 9-14, 1923

Can use few first-class Cookhouses and legitimate Concessions. Carnival Company and Amusement all contracted. J. P. HARDY, Secretary, Fargo, North Dakota.

BETTER AND BETTER EVERY YEAR.

ROCHESTER (N. H.) FAIR

September 25, 26, 27, 28, 1923.

E. H. NEAL, Secretary, Rochester, New Hampshire.

WANTED TRI-COUNTY FAIR

AUG.-14-15-16-17

DAY AND NIGHT FAIR.

Good, clean Shows and Concessions. Deposit required on all space. J. W. MINNICH, Secy., La Harpe, Illinois.

DO YOU MENTION THE BILLBOARD WHEN YOU ANSWER OUR ADS?

FAIR FACTS AND FANCIES

"It's always fair weather when Fair Men get together"

(Our Slogan for 1923: "The Fairs Are Getting Better and Better")

Charles Gaylor, frog man, advises that he will play many return fair dates this year.

Fireworks and free acts will be features of the night program of the Tuscola, Huron and Sanilac District Fair, Cass City, Mich. D. W. Benkelman is secretary.

W. W. Lenker has been elected president of the Tripp County Agricultural Fair Association. Warner, S. D. A. G. Ivers is vice-president and C. F. Malven secretary-treasurer.

The Frontier County Fair, Stockville, Neb., will be the first in the Southwest Nebraska Circuit this year, and C. A. Warner, secretary, expects it to be one of the best the association has ever held. Racing will be one of the chief features.

One of the real live fairs of North Dakota is the Mercer County Fair at Beulah, of which L. P. Temme is secretary. "Everyone is given a chance here," says Mr. Temme, "and everyone is considered a 'white man'."

Al G. France, chairman of the amusement committee of the Central Louisiana Fair Association, Alexandria, La., is a former theatrical and circus showman. He is now owner and manager of the Alexandria Poster Advertising Co.

The Melfort Fair, Melfort, Saskatchewan, has engaged the Dominion Exposition Shows for its midway this year, and the Geo. Hoagland Hippodrome Combination as free acts. Manager G. B. Jameson advises. The fair also will put on a full racing program.

The fifty-fifth annual report of the Western Canada Fair Association, London, Ontario, has been received, and it shows that the London association is in excellent financial condition, with assets totaling more than \$140,000 and no liabilities.

The Big Six County Fairs—Broken Bow, Ord, Greeley, Burwell, St. Paul and Loup City, Neb.—have contracted with the Savare Carnival, of Wayne, Neb., to furnish their midways this year, according to H. D. Leggett, secretary of the Loup Valley Fair.

The D. D. Murphy Shows have been booked by the Cumberland County Fair Association, Greensburg, Ill., and preparations are being made for the biggest fair in the association's history. B. J. McDonagh is the secretary, filling the vacancy caused by the death of Nelson Thorp, who passed away January 10.

A profusely illustrated folder sent out as the preliminary announcement of the Calgary Exhibition, Stampede and Buffalo Barbecue, to be held in Calgary, Alberta, July 9 to 14, is calculated to arouse the interest of every lover of Western sports. The buffalo barbecue is expected to be a knockout.

Shepherdsville, Ky., will be the scene of the twenty-ninth annual fair this year, it is announced by J. W. Barrall, secretary of the Bullitt County Fair Association. The fair is located just eighteen miles south of Louisville, Ky., and has excellent grounds, with plenty of shade.

Many improvements are being arranged for by the Rocky Mount Fair Company, Rocky Mount, N. C., states Norman V. Chambliss, secretary. Racing will, as heretofore, be one of the features. There will be liberal purses, and in the exhibit departments excellent premiums. Splendid entertainment features are promised.

The East Tennessee Division Fair, Knoxville, is inaugurating a new feature this year in the playing of free platform acts. Secretary H. D. Faust states that there will be sixteen free acts in all—eight being used the first three days of the fair and a like number of entirely different acts for the last three days.

W. H. Quail, secretary of the Crosswell, Mich., Fair, advises that the last three days of the fair this year will offer entertainment both day and night, and efforts are being made to arrange a first-class program of entertainment, including first-class free attractions. About 6,000 people are expected to attend the fair on each of the last three days.

At a recent meeting of stockholders of the Screven County Fair, Sylvania, Ga., E. H. Thompson was elected president for the ensuing year. C. D. Hollingsworth was re-elected secretary. He announces that the fair will be conducted on a larger scale than ever before, the budget for operating expense having been increased in every department.

"This will be our eighteenth event," writes F. A. Murray, secretary of the Grundy County Fair, Mazon, Ill. "We are located in the heart of the live stock and agricultural district and the exhibits in these lines will be among the best in the State." M. A. Stitt is president of the association, M. H. Wilcox, vice-president, and I. N. Misener, treasurer.

Directors of the Renfrew Fair, Renfrew, Ont., are putting forth extra efforts to make this year's fair a bigger success than ever. It is announced. There are to be increased premiums.

It's not always the biggest fair that is the most successful. Nevertheless, attendance usually is a pretty good indication of a fair's standing with the people.

The people may turn out in large numbers one year for a poor fair, but they'll not keep coming unless they are given a square deal—and that means not only a clean fair, but one offering really worth-while features.

THE TRI-STATE FAIR ASSOCIATION

Season of 1923

Mid-Summer Festival, July 3-4-5-6-7

Third Annual Fair, Sept. 3-4-5-6-7

ABERDEEN, S. D.

Ashland County Fair, Ashland, Wis.

WANTED

CLEAN CARNIVAL. Free Acts, Concessions. We answer all correspondence promptly. Race Program—Five \$300.00 purses. 5% in enter added to purse. Good racing circuit, short ship. Entries close Sept. 8th.

OTTO D. PREMO, Secretary, Ashland, Wis.

RIPLEY COUNTY FAIR

JULY 24-27

Can use Concessions, Shows and Free Acts. No Carnival Company Wanted.

O. R. JENKINS, Secy. GEO. SPARKLING, Supt. Privileges. OSGOOD, IND. The First Fair in Indiana.

EDGAR COUNTY FAIR ASSN.

OPEN FOR ALL KINDS OF RIDES AND SHOWS

Fair opens Monday, September 3 (Labor Day) with Auto Races. Night Show every night. Fireworks. Closes Saturday night. One of our biggest days. Address L. T. ARTHUR, Secy., Paris, Ill.

WAYNESBURG FAIR

WAYNESBURG, GREENE COUNTY, PA.

AUGUST 21, 22, 23 and 24, 1923.

Privileges, \$3.00 per front foot, payments one-half when reserved and balance before ground is occupied. No exclusive privileges given. Address John Stephens, 242 East High St., Waynesburg (Greene County), Pa.

CLINTON COUNTY AGRICULTURAL SOCIETY

SEPT. 11, 12, 13 AND 14

WANTS four or five good, clean Shows for midway. G. H. CHRISTENSEN, Secy., De Witt, Iowa.

FOR RENT AT BEREA FAIR

SEPTEMBER 11-14, 1923

Rides and Concessions of all kinds. Write L. M. COE, Secy., North Olmsted, Ohio.

THE NEW BELFAST FAIR

AUGUST 14-16, 1923

The week before Bangor Fair. Wants Rides, Concessions, Shows and Free Acts.

ED WHITE, Supt. of Midway, Belfast, Maine.

WAYNE COUNTY FAIR

CORYDON, IOWA

AUGUST 20-24, 1923.

Eighth Year. Always Big Crowds, Four Days, Three Nights. WANTS all kinds of Legitimate Concessions and Clean Pay Shows. Will sell Ex. on Rides Grand Stand and Novelties. F. B. SELBY, Secretary.

Dewitt County Fair

AUGUST 7, 8, 9, 10, 1923.

The biggest Little Fair in the State of Illinois—right in the heart of the Midwest Corn Belt. For information regarding privileges and programs address H. T. SWIGART, Secy., Clinton, Illinois.

TRI-COUNTY FAIR

FAITH, S. D., AUGUST 28, 29, 30, 1923.

WANTED—Carnival Company, prefer company that can furnish Band Music and Free Attractions for Association. W. H. PINE, Secretary, Faith, S. D.

We Want a Good, Clean Carnival Company

For our Fair, Sept. 11th to 14th, Inclusive. Commission basis. Write, stating what you have to offer. G. A. KULL, Secretary, Oakland, Neb.

10% INTEREST FOR OUR CUSTOMERS

Write TODAY for this plan and our 1923 Catalog of Oriental Novelties. SHANGHAI TRADING COMPANY, 22 Waverly Place, San Francisco, California.

19th ANNUAL MONEE DISTRICT FAIR

MONEE (WILL CO.), ILL., SEPT. 26, 27, 28, 1923.

Concessions—Rides—Shows Wanted. HARRY J. CONRAD, Secretary, Monee, Ill.

THE HANNEFORD FAMILY

THE WORLD'S GREATEST COMEDY RIDING ACT

Last season's MAIN FEATURE of the Sells-Floto Circus. Several seasons at the NEW YORK HIPPODROME—Now headliner Western Tour. AVAILABLE FOR FAIRS AND PARKS.

PERSONAL AND EXCLUSIVE DIRECTION

A. E. JOHNSON, 1579 Broadway, NEW YORK

LENAWEE COUNTY FAIR

ADRIAN, MICH.
SEPTEMBER 17-21, 1923

Wants good, clean Concessions and Shows. No others need apply. Exclusive Novelty Privilege for sale. No wheels or games of chance allowed. You furnish the goods, we furnish the crowd. No Carnival Company. Riding Privilege sold.
F. A. BRADISH, Secretary.

South Mississippi Fair

LAUREL, MISS., October 2-6, 1923, Inclusive.

One of the Big Fairs of the South. \$16,000.00 expended for premiums, races, amusements and entertainment. Municipally owned and operated.
W. H. SMITH, Pres. THEO. McDONALD, Secy.

FOUR BIG WEEKS IN SUCCESSION

First week, Custer Co. Free Fair, second week, Beckham Co. Fair; third week, Oklahoma State Fair; fourth week, Oklahoma Free State Fair. WANTED—Concessions, Shows, and Attractions for the Custer County Free Fair, September 12, 13, 14, 15. ELL B. DAVIS, Secretary, Foss, Oklahoma.

Ashtabula County Fair

DATES—AUGUST 14-17, 1923.
3 NIGHTS.

JAY YOUNG, Secy., A. W. FRAZER, Concessions, JEFFERSON, OHIO.

63rd Annual Clayton County Fair

AUGUST 28, 29, 30, 31, 1923.

Can use a few more Free Acts (Independent) and a small Carnival Company.
A. J. KREGEL, Secy., Garnaville, Iowa.

WANTED

Carousel and Other Rides

at Ft. Niagara Beach on Lake Ontario, 14 miles from Niagara Falls. Season 3 1/2 months, opening May 30. Will give state at flat rate or on commission basis. Write GEO. T. POWELL, Lewiston, New York.

Big Henry County Fair

MARTINEVILLE, VA., OCTOBER 16-19.

CARNIVAL and ATTRACTIONS wanted. Must be clean and first class.
OWEN R. EASLEY, Secretary.

WANTED

AT ALLAMAKEE COUNTY FAIR

AUGUST 14-17.

Rides, Concessions, good, clean Tent Shows. Address C. G. HELMING, Secy., Waukan, Iowa.

WANTED RIDES, SHOWS, CONCESSIONS

THE BIG TAYLOR COUNTY FAIR. One of the biggest and best fairs in Iowa. July 21, August 1, 2, 3. At 514 P. WEBB, Bedford, Iowa. Supt. of Concessions. C. N. NELSON, Secretary.

THE HILLSBOROUGH COUNTY FAIR

WEDNESDAY AND THURSDAY AUG. 22-23, 1923. Rides and better than ever. FRED L. PROCTOR, Secretary and General Manager, Antrim, N. H.

WEST POINT, IOWA, FAIR

JULY 31-AUGUST 1, 2 and 3.

Want to correspond with Concessionaires and Carnival Menagers. JOHN WALLASPER, Secretary, West Point, Iowa.

WANTED CLEAN CONCESSIONS

for Historical Pageant, 1,000 people in cast, and County Fair, week of August 26. Address all mail to H. C. KEITH, Secy., Independence, Iowa.

THIRTY-FOURTH AFTON FAIR AND AGRICULTURAL SHOW

August 21, 22, 23, 24, 1923. Contracts with legitimate Concessions wanted. HARRY G. HORTON, Secretary, Afton, New York.

CAFE AND SODA FOUNTAIN

in good town, best location, good equipment and a money maker, for sale.
J. F. PARRISH, Hamilton, Mo.

WANTED

Merry-Go-Round, Shows and Concessions of all kinds for Homecoming at Quaker City, Ohio, Aug. 30, 31, Sept. 1st.
L. CLINE, Secy.

THE WESTERN NORTH CAROLINA COLORED DISTRICT FAIR, SEPT. 24-29.

Ten Counties represented. High-class Amusements wanted. E. W. PEARSON, Secy.-Mgr., Box 261, Asheville, North Carolina.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

in all departments and special high-class attractions. Large grounds, palatial buildings, numerous exhibits and excellent entertainment always draw large crowds to Renfrew.

The fiftieth annual Grange Encampment and Fair will be held in Grange Park, Centre Hall, Pa., September 1 to 7, inclusive. It is announced by Edith M. Saker, secretary. This annual encampment has long been an event that the people for miles around Centre Hall look forward to with keen interest, and there is usually a large attendance, with excellent exhibits and plenty of wholesome entertainment.

The Chicago Herald-Examiner must have an Iowan on its staff of cartoonists. While the spring meeting of the International Association of Fairs and Expositions was in progress The Herald-Examiner ran a four-column cartoon picturing four of the "prominent" at the meeting and he picked three Iowans—Don V. Moore, A. H. Gray and Chas. E. Cameron—along with E. F. Carruthers (maybe Carruthers is an Iowan, too; how 'bout it, Eddie?).

The 1923 Central States Exposition at Aurora, Ill., will be conducted on the budget system, a plan that is yearly meeting with greater favor among fair men. Each department will be allotted a certain sum and the department heads will be expected to keep within the bounds set. In this way the officers of the association will know beforehand just about what the expense of the exposition will be.

Red Lodge, Montana, is thinking of staging a monster pageant in connection with its Fourth of July celebration. Fred Grant Moreley, of Los Angeles, who staged such events as the Victory Pageant at Palm Beach, Fla., in 1918, the California Welcome Pageant in 1919 and the Pilgrims' Pageant in Boston in 1921, has volunteered his services to direct the pageant at Red Lodge, and his offer is under consideration.

The 1923 catalog of the Associated Free Attractions, Mason City, Ia., of which Billie J. Collins is president and general manager, has reached the fair editor's desk. It is an elaborate and attractively printed booklet profusely illustrated with half-tone engravings of the various acts offered, enclosed in a heavy cover of brilliant orange with blue decorations, and tied with heavy black silk cord. Altogether it provides an excellent setting for the meritorious attractions Mr. Collins has to offer.

The death of I. S. Mahan, general manager of the Oklahoma State Fair, is a distinct loss not only to the fair with which he was connected but to the fair world in general. A card sent out by the officials of the exposition says: "It is largely thru the efforts of Mr. Mahan that the Oklahoma State Fair has grown into a great institution of education and entertainment. We believe that we can pay no more fitting tribute to the memory of Mr. Mahan than by continuing to follow his high ideals in the upbuilding of a greater Oklahoma State Fair."

Racing will occupy an important place in the program of the Seneca County Fair, Waterloo, N. Y. Secretary J. Willard Huff states that there will be two good races each day, with liberal purses, including two \$1,000 stake races. There will be a big midway but no carnival. Mr. Huff says: "Waterloo track is known among horsemen as one of the best half-mile tracks in the country. There is a new judges' stand, new band stand, and other improvements to the grounds are planned. Last year \$12,000 was spent on new buildings, water system, ornamental steel fences and drainage system."

An agricultural fair offering chiefly educational advantages to its farmer patrons is the aim of the Pittsburg County Fair, McAlester, Ok. Boone Williams, secretary, declares: "The amusement features are incidental at our fair," he writes, "and they must be kept clean. The board agrees with you in your fight against the fakers." Among the fairs in Oklahoma that own their grounds and buildings and have race track and everything else necessary to a first-class fair are Tulsa, Bartlesville, Vinita, Chickasha, Enid and McAlester. Lesser fairs, says Mr. Williams, are Waggoner, Holdenville, Ada, Shawnee, Coalgate, Poteau, Red Oak, Hobart, Magnum and Lawton. The McAlester fair is the sixth largest in area and ninth in drawing population in Oklahoma.

Fair Secretaries Take Notice

HAMMER FLYING CIRCUS
Open for State and County Fair dates for this season, 1923. One of the best first-class Circuses in the Southwest. We guarantee to fill all dates. Address J. A. HAMMER, Box 44, Marshall, Mo.

NANCE COUNTY FAIR, SEPT. 11-14
Carnival Company and Free Attractions Wanted.
J. P. ROSS, Secretary, Fullerton, Neb.

ATTRACTIONS WANTED
Runnels County Fair, November 14, 15, 16. Write STUART L. WILLIAMS, Secy., Ballinger, Texas.

WISCONSIN STATE FAIR

MILWAUKEE

AUG. 27 to SEPT. 1; SIX DAYS, SIX NIGHTS

NO GAMES OF CHANCE OR SKILL. CLEAN CONCESSIONS ONLY. 1922 ATTENDANCE, 267,984.

OLIVER E. REMEY,
Secretary State Fair,
Milwaukee, Wis.

C. W. HARTE,
Supt. of Concessions,
Watertown, Wis.

SURPASSING THE MOST THRILLING SENSATIONS

THE MERRILL SISTERS AND BROTHERS

With their supreme ascensions that combine and exceed all aeronautical productions of the day

For daring feats, intense sensation and genuine thrills.

THE TRIPLE TORPEDO PARACHUTE DROP.

Also the Merrill Sisters with a quartet of Parachutes from Torpedo. Represents but two of the many inspiring performances of these wonders of the air.

No attraction will draw greater crowds.

Write or wire

THE MERRILL BALLOON CO.

691 Asylum Street,

FLINT, MICH.

NOTICE—We guarantee unparalleled Balloon Ascensions for Fairs, Parks and all outdoor gatherings.

Wanted GOOD CLEAN Free Acts SHOWS, 3 RIDES FOR SALE

Exclusive Novelty Privilege | Exclusive Soft Drink Privilege, Wholesale
Exclusive Score Card Privilege | Exclusive Ice Cream Privilege, Wholesale

MIAMI COUNTY AGRICULTURAL ASS'N
Fair, Race Meet and Home Coming, Sept. 11, 12, 13, 14, Converse, Ind.

6-GOOD COUNTY FAIRS-6

All in a Row and in the Heart of Middle Tennessee

THE CUMBERLAND FAIR CIRCUIT—CARTIAGE, Aug. 9, 10, 11; Currie Wilson, Secretary. COOKEVILLE, AUG. 16, 17, 18; A. P. Barnes, Secretary. GALLATIN, Aug. 22, 23, 24; W. J. Flitts, Secretary. ALEXANDRIA, Aug. 30, 31, Sept. 1; Rob Roy, Secretary. McMINNVILLE, Sept. 6, 7, 8; Thos. Mason, Secretary. LERANON, Sept. 12, 13, 14, 15; A. W. McCartney, Secretary. Tennessee State Fair, Nashville, Sept. 17-22.
All short jumps by truck—14, 20, 29, 32, 60 miles over good roads or by rail. These six Fairs are ready to talk business. Concessions with individual secretaries. Free Acts and other matters with individual secretaries, or with ROB ROY, Secretary of Circuit, Alexandria, Tenn.

2 Big Kansas Openings 2

WATERVILLE JULY 24, 25

DOWN JULY 26, 27, 28

O. H. ROMMEL, Secretary

D. B. McKAY, Secretary

\$7,000 SPENT FOR ATTRACTIONS!

Concession Men write. No exclusives

THE SCIOTO COUNTY FAIR, AUG. 8, 9, 10 and 11

The Big Fair of South Central Ohio

WANTS clean shows and attractions. A fine place to start the season right. Big crowds, free spenders. Investigate us and you'll want in.

CLYDE BRANT, Secretary, Lucasville, Ohio.

IDEAL GRAND STAND SHOW

By A. D. ALLIGER

I have been asked to express my opinion on the ideal show for in front of the grand stand at fairs. There are so many angles and perspectives from which this subject may be viewed that my ideas may meet with opposition from all sides.

Having been a fireworks man for many years, my thoughts naturally turn to this phase of the subject, but in fairness to all I will try and handle the question in an impartial manner.

First and foremost a fair secretary should consider quality, not quantity. This applies to all items including fireworks.

While waiting for the signal to begin our show of the entertainment I have many times witnessed so many high-class acts that they seemed to gradually pall on the public in the grand stand.

A secretary must also take into consideration the people whom he must please and in this he must be endowed with the wisdom of a Solomon. As the fairs draw most of their patronage from the "Country Gentlemen" (I am indebted to the Ohio Secretary of Agriculture, Mr. Trust, for this definition of our friend, the farmer), they must realize that it is he and his family that must be entertained, and let me say now that in these days of wireless, which brings grand opera and the news of the world to their fireside, and the auto, which carries them miles at night to the larger cities, these citizens are becoming able critics.

So now to start our program.

In my opinion (and I trust I may be pardoned if I err), the kiddies should be first considered. They have a hard day taking ma and pa to look at all the blue ribbon winners, the agricultural hall, the prize cakes, etc., therefore, their little legs are tired and they will soon be ready for the "Land-o-Nod". Therefore, start your program with a rip-roaring comedy. There are animal acts, clown acts and others, of which I am not qualified to speak, so will not assume the prerogative, but—and this I want to impress upon you—if you amuse the kiddies for the early part of the show they will not be urging to be taken home just when ma and dad are beginning to feel rested and contented and enjoying the show that is now going on for their benefit.

Now we come to the most critical point of the program. How to amuse the youth who has his first, and as he imagines his only, love alongside of him, their hands probably clasped, and nine times out of ten entirely oblivious of their surroundings. This will certainly require a thriller, and to my knowledge there are certainly enough of these under contract with the booking agents to supply the secretaries, after their attention has been successfully gained. A good singing act (quartets especially) would not be amiss.

I can hear fair secretaries say at this moment: "He certainly does not know what he is talking about. How can a singing act be used to advantage on an open stage?" But with backgrounds such as are being used for some of the big fireworks spectacles the acts

PAIN'S FIREWORKS

THE LARGEST AND OLDEST CONCERN OF ITS KIND IN THE WORLD

Sole Contractors at Manhattan Beach, New York, for thirty-five years, and at the World's Fair, Chicago; Buffalo, St. Louis, San Francisco, and all important Expositions.

Estimates for Fireworks, Spectacles, and Daylight Fireworks on Application

PAIN'S FIREWORKS, Inc.

HENRY J. PAIN, President

18 Park Place, New York

111 W. Monroe St., Chicago

are apparently brought nearer the grand stand and the background acts as a sounding board so that acts requiring the human voice are very satisfactory. This is well exemplified in Mr. Pain's "Temple of Concord", in which a canvas 40x150 is used, being erected back of the free-acts stage.

After taking care of the kids and youth we come to the older folks and here is where the secretary must use great judgment, for he must combine in his act a "hot pourri" of all that has gone before, for no man or woman entirely loses his or her love of fun, thrills and beauty; therefore, let him select his acts to enthrall his audience first with beauty, second fun, third thrills and beauty.

I now have reached the part of the program that I am familiar with—"Fireworks". This is my hobby and I trust I may be excused if I seem overzealous. Quality, not quantity, is here indispensable. A display should consist of ground work, such as set pieces, consisting of a portrait of someone prominent in the community, batteries, mines, fountains, Niagara Falls, wheels (large and small), a comic or two for the kids (for by this time they are thoroughly awake again) and a grand finale of bombs, rockets and explosions. A snappy, quick show is many times more attractive than a long-drawn-out affair, and a quick, awe-inspiring finale will send the folks home feeling they have been well repaid for their investment in grand stand seats.

I trust my efforts to explain an outsider's opinion of an "Ideal Grand Stand Show" will be accepted in the spirit in which they are offered.

In closing I wish to say that in my opinion the most ideal "grand stand show" was the one my friend, Joe Curtis, of Chattanooga, had when one of the acts returned the \$100 which Joe overpaid him.

NEW GRAND STAND FOR LISBON (O.) FAIR

Lisbon, O., March 1.—The Lisbon Park and Amusement Company was recently incorporated under the laws of Ohio for the purpose of constructing a new grand stand, fair hall and athletic field within the County Fair Grounds. Capital stock in the new concern has been placed at \$1,500.

The proposed new grand stand will occupy the site of the present stand, and will have a seating capacity of between 2,000 and 2,500.

A new fair hall to be built will be used chiefly for merchants' displays.

IMPROVEMENTS FOR FAIR AT VERNON, TEX.

Plans for improvements at the grounds of the Willbarger County Fair Association, at Vernon, Tex., involving an expenditure of from \$6,000 to \$8,000, have been made at a meeting of the fair association. R. H. Coffee was re-elected manager. He has held the position for the past four years.

Improvements which will be undertaken this spring include a building for an agricultural exhibit hall and remodeling of the structure used in the past for this purpose. It will be utilized this year by the stock department.

ATTENTION, SHOWMEN!

Wanted, good, clean shows, for THE GREAT WALWORTH COUNTY FAIR

Held at Elkhorn, Wis., Sept. 3-4-5-6-7, 1923. No colored shows need apply. For information address GEO. H. MINETT, Supt. of Privileges, Elkhorn, Wis.

WANTED

FIRST-CLASS INDEPENDENT SHOWS, RIDES AND CONCESSIONS

For real day and night fair. Have booked, through Wirth-Blumenfeld Fair Booking Association, Big Wild West Roundup and Free Attraction, day and night; also Fireworks. Dates of our Fair Sept. 18, 19, 20 and 21, 1923. MEYERSDALE FAIR AND RACE ASSOCIATION, D. J. Fike, Secy., Meyersdale, Pa.

KINGSTON INDUSTRIAL EXHIBITION

Kingston, Canada, Sept. 18-22, 1923

BOTH DAYS AND NIGHTS INCLUDED.

The second largest Exhibition in Eastern Ontario. Carnival Companies and Concessionaires, please note. Inquiries solicited.

ROBERT J. BUSHELL, Secy.-Treas. and Manager, 1923, Bath Road P. O., Via Kingston, Canada.

Lt. Scava's Famous GROUNDHOG GENDARMES

DARING FEATS OF HORSEMANSHIP

Roman Racing, Cossack Races, Roman Hurdling, Eleven-Man Pyramid at full gallop Running Races, Clever Races, Monkey Drill, etc. A THRILL A MINUTE. We are now booking fairs for season 1923. If you want the BEST FREE ATTRACTION on the road today book SCAVA'S GENDARMES. L. R. EBERHART, Mgr., Punxsutawney, Pa.

KUTZTOWN FAIR, KUTZTOWN, PA.

August 21, 22, 23, 24, 1923

FOUR DAYS. FOUR NIGHTS.

For detailed information, Concessionaires and Horsemen, write to G. C. BORDNER, Secretary, Kutztown, Pa.

1923 —83d ANNUAL— 1923

Orange County Fair and Races

MIDDLETOWN, N. Y.

—CLEANEST CONCESSIONS WANTED—

Two world's records broken on our track in 1922

Admission 50 cents first three days; \$1.00 last day for auto races

—DATES: AUGUST 14, 15, 16, 17—

Write A. C. MADDEN,

MIDDLETOWN, NEW YORK

DANBURY FAIR, OCT. 1 TO 6, 1923

For Midway Space and Concessions Address N. T. BULKLEY, Sec'y of Booths and Stands, DANBURY, CONN.

WASHINGTON COUNTY AGRICULTURAL SOCIETY

82d Annual Fair, Hudson Falls, N.Y., Ft. Edward, N. Y.

AUGUST 20TH TO 25TH INCLUSIVE.

WANT good Attractions, Concessions, Games of Skill. Largest Fair in Northern New York. Best Half-Mile Track. Best Races. We are now allotting Privileges. Write

FRANCIS H. PACKER, Supt. Concessions.

MISS QUINCY HAS NOT SIGNED ANY HIGH DIVER CONTRACTS FOR 1923.

Certain Carnival Managers have promised this act to Fair Secretaries with the intention of substituting at the last moment. There is only one MISS QUINCY, and must be booked through DR. T. JAY QUINCY, P. O. Box 581, Norfolk, Va. REAL SHOWS ONLY WRITE

MENTION US, PLEASE—THE BILLBOARD.

BRIGHT PROSPECTS FOR NEW FAIR AT COLUMBIA, TENN.

Prospects for the newly organized fair association at Columbia, Tenn., are very bright, according to a report from J. M. Dean, secretary of the fair. Mr. Dean has been busy superintending the erection of buildings on the fair grounds, and states that it is hoped to have all buildings finished early in April.

The new association is known as the Columbia District Fair Association. Its field embraces nine counties with 300,000 population. "We were fortunate in securing Pillow Park grounds, with a grand stand and under a good fence for ball games, which relieves us of considerable building at this time," says Mr. Dean. "We are going light on races, as there is considerable opposition to them by many who claim that the good fair we once had at this place failed because of racing."

Joseph A. Chapman is president of the association; Wm. P. Ridley and W. S. Beasley, vice-presidents; and J. Provine Greenlaw, treasurer. Secretary Dean also is assistant secretary of the Tennessee State Fair at Nashville.

LARGER GROUNDS FOR ILLINOIS STATE FAIR

Springfield, Ill., March 8.—Options have been secured upon 207 acres of ground adjoining the Illinois State Fair grounds and question of the purchase of only 110 acres of the tract to the north and west side of the grounds or the entire area has been discussed but no decision made. The 110-acre tract will cost \$99,500. Governor Len Small, who was in conference with the directors, has stated that he will announce his decision soon and then a meeting of the State Fair Advisory Board will be called to take formal action. It is likely that order for the purchase of the additional land will be sent to Col. C. R. Miller, director of the State department of public works, at once.

It is proposed to erect for the fair next fall an administration building and an auto auditorium in which great motor exhibits may be placed.

BIGGER FAIR PLANNED FOR CARTHAGE, MO.

Carthage, Mo., March 6.—At a meeting of the stockholders of the Southwest Missouri District Fair in this city the number of directors was increased from 16 to 21. The board of directors effected an organization by the election of the following officers: President, W. A. Rhea; first vice-president, B. A. Mevey; second vice-president and treasurer, E. B. Jacobs; secretary and general manager, Miss Emma R. Knell; assistant secretary, T. H. Jenkins. An increase in the capital stock is to be made, and this will be taken care of at a future meeting. Tentative plans also were outlined for the annual fair, which will be held the second week in August. It is expected to surpass anything that has ever been held by the Southwest District.

BIGGEST RACE MEETING FOR DAYTON (O.) FAIR

Dayton, Ohio, which always has one of the best fairs in Ohio, will have its biggest fair this year, in the opinion of L. L. Holderman, secretary. Secy. Holderman states that the fair grounds are in fine shape, with a new \$75,000 exhibition building, a large new horse barn and the entire race track reloaded.

"We have the greatest number of race horses stabled at our track for training this coming season that we have ever had," says Mr. Holderman, "and without a doubt our entirely stabling facilities for race horses will be taken, as our track is kept in racing condition throughout the entire season, and being reloaded with wonderful soil, the horsemen declare that it will be as good a track as the one at Lexington, Ky. Our fair grounds are located in the city limits of Dayton, with all the advantages of a big city."

TIFFIN FAIR IS TO SPEND THOUSANDS FOR IMPROVEMENTS

Tiffin, O., March 9.—A new grand stand, executive offices and automobile pavilion and a rest station will be built on the Seneca County fair ground before the fair August 21 to 24, directors of the County Agricultural Society have decided. It is expected the improvements will cost \$25,000. Additions to the premium list and to the amusement program also were provided by directors.

ORGANIZING RURAL CLUBS

Warren, O., March 8.—Over 300 Trumbull County boys and girls are to be organized into rural clubs, if plans of the club organizers who recently met here are carried out. The organizations will take up poultry raising, making of clothing and the raising of potatoes and pigs. Exhibits will be staged at the Trumbull County Fair next fall and prizes awarded.

HEADS TRI-STATE CIRCUIT

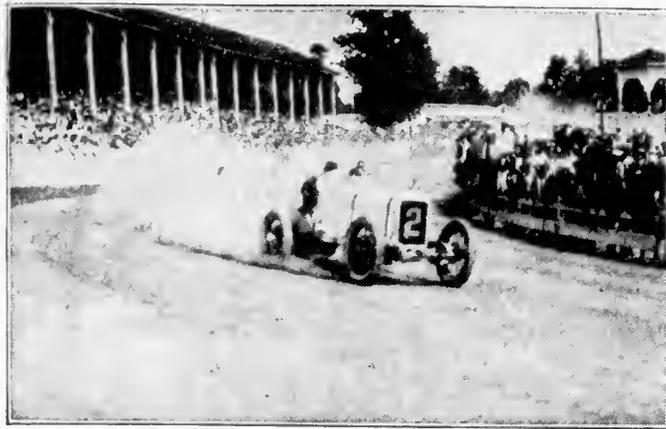
Merber, Mo., March 8.—A. C. Dingle, president of the Missouri Fair Association, has also been elected president of the Tri-State Fair Association, including Iowa, Minnesota and Missouri. Fairs of the Tri-State Association include Des Moines, Sioux City and Davenport, Ia.; Hamline, Minn.; Huron, S. D., and Sedalia, Mo.

"MUTT AND JEFF" TO PLAY FAIRS

Leonard Meehan advises that Frank Cosgrove, manager and part owner of Hill's cartoon comedy, has arranged with Lew Rosenthal of Duquoin, Ia., to play "Mutt and Jeff" as a free attraction at fairs.

The Big Adams County FAIR

FRIENDSHIP, WIS., SEPT. 11, 12, 13 and 14, 1923. Rides, Shows and Concessions waived. G. W. BINGHAM, Secy.



AUSTIN C. WILSON'S Spectacular—Sensational AUTO RACES—AUTO POLO

Tenth Record-Smashing Year—Now Booking TREMENDOUS IN DRAWING POWER ABOUNDING IN THRILLS

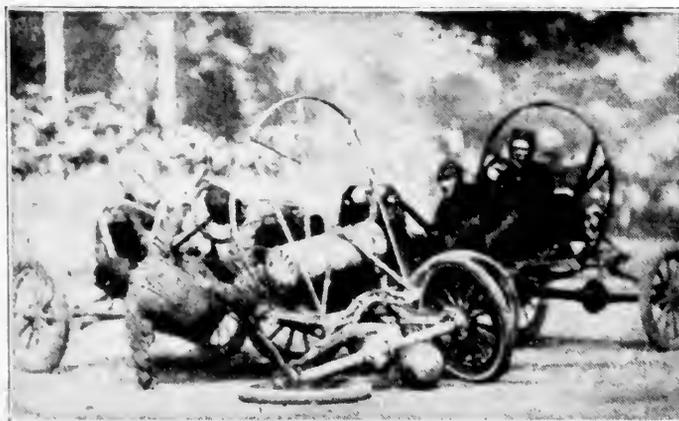
Universally proclaimed by every fair and exposition ever booked as America's Greatest Drawing Card

Guaranteed attractions—no disappointments. Either attraction booked independently if desired.

FOR OPEN TIME ADDRESS

AUSTIN C. WILSON

117 Spring Street, Youngstown, Ohio



REGULAR FAIR FEATURES

Added to Ozark Stock Show Will Make It a Big Event

Springfield, Mo., March 6.—Springfield is to have a regular county fair in connection with the Ozark Stock Show, which has been held for several years past in the fall of the year, and the combined attractions are expected to make one of the biggest amusement events of Southwest Missouri in 1923. The dates will be the first week in October and the fair will be known as the Ozark Stock Show and Fair. The fair will be a member of the Missouri-Kansas Grand Racing Circuit, which is the same circuit to which the Southwest Missouri District Fair at Carthage and the Missouri State Fair belong. The fair here holds membership in two or three other circuits, but they are not as important as the grand racing circuit mentioned.

E. M. Witholt, president of the Ozark Stock Show, said the association had been considering the expansion into a regular fair for some time and at a recent meeting it was decided to add horse racing and other fair features. This new move will require an expansion in the way of suitable grounds and finances. A committee has been looking into available sites for a fair grounds and race track. As soon as the site has been selected the fair directors will take up the financing of the project.

The addition of Springfield to the fair circuit will be of considerable advantage to the other fairs as good racing numbers and other fair events can be staged here with success because of the size of Springfield and the large crowds that the Ozark Stock Show has been drawing since the event was first inaugurated.

CUMBERLAND FAIR CIRCUIT

Nashville, Tenn., March 10.—Secretaries of the Cumberland Fair Circuit met here last week. Reports showed that 1922 was a big year and that all the fairs are in a prosperous condition.

For the first time in the history of Tennessee all county fairs will receive financial aid for premiums from the State and it seems after a hard fight that the Legislature now in session will continue the appropriation.

A number of concession men, carnival owners and band leaders attended the meeting. There are six fairs in the circuit, all in a row and in the heart of Middle Tennessee. The five jumps by truck over good roads are 44, 50, 60, 42 and 60 miles and about the same distances by rail. Rob. Roy of Alexandria, Tenn., is secretary of the circuit.

Dates and secretaries of the fairs composing the circuit appear in the fair list in this issue. The fairs are Carthage, (Mokeyville), Gallatin, Alexandria, McMinnville and Lebanon, then the State fair.

FARMERS' FAIR IN APRIL

Columbia, Mo., March 8.—Final plans have been made here for the Farmers' Fair, the annual exposition of the College of Agriculture of the University of Missouri, which will be held April 6. L. E. Slate has been appointed manager of the coming event and Paul Behermeyer, editor of the Collier Farmer, will be publicity manager. New features will be worked out for the fair this year, which is the oldest and largest college event of that nature in the United States.

Similar fairs are being introduced each year in other parts of the country.

TO REHABILITATE KEWANEE FAIR

Kewanee, Ill., March 9.—Rehabilitation of the Kewanee fair has been definitely launched with the adoption by the Kewanee District Agricultural Association of the outline proposed by W. W. Calhoun to increase the capital stock from \$15,000 to \$50,000. This will provide a fund to put the fair upon a sounder financial basis and make possible extensions and improvements to insure a fair of the magnitude the county deserves.

LEWIS MANAGER OF OHIO STATE FAIR

Findlay, O., March 9.—G. R. Lewis, of Findlay, State grange lecturer, has been appointed manager of the Ohio State Fair for 1923 by Governor Donahy. Lewis took his new place this week. He is a former farm bureau president here and former secretary of the Hancock County Fair, which was a great success under his management.

TO VOTE ON BOND ISSUE

Norwalk, O., March 9.—Electors of Huron County will vote April 17 on the question of issuing \$26,000 bonds to finance the Huron County Fair. The directors say the fair will be able to pay out in a few years, but state that if the institution is not properly financed the exhibits can not be maintained on the high plane of the past two years. The fair was revived two years ago after a lapse of 28 years.

PINE'S FIFTH YEAR

W. H. Pine writes that he has been re-elected secretary of the Tri-County Fair, Faith, S. D., for his fifth year. "I find that interest in the fair increases every year," he writes, "and with splendid prospects for a favorable crop season I am looking forward hopefully for the largest and most successful fair yet held in Faith."

DECATUR PLANS FAIR

Decatur, Ill., March 8.—Rural relations committee of the Chamber of Commerce and the Macon County Livestock Breeders' Association will soon launch campaign to establish a county fair here. It is proposed to start this fall with a livestock show and race meet and gradually develop this into a big community enterprise.

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

SPECIAL FEATURES

To Mark 70th Anniversary Celebration of Aledo (Ill.) Fair

Aledo, Ill., March 7.—Plans for the observance of the seventh anniversary of the Mercer County Fair are progressing rapidly, according to G. C. Bowers, secretary, who has already received many responses to his call for names of persons who attended the first, second or third fair. These people will be guests during the fair week, August 10-14. The total bill will be given over to a special display of antiques of all descriptions, reminiscent of the pioneer days, and copies of the first premium list issued by the fair will be given away as souvenirs.

The children's playground, which has been an outstanding feature in Illinois fairs, will be continued. At this play center parents may leave their little tots under care of competent nurses and attendants while they enjoy themselves at the various exhibits and attractions which tire the youngsters and do not tend to increase the joys of the county fair for their elders.

FAIR NOTES

A copy of *A Expositivo de 1922* has come to the fair editor's desk. It is the official organ of the Brazilian Centennial Exposition, which has been in progress in Rio de Janeiro since last fall. The December issue, a large magazine printed on heavy plate paper, and profusely illustrated with halftones and drawings, devotes a large amount of space to American participation in the exposition and an account of the official opening of the American pavilions. A letter from D. C. Collier, Commissioner General of the Commission of the United States to the Brazilian Exposition, states that the publicity thru the official publication was given without cost.

"We are certainly with you in doing away with the fakery and graft," writes A. V. Kennedy, secretary of the LaRue County Fair, Hodgenville, Ky. "Nothing but clean attractions and concessions, and no gambling at our fair." Secretary Kennedy states that the fair association expects to do considerable building and enlarging for the coming year.

Boyd Rist, secretary of the Gage County Society of Agriculture, Beatrice, Neb., advises that the association is planning to put on a campaign this spring to raise \$20,000 to properly equip the fair. "We have been having one of the good county fairs," says Mr. Rist, "but have not had the equipment to take care of the exhibits. We expect to make our fair this year the banner fair of the state." Officers of the Beatrice fair, in addition to Secretary Rist, are: President, C. R. Wiley; vice president, H. R. Ruyie; treasurer, P. F. Moseley; assistant secretary, M. Kyle.

J. N. Jackson, representing the International Fireworks Company, was a caller at the Cincinnati offices of *The Billboard* one day last week, stopping over on his way to Louisville, Ky., to attend a meeting of the Kentucky State Fair board. Following the Louisville meeting, Mr. Jackson expected to visit a number of Eastern cities. He stated that some mighty fine contracts had been landed for the International.

AUSTRALIA

(Continued from page 60)

hates to leave this country, where he has been a very big drawcard for four years.

Stuart F. Doyle and Mr. Balcombe, of Australasian Films, returned from Brisbane early last week after transacting big business for the coming months.

Captain Greenhalgh, who was presenting a Wild West show in New Zealand, is reported to be in failing health, and may have to abandon show business for some considerable time.

"Bro. Bob" Scythrope, who is a great reader of Gasoline Bill Baker's "Pipes" (as we all are), saw his only daughter off to the States last week. This young Australian goes to join her relatives, Frank and Gertrude Sidney, who are playing Keith Time.

Nella Webb sailed for America recently, as prognosticated. She told a press-woman that the Fuller audiences did not get her work—it

**Adams County Fair
QUINCY, ILLINOIS
Sept. 3, 4, 5, 6 & 7**

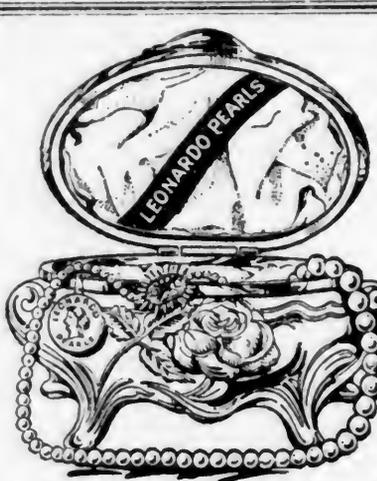
"The Largest County Fair in Illinois"
Only First-Class Concessions Need Apply
C. C. MAST, - Sec'y-Mgr.

**Dakota-Minnesota American Racing Circuit
Legion**

Running Races, \$10,000.00 in purses; Free Acts, Baseball, Bowlers, Big Midways, Night Shows, Everything a la Charles Ringling, Flandreau, S. D. June 12, 13 and 14; Slayton, Minn., June 20, 21, 22; Redwood Falls, Minn., June 25, 27, 28; Pipestone, Minn., July 3, 4, 5; Madison, S. D., July 10, 11, 12. Address:
J. R. COONROD, Circuit Secretary, Flandreau, S. D.

WANTED IMMEDIATELY!

Punch and Judy and Magician Acts, Wire Walkers, Female Buddhas, Tattoo Men, Freaks and other acts for 10-in-1 Shows. Also Head Caravan. Only reliable acts need answer. Whole season's work guaranteed. Open positively April 25th in Youngstown, Ohio, or elsewhere. Wire or write:
WILLIAM LOGAN, 17 W. 42nd St., New York.



**A SENSATION A REVELATION
Coin Money Handling the Wonderful New
Leonardo Jewel Pearl**

As a special offer we are selling our Famous Leonardo Pearl Necklace, 24 inches long, containing high sheen, fine lustrous pearls at

\$2.25 Each

and give you FREE a wonderful 14-Kt. gold-plated Ornella Jewel Case with handsome pattern lining. The case measures 6 inches long, 3 inches wide and is ordinarily sold by retail stores for \$5.00.

Note the wonderful sterling silver snap with six lustrous sparkling rhinestones.

\$2.25 (JEWEL BOX and PEARLS) Complete

Orders are already piling in for this new sensation in the pearl business. Order today and avoid the rush. Write for our New Monthly Bulletin. Just Out. 25% deposit must accompany all C. O. D. orders.

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**Southeast Missouri District Fair
SIKESTON, MISSOURI.**

SEPTEMBER 12-13-14-15, 1923,

Fair, square and human. Ask those who have been with us.
C. L. BLANTON, JR., Secretary.

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"THE PUMPKIN SHOW"
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AUGUST 1, 2, 3, 4, 1923
Big Chance for Open Air and Plenty of Horse Racing.
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WANTED! MT. STERLING, MONTGOMERY COUNTY, KY., FAIR WANTED!

5 THOROUGHLY RUNNING LACES DAILY. PARLOR MACHINES. WANT to hear from all the REAL BIG CARNIVAL. Liberal contract to the right one. WANT to hear from small first-class Orchestras. WANT to hear from SENSATIONAL FREE ACTS ONLY. FOR SALE—Privileges on fair grounds proper. Midway grounds separate from fair grounds.
N. A. WILKERSON, Secretary.

was too far above their heads. To which I would add that those people to whom she refers are as keen judges of an act as the next critics. Miss Webb, to put it mildly, is not the virile and able little artiste we knew about twelve years ago, and this about sums up the cause of her disappointment.

Mrs. Jones, who traveled around with Linda the Fat Girl for several seasons, returned from New Zealand last week, where she was exploiting a jungle circus.

The recent Glensiel Carnival (Adelaide) was spoiled by inclement weather. Several tents were blown down during the height of a storm, and some of the fair workers decided to cut out for the rest of the engagement.

The Daredevil Stalgs, whose Globe of Death has been a world wide feature, are now playing Fuller dates in New Zealand.

P. T. Seibert is running a magic show thru New Zealand, and doing fairly well with it.

Napier (N. Z.) Mardi Gras was somewhat disappointing this year, owing to very few new attractions being noted on the ground. Like other towns, Napier is tired of seeing the same old second and third-class side-shows and other stunts.

Magician Levante, who plays most of the carnival dates worth while, will be back this way from New Zealand towards the end of the month.

Lawson Harris, of Austral Super Films, will

return to America next month. He states that he will come back with a complete studio outfit. Maybel Arthur Higgins, cameraman, has signed up for all future Harris productions, three of which are now on the road to the United States.

Harry Barraclough, member of a theater orchestra, was the victim of a cowardly assault and attempted robbery recently. The assailants took him for the manager of the show going home with the night's takings, so they grabbed the satchel—of music—and left him lying in the road with a lacerated head. He is now recovering.

Teddy Halls, one of the most popular managers for Union Theaters, Ltd., goes on a month's holiday, made necessary owing to overwork.

Cecil Marks, nephew of George Marlow, is now manager of the King's Cross Theater, Darlinghurst, after acting in a similar capacity at the Majestic (Brisbane) for some considerable time.

A conference of Australian film producers was held in this city last week. Arrangements were completed for enlisting the aid of legislators to introduce a bill calling for the inclusion of at least five per cent of local production being included on current programs. Even this amount would call for the introduction of several studios here. Just at present there is no very promising outlook for Aus-

tralian production, owing to the difficulty in securing capital. John F. Gavin, who has been trying to interest speculators for some time, has had to confess defeat up to now, but is just marking time for a more favorable opportunity.

First National of Australia is now featuring a F. N. Fortnight, during which revivals of their most prominent film success are being released. The support accorded the releases has been most encouraging.

George Woods, well-known blockmaker and prominent among film exchanges, returned from his American trip last week, and states that James V. Bryson, of Universal's New York office, is all a big booster for this country.

Film exploitation managers, growing bolder by the present lack of attention on the part of the city inspectors, have been pulling off some very effective "stunting" during the past three weeks. While the going is good these boys are making the most of it.

A conference of exchange managers has been called to formulate ideas and to introduce a set of rules for the welfare of films in transit. Many thousands of feet are hopelessly ruined each week by inefficient service.

Phil Keeley, of Selznick, recently finished a 3,700-mile tour on a motorcycle in the interest of Selznick's "Reported Missing". Some of the country traversed was both wild and woolly, but the intrepid rider got thru without any great mishap. Business was wonderful, from all accounts.

Harry G. Musgrove has sent over a series of cables announcing several big American bookings for his circuit.

The Theater Royal Amusement Co. has been registered in Newcastle (N. S. W.), with a capital of £30,000. Films and entertainment of all theatrical descriptions are to be featured.

Secretary Holdaway, of Universal, has been confined to his bed owing to an attack of mumps. He is now recovering.

John W. Hicks, Jr., on behalf of the Paramount organization, has just presented over £100 in prizes for those exhibitors who were successful in the recent lobby display competition held by that firm.

Wm. Scott, assistant general manager of Australasian Films, Ltd., announces that his firm's Master Pictures have, up to now, exceeded the most sanguine expectations. With a large list of American purchases announced the outlook for the next six months is unusually promising.

E. R. Chambers, of the new film exchange, left for New Zealand a few days ago in order to bring back his family and his partner's family with a view to their settling in Sydney, where the firm's headquarters will be.

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WIRE-WALKING WONDER**



**MIACHUA
The Brazilian Wonder**

Only woman in the world who walks on the wire without the aid of pole or umbrella.

For Times, Terms, Address
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546 Howard Ave., New Haven, Conn.**

WE HAVE NOT BOOKED
The following for our Fair this fall: Merry-Go-Round, Ferris Wheel, Howling Alley, Futaba Co., O., Fair dates, Sept. 4, 5, 6, 7. Val Weber, Sec'y., Wausau, O.

RINKS & SKATERS

(Communications to our Cincinnati Offices.)

THEATER OWNER CONSIDERS RINK

H. A. Bule, owner of the Bule Grand Theater, Rayville, La., informs that James Dupree presented his skating act with wonderful success at the theater March 1, 2 and 3. "Skating has become popular in Rayville," adds Bule, "and I propose to open a roller rink here shortly. It is likely that Dupree will manage it for me."

LAUREY CLAIMS RIVERVIEW RECORDS

Joe Laurey, who finished second to Oliver Walters in the meet at Riverview Rink, Chicago, last month, hung up the following marks: For one-half mile, 1:14 1-3; for five miles, 13:42. Laurey says his time for the short race clipped one and one-fifth seconds off the record for the same distance by Roland Cioni. He claims to be the holder of the half-mile, five-mile, fifty and one hundred-mile records at the Riverview track.

CIONI LEASES JUDD'S RINK

Roland Cioni added another role to his list last week when he assumed a lease on Judd's Rink in Cleveland, O., where he served as manager since last fall. He will conduct the rink and also participate in the staging of roller skating events in cities of Ohio and nearby States for the balance of the season. It is understood. In the near future he is expected to hold a meet at Judd's Rink that will attract the crack roller demons of the United States and Canada.

A TOP-NOTCH SKATING ACT

Harry Avers, Walter Kiefer and Frank Wisner, the Chicago boys who have been presenting a sensational roller skating act under the name of The Three Whirlwinds, on the Keith Time for the past fourteen months, paid a pleasant visit to this department last week during their engagement in Cincinnati. Their present bookings run into the latter part of June and additional dates probably will be contracted for Eastern houses. The week of May 7 they will appear at the Palace Theater in New York. Wisner is the understudy of this trio and Avers is the solo artist. In doing the airplane swing Avers adds graceful novelty to the effect by turning his body in such a way as to give realistic reminder of a stunt flying machine. Other original features in the act of The Three Whirlwinds are a one-ankle breakaway and a whirl-around in which Wisner whirls his partners with alarming speed. These lads have shaved the time of their routine down to five minutes and, with not a dull second, have come to the front with an offering capable of filling a spot on any bill in the big time vaudeville theaters.

WALTERS EXPLAINS HIS CHANGED VIEW OF MEET AT RIVERVIEW RINK

The comment in this department last week about Oliver Walters changing his view of the championship meet in Chicago was published before a letter from him on the subject reached Cincinnati. His communication, bearing a Newark, N. J., postmark of March 5, was addressed to Skating Editor, The Billboard, and reads as follows: "Recently I sent you a story in regard to the world's roller meet in Chicago. I would like to have you publish this apology. I wish to say that it was not the fault of the Riverview management that I did not receive an entry blank. Instead of going to the Brooklyn Rink they were delivered to the Broadway Rink, which is also located in Brooklyn. And I am sorry I was so hasty. But it seemed as tho I was overlooked. "Furthermore, I wish to congratulate the management on the splendid manner in which the meet was conducted. It was the first time I had ever skated at Riverview, and they made me feel just as tho I was at home." Walters gives his address as 364 Avon ave., Newark, N. J.

TWO IMPORTANT SKATING MEETS IN CINCINNATI THIS WEEK

An array of roller skating stars, greater perhaps than that recently assembled in Chicago

"CHICAGO" SKATES

are used by all the BIG Rinks in CHICAGO.



MADISON GARDENS 2,400 Pairs
RIVERVIEW PARK 2,200 Pairs
WHITE CITY 2,100 Pairs

Why not profit by these operators' experience and use "CHICAGO" Skates!

CHICAGO ROLLER SKATE CO.

4458 W. Lake Street, Chicago, Ill.

for the championship meet at Riverview Rink, is in Cincinnati at present for two important meets. One of the affairs, being staged at the Armory, runs from March 12 to 18 and is heralded as a national skating meet and derby. The other is conducted by Al Hoffmann at the Music Hall Rink, of which he is manager. It started March 10 and continues until March 11. This year Mr. Hoffmann has diverted from his usual custom of booking the world's champion roller skater for a series of matches by staging a program of skating on a larger scale than was ever attempted at Music Hall Rink. Among the skaters presented by Mr. Hoffmann are Oliver Walters, winner of this year's championship meet in Chicago, and the following named speedsters engaged by Willie Sefferino, assistant manager of Music Hall Rink, during a recent visit to Chicago and Cleveland: Joe Laurey, Belgian champion, who finished second in the Chicago meet; Jackie Clark, of New York; Russell Golden, of Cleveland; and such local speed demons as Cap Sefferino (Cincy's fastest), Louis Schlaifer, Frank Hess, Jack Chin, Joe Carreiro, Elmer Stineman and several others.

The Music Hall Rink nightly program is:

March 10—Two qualifying races of one-half mile each and a half-mile final.

March 11—Two qualifying races of one mile each and a mile final.

March 12—Three-mile team race in which five two-men teams will compete.

March 13—Two qualifying races of one-quarter mile each and a two-mile final.

March 14—Five-mile race.

Joe Altman is in charge of the meet at the Armory and is being assisted by Lou Weglow. A purse of \$2,000 will be divided among the professional winners, it is said, and silver trophies and medals are to be awarded the ama-

teur victors. A twenty-five mile skating derby, probably the first event for that distance on rollers, will be the closing feature of this carnival.

Roland Cioni, world's champion, heads the Armory card and will be pitted against such well-known sprinters as Rollie Birkbimer, of Columbus; Eddie Krahn, Clifford Howard, of Los Angeles; Ed Thomas, of Cleveland; Joe Benson, of St. Louis; Art Launey, of Newark, N. J.; Midge Reiff, of Reading, Pa.; and Albert Cookson, Jr., Missouri champion and son of Albert Cookson, Sr., former champion of England and holder of The Billboard medal.

The Armory floor has been resurfaced for the meet and the course is eleven laps to the mile. All events will be staged at night. The program:

March 12—Three one-mile professional heats, one one-mile special event.

March 13—Three one-mile professional heats, one one-mile professional semi-final, one one-mile amateur heat, three-mile team race, special event.

March 14—Three one-mile professional heats, one one-mile professional semi-final, one one-mile amateur heat, five-mile team race, special event.

March 15—Three one-mile professional heats, one one-mile professional semi-final, one one-mile amateur championship, ten-mile team race, special event.

March 17—Five-mile team race, special event; one-mile professional consolation race, three half-mile amateur heats, one-mile professional championship.

March 18—Half-mile amateur championship, exhibition skating act, twenty-five-mile National Derby.

Results of both meets will appear in these columns next week.

the public clean professional acts that will send men, women and children away feeling that they have received 100 per cent satisfaction for the money they have spent."

BESSIE COLEMAN RECOVERING

Helena M. Vallant, superintendent of St. Catherine's Hospital, Santa Monica, Calif., upon inquiry, advises that Bessie Coleman, colored aviatrix, who was injured a short time ago in an airplane mishap, is suffering with a double fracture of the left leg. Miss Coleman is doing nicely and hopes before long she will be able to resume her stunt work. Miss Coleman says her accident only goes to prove that chances of recovery are as good for pilots and passengers traveling by air as by auto or other ways of transportation.

AMERICANS INVITED TO GERMAN GLIDERS' MEET

An international motorless flying meet will be held next August by the sky pilot societies of Germany. American and English aviators are to be invited to compete in the event, which will be held in the Wasserkuppe mountain district, near Gersfeld, where Herten and other German flyers inaugurated the motorless flying stunts last fall, which attracted world-wide attention.

CIRCUS PICKUPS

(Continued from page 80)

McIntyre and Chick Bell till another fall, and is now in Chicago, busy framing his side-show. He has engaged the Bennetts with their den of serpents as one of his attractions. He was a recent dinner guest of Mr. and Mrs. F. A. Cline.

Frank Sullivan, who has been putting in the winter with Burns O'Sullivan at the Jefferson Theater, New York, has for his partners at the house, Jimmie Logan, late with Claude Orton; Tommy Ford and James "Fat" Kelly. Blackie Collins, who was on the Main Circus train last season, sprung a surprise on the bunch by winning out and marrying one of Burns' prettiest ushers. They were married in New York and Blackie at the same time landed a job with the vaudeville act of Mooe and Littened, playing the part of the stage manager in the skit. Blackie is thru with circuses for a time at least.

Owing to the closing of the Gua Hill-Honey Boy minstrels at Waukegan, Ill., Bobby Gosans is at his home in Columbus, O. Bobby will play a few vaudeville dates and the Shrine circuses at Columbus before joining the Sells-Floto show for the summer, where he will shine in clown alley.

Harry Willis writes from East Claire, Wis., that he is keeping indoors these cold days and practicing on the piano late selections for his calliope on the Sparks show. Mrs. Willis is just recovering from a bad fall, and Harry, Jr., is having the time of his young life, out in the snow banks, porch high. It has been 30 below zero up in Wisconsin for the past two weeks, and Harry has not even ventured out to the Elks' Club.

W. H. Hartmann, "Muldoo", who with Tom Atkinson and "Baldy" Carmichael organized the Great Western Dog and Pony show, now doing good business in California, comes back to the Main Circus this season as manager of the cookhouse and privilege car. He will have for assistants, F. W. "Mother" Friend and Charlie Rittenhouse in the privilege car to make the wels rabbits. Two of the old Main Circus troupers are with the dog and pony show, Jack Wilson and George Archambeau ("Archie"), who is now a long ways from his old home, Haverhill, (Mass.). The show is using an 80x120 top with side-show, cookhouse and horse tent.

Billy Emerson, erstwhile calliope player with the Main Circus, has closed his medicine show and after spending a short vacation at Oswego, N. Y., has returned to his home at Towanda, Pa. Billy will be out again in the spring.

Recent visitors to the Great Western Dog and Pony show were the Golden Brothers and Col. Cummins of Wild West fame. The colonel is cleaning up in the oil business on the coast.

George H. Miller will close his hall show this month, and return to his home where he will start work at once on his tent outfit, opening in Pennsylvania early in the spring.

J. Wilson Cliffe, who is making good with his vaudeville acts, is framing a big minstrel act and has engaged Eugene Miller, an old circus band trombonist, with his wife and daughter as features. Cliffe is in and out of New York from his home, Mamaroneck, nearly every day.

Bessie Harvey, who has been the prima donna with the Barnes Circus for the past few years, will be with the Sparks Circus in a similar capacity this season.

Just heard from an oldtime "Tommer", who has wandered afar from his old stamping ground in Ohio with Tad Harcourt's "Tom" show. He is W. A. Whitney, who used to do "Tom" and double any other part besides playing in the band and doing a turn in the concert. He even proved his versatility by assisting in putting her up and taking her down. Now he is located at Red Lodge, Mont., where he is teaching a boys' band of 40 pieces. He is thinking of framing a kid "Tom" show from his band.

W. B. Maguinness, who had the kid top with the Sparks Circus last season, is wintering at York, S. C., and will be back with the same show this spring.

My old friend Harry Wilson, who had the side-show with the Main Circus for a time last season and resigned to return to the carnival game, has been wintering at Richmond, and last accounts have it that he will be with the carnival again this summer as manager of a big ten-in-one. Harry has disposed of his Hon act and will devote his entire time to his new venture.

Norman Hanley, an old Downie trouper in the "Tom" show days, now with the "Town Follies" on the Mutual Biresque wheel, played host at the Louis Hotel, Baltimore, to the writer and several of the Main bunch on the appearance of his show in that city. There was a big feed and a great swap line of experiences including the doings at Nelson, B. C., when the Midway "Tom" show played there on Washington's Birthday years ago. Norman's wife and baby were obliged to return to their home in St. Louis, owing to illness.

EXHIBITIONAL AVIATION

BALLOON ASCENSIONS AND PARACHUTE DROPS

RILEYS ADVOCATE CLEANUP

The Riley Balloon Company, which has been playing before countless thousands for the past twenty years all over America, will present its new double triple torpedo parachute act for the season of 1923. Time, money, or hard work, have not been spared to make it one of the most sensational and yet the cleanest of professional acts ever offered for the public's approval. They have established a reputation for honorable acting and therefore are making an appeal to leading men in the amusement world to do everything in their power to clean up the field of free attractions along with the general clean-up and thus establish a standard

of efficiency that will gain the respect of the thinking public.

"In nearly every Billboard we note that conscientious fair and park managers are doing their best to clean up fakes and illegitimate acts that prey upon the public," writes a member of the Riley Company. "We suggest that they turn their attention to free attractions, and do likewise. There are some so-called new, novel, and defying free attractions now trying to work their way into good clean parks and fairs that have absolutely nothing to back up their boastful advertising and publicity. We believe that every free attraction should boast a complete staff of professionals skilled in their line of work, whereby they can give

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CONCESSION TENTS NEW AND USED PRICES RIGHT



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for aviators and exhibition jumpers, all sizes in stock; also full line of Balloons, Rope Ladders, Inflators, etc. Established in 1903. THOMPSON BROS. BALLOON CO., Aurora, Ill.

RICHARDSON SKATES

The First Best Skate—The Best Skate Today



Richardson Skates rolled into prominence thirty-six years ago and still hold the lead.

The successful rink man knows the value of a Richardson equipment.

Write for Prices and Catalogue TODAY.

Richardson Ball Bearing Skate Co., 1809 Belmont Ave., CHICAGO.

FOR SALE! STYLE H SEEBURG PIANO SOLO ORCHESTRION

Suitable for Picture House, Skating Rink, Ice Cream or Dance Hall. Orchestral effect of ten-piece orchestra. This machine was in use about 6 months. Will sacrifice for quick sale.

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PARKS, PIERS AND BEACHES

THEIR AMUSEMENTS AND PRIVILEGES WITH ITEMS OF INTEREST TO MUSICIANS

SUCCEEDS FATHER AS HEAD OF KENNYWOOD

Clean Amusement Policy of A. S. McSwigan To Carry on at Pittsburg Park

Pittsburg, Pa., March 10.—At the annual meeting of the Kennywood Park Corporation directors and stockholders A. S. McSwigan, son of the late Andrew S. McSwigan, president of that institution, and also president of the National Association of Amusement Parks, was elected to fill the vacancy caused by his father's death January 11. Frank L. Danahy was re-elected vice-president and I. W. Henninger will remain secretary and treasurer.

The corporation's new head, A. S. McSwigan, for the past several years has been active in the advertising profession as publisher of The Winged Head, Pittsburg Athletic Association's monthly magazine, and was connected with the Pitt Studios. He was educated at the Carnegie Institute of Technology and is a veteran of the American Expeditionary Forces.

Taking up the duties as head of the big amusement resort, Mr. McSwigan announces that every policy established by his father will remain without the slightest alteration, among them the providing of clean surroundings and wholesome recreation facilities.

The opening of the new Duquesne Boulevard, which passes Kennywood Park, makes real a long-time dream of the late Mr. McSwigan, who so enthusiastically favored its construction. This road is of great value to townships and boros adjacent to the park, being in many cases the only artery of traffic. This new road offers motorists an opportunity to view very closely some of Pittsburg's mighty work-hops as well as the scenery along the winding Monongahela River.

The city office of the Kennywood Park Cor-

poration is now located at 1922 Farmers' Bank Building.

The 1923 season will open Sunday, April 15, and the picnic season is to begin May 22 and continue until early fall.

HORROW COMPANY'S NEW HOME

Philadelphia, March 10.—The Horrow Novelty Company has taken possession of its new three-story building at 38 N. 5th street. This firm of bustling young men was formerly at 48 S. 2d street. The new quarters are finely stocked with goods for parks, carnivals, fairs and all places where wide-awake concessionaires are found.

NEW PARK IN ALABAMA

Riverview Beach is the name of an amusement park that R. L. Zeigler and associates are establishing near Bessemer, Ala., for operation this season. A spring-fed lake, covering fifteen acres, will be used for boating and bathing and, in addition to a dance pavilion, restaurant and camping quarters, it is proposed to install several rides and concessions.

Henry Wagner, partner of Charlie Rothstein on the concession privileges at the Boardwalk and Riverview Park in Detroit, is putting in the winter as turkey at the jail in that city. Nes Lavene will again be on the Rothstein-Wagner staff at the Boardwalk, the official opening of which probably will be April 28.

1923 TO BE BANNER YEAR

Says Dodgem Representative in Expressing Views of Park Men Throughout the Country—Many Orders for New Ride

Jack L. Kaufman, traveling representative of the Dodgem ride, visited The Billboard while in Cincinnati last week on a business trip to M. M. Wolfson, manager of Chester Park.

Park managers throuth the country, he says, are as one in figuring on 1923 to be one of the most financially successful in years. He has been on a Coast-to-Coast trip during the past few months and states that orders to date for the Dodgem are in excess of those enjoyed by manufacturers of merry-go-rounds and coasters for an equal period during the early history of those rides.

A partial list of parks where Mr. Kaufman contracted for the installation of Dodgem rides for the new season follows: Council Crest, Portland, Ore.; The Oaks, also in Portland; Summit Beach, Akron, O.; White City, Little Rock, Ark.; Tri-State Fair Grounds, Memphis, Tenn.; East Lake Park, Birmingham, Ala.; Cascade Park, New Castle, Pa.; Erie Beach, Ont., Can.; Natatorium Park, Spokane, Wash.; Seaside Beach, Santa Cruz, Calif.; Solig Zoo, Los Angeles; Broad Ripple, Indianapolis, Ind.; ten additional cars, making a total of thirty, at Rocky Glenn, Scranton, Pa.; Ray Hoop for the lake front at Buffalo, N. Y., and a contract for Dodgem cars on the Gadabout platform at Luna Park in Detroit, Mich.

KILPATRICK'S NEW GAME IS MEETING WITH EARLY FAVOR

European Importation Permits Skillful Player To Steer Small Auto Into Garage and Win Prize

Chicago, March 9.—E. J. Kilpatrick is back from London after a prosperous time on the other side with the Over the Falls and the Caterpillar propositions. Mr. Kilpatrick brought back something new with him, a novelty in the way of a game. Somebody has thought out a clever idea in the new proposition. The game occupies a space 4x10 feet, but can be made larger or smaller. The floor of the game, about waist high to the player, has a number of copper tracks that are charged with electricity. The player takes a tiny automobile, puts it on the copper tracks and heads it for a miniature garage at the other end of the table. He guides it with a regular automobile driver's wheel and tries to steer it into the little garage. Mr. Kilpatrick brought with him W. Teague, a hydraulic engineer, who is the designer of the novelty. Mr. Teague said that the apparatus was tried out in Waverly Market, Edinburgh, Scotland, and proved a whole of a success. Six of the games are contracted for Coney Island, New York.

The new game is clearly a game of skill. Mr. Kilpatrick points out, and he is confident it will fill a long-felt want and need in cities where the regulations are very strict. It is a case of steer the auto into the garage and get a prize. When a player steers the car into the garage a bell rings and a globe lights. The game is especially adapted and suited for parks, carnivals and any other places of amusement.

Chicago and New York showmen who have seen the game operate appear to be a unit in praising its possibilities. Those who have seen the game work here in the Palmer House say it has a sound and permanent future.

NEW PARK TO OPEN MAY 30

Aurora, Ill., March 10.—The grand opening of the Central States Fair Amusement Park is scheduled for May 30, when it is expected that most of the rides will be ready for operation. The amusement park will be located east of the railroad at the fair grounds. The miniature railway will, according to present plans, operate from the main entrance to every building on the grounds, including the grand stand.

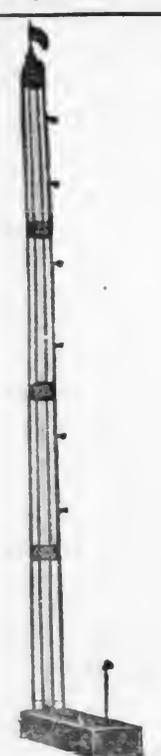
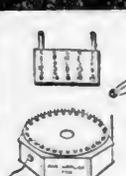
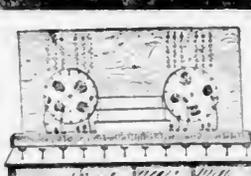
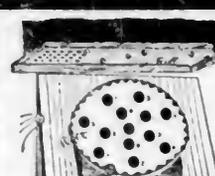
PARK MANAGERS CHANGE

Portland, Ind., March 8.—V. R. Hamburger, of Celina, O., and who recently had charge of amusements for the Red Cross in New York City, has succeeded Fred Martin as manager of Lagoon Park here. Mr. Martin has returned to his home in Greenville, O., to assume charge of a similar enterprise.

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WILLIAM ROTT, Inventor and Manufacturer

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Park, N. J.
Keansburg,
N. J.

Attractive
Fast
Money Maker
Points on how
to run a Skill
Game at a
profit fur-
nished with
each game.

OTHER
DEVICES

Write for
particulars

We present to the amusement world the 1923 model of the FROG GAME the greatest competitive game yet produced. A device substantially constructed, that will radiate pleasure for young and old. From an artistic and mechanical standpoint, every possible requirement has been met to make "THE FROG GAME" the most attractive and perfect game on the market. "THE FROG GAME" is a game of skill, easy of operation; nothing to replace or get out of order. The new 1923 Pneumatic Type "FROG GAME" is an 18-unit game; requires a 20-ft. front, 8-10 ft. depth and 10-ft. height. We also make "FROG GAMES" (16 units in 18 feet) (14 units in 16 feet) (12 units in 14 feet). "THE FROG GAME" is fully protected against all infringements. U. S. A. and Canada patent pending.

PILL BALL



PILL BALL

PILL BALL is the aristocratic roll-down game of skill. Operated at Luna Park, Steeplechase Park, Surf Ave., Coney Island, N. Y.; Steeplechase, Seaside, Arverne, Rockaway Beach, N. Y.; Starlight Park, N. Y.; Atlantic Highlands, N. J.; Midland Beach, South Beach, S. I., N. Y.; Canarsie Shore, N. Y.; North Beach, Rye Beach, N. Y.; White City Park, Midway Park, Beach St., Savin Rock, Conn., and others. Cannot be equaled for small concessions. Games have drop light attachment for any current. Four-color electrical illuminating feature produces the flash, excitement and amusement to attract and hold the crowds. The principle is novel, the game is attractive, simple of operation and will last a lifetime. It won the admiration of the public, and made friends of them wherever operated. Pill Ball is a great money-maker wherever installed, especially so at Carnivals, Fairs, Summer Resorts, Board Walks and Beaches. They also may be used at Bazaars, Benefits, etc., out of season. Object of the game is to roll five metal Pill Balls at the Target. When the ball strikes target instantaneous illumination of the result appears on the indicator panel. The effect is pleasing, fascinating and very satisfying to the player. The game is cleared for the next operation by simply pressing a lever. There are many systems of operation—the most popular one being "under 10 or over 15 wins." With this system an operator can make a very substantial income with two machines or more. Ready for immediate delivery. Write for more information.

PILL POKER



PILL POKER is the most fascinating game on the market today. Some States object to the showing of cards in public amusement places, other than clubs, charitable affairs or any indoor gathering, such as Inns, Hotels, Road Houses, etc. If your State does not, this is your opportunity. The game is skill, and is fully protected by patent rights. Write for full particulars.

SPECIAL ANNOUNCEMENT

A NEW COMPETITIVE GAME OF SCIENCE AND SKILL

ATTRACTIVE "BALL THE JACK" FUN-PRODUCING

"Ball the Jack" (18 units) requires a 20-ft. front, 10-ft. depth, 10-ft. height. This game is fast, easy of operation; nothing to replace or get out of order. Write for particulars

MERCHANDISE

Dolls, Blankets, Water Novelties, Candies, Electric Lamps, Silverware, Manicure Sets, Aluminum Ware, Beaded Bags, Cameras, Chinese Baskets, Boston Bags, Musical Instruments, Eskimo Dolls. Portable Stands and Tents Built to Order on Short Notice.

NEW BROKERS FOR ANY KIND OF AMUSEMENT DEVICE. LET US KNOW YOUR WANTS **USED** MANUFACTURERS—Let us know what you have to offer

PARAMOUNT AMUSEMENT COMPANY

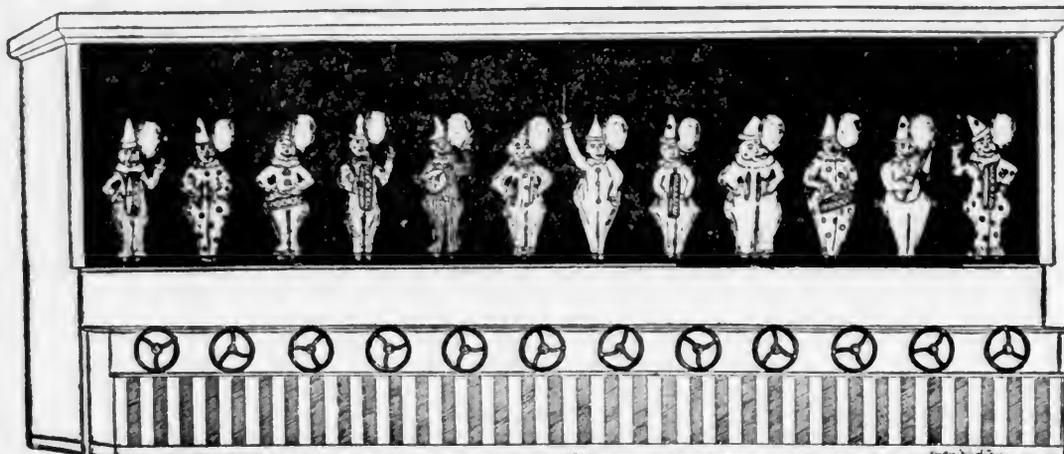
Manufacturers of "THE FROG GAME," "BALL THE JACK," "PILL POKER" and "PILL BALL"

Offices: 4-5 Court Square, Brooklyn, N. Y. Phone, Triangle 4621

MODERN GAMES OF SKILL

BUILT TO GET THE MONEY

Now in Actual Operation ^{at} Our New York Show Rooms



HERE IS THE
CHAMPION
MONEY GETTER
OF THEM ALL
STILL GOING STRONG

"THE GAME WITH A THRILL"

THE BALLOON RACER

IT'S PORTABLE

PATENTED

KEEP YOUR EYE ON
THIS ONE

THE FOOTBALL GAME

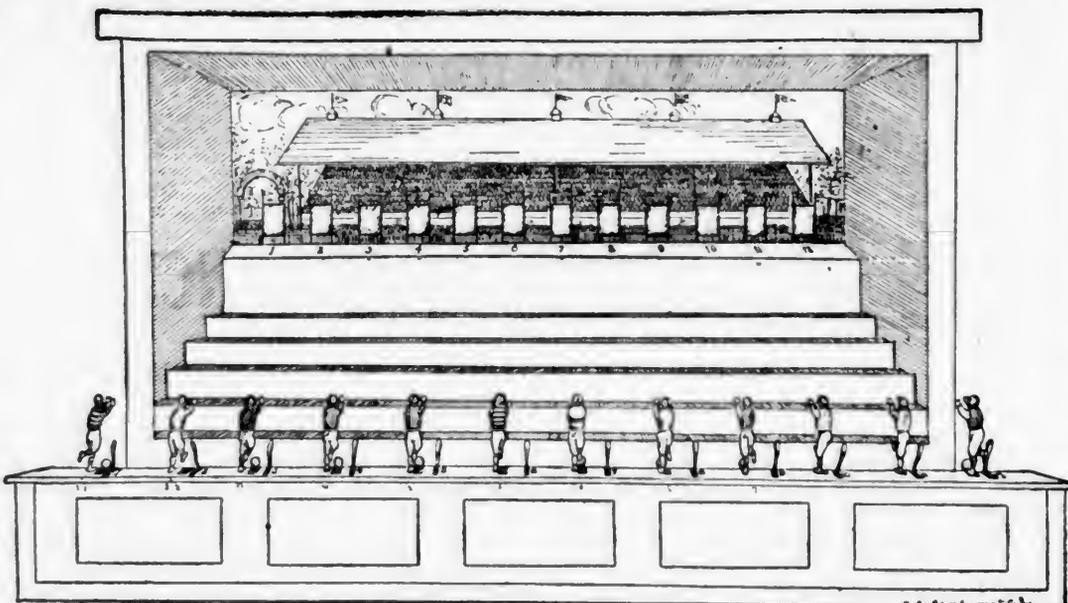
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IT'S NEW!

HAS PROVED AN INSTANT
SUCCESS IN OPERATION

A BIG MONEY MAKER

The only game that can be operated
with a single player or as a group game
with 12 or more players.



We also manufacture and control the following new and novel skill games

(RABBIT GAME)
THE CONY RACE
One of last season's best
money makers

THE
IRON PIRATE
Combination Shooting Gallery
or Skill Game

THE
MAZE GAME
The Carno game of skill

BUILT TO STAND UP UNDER HEAVY PLAY—THEY HAVE TO BE
WRITE FOR OUR 1923 ILLUSTRATED CATALOGUE

WE ARE EASTERN AGENTS FOR
H. C. EVANS & CO.
"Games of all descriptions" on display
in our N. Y. Show Rooms

CHESTER POLLARD
AMUSEMENT COMPANY
1416 BROADWAY, (Corner 39th St.)
NEW YORK CITY

AGENTS FOR
BALSA FLOATS
The only practical Floats for swimming
pools and beach resorts

HARRY RICH

THE MAN WHO FLIRTS WITH DEATH
AN AERIAL ACT PERFORMED AT
THE APPOINTED TIME

Home Address
3417 East 6th Street
**KANSAS CITY,
MO.**

A MOST SPECTACULAR SUCCESS FOR THE PAST

15 Seasons of The World's Highest Aerial Act

Day by Day, the Multitudes Say, He is Getting
Higher and Higher, Higher With the Act

But Not Higher With the Price

Dare Me With Dollars and I Will
Dazzle You With Dare-Devil,
Death-Defying Drops

Correspondence invited from the
authorized representatives of
Parks, Fairs, Home-Comings, Sol-
diers' Reunions, Festivals and Cel-
ebrations.

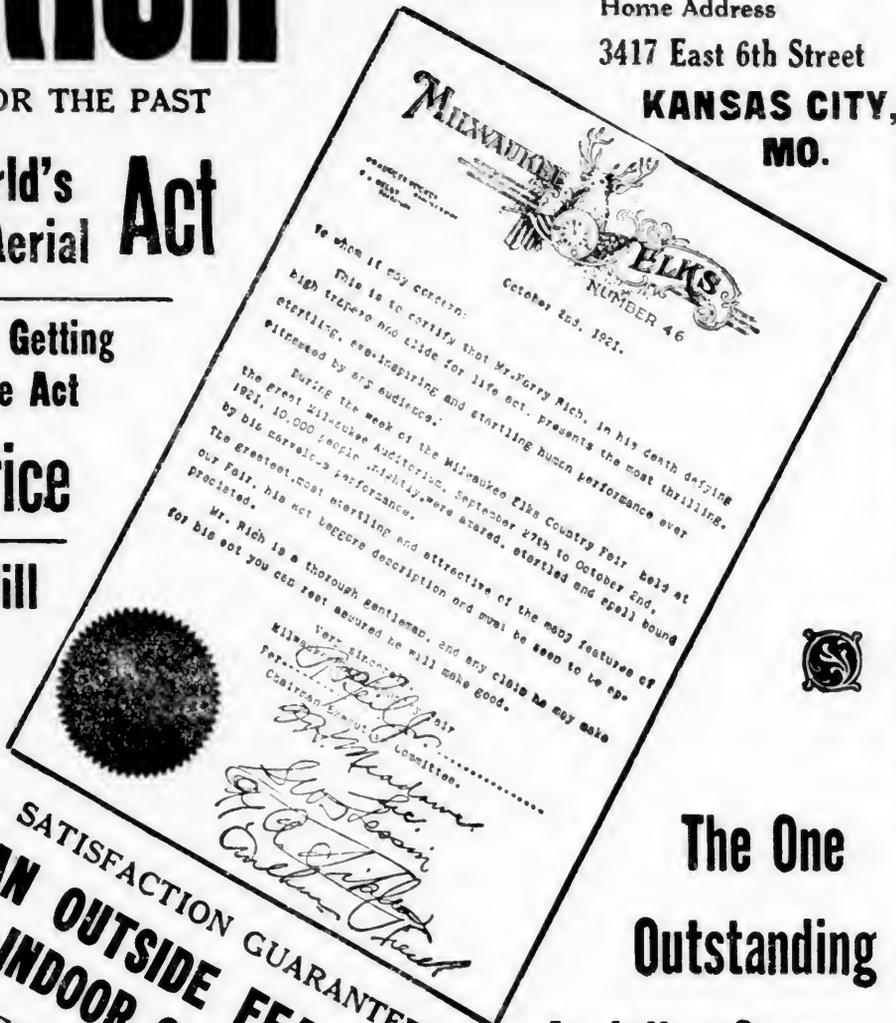
This Act is
**A Real Profitable
Investment**

for any committee
seeking one per-
taining to

Sen- sa- tion- al- ism



MY
AGENT IS
ETHEL ROBINSON
202 SO. STATE ST.,
CHICAGO, ILL.
The Same Agent for 5 Years
THERE'S A REASON



SATISFACTION GUARANTEED
**AN OUTSIDE FEATURE
FOR INDOOR CELEBRATIONS**
REFERENCES FURNISHED
OF THE BETTER KIND

The One
Outstanding
Aerialist Supreme
ABSOLUTELY
The Barnum of Them All

This Act, Through Service, Has
Attained the Topmost Pinnacle of

FAME

and Strives Only To Sustain
THAT REPUTATION

I deposit a cash bond to assure, if needed, my positive appear-
ance at the appointed place and time, rain or shine

MY MOTTO IS UNCHANGEABLE

Not how little for how much, **BUT** how much for how little

There is No Park, West or East, that has the Natural Advantages in Point of Location. It Faces the Ocean on Long Island Sound.

It actually draws from 2,000,000 population from such cities as New York, Yonkers, Mt. Vernon, White Plains, New Rochelle, Port Chester, Tarrytown, all in New York State—and Greenwich, Stamford, Norwalk and Bridgeport, all in Connecticut.

Reached by all Trolleys, Busses, Boats, Steam and Electric Railways, Excursion Boats from New York City and Ferries from Long Island.

PARADISE PARK, RYE BEACH, RYE, N. Y.

Rye Beach has been the Mecca for Amusement Seekers for 35 Years. Paradise Park has 14 acres. The Finest Electrically Illuminated Grand Entrance of All Parks.

Showmen -- Ride Operators -- Concessionaires

Come and Reap a Golden Harvest. Open 7 Days and 7 Nights Every Week, From May 12 to October 1. A Long, Sure Season.

CAN PLACE—Dodgem, Caterpillar, Ferris Wheel, Old Mill or any Clean, Novel, Modern Rides. WANT—Penny Arcade, Fun House, Skating Rink, Dance Palace.

CONCESSIONAIRES—We have open Japanese Rolling Ball, Skee Ball, High Striker, Candy Kitchen or any other Clean Merchandising Booths and Novel Amusements.

WRITE, WIRE OR CALL—Our general superintendent will be at the park office on the grounds from Sunday, March 18, until the opening day. Address all communications to

FRED H. PONTY, Paradise Park Office, Paradise Park, Rye Beach, RYE, N. Y.

Venice Pier Ocean Park Pier Santa Monica Pier LOS ANGELES WILLY J. FARLEY, Venice Long Beach Pier Redondo Beach Seal Beach

Los Angeles, March 8.—Lent is having some effect on the business of the theaters, but not enough to report other than good business among them. The writer has not been in any city of size where Lent is observed as in this one, and yet it is not unprofitably so.

The Orange Show, now history, was the most successful of any yet held from every standpoint and the promoters of it are jubilant. The total number visiting the show during its ten days was announced as 225,000, this being an increase of nearly 25,000 over last year.

H. W. McGeary writes from Honolulu that he will return about March 15, in order to superintend the construction of his amusement enterprises now being started on the Venice Pier.

Edward Martindel is back in Hollywood. He has been on location in Del Monte playing the character role in William Fox's, "The Eleventh Hour."

Ford West, who has been headlining on the South and tripholm circuits for the past dozen years, has signed a contract with Century.

Bill Barie announces that his new Empress Theater will be ready for opening at Wilmington, Calif., March 29. Bill has a program that will be as great an event for Wilmington as was the new Grauman's Theater in Los Angeles.

George Marlon, 66, was found in his room this week bleeding from a self-inflicted wound. He has been an entertainer for 45 years, and of late has been appearing in pictures, playing character parts. He was best known as a member of the Haverley and the Primrose and West Minstrels, and afterwards in vaudeville.

Report has it that George M. Cohan is headed towards Los Angeles.

Robert Cavenach is busy this month again in the capacity of first lieutenant to John S. Baker in his three Pageants of Progress, Frisco.

NEW PARK Opens in May 7 Days and Nights Closes After Labor Day 7 Days and Nights

JOYLAND PARK LEXINGTON, KY.

WANTED

Rides. Games of Skill. All Modern Park Devices

Long term contracts if desired. Reasonable terms. Percentage or rental basis. Have 25 acres beautiful woodland, on car line, bus line, on Dixie Highway, Jackson Highway and Louisville, Lexington and Latonia Trail. (10 acres woodland shade, reserved for picnics.) Abundance of the best drinking water. 176,000 in a radius of 30 miles to draw from. Parking space for 5,000 cars.

Following now sold: Penny Arcade, Dance Pavilion, Pool Parlor, Club House, Strikers, Hamburger, Candy Wheel, Confectionery, Palmistry, Fish Pond and Shooting Gallery. Nothing too large or too small for us. Wire or write what you have. (No strong joints.)

MANAGER WANTED

To have charge of making Arena Building a center of amusement, both summer and winter. Engagement would be on combined salary and commission basis. Apply to W. W. WILKINSON, President, Galt Arena Co., Galt, Ontario, Canada.

CONTOOCCOOK RIVER PARK, Concord-Penacook, N. H.

Fifth Year MANAGEMENT H. W. TAYLOR.

WANTED—Whip, Ferris Wheel, Venetian Swing or Merry Go-Round. Open, Shooting Gallery and two Novelty Games, Play Free. Good Attractions. Will look over Carnival in July or August. Address letter only, Room 537 Knickerbocker Theatre Bldg., New York.

ELMO MACK ORCHESTRAS

New Orleans, Chicago, etc., for the summer season. ELMO MACK, 317 So. Wabash Ave., CHICAGO.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

Los Angeles and Portland. Work is to start on these exhibitions immediately.

Mr. and Mrs. Ernest Wilkes are spending the winter here.

One of the busiest men in Los Angeles at the present time is Sheldon Barrett, who is rebuilding his Lincoln Park, and at the same time superintending putting on the Soldiers' Show and again getting things ready for the big Charity Circus.

Harry Burns, who is in the Culver City hospital as a result of his accident in the recent filming of the picture, "Souls for Sale", is convalescent and states that he expects to be up and doing again shortly.

Sam C. Haller is thinking of spending a vacation with the Barnes Show this spring for a week or two. Al G. Barnes made this a special request of him while on his last visit here.

The Mason Opera House was dark all last week owing to the non-arrival of the scenery for "Last Supper". The shipment of the company's paraphernalia from the north was not made properly. The play opened Monday night.

Emmett Flynn has resigned as director for the Fox Film Studios.

Joe Edwards has opened an Animal Museum on Main street here, and is discovered doing a splendid business.

Ada Gleason, owing to illness, was compelled to leave the cast of "Tiger Rose", now playing at the Morosco Theater. On a few minutes' notice Francesco Cappellano took the part and played it well. The play as presented by the stock company has never been excelled in the general work.

Edwards Dull and Novelty, of Ocean Park, are duking for a new and larger building to handle their business. A three-story building is under negotiation.

Stakes to the amount of \$12,000 will be posted for premiums for the Horse Show in April, at the Ambassador Hotel grounds, here. Entries totalling more than 300 are already arranged for. A number of Eastern prize winners are to be competitors.

Bryant Washburn has affixed his signature to a contract with the Principal Pictures Corporation.

Charles Farmer, representative of W. H. Rice here, expects to place the Swim Easy Diving Girls with the big Glendate Exposition.

Plans were formulated last week for the construction of another theater for Hollywood. It is to cost \$1,000,000, and will be a palace in its architecture. The new theater is to seat 1,500 or more. It will be under the super- (Continued on page 174)

SOMETHING NEW

In Outdoor and Indoor Presentations For
PARKS
FAIRS
EXPOSITIONS
CELEBRATIONS
SUMMER GARDENS
AMUSEMENT PIERS
RESTAURANTS — HOTELS — CAFES

And all other Amusement Enterprises desiring High-Class Entertainment.

ERNIE YOUNG'S REVUES

The most gorgeously costumed attractions in the world, replete with the highest standard of talent. Produced under the personal supervision of ERNIE YOUNG with the most extraordinary care to please audiences attending any of the above enterprises. Casts from 10 to 60 people available at all times to play anywhere in America.

A Few of the Presentations Furnished by Ernie Young:

Los Angeles Pageant of Progress, Los Angeles, Cal.
 Cotton Palace, Waco, Texas. Corn Palace, Mitchell S. D. Ak-Sar-Ben, Omaha, Neb.
 Riverview Park, Des Moines, Ia. Ramona Park, Grand Rapids, Mich. Century Roof, Baltimore, Md.
 Gruenwald Hotel, New Orleans, La. Marigold Gardens, Chicago, Ill.

If you are desirous of obtaining amusement of high caliber for your patrons this season, something out of the ordinary, that will please everyone, let us know, and we will be pleased to furnish you more information.

Our 36-Page Catalog, Illustrating One of the Best Attractions in the World, will be sent on request to recognized owners and managers.

BANDS AND ORCHESTRAS

Furnished for all occasions anywhere in America. Any number pieces available at all times.

Phone:
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WRITE ——— WIRE ——— PHONE
ERNIE YOUNG
 Capitol Bldg. CHICAGO, ILL.

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DODGEM ...RIDE...

We have been aware for some time that representatives of a concern endeavoring to put on the market an amusement device made in imitation of the Dodgem have been circulating propaganda derogatory to the Dodgem Ride. We have just been awarded the decision in a patent interference in the Patent Office and we are in a position now to proceed speedily against all infringers, and it is our purpose to prosecute to a finish all such actions. **DON'T BUY A LAWSUIT!**

If you haven't a Dodgem in your park, you should have one. We can finance you. Get a mechanically-proven ride and one without patent difficulties if you are going to buy any ride this year. Write for testimonials and terms.

DODGEM CORPORATION, 706 BAY STATE BUILDING, LAWRENCE, MASS.

M. McDonnell Prop.

CENTRAL ENGRAVING CO.
THEATRICAL ENGRAVERS AND DESIGNERS
ENGRAVERS TO HIS MAJESTY "OLD BILLY BOY"

Makers of

CUTS

for Theaters, Circuses and Carnivals.

Duplicates in ELECTROTYPES STEREOTYPES and MATS.

Send 15¢ for 1923 Stock Catalog of Theatrical Letterheads of 100 Designs.



THE ILLUSTRATIONS APPEARING IN THE BILLBOARD ARE MADE BY US
137 W. FOURTH ST. CINCINNATI, OHIO.

OPERATOR SAYS CARD IDEA BOOSTED HIS GAME BUSINESS

An operator of balloon races at Coney Island, New York, who hit upon a novel idea for stimulating business last summer says it proved one of the best money-getting innovations of the season. He issued a card which entitled the holder to fourteen plays, there being that many wheels to the game. The card sold for \$1.40 and had win and lose columns of numbers. If the purchaser played fourteen games and his card showed that he had not won a prize he was entitled to turn it in and receive one. Thus he was assured of at least a single prize with the possibility of fourteen. When one game was won the card was punched to denote that the holder had received a prize and, of course, was not entitled to turn in the card for another after fourteen games had been played.

The operator says he kept a careful record of all cards sold and found at the end of the season that only seven per cent of the many purchasers had failed to win before the full number of games had been played. He states that those familiar with the concession business will appreciate what the cards meant to him as a business getter and also as a means of convincing the public that his games were them a fair break.

NEW STREET TO BENEFIT PARK

A city order for the laying of a 125-foot-wide street along the eastern side of Sunnyside Park, Detroit, is looked upon by the management of that resort as a great asset to business for the coming season. The improvement gives Sunnyside a frontage on two streets, as well as the water front. Jefferson avenue, on which the main gate to the park is located, is one of the heaviest traveled thoroughfares in the Automobile City and has splendid street car and bus service.



SPILLMAN ENG. CORP.

Manufacturers of SPILLMAN 4-CYLINDER POWER PLANTS, 32-FT. TO 40-FT. PORTABLE CAROUSSELLES, 50 FT. AND 60-FT. PARK MACHINES.

Write for Catalog. NORTH TONAWANDA, N.Y.

RIVERSIDE PARK, NORTH GLENROCK, WYO.

Forty minutes' ride from Casper Wyo. The heart of the oil country, shipping the largest amount of oil by rail in the world. A beautiful natural park with excellent railroad and motor car service. Enormous refinery pay rolls, also numerous industries and NO COMPETITION. Don't wait for business, come where IT IS. NOTHING TOO BIG OR SMALL. LONG CONTRACTS. SEVEN-DAY PARK. WANT ALL KINDS OF RIDING DEVICES, BANDS, LEGITIMATE SHOWS AND CONCESSIONS, FREE ACTS, FIREWORKS, WILD ANIMALS, DOGS, PONIES, BIRD BREAKS, IN FACT, EVERYTHING THAT CAN BE USED IN A FIRST-CLASS AMUSEMENT PARK. Musicians for Eight-Piece Jazz Band that are A-1 Novelty Men. Want to buy Air Callope, Un-Fox, Motor Boat, Magavox and anything NEW. Address ROBERT E. LANGUEIN, Manager.

PARK MANAGER AT LIBERTY

Twenty years' experience, good organizer, exceptional publicity man, qualified constructor, capable administrator, highest credentials. Twelve years last position. Have built successes on other men's failures. If you need me wire or write. HERIOT, Billboard, New York.

DECISION

GAMES OF SKILL

U. S. Court of Appeals has just rendered a **DECISION** SUSTAINING our Kentucky Derby Patent, and held it **VALID**

Again our Patents have stood the acid test and cover particularly devices with the make and break and racing objects moving along a course in any direction.

BEWARE OF IMITATORS and buy only such devices from us. This season's offerings include the PUZZLE, FISHING CONTEST and OBSTACLE RACE.

For your convenience we have just moved uptown.

KENTUCKY DERBY COMPANY, INC., 1416 Broadway, NEW YORK.

The United States Circuit Court of Appeals of New York City

HAS UPHELD and VALIDATED OUR PATENTS For

THE BALLON RACER

CHESTER POLLARD AMUSEMENT CO., 1416 BROADWAY, NEW YORK CITY
Write for our 1923 Catalogue with description of games

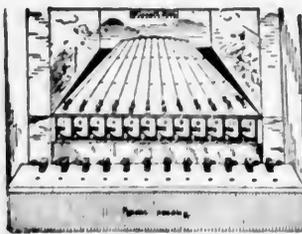
SPECIAL JAPANESE AND ENGLISH VASES

Have in stock large quantities of Japanese and English Vases; also have large variety of Merchandise for Japanese Ball Games, Wheel Concessions and Seashore Novelties. Can make immediate shipments. Also have large Assortment of Decorated Glass Vases and Iridescent Glassware.

OTTO GOETZ,

43 MURRAY STREET, - - - NEW YORK CITY

THE CONY RACE



The game of no secrets. Players' own skill with ball is plainly visible. All parts of machine are neat and attractive. Have you seen the game? If so, you already know how wonderful it is. How people are wild about it; just the thing people wanted. So it is known as the king of all games. For coming season there are to be still further improvements toward satisfying the people. Come and see the game and buy direct from me or through my agents. Beware of any imitators and you will avoid trouble.

PRICE, \$2,000.00. Terms To Suit!!

M. HIGUCHI,

Manufacturer and Inventor,

52 Second Avenue, COLLEGE PT., N. Y.

Tel. Flushing 3698.

MONEY-MAKING OPPORTUNITY CONCESSIONS FOR RENT

BATHING BEACH, 60 BATHROOMS; BOATING PRIVILEGE, Restaurant, Ice Cream, Drinks, Root Beer, Orangeade, Candy, Cigars, Games, High Striker, Fish Pond, Large, Popular Dance Hall and Legitimate Concessions.

AT BLUE GRASS PARK, LEXINGTON, KY.

WE HAVE Giant Coaster, Carousel, Sea Plane, Pheasant Farm, Pony Track, Ball Grounds, Bathing, Boating, Free Attractions. WANTED—Free Attractions, Tent Shows, Sings, Pit Shows. Address ARTHUR R. WILBER, Box 727, Lexington, Ky.

"THE DARE-DEVIL OF THEM ALL"

DARE-DEVIL DOHERTY

THE ONE MAN IN THE WHOLE WORLD PERFORMING

"LEAP FOR LIFE IN FLAMES"

ON A BICYCLE

THE BIGGEST OUTDOOR THRILLER AND CROWD-GETTER OBTAINABLE.

NOW BOOKING PARKS, FAIRS and CELEBRATIONS

FOR OPEN TIME AND TERMS ADDRESS

WIRTH-BLUMENFELD FAIR BOOKING ASSOCIATION, Inc.
SUITE 221 STRAND THEATRE BUILDING, - NEW YORK CITY

NOTE—WE HAVE THE EXCLUSIVE MANAGEMENT OF DARE-DEVIL DOHERTY FOR THE SEASON 1923.



WANTED CHILHOWEE PARK KNOXVILLE, : : TENN.

Applications from responsible Concessionaires for installation of Hilarity Hall, Caterpillar, New Coaster, new Three-Abreast Carousal, Dodgem, Mirrormaze, Shooting Gallery.

Knoxville, Tenn. Population, 100,000. Double track car service. Eighteen minutes from business center. Only amusement park.

WE HAVE—Old Mill, new Dance Pavilion, new Skating Pavilion, Boating, Bathing, \$10,000 Toyland Playgrounds.

WANTED TO BUY—20 Second-Hand, good condition, metal Row Boats; 200 pairs Richardson Skates, 3 Laughing Mirrors.

FOR SALE—Good condition, Frolic, 57 Gavoll Band Organ, two Miniature Railroad Engines and six Cars.

CANNOT USE Wheels or Grind Joints. All other Concessions sold.

WANT—For East Tenn. Div. Fair, 8 good Free Acts for Platform for Sept. 24, 25, 26, and 8 Acts for Sept. 27, 28, 29. Only the best of Acts wanted. We book direct. Make price right. Address

H. T. LUCUS, P. O. Box 683, - - - Knoxville, Tenn.

CONCESSIONS WANTED

FOR RECREATION PARK, MUSKEGON, MICH.

Good proposition for Jumping-Horse Merry-Go-Round. Following Concessions are taken: Shooting Gallery, Dolls, Silverware, Vanity Cases, Jewelry, Novelties, Lunches, Drinks and Ice Cream. All others open. Space limited. Seven-day park. Open May 30th. 75,000 drawing population. **MANAGER SAM DANEGELES**, 16 E. McKinney Ave., Muskegon Heights, Mich.

SOME RACE GAME!

HAVE YOU SEEN THE GLOBE BICYCLE RACE MACHINE IN OPERATION?

It is a game of skill different from the others—lots of excitement for twelve players. Big Money-Getter. A Race Every Ten Seconds. Built To Last a Lifetime. Wonderful Appearance. Big Hit. Only a few Machines for Delivery for 1923. First Come First Served. Moderate Prices. Terms can be arranged by writing to **MILTON M. BROOKE**, Sales Agent, 1328 Broadway, New York City.

TOB-O-GAN

SOMETHING BRAND NEW

PATENTED JANUARY 2, 1923



**A Thriller
A Money Maker
A Drawing Card
Noiseless
Large Returns
Absolutely Safe
Prices Reasonable
Low Operating Expenses**

No Park or Beach is complete without one. Season's output limited.

GET BUSY NOW!
A new conveyor for returning Toboggans.

POPULAR SCIENCE

says this new, unusual sport is a combination of thrills that add the exhilaration of the snow-paved toboggan chute to the spray-whipped run of a hydroplane.

Some Territory Left For Good Live Agent

For further information and prices write or wire.

TOBOGGAN WATER SLIDE CO., Inc.

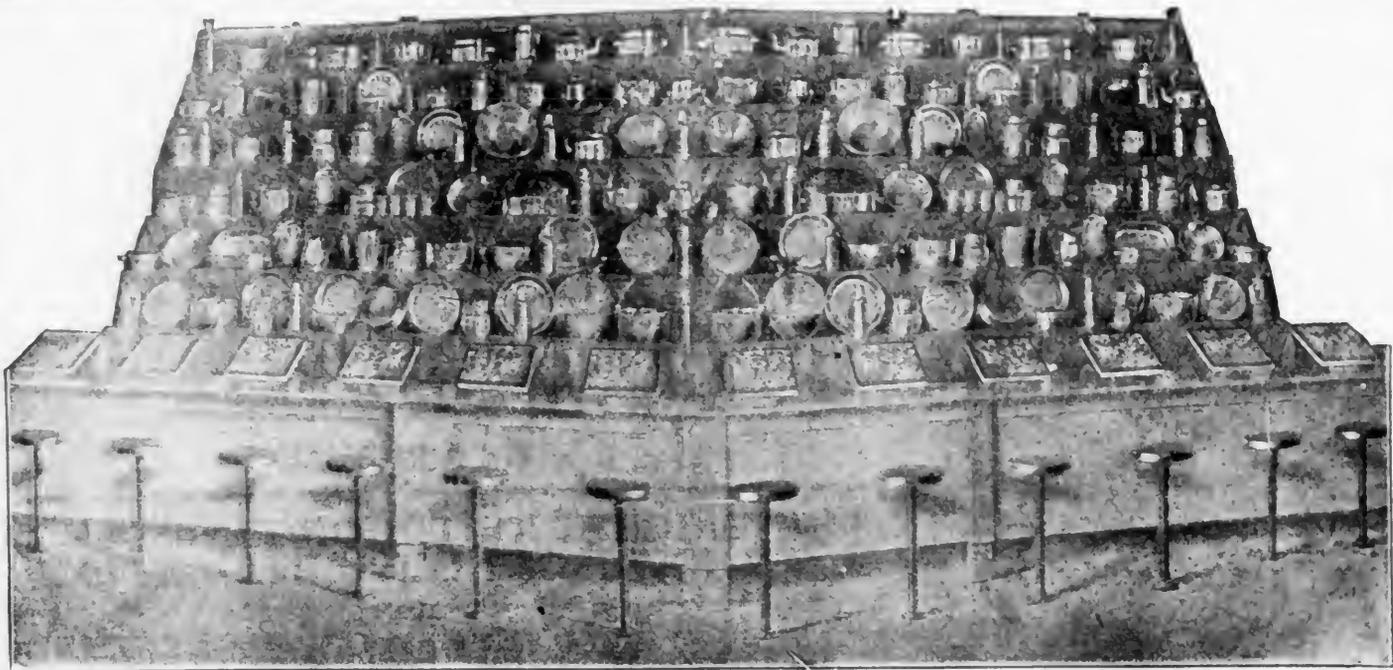
SULPHUR SPRINGS, - - - FLORIDA

**WALKER
AMUSEMENT ENTERPRISES**



Alliance Bk. Bldg., Rochester, N. Y.
ARNOLD NEBLE, New York City Representative
1416 Broadway, NEW YORK CITY

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**40
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Now's the Time to Order

**Be Ready for the
Spring Rush**



SANISCO
TRADE MARK

Ice Cream Sandwich Machine

**DON'T WAIT TILL SPRING—START MAKING MONEY NOW!
SMALL INVESTMENT: BIG PROFITS.**

Wherever crowds gather—there's money for you. Brings back your investment in a few days—and then the profit's velvet.

GET BUSY IF YOU "WANT IN" THIS SPRING—WRITE FOR DETAILS.

THE SANISCO CO., MILWAUKEE, WIS.
Manufactured and sold by Albert Lea Dairy Supplies, Ltd., Edmonton, Canada.

**\$100,000 IMPROVEMENT
PLAN FOR CHILHOWEE**

New Coaster, Roller Rink, Dance Pavilion and Playground Equipment Being Installed

Knoxville, Tenn., March 10.—Chilhowee Park, owned and operated by the East Tennessee Division Fair, is undergoing an improvement program that, it is said, will cost \$100,000. The old coaster and other buildings are being demolished to make way for a dance pavilion, roller rink and a new coaster. About \$10,000 is reported to have been invested in playground equipment, now in storage on the grounds. A complete change in the lighting arrangement is to be made, all walks are to be rebuilt and large space beside the park is to be provided for the parking of automobiles.

The operation of Chilhowee is mainly for the purpose of deriving sufficient revenue from the rides and concessions to keep the property in good shape. The park and the fair have made rapid progress in the last two years and are now well established in fair and amusement channels.

With local business conditions in excellent shape the management looks for 1923 to be the biggest season in the history of Chilhowee. A large list of picnics already has been booked.

CHANGING LUNA'S APPEARANCE

Lloyd Jeffries informs that Luna Park in Charleston, W. Va., of which he is general manager, will present quite a few new features when the season starts. Buildings are being repainted, he says, and up-to-the-minute attractions being installed. Wading pools and a variety of apparatus is being installed for the children's playground, which will be in charge of a competent attendant. A horse-shoe court and kitchen facilities will be added to the picnic grove. Jeffries states that the open dates for picnics are filling rapidly and promises to offer sensational free acts at frequent intervals.

A replica of the entrance of the recently discovered tomb of Tutankhamen in Egypt and a reproduction of the contents of the rooms opened is to be installed as a feature of the Silver Subway, a water ride at Chester Park, Cincinnati, for the coming season.

**TOLEDO
BEACH**

Finest Bathing Beach on the Lakes. Direct car service and good roads.

OPENS DECORATION DAY

We have room on our Park for Circle Swing, Ferris Wheel, Whip, Aerial Swing, Photo Gallery. Will lease Restaurant and Chop Suey privilege (buildings up).

**THE TOLEDO BEACH
AMUSEMENT CO.,
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**WANTED
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BALLOON RACER**

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In the heart of oil fields. Will play Road Shows and Concessions. Dancing and Swimming.
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"INDIANA'S PLAYGROUND"

A few more Concessions left. Games, Dance Hall, Candy, Cigar and Cigarette Concessions. Will lease Seating Gallery ready for business. WANT Rides of all kinds. Merry-go-Round. I have 200 Fatigue and Red-Bellies. Will lease. The Fatigue takes them for \$1.00 per pair. Address C. H. SHANK, Pres., 2682 W. Michigan St., Indianapolis, Indiana.



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OUR TERMS—25% deposit with order, balance C. O. D. Issued. All goods shipped F. O. B. New York. Credit extended to customers well rated and high commercial references.

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FASTER THAN A TICKET SELLER—IT REGISTERS EVERY ADMISSION



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REGISTER SAFEGUARDED

AUTOMATIC PASSIMETER
ELIMINATES FINANCIAL WORRIES
THOUSANDS IN OPERATION

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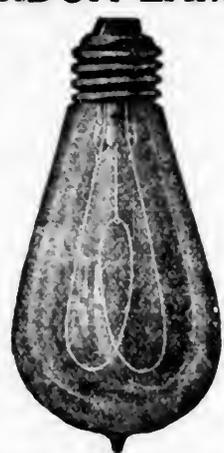


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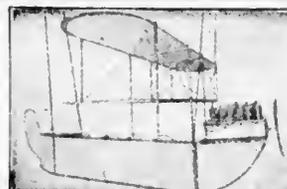


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SAFETY ELECTRIC CO.
Manufacturers

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H. F. MAYNES' New Caterpillar \$28,323.83 in 9 weeks

The World's Greatest Rides Have Beaten All Except the Biggest Coasters

The Original Traver **SEAPLANE** — **JOHN A. FISHER'S Joyplane** — **Butterfly**

No Park complete without it. Carried 8952 in one day. Greatest thriller yet devised. Often beat a \$45,000 Coaster. Prettiest Ride ever built. Earned its cost in ten weeks.

TRAVER ENGINEERING CO., Beaver Falls, Pennsylvania.



TYBEE BEACH IMPROVEMENTS

Big Ocean Resort of Georgia To Begin Season May 15

Savannah, Ga., March 8.—The C. of G. Railroad, which owns the Tybee Beach Railroad and Tybira Pavilion, the mammoth dance and concession building, the largest of the island bath houses, announces thru General Passenger Agent Fred J. Robinson that extensive improvements will be made on all properties at Tybee Beach prior to the opening of the regular season, May 15, and that reservations made for picnics, conventions and other events indicate a very active season for the resort. The Mayor and aldermen of the Tybee municipality have let contracts for street paving and numerous improvements that are now well under way and the County Commissioners report that the \$2,000,000 paved auto road from this city to Tybee Beach will be completed and open to traffic early in the season; hence the famous old beach is taking on new life and rapidly developing into an all-year-round resort.

Tybee also has the Fort Stevens Barracks, now headquarters for the recently returned soldiers from the Rhine and the celebrated Eighth Regiment Military Band, an important added attraction for the 1923 season.



Philadelphia Toboggan Company

Amusement Park Engineers

Manufacturers and Builders

COASTERS CARROUSELS MILL CHUTES

Germantown, Philadelphia, Pa.

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IS YOUR PARK MODERNLY EQUIPPED FOR SPRING OPENING?

Attractive, safe devices bring big receipts and freedom from operating worry. **ORDER AT ONCE!**

ISLAND PARK

BRATTLEBORO, VT.

Two minutes' walk from Union R. R. Station just across the Connecticut River in New Hampshire. Booking Vaudeville, Repertoire, Bands, etc. Circus Grounds, Baseball Grounds, Carnival Grounds, Swimming Pool, etc. Open May to October.

ED. J. FENTON,
Lessee and Manager.
Brattleboro, Vt.

PEREY TURNSTILES POPULAR

Sales Manager, Trubenbach, of the Perey Manufacturing Company, reports that his firm has to date booked more orders for turnstiles for amusement parks for delivery in the spring and summer than in any previous year.

The "Pay-as-you-leave" system is increasing in popularity, says Trubenbach, and several parks that used the "Pay-as-you-enter" system will change to the "Pay-as-you-leave" system this season.

The "Automatic" Type Passimeter also is increasing in popularity over the older method of having the turnstile unlocked by the cashier, he declares, and many leading parks have entered orders to change over to the automatic style turnstile, while others are considering new installations or are increasing their present ones.

R. A. Ellison of the Amusement Device Company, Cincinnati, announces that he has been awarded thirty-five claims for improvements on the Monkeyland device. A new feature of the mechanical game, he says, is a looping the loop stunt.

THE COUNTRY CLUB PARK

WILBER, NEBRASKA.

Will open early in May. Would like to hear from Acts playing around close for SUNDAYS ONLY. H. F. MAGNUSSON, Owner and Manager.

SUNNYSIDE PARK

DETROIT, MICH.

We have the best location in Detroit and invite inventors and concessioners to install their devices or concessions upon an equitable percentage basis or outright purchase in this coming money-getting resort of America : : :-

"SUNNYSIDE PARK"

Address EDWARD J. SCHMIDT, 508 Monroe Ave., DETROIT, MICH.

THE ARGUS TICKET CO.
 AMUSEMENT TICKETS
 354 N. ASHLAND AVE. CHICAGO - ILL.

TWENTY-SEVEN YEARS EXPERIENCE AT YOUR SERVICE
ROLL (RESERVED COUPON) FOLDED
FOOTBALL TICKETS CARNIVAL
 DIAGRAM AND ADVANCE SALE RACKS
 BEST FOR THE LEAST MONEY QUICKEST DELIVERY CORRECTNESS GUARANTEED

Snaps on— and your Electric Sign is colored

A bright, snappy color that stands out among other color signs. RECO COLOR HOODS pay for selves within a year. Prices are down. Write for bulletin.

REYNOLDS
 ELECTRIC COMPANY
 Mrs. of Race Motors, Flashers, Etc.
 2632 W. Congress St. CHICAGO.

TURNSTILES

TICKET BOXES AND CHOPPERS

SEE THEM IN—
 WILLOW GROVE PARK, PHILA.
 CONEY ISLAND, CINCINNATI
 ERIE BEACH, BUFFALO
 ROCKAWAY BEACH, NEW YORK
 RIVERVIEW PARK, BALTIMORE

SEE THEM IN—
 GLEN ECHO PARK, WASHINGTON
 SUNNYSIDE PARK, TORONTO
 REVERE BEACH, BOSTON
 SEA BREEZE, ROCHESTER
 RAMONA PARK, GRAND RAPIDS

DAMON-CHAPMAN CO.

ROCHESTER, NEW YORK.

NEW YORK OFFICE: Astor Theatre Bldg. Suite 500.

SAYS PUZZLE IS IN FAVOR

Rochester, N. Y., March 8.—The Walker Amusement Enterprises, of this city, manufacturers of the Puzzle, report that this game of skill has met with instant favor since its introduction to park men and concessionaires last month.

This new device permits from forty to one hundred players to participate in the contest at one time.

Charles M. Walker, head of this organization, is well known in the outdoor show world. He expects to introduce other games of skill.

PERMIT SUNDAY AMUSEMENTS

Fitchburg, Mass., March 9.—At a recent town meeting in Lunenburg, Mass., where Whalom Park is located, the people authorized the Lunenburg Selectmen to issue licenses for Sunday amusements. A campaign for such legislation was waged by the Fitchburg and Leominster Street Railway Company, owner of Whalom Park, which caters to thousands of pleasure seekers during the summer, especially on Sundays.

A NEW GAME

Markey and Lisch of New York, manufacturers of the Golden Egg Racer, report that this new game of skill will be operated by many concessionaires and park men this season. The device, made portable or stationary, comes in units.

For Sale or Lease LAKEVILLE PARK, ON LAKE ODELL, LAKEVILLE, OHIO.
 A park of 26 acres. Baseball grounds, a natural picnic grove with shade and tables. A hotel of 20 rooms, gas electric and water system. Natural gas. A small bath house and boats, concession stand, barn, garage, the house full for the season. A lake 1 1/2 miles, where there is good boating, bathing and fishing. Off the C. C. Hignway, half way between Cleveland and Columbus, Ohio. On the P. Et W & C. Railway. All at the depot. An opportunity for an allotment. J. L. REGNE, Lakeville, Ohio.

WILL LEASE

BOX BALL or SKEE BALL CONCESSION
 Good empty building, 2-30x50, at Flint Park. FLINT PARK & AMUSEMENT COMPANY, Flint, Mich.

The Success of Your Affair Depends on Good Music
VICTOR'S BAND ORCHESTRA Write or Wire
 JAMES F. VICTOR, care Billboard, New York City.

The Carruthers Swires Amusement Co. Will Open Their Auto City Garden, for Their Second Season On May 26th, 1923.

After a very successful season last year we expect to do better this season. The Park is located on Michigan Avenue, at Western and Dewey Aves., on two car lines, and can be gotten to from any part of the city for one carfare. We are ready to book all kinds of Concessions and Games. And wanting all kinds of Rides—Circle Swings, Merry-Go-Round, Ferris Wheel, Dodgem, Coasters, and everything in the amusement world. Secure your location now and be ready for a big season. We will give the best of terms. The TWIST RIDE will be the feature of the season. Our Dances last season, under the management of Mr. Renner, were a blooming success. Detroit is booming. Lots of money, and Success is our name. Come on with your 10-in-1 Shows. All clean stuff and no grift. Remember, Detroit has 1,250,000 population and only two parks, 8 miles apart. Address all correspondence to

E. E. RENNER, 4422 12th St., Detroit, Mich.

STARLIGHT AMUSEMENT PARK

E. 177th St., New York

NEW YORK CITY

UPWARDS OF ONE MILLION ADMISSIONS 1922.

New Sites Available for **BIG DIPPER, VIRGINIA REEL, CATERPILLAR**

Food, Drink and Game Stands Being Let for 1923

Large Theatre To Be Let on Percentage. Also Several Rides and Games.

All offers to **CAPTAIN E. WHITWELL**, General Manager.

Recreation Pier

LONG BRANCH, N. J.

THE RESORT OF MILLIONS OF VISITORS EVERY SEASON.

We can find room for good, responsible people who have Legitimate Attractions. Want party interested in placing permanent Merry-Go-Round, Caterpillar. Excellent beach bathing. Long season. Seven days. Excursions. Boats, trains, bus and trolley service. On highway from New York and Northern New Jersey cities.

D. J. MAHER, 15 E. State Street, Trenton, N. J.

HILLSIDE PLEASURE PARK

Newark, N. J.

Opens Sundays, Early in April. Regular Season Opens May 26th. Two Shows daily. 1,000,000 people to draw from. Between Newark, Passaic and Paterson. Best location in the city. Only Photo Gallery and a few more Concessions left.

HILLSIDE PLEASURE PARK,
 T. W. CROWLEY, Manager, Newark, N. J.

LUNA PARK, Charleston, W. Va.

WILL CONSIDER LEASING TO RESPONSIBLE MAN SEASON 1923

SKATING RINK and SWIMMING POOL

Wonderful opportunity for man who knows the business by experience.

BEADED BAGS—BLANKETS—COUNTRY STORE—SILVERWARE—RESTAURANT—NOVELTIES, Etc. Etc.

ARE STILL OPEN.

Write or wire what you have. We can place you.

LUNA PARK AMUSEMENT CO., CHARLESTON, WEST VA.

MOUNT VIEW PARK—New Philadelphia, Ohio

OPENS MAY 16TH.

WE WANT Attractions of the highest class. "Big-Time" Features. Stock Company or Minstrels playing one-day or week-end. We have the only show lot. One block from car line. Town closed. Write for booklet. WE HAVE Merry-Go-Round, Merry Widow Swings, Boat Rides, Boat Swings, Dancing and the Underground Wonderland, also Auto Tourist Camp all free. We offer to best, so we don't worry about rest
 F. E. ANGEL, General Manager. J. J. FLOOD, Manager of Attractions. BOX 183.

WE'RE BOOSTING YOUR GAME, BOOST OURS—MENTION THE BILLBOARD.

"LUSSE SKOOTER"

Will be in operation throughout the States this season at numerous Up-to-Date Parks.

It is never too late to install a "Skooter Ride", as it will more than make good for money invested.

WRITE FOR ILLUSTRATED BOOKLET

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 ONE OF THE OLDEST BUILDERS OF AMUSEMENT MACHINERY IN THE UNITED STATES

WANTED---CORONADO TENT CITY---WANTED

CONCESSIONS AND GAMES OF SKILL

No grift wanted. Season opens May 15. Closes September 15. Long season. No moving. Good new games get plenty of money. Contracts close April 1. Best spot on Pacific Coast. Address

GLASSFORD & LEIGHTON, care Elks' Club, San Diego, Calif.

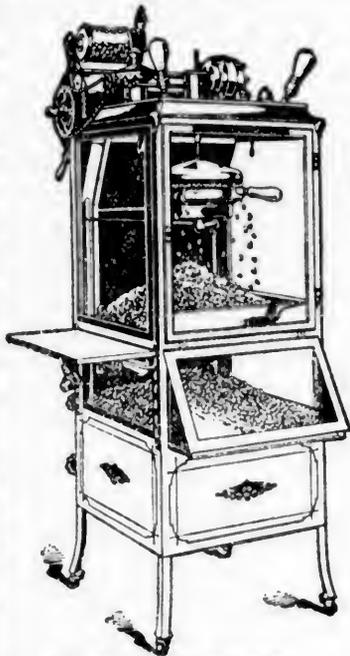
CONCESSIONS TO LET ON PUT IN BAY ISLAND

Largest Summer Resort on Lake Erie for season 1923. Daily steamers from Detroit, Cleveland, Toledo and Sandusky. Different sizes of buildings to rent for legitimate Games on male thoroughfare. Above premises are located between the Park and Bathing Beach at Perry's Mound. Prospects for season are good. You can do business seven days a week. When writing for Concessions state size of frontage wanted. Price for same is Ten Dollars (\$10) per foot frontage with buildings, \$8 a foot frontage without buildings. The above price is for whole season. Season opens June 15. Closes after Labor Day.
 D. ROSENFELD, Put in Bay, Ohio.

BLOW BALL RACE

The lowest priced, flashiest group skill game for parks. Portable for carnivals. Pat. Nov. 7, 1922. Write before buying any game device.
 E. E. BEHR, MFR., 4015 Pabst Ave., Milwaukee, Wisconsin.

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



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"The Cretors" Corn Poppers & Peanut Roasters

WORLD'S LARGEST AND MOST SUCCESSFUL LINE

40 Different Models—Established Since 1885.

Each Kernel Seasoned Alike

A Machine for Every Location — A Price for Every Purse.
Most Economical and Durable.

Exclusive Process—Large Capacity—Outclasses All Competition.

The Cretors Way—Is Sure To Pay

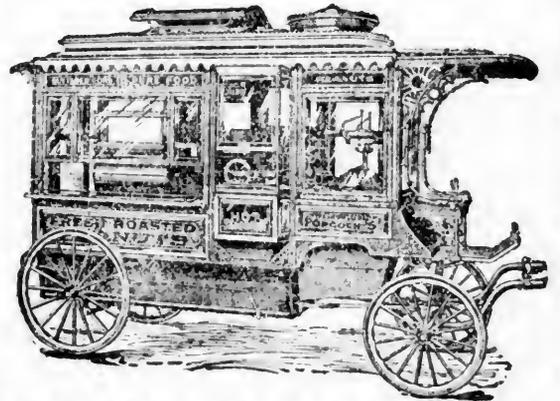
The More They Smell—The More You Sell.

It's "Tosty Rosty"—Relished By All

SOLD ON EASY TERMS

For quick service address

C. Cretors & Co. Sales Dept. 22nd & Jefferson Sts. **Chicago, Ill.**



NOTICE TO SHOWS AND PARKS

We can supply you with LIVE ALLIGATORS of all sizes. Quick shipments, low prices. Also Southern Birds in season, Wood Ibis, Blue Heron, Water Turkey and other Birds. Write for price list.

ALLIGATOR FARM,
West Palm Beach, Fla.

WANTED FOR REBMAN PARK-FERNE CLYFFE and PICNIC GROUNDS

Steam Swine, Band, Ferris Wheel, good, clean Shows, all Concessions. This 80-acre park is a wonderland of bluffs, caves, canyons, great trees, springs of clear, cold water. The only park in Southern Illinois. Half the State to draw from. Open May 3. Address REBMAN PARK-FERNE CLYFFE, Goreville, Illinois.

FOR SALE

TO CLOSE AN ESTATE

An Electric Incline Road and Roller Coaster at Midway Park. 135 feet elevation, 1,000 feet in length, follows natural contour of hillside and along the bank of the Wabash River. One of the most beautiful Coaster Rides in America. Free light and power for two years.

ESTATE D. C. McMONAGLE, Middletown, N. Y.

The New Sensation (Markey & Irsh, Mfrs.)

THE GOLDEN EGG RACER

(Patent Allowed)
Demonstration Daily 10 to 5.
Room 3, 200 East 23rd St., NEW YORK.

U. S. FLAG and SIGNAL CO.

MANUFACTURING DECORATORS
Lowest prices for Halls, Fairs, Conventions or entire cities.
NORFOLK, VA.

OSTRICHES FOR SALE

With male and female. One hundred to three hundred dollars each. Address CAWSTON OSTRICH FARM, South Pasadena, Calif.

RAY "I SAW IT IN THE BILLBOARD."

MODERN BATHING POOL

At Woodlawn Park, in Trenton, N. J., Will Accommodate 2,500—Grand Stand for Spectators

Trenton, N. J., March 9.—Ground was broken this week at Woodlawn Park for one of the largest and most modern bathing pools in the country. Lynch Brothers, engineers of New Haven, Conn., prepared the plans, and the Turck Construction Company, of New York, is doing the work. The pool is to be completed in time for the opening of the summer season. In winter it will be used for ice skating.

For the project five acres of ground have been leased. In addition to the pool there will be a grand stand capable of accommodating 2,000 people, bath houses with 450 rooms and 1,000 lockers, a ladies' beauty parlor, a barber shop and a shoe shining parlor. With a concrete bottom 200 feet wide and 310 feet long the pool will afford ample room for 2,500 bathers at one time. The depth will range from a few inches at the edge to ten feet in the center.

The management proposes to present well-known amateur and professional swimmers and frequent novel aquatic programs during the warm-weather period. Two afternoons a week will be reserved for ladies, for whom instructors will be provided.

Spectators will not be permitted to use the large sand beach or property adjacent to the pool, and for their benefit the grand stand is being constructed. A lighting scheme perfected by the General Electric Company will brilliantly illuminate the stand and pool without reflecting shadows or a glare, it is said.

It is said the water used by the bathers will be purer than that used for drinking purposes. The pool will contain about 2,300,000 gallons of water, which will pass thru the filters every twenty hours and, in addition, will be subjected to the action of ultra violet rays and finally treated by the latest type of chlorinators. It is announced. Special electric pumps will force the water thru the filters at the rate of 2,500 gallons per minute. Competent chemists will be in attendance. The pumping and purifying system will be open to the people at all times, so they may understand the high standard of hygiene being maintained.



Everything for Clubs, Lodges and Dance Halls Velvet Dance Wax

100 lbs., \$16.00 50 lbs., \$8.50
The BALL ROOM SUPPLY CO.
81 E. Madison, CHICAGO
The Emerald, Redondo Beach, Cal.

WANTED 2 GOOD FORTUNE TELLERS for Summer Engagement at CAPITAL BEACH, Lincoln, Nebraska.

"THE WHIP"

THRILLING AMUSEMENT RIDE
for Carnivals, Fairs and Parks

also

Palace Galloping Horse Carousells, Mechanical Shooting Galleries, Human Roulette Wheel, Funny Stairs, Cake Walk.



W. F. MANGELS CO.,

Carousell Works, CONEY ISLAND, N. Y.

WANTED

Aeroplane, Ferris Wheel, Dodgem or any of the late rides on Commission. Address

Clear Lake Park Co., Clear Lake, Ia.

CAMDEN PARK

PRETTIEST LITTLE PARK ON OHIO RIVER. Will open about May 20 with several new Attractions, consisting of Whip, Ferris Wheel and several others. Address H. O. VLA, Mer., Huntington, W. Va.

KERNEL POP POPCORN

KERNEL POP SALUTES YOU. Offering his KERNEL POP POPCORN at \$1.00 one hundred pounds. F. O. B. Grinnell, Iowa. Cash with order. Popcorn vendors can make more money by popping KERNEL POP POPCORN. Grows and sold by SAM NELSON, JR., CO., Grinnell, Iowa.

WILL PAY CASH

FOR USED PORTABLE BALLOON RACER. Write B. LANG, 800 8th Ave., New York City.

TOLEDO, O., SPACE TO RENT

Wire Worker, Cotton Candy, Other small space. One 40x20, \$500. One building, 20x70, \$2,000. RYTHELLER, 402 Jackson St., Toledo, O., Woodbridge Park.

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FULL SIZE

FULL WEIGHT

AMERICAN SPEARMINT
BEST GUM ON THE MARKET AT THE PRICE
1c PER PACKAGE OF 5 STICKS

ZULU SPEARMINT waxed sealed pink end packages 1½c.
 Both packed 100 to carton—10 cartons to case.
 Terms cash with order F.O.B. Chicago.

ZULU MFG. CO.,

539-543 St. Claire Street,

CHICAGO, ILL.

CONEY ISLAND--BOARDWALK

THE NEW (\$2,000,000) BOARDWALK ON THE OCEAN FRONT IS NOW OPEN TO THE PUBLIC.

We have a few choice locations left on our (BIG CULVER LINE TERMINAL) property on Surf Avenue, "THE HEART OF CONEY", for a One-Ring Circus, Open Air Attractions, Carnival Company, Exposition and Side Shows, Concessions and Novelty Acts, on rental or percentage basis. Railroad sidings adjoin exhibition grounds. Act quick. Wire or write.

LOUIE J. HARRIS, CONEY ISLAND, N. Y.

USED AMUSEMENT DEVICES

Rides, Games and Penny Arcade Machines

FOR SALE

RIDES:

THE WHIP CARROUSEL FERRIS WHEEL AEROPLANE SWING
 KENTUCKY DERBY MONKEY CLIMBER FROG POND
 YACHT RACE SKEE BALL ALLEY PENNY ARCADE MACHINES

WILL BUY

CARROUSELS AEROPLANE SWINGS DODGEM BALLOON RACER
 CONY RACE SKEE BALL ALLEYS EVANS CANDY RACE TRACK

CHAS. PALASH & CO., 1847 Park Place, Brooklyn, N. Y.

WANTED AT FUNK'S LAKE PARK, WINCHESTER, IND.

GOOD, CLEAN TREE ATTRACTIONS

That get the crowds. Any Sunday from May 1st to Sept. 15th. We have Roller Coaster, Merry-Go-Round, Cement Bathing Beach. We want Fun House and one more good ride on liberal percentage. Concessions open. Park joins world's greatest ½-mile speedway. Address

F. E. FUNK, Winchester, Ind.

CONCESSIONS WANTED

BOYSEN BAY

VAN ANTWERP BEACH

ON BEAUTIFUL ONEIDA LAKE

Syracuse's Only Bathing Beach. Radius Fifty Miles. 250,000 People

Bids are wanted for the following privileges: Ice Cream, Soft Drinks, Hot Dogs, Dolls, Merry-Go-Round, Bathing, Snooting Gallery, Mixture Railway, Races, Kentucky Derby, Dodgem, etc. Up-to-date Rides and Shows and all Amusements desired. Twenty-five-minute ride from Syracuse. Excellent roads and accommodations. Write or wire immediately.

GERSON RUBENSTEIN, Attorney, 402-406 Gurney Bldg., Syracuse, N. Y.

SYLVAN DELL PARK

Est. 1875 (Williamsport, Pa.) Inc. 1900.

WANTED—Good Road Orchestras (Dance). Percentage. Small Clean Carnival or Shows, one having good Rides. No carnivals allowed in city. Bids of any kind; percentage.
 SYLVAN DELL PARK ASSOCIATION, 170 Market St., Williamsport, Pa.

CHOP SUEY RESTAURANT, CONCESSIONS, BUNGALOWS, BOARDING HOUSES AND RESTAURANTS FOR RENT

On the Boardwalk, Keansburg, N. J. New Point Comfort Beach Company

SOUTH BEACH, STATEN ISLAND, NEW YORK CITY

A real Beach Resort. Real Salt Water, Waves and Sand. All kinds of Shows to be let. Sites for Rides, Shows, Amusements and Games of Skill. GOOD LEASES—EVERYTHING AT REASONABLE PRICES. Let's hear what you got to offer; don't be backward. Ask questions and for details. The right is reserved in each case to reject all offers if it is deemed to be for the interest of the owner or agents so to do. All offers to
 BOX 1062, Billboard, New York City.

PARK NOTES

F. Sonnenburg, of 2201 Amsterdam Avenue, New York City, will manage Joyland Park, Myrtle Beach, Conn., this year.

Edie Woods, owner of Riverside Park, North Glenock, Wyo., has engaged Robert E. Langston as manager for this year. The resort is located in one of the largest oil shipping districts in the country and its policy for the new season will be along the lines sanctioned by the N. A. A. P.

The Coney Island Company, Cincinnati, recently agreed to pay into the United States District Court the sum of \$43,500—the appraised value of the steamer Island Queen—on condition that damages arising from the crash of the hurricane deck on April 27, 1922, during the Grant Centennial celebration, be limited to that amount.

Colonel I. M. Martin, manager of Chester Park, Cincinnati, received numerous messages of condolence from his host of friends in the amusement business last week on the death of his only daughter, Helen A. Martin, 19 years old, March 3. Miss Martin died from influenza at a school she was attending in the East. Mrs. A. V. Rockwell, secretary of Chester Park, reopened the offices last week to supervise the vast amount of preliminary clerical details for the coming season.

Owners, managers and others identified with pleasure resorts will find many helpful suggestions and ideas in Al B. Hodge's article, "The Amusement Park as a Community Asset", which is one of the features of this Special number of The Billboard. Thru his connection with Riverview Park, Chicago, and as secretary of the National Association of Amusement Parks Mr. Hodge is experienced in the details that mean success or failure to a park, and his opinions are so based.

"Famous Ice Cream Wafers"

Packed in tin cans containing 600 wafers.

Can be used with Sanisco Sandwich Machine.



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Trade-Mark

For Fairs, Parks, Carnivals, Concessions and All Amusement Places.

PRICE, \$2.00 PER CAN

Manufactured by

MICHELE STROLLI & COMPANY
 1528 Dickinson Street, PHILADELPHIA, PA.

WANTED

Merry-Go-Round

OR OTHER RIDES

at Geauga Lake, Ohio. W. J. KUHLMAN, 8514 Broadway, Cleveland, Ohio.

PARK ISLAND—Lake Orion, Mich.

WANTED—Japanese Bowling, Passenger-Carrying Hydroplane, Penny Arcade, Fun House, Restaurant, any new Ride.

WANTED—Balloon Man, with outfit. Assistant Manager for Skating Rink.

FOR SALE—Controlling Interest Mammoth Aerial Swing, Cotton Candy Machine, large Cretor Pop Corn Machine, cheap.

TRADE—Aerial Swing for Penny Arcade Machines or Jumping-Horse Carrousel. Swing well located. Good business.

Address THOS. REID, Box 74, Venice, California. Lake Orion catering to over one million people.

MILLER & BAKER, INC.

AMUSEMENT PARK ENGINEERS

MILLER PATENT COASTERS & DEVICES

SPECIAL DESIGNS & STRUCTURES

President, John A. Miller. Suite 3041, Grand Central Terminal, New York, N. Y.
 P. O. Box 48, Homewood, Ill.

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OPEN FOR PARKS

AMERICA'S LARGEST OPEN AIR ATTRACTION

Big Double Flying Return and Casting Act. All-steel tube rigging. Fairs booked exclusively. MR. HARVEY HOBART, 325 and 326 Neville Bldg., Omaha, Neb. Booking Parks direct.

FLYING MELZERS, 800 Brown St., Saginaw, Mich.

FAIRMOUNT PARK

"THE HOME OF PICNICS"

KANSAS CITY'S ONLY NATURAL AMUSEMENT PARK.

HAVE BUILDINGS ON MAIN MIDWAY for Penny Arcade, Crystal Maze. Also good location for Goat and Pony Train, Palmistry, etc. Have complete Motordrome to lease on percentage.

HAVE FOR SALE AT A BARGAIN FOUR TEN-PINNET ALLEYS COMPLETE

FAIRMOUNT PARK AMUSEMENT CO., G. C. McGinnis, Mgr., Mt. Washington Station, Kansas City, Mo.

At Liberty--Mutascio's Jazz Band Orchestra

For Park, Chautauque or first-class Carnival Company. Furnish any number first-class Musicians.

MUTASCIO'S BAND, 185 Thompson St., New York City.

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MASON'S DANCE FLOOR WAX

A ready-to-use Granulated Wax. Ideal for all outdoor and indoor dance floors. Gives Quick Results Economical. Guaranteed. Try it. Sold in bulk or sifter-top pound size cans. Can. \$4.00 per Doz. Bulk. \$25.00 per Hundred; 50 Lbs., \$13.75; 10 Lbs. to 50 Lbs., 30c per Pound. Free wax added to each order to amount of charges.
 MASON FLOOR WAX CO., Ashtabula, Ohio.

WANTED: AEROPLANE SWING and WHIP

SILVER BEACH AMUSEMENT CO., ST. JOSEPH, MICH.

JOYLAND PARK—Myrtle Beach, Conn.

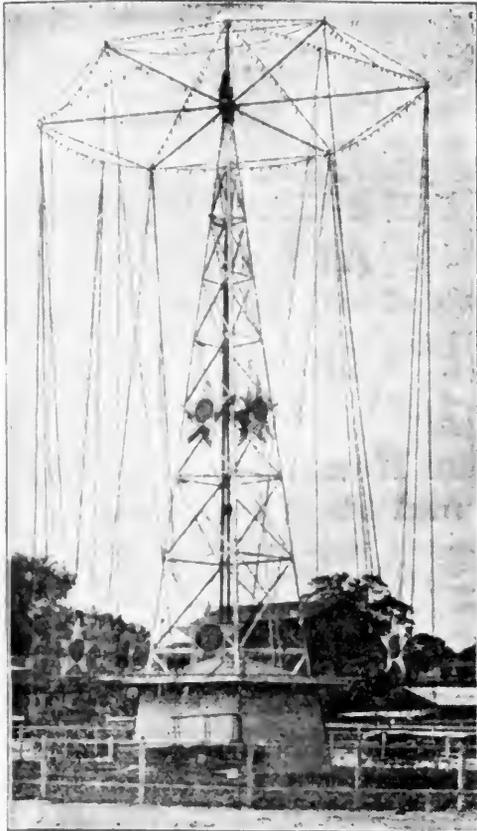
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Good locations for Shows and Rides. Flat or Percentage basis. Act quick. Address
 MANAGER E. SONNENBURG, 2204 Amsterdam Ave., NEW YORK CITY

MENTION US, PLEASE—THE BILLBOARD.

ELY AEROPLANE SWINGS

—1923 MODELS—



- 24-Passenger | Park Swing
- 36-Passenger Park Swing
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bination Park and
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AEROPLANE CARS 3 Models

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Office: 116 Main St.
Factory: 7 Bronx St.

White Plains, N. Y.
Phone 2598.

The RACEAWAY

(Patents Pending)



16 cars are off when the gong sounds.

32 passengers are full of enthusiasm to win the race. Each passenger operating the lever at his right hand can control the speed of his car, but if he exceeds the limit his car will reverse and back up.

A 1/2-h. p. electric motor in each car. Electric lights—red and green—show the winning car. When the race is over all cars are automatically brought back to starting point.

A 16-car Raceaway Ride can be operated in a space about 50 feet by 100 feet.

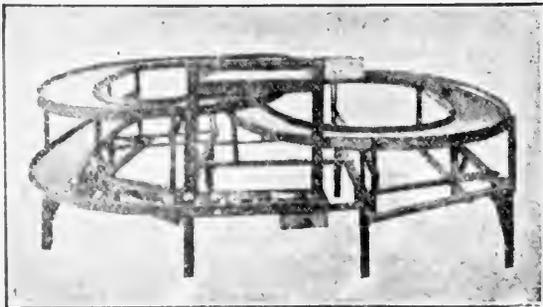
The Raceaway represents the crowning effort of Mr. Jno. J. Stock, foremost inventor of mechanical and electrical amusement devices.

Watch the Billboard for announcement of the **GADABOUT JUNIOR**

RACEAWAY AMUSEMENT RIDE CORP.

Office: 116 Main St.
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White Plains, N. Y.



(Reg. U. S. Pat. Office)

The reasons **WHY**

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is so actively discussed by men who know a good game are perfectly clear. Its outstanding features and low price win it favor far beyond that which an ordinary rolling ball game would receive.

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SCENIC BALL RACER COMPANY

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AT LIBERTY, MAY 1st

Pluhacek and His Band

For Parks, Fairs, Chautauquas and Entertainments. Address all communications to **JOS. PLUHACEK, Mgr., Station B, Omaha, Nebr.**

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MADE ON GERMAN CARDBOARD, WITH CLOTH HINGES.

Buy your books from us containing latest Cardboard Music, made by our new machines absolutely correct. Special Music made to order promptly. Send us the name of your organ and number of keys, and we will quote you special price.

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150 Penny Arcade Machines and Shooting Gallery for sale. First-class condition. Write **JAMES SVOLOS, 512 S. State St., Chicago, Ill.**

Read our ad in the Parks, Piers and Beaches Section.

SCENIC BALL RACER CO.

SAY "I SAW IT IN THE BILLBOARD."

AMUSEMENT BOOM

Seems Assured for Casco Bay Resorts This Year—Expect Rush of Canadian Tourists

Portland, Me., March 9.—Through the Paragon amusement boom at Peak's Island for the coming season the Casco Bay Lines look for unprecedented steamboat transportation business, and to this end are furthering plans for facilitating this branch of their activities, and have already negotiated with various concerns for overhauling their entire fleet to care for the spring and summer traffic at Peak's and along the rest of the route.

Electric light plants are to be installed in the steamers Anconisco and Marquilt and the boiler efficiency of the steamer Emta will be increased thirty per cent. The boats and landings will be repainted and all necessary repairs and additions made. A double-deck ferry is to be the feature de luxe of the Casco Bay Lines' new equipment. This will be placed on the Portland-Peak's Island run exclusively and will be the last word in boat travel comfort, it is said.

That Canadian travel will be heavy in the Casco Bay resorts this summer is indicated by the large number of applications received from the Dominion since early winter. The bay resorts have always been a popular vacation playground for Canadians, but the war and the money exchange caused a falling off of these visitors during the past five years.

Winfield S. Hodgdon, manager of the Casco Bay Lines, predicts that the summer of 1923 will be the busiest in the history of the company, and announces that adequate facilities will be provided to cope with the additional transportation traffic of the new amusement park at Peak's which, he says, will be one of the finest amusement and recreational centers in New England.

In twenty-six days last July and August 132,375 visitors in cars passed the Maine Publicity Bureau, and a large percentage of them were bound Casco Bayward. A lack of proper summer amusements and attractions were repeatedly brought to attention, and a group of enterprising men combined in the formation of the Paragon Amusement Company to give the summer travel public a modern amusement park and recreation resort. It will feature a beautiful dance pavilion with a ten-piece orchestra and palm gardens. The carousel building is to have a \$10,000 three-jumper machine and one of the largest ferris wheels, whip and ocean wave amusement equipments procurable. The park grounds will be most artistically arranged, combining beauty and comfort, electrical displays, swings, and attractive rustic seats. There will be a mid-way, tennis courts and all else that makes for an ideal amusement center.

FORMING NEW PARK COMPANY

Greenville, Pa., March 9.—A recreation center for this section, to be established with Alan's Grove as a nucleus, is the project of a group of local men who are preparing to in-

"ALASKA BROWNIE"

TRADE MARK REGISTERED



ICE CREAM COATING MACHINES FOR CONFECTIONERS, CONFECTIONERS and Ice Cream Men. Machine built of steel, electric welded, aluminum finish. Capacity, 300 Alaska Brownies per hour. Make either 5 or 10-cent sizes. Use bulk ice cream. Make them as you sell them. \$25.00 Net Profits on 10 gallons of ice cream. Full equipment and operating instructions with each machine. Also right to use Trade Mark, "ALASKA BROWNIE" on your wrappers and secret coating Formula.

Price, \$20.00 F. O. B. Des Moines, Iowa. Shipping weight 30 pounds.

ALASKA BROWNIE CO.,

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PATENTS

ASK MANUFACTURERS PATENT CO. promptly procured. Trade Marks registered in the U. S. and abroad. Call or write. FREE ADVICE. Phone, Vanderbilt 7312. 520 FIFTH AVE. NEW YORK

ORANGE-ADE

Our Ideal Concentrated Orange produces a Cloudy Orange-Ade of very fine appearance and flavor. We believe it the superior of any orange drink on the market, being truer and nearer the real Fruit Juice. Samples and prices on request.

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New Haven, Conn., U. S. A.

FOR SALE ARCADE FOR SALE

12 Model G Card Venders, 10 Ideal Card Venders, 1 Motion Picture Slot Machine, 1 Oracle Fortune Teller. All first-class condition. 25,000 Cards for above machines.

BERTHA CONCESSION CO.,
20 S. 26th St., LaFayette, Ind.

incorporate the Everybody's Amusement Park Association with a capital stock of \$35,000. According to present plans the project will be completed by early summer and everything will be in full swing by July.

SUPPLY HEADQUARTERS

FOR Concessionaires, Streetmen, Salesboard Operators, Premium Dealers, Canvassers, Agents. WRITE FOR OUR CATALOG.

Singer Brothers

B. B. 52 ARMY & NAVY Needle Book, Gross, \$7.20
B. B. 53 PRIZE WINNER Needle Book, Gross, \$8.50

B. B. 54 7-in-1 Opera Glass, Black Metal, Gross, \$13.50
B. B. 55 5-in-1 TOOL KIT, Metal Case, For the Pocket, Gross, \$16.50

B. B. 50 10-in-1 Hollow Handle Tool Set, With Hammer, Dozen, \$2.25; Gross, \$24.00

THOUSANDS MORE IN OUR "SINGER'S ANNUAL" Complete Catalogue NOW READY 25% deposit must accompany all C. O. D. orders.

Singer Brothers

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WRITE FOR FREE CATALOG Pay Cash and Save the Difference.



Beautiful Platinum Finish Wrist Watch, 10 Sapphire Jewels, handsome Silver or Gold Dial, Grey or Black Ribbon, in Box. A \$15.00 Flash. SPECIAL \$4.55
Same style Watch as above, with 15 Jewels and 25-Year Case, \$6.75.
Round Gold-Plated Wrist Watch, with Bracelet and Box, \$2.75 Each.
21-Piece Ivory Manicure Sets, \$15.00 a Dozen.
25% deposit on all C. O. D. orders.
AMERICAN JEWELRY CO., 28 Arcade, Cincinnati, O.



DEMONSTRATORS, AGENTS, Sell SUPREME. NO CEMENT. WHITE RUBBER, Self-Vulcanizing TUBE PATCH.

EARN BIG MONEY. Buy Direct From Manufacturer

Exclusive Territory to Workers.

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SUPREME PATCH MFG. CO.

Formerly at St. Paul, Minn. Now Located at 135 Winder St., Detroit, Mich.



Pitchmen Make 1000% Profit on CHINESE HORN NUTS
Sample, split and gross price list 25c.

C. F. McGARVEY, 111 E. Chicago Ave., Chicago.



Agents and Streetmen HANDS THEM OUT ONE AT A TIME. A cigarette with one hand. A pack of the thumb and a fresh smoke is ready. Sample, 50c. Big money selling them. Prices 50¢ per pack.

ROYWEE MFG. CO., 165 Mercer St., New York, N. Y.

GO INTO BUSINESS For Yourself Establish and operate a New System. Make big money. No experience necessary. No money making opportunity omitted. Order now or write for more information. Sample, 50c. Big money selling them. Prices 50¢ per pack. W. H. MILLER, 300 EAST ORANGE, N. J.

PIPES

By GASOLINE BILL BAKER.

Stratagem! Inspirations!! Oh, springs—let the poets finish it. Everything points to a better season's result than the past two years—get with it. What do you want to do this summer—hang around the streets of the city or get out around town on the road? Some people can say but few words and sell a great deal of stock, while others can "talk their heads off" and gain practically nothing.

Whatsay, Brother Ed Frank, don't you think certain conditions are improving? By the way, let's have a list of the boys in Fort Worth for the Fair Stock Show.

During the late war the people, figuratively speaking, just about carried the money and presented it to each other. No more! It's now a "serve your own damn self" proposition, with everybody scrambling to be first at the opportunity!

J. B. H.—It would doubtless be best for you to address a letter to the party you mention and he can give you whatever information he has to hand out. Address him care of United Fruit Food Company, 139-141 Franklin Street, New York City.

There seems to have accumulated a sort of agreement between certain medicine men over Pennsylvania regarding the enforcement of a certain law. Each has had a say about it, so let's let the matter alone for the present—the coming summer will tell the story.

George Covel and his peelers, also O'Brien, were at the recent Ohio Food Show in Cleveland. Week ending March 3 George was at the "Better Home-making" Show, Boston, and was booked for the like exposition in Buffalo week of March 12.

A few of the boys wintering in Tampa, Fla. (none of those referred to, however, in a last issue paper)—Drs. Lewis and Hawkins, working on 145; Maxie, working out of there, and C. E. Lucas. Dr. Goodwin passed thru Tampa a few weeks ago on his way to Cuba.

That little feller Rex Evans was in Cincy recently, coming from the East. Rex bobbed into The Billboard building, said a "Howdy, Bill, how are you?" and "Good-by, see you later," and—blessed if the writer knows where he has drifted to, by this time—probably northward thru Ohio.

Gillman, the med. man, was in Detroit from his home in Flint. He wrote: "I was just talking to Doc Silver Cloud and he said to tell you he was to open in a day or two on Michigan avenue. The 'Doughnut Club' is still getting new members, etc., according to Whalen."

R. Ryley piped that despite adverse weather conditions he had been doing nicely with paper over Roanoke, Va., way—but the town was "off color" at the time. While there he met J. J. Smith, who was out of the frat. for the time being and instead was putting on a contest with one of the local daffies.

Dr. S. D. Graves and Jack Cananauh are at present pitching herbs in and around Bloomfield, Mo., and report doing very well. Jack says that if any of the boys happen thru that section of the country they are invited by him to stop off for a visit. (Shh!) Maybe Jack wants to show off his new daughter—sure, born March 1 at Swinton, Mo.)

Doc W. Cananauh uncorks a "pun" from East St. Louis, Ill.: "Say, Bill, some time ago I read where some fellow suggested that shows play under the auspices of the Campfire Girls. That might be all right—but I have worked under the 'auspices' of a certain caliber of 'campfire boys' and didn't make a sale."

Eddie Harmon, St. Daniels and Bill (Simp) Simpson worked Galesburg, Ill., recently with magazines, and Eddie says it was to a mighty good business. They met there Harry V. Arnold, working salesboards. Harmon's letter was from Kewanee, at which place he said conditions also looked promising in the way of subscriptions.

Doc Mel Hathaway recently unlimbered the information from Texarkana, Tex., that he would be right back in Kansas City this season with his platform show, the same as last year, except that he will add his two daughters to the company. He intends opening about the first of May and will make his old territory there, playing wags and ten-day stands.

Doc Heber Becker reported that he was laying off for a needed rest in New Orleans and that Mrs. Becker was joining him there for a visit. The Becker Medicine Show was to open near Mobile in the near future. Chief White Panther, entertainer, and Heber's sidekick, was camping and fishing near Hammond, La., and was to join Becker in the Crescent City to motor thru to Mobile.

W. P. Roswell wrote from North Platte, N. B.: "Glen Simmons, known to some of the boys as Spivens, is in the Christian Church Hospital in Kansas City, Mo., undergoing the third operation within the past year. Anyone knowing him should call at that institution and see the lad. I lately made my third trip to

MEDICINE MEN

We have the best selling Herb Package on the market. Formula attached. It has real medicinal qualities and is backed by a bank draft guarantee. Our Liniment and Nerve Tonic Tablets are also strong sellers. Our prices are the lowest! We ship day order is received, an important item in medicine. Write for prices. Established 1899. BECKER CHEMICAL CO., 715 Main St., Cincinnati, Ohio.

Gotham Comb Co., Inc., 136 East 26th Street, New York City

AMBERINE COMBS

OUR NEW LINE NOW READY

No. 68—Amber Coarse and Fine Dressing Comb, 7 1/2 x 1 1/2	\$20.50 Gross	No. 350—Amber Pocket Comb, 3 1/2 x 1 1/2	\$ 6.50 Gross
No. 68 1/2—Amber All-Coarse Dressing Comb, 7 1/2 x 1 1/2	20.50 Gross	No. 14—Amber Fine Combs, 3 1/2 x 1 1/2	13.80 Gross
No. 65—Amber Barber Comb, 7 x 1	13.80 Gross	No. 15—Extra Large Amber Fine Comb, 3 1/2 x 1 1/2	27.00 Gross

Leatherette Slides, Metal Rims \$1.50 Gross

On all orders of \$25 and over 2% cash discount. Send \$1.00 for complete line of amber samples, prepaid. 25% deposit required on all orders.

At Last!!

The Original Rug Cleaner at Real Prices

White House Cleaner

A beautiful four-color package that has sold from 25c to 50c retail everywhere, and the biggest repeater on the market. Also a new product, namely

White House Laundry Aid and Stain Remover

Store Demonstrators, Pitchmen, Canvassers, Agents, write us. Demonstration talk furnished with first order. Send 25c in stamps for samples of both products. All orders filled promptly. 25 per cent with order, balance C. O. D.

Write for prices, the lowest in our history.

WHITE HOUSE CHEMICAL CO.

108 Boquet Street, PITTSBURGH, PA.
Successors to Sunbeam Products Co.

COME ON, BOYS—Start the 1923 Season Right

You know my Specialties always get the money. My new Button Package is better and grander than ever.

Little Dot Lever E 2 Snap Links

Send and get my new Price List on Buttons Fountain Pens and Specialties.

KELLEY, THE SPECIALTY KING, 21-23 Ann Street, New York City

MAKE BIG MONEY TAKING MINUTE PICTURES

With our latest, Improved No. 6 Camera. Pictures direct on paper; no tintypes. Price, \$7.50 and up. No darkroom—photos finished on the spot. Easy to operate. We carry a full line of Supplies in stock at lowest prices. Black and White Paper Plates: Size 2 1/2 x 3 1/2, per 100, \$1.25; per 1,000, \$11.25. Size 1 1/2 x 2 1/2, per 100, 65c; per 1,000, \$5.85. Large Plates per 100, \$1.50; large assorted mounts, per 100, 50c; small mounts, per 1,000, \$2.50; large size Dorel per package, 25c. Deal with us DIRECT and save money. We are the oldest Ferrotyping Company in the world. Send for Sample Picture, Folder and Biz catalogue—it is free.

JAMESTOWN FERROTYPE CO., 1120 S. Halsted St. CHICAGO, ILL.

RUBBER BELTS, First Quality.....\$16.00 Per Gross
Black Brown and Gray, Plain, Imitation stitch and walrus.

RUBBER KEY CASES, First Quality, \$16.00 Per Gross
Black and Brown. We Handle the Best We Can Get.

SILK FIBER KNOT TIES, GROSS LOTS, \$2.00 A DOZ. SILK BOW TIES, GROSS LOTS, \$1.00 A DOZ.
HAIR NETS, DOUBLE MESH, \$4.00 A GROSS. 35c A DOZ.

LIQUID THREAD, The Wonder Patch

Something new. Patches instantly all classes of Garments, Hosiery, etc. THE FASTEST SELLING ARTICLE ON THE MARKET. BIG MONEY MAKER. IN GROSS LOTS, \$2.40 DOZ. 50c SELLER. SEND 25c FOR SAMPLE. 25% DEPOSIT REQUIRED ON ALL ORDERS. BUY IN KANSAS CITY AND SAVE EXPRESS.

U. S. MDSE. SALES CORP., 717-19 Wyandotte St., KANSAS CITY, MO.

NEEDLE THREADER—Latest Improvement

Boys, we now have the Best Threader on the Market also a new Leaf Circular. Every Threader guaranteed to be a worker. Threader made of strong brass, nickel plated, \$4.00 per Gross. Threader made of black tin, \$3.00 per Gross. Samples, 10c. Boys, here's the smallest point on the road. Gross weight about one pound.

EVERYBODY MILL'S O WRITE IN
MILLS & SONS, 227 S. Stricker St., Baltimore, Md.

STREETMEN, MEDICINE WORKERS, DEMONSTRATORS AND HUSTLERS

Get down to real business where you can make money quick and easy selling our high-grade Electric Belts, Voltage Electric Insoles and Medical Batteries. An exceptionally good line for tempera making one to six-day stands. 500 to 1,000 sold. 25c for sample belt or pair of insoles. Send for literature on Electricity and net wholesale prices on the best line out. An excellent demonstrating belt will be sent for \$1.00.

THE ELECTRIC APPLIANCE CO., Burlington, Kansas.

\$5 SPECIAL FOR \$1.50.

STAR Massage Shower Spray

Combination Shower, Shampoo, Massage, Full-down. All in one. Make big money. Every home wants one. We are selling a lot of 10,000 below cost of manufacture. Sample, \$2.00, including express charges, \$18.00 in dozen lots. Only one agent in each territory.

R. & H. SALES CO. Sole Distributors, 100 BUREAU BLDG., NEW YORK CITY.

BUY DIRECT FROM MAKERS!



RUBBER AND LEATHER BELTS
Our belts are made with finely engraved jeweler's designed "Lion Grip" clasp buckles—warranted not to slip—and our prices are lower than you pay for ordinary goods. Stitched, vulcanized. All colors. Prompt delivery. Get our prices. Sample Rubber or Leather Belt, 25c Each.

SERPENTINE GARTERS
The original and genuine with exclusive features. 1 1/2 in. Hip. Easily raised to replace without elastic. Full sizes. Good colors. Individual pair packing ready for sale. Prices lower than imitations. We pay parcel post charges.

LEVENTHAL & WOHL,
"Makers of Money Makers"
60 Orchard Street, NEW YORK CITY.

ATTENTION! MEDICINE MEN

Write us for quantity prices. We brush aside all legitimate competition. Goods put up under your own label.

If you can duplicate our medicine packages, quality and quantity considered, we will give you your season's goods gratis.

Located in our own four-story building. No stock for sale. No dividends to pay. No mortgages holding up the business.

8-oz. Tonic, \$17.00 per Gross, Liniment, 1-oz. round bottles, \$6.50 Gross; 2-oz. parcel bottle, \$9.00 Gross. Herb Packages, 1/2 oz. powdered herbs, \$7.00 Gross. Soap, 1 1/2-oz. cakes, \$3.70 Gross; 2-oz. cakes, \$4.70 Gross. Netto Tablets, \$6.00 Gross. Catarrh Salts, \$3.70 per Gross. Ointment, \$4.00 per Gross.

All the above articles put up in attractive cartons, carried in stock and can make immediate shipment at any time. No attention given to post cards and no C. O. D. without one-half amount of order. Full line of samples sent for \$1.00. Address: **CEL-TON-SA REMEDY CO.,** 1011 Central Avenue, Cincinnati, Ohio.

Sell Felt Rugs And Make Quick Money

Our men are clearing \$50 to \$100 a week. Every housewife admires and buys these unusual Norely Rugs. We are manufacturers and thus supply agents at right prices. Small investment of \$2 to \$5 required for complete sample line. Charges prepaid. Money returned if you are not entirely satisfied.

The Big Selling Season is here. Write at once for details. Don't put it off.

Newark Felt Rug Company
56 1/2 Bergen St., Newark, N. J.

AGENTS get our PRICES on our made to MEASURE RAINCOATS

WE DELIVER AND COLLECT. WRITE AT ONCE. OUTFIT FREE.

WORLD RAINCOAT COMPANY
653 MORRIS PARK AVE.—DEPT C
NEW YORK CITY

EARN \$100 A WEEK

The South is Calling You! The 1923 Mandelette makes 4 Post Card Photos a minute on the spot. No plates, film or dark room. No experience required. WE TRUST YOU! Write today for our pay-as-you-earn offer. **CHICAGO FERRO-TYPE CO.,** Dept. B, 2434 W. 14th St., Chicago, Ill.

AGENTS—MEN and WOMEN

MAKE BIG PROFITS, full or spare time, selling our Waterproof Reversible APRONS. Every woman buys. Sells on sight.

Price, \$3.15 a Dozen. Deposit 25% with order. Balance C. O. D. Sample, 35c, prepaid.

GOODWEAR SPECIALTIES CO.,
7 West 22d Street, New York.

EARN BIG MONEY Selling Shirts

DIRECT TO CONSUMERS at WHOLESALE PRICES. Write for samples, Dept. B.

THE SENECA CO.
145 West 45th St., New York

5000 1x2 IN. LABELS, \$2.75

Quantity users save 30%. Catalog free. 3,000 2x1, \$6.00. **IRVIN WOLF,** Desk B4, 2019 E. Clearfield, Phila.

AGENTS 4 IN 1 COMBINATION TOOL MADE OF STEEL.

Indispensable in any kitchen. Opens Tin Cans, Fruit Jars, Jelly Glasses and Bottles. 8 1/2 in. long. \$1.00 per dozen. \$10 for gross sample. One address: **NOTLIN & COMPANY, Flava, Ohio.**

see him and I and his other friends certainly hope he will rapidly recover.

Hear that the old vet. of the torch and keister, John McCluskey, of late residing in Rochester, N. Y., has the ol' cowbell all polished up like a bride's wedding ring, the same for his tribes; has his grips all ready and filed with stock, and intends to again hit the trail as soon as the "sun shines on both sides of the fence." Bill doesn't believe that John cared a great deal about being a rooming-house landlord, anyway.

Dogonit, Bill was all set to make the announcement that two very well known members of the profession had fallen for Cupid's darts and were now bound in the holy bonds of matrimony (just itchin' to spring it) when along came another letter—well, possibly it can be told later. (Now stop your guessing!) You might think you know the particular parties, but be entirely wrong.)

From A. W. Foglo and T. J. Arbelm about two weeks ago: "We have worked Columbus, Meridian and Jackson, Miss., with buttons and belts and found all these towns open to clean workers—had very good business. In Jackson we met Eugene Roberts with gas balloons, and B. K. Newman working combs, also old Dr. Conn, the medicine man. For the week ending February 3 we intend to work Vicksburg, Miss., which is also open to clean workers."

From English Harry: "Day by day in every way"—spring is coming closer and closer. Everyone seems to be getting ready for a big summer. All the boys in Detroit are looking fine after their long layoff, and all are in cool spring spirit. Bill Graham, of transferine renown, has purchased himself a big new car. (Saw, not a 'lizzle'.) Bill expects to do some real rambling this season. I would like a pipe from Stanley, the tieform man, of Boston."

Did you read some time ago about a pitcher selling a certain article for fifty cents; how a town merchant happened by and recognized the fact that the package was exactly the same as he was charging the natives \$2 for; and how within a few minutes the street salesman was "plucked" for "obstructing traffic"? The same caper has been pulled many times in various parts of the country. Those are the times for the streetmen to "show up" the local profit plungers.

Wonder how Jack Smart "returned" to the good old shores of the U. S. A. from Europe? Or was that report erroneous, Jack not leaving on that voyage as was piped by one of the boys last fall? Here's the idea: One fellow writes that he recently returned from England, and that he met Smart in Liverpool, and several others have claimed that he never left the States. What's the big idea anyway—trying to 'kid' Jack or to 'make a monkey' out of this scribe? Let's hear from Smart!

Dewitt Shanks postcards from Texarkana, Ark.: "Just closed eight weeks in El Dorado, Ark., on a lot. The boys passing thru there during the next several weeks can work—until a new hotel starts building. This town is closed except to doorways, and none are available. Camden, Ark. is open and good. There is an available lot in Shreveport at present, right on the square. Smackover was opened up recently. One or two more spots in Texas and it's North for me."

Jack Mansfield, of the subscription frat., reports having a successful trip thru Pennsylvania with his crew and was spending about six weeks in Rochester, N. Y., from which he expects to migrate to Albany to see homefolks. He added: "Say, Bill, hurry up that Spring Special, will you? That's the first real sign of spring one gets every year. However, from the looks of things in these diggings the past few weeks, there's never going to be any spring—snow-snow-snow (but what we get if it now we may fall to get the first of May, so what's the use of kidding?)."

Mark A. Steele piped from Houston, Tex., that there was a plenty of rain and mud in those diggings, with roads almost impassable, but he was on route to New Orleans, and expected to reach that city in a few weeks—subject to him and the car escaping sinking out of sight beneath the surface of the earth. Said he was meeting with success organizing paper crews, and added: "Someone was asking about Peterson Brothers—I saw them a short time ago, supporting nifty b. rs. Let's hear from Jack Lane, Harry Harris and all the old-time magazine plungers."

Bill must again call some of the boys' attention to the fact that he cannot ask friends to write them to their permanent or traveling addresses. (This may seem strange, but there is a very good reason for it—to which all would agree if they understood the circumstances.) All departments of the paper are under this ruling unless it be in a case of death, critical illness, dire need of assistance, etc.), and we of the Pipes must be so governed. We can ask friends to send pipes, but not to write to special addresses, which will explain to several who have made the request mention above.

What is the "psychology of subsanship"? Is it the mere capability of explaining an article impressively? Is it being experienced in holding one's mouth at the proper angle? Is it the art of placing the eyebrows at the right elevation to force confidence? Is it only a commanding or favor gaining personality? Or is it a combination of politeness, neat appearance, knowing the merit talking points of one's stock in trade, speaking intelligibly and to the point, diplomacy coupled with business ingenuity and, above all, the ability to study out the whims, fancies and general temperament of the audience?

Earl H. Ramsey advises that the Ramsey Comedy Company closed its winter tour at Clear Lake, S. D., March 3. The show had seven more weeks contracted, but these were canceled when both Earl and Mrs. Ramsey took down with the "flu" at about the same time. Earl managed to stay on his feet and finish the engagement at Clear Lake, but the Missus was ordered to bed by her physician. With excellent care and medical treatment both are re-

(Continued on page 110)



It's the Limit!!
The Aladdin "Eleven"
Caps the Climax! Makes Money Like Magic!

The neatest, classiest 11-piece assortment of fine Toilet Soaps and Toilet Articles ever put up. Outclasses anything ever before attempted in this line. Each article beautifully labeled in colors—some gold embossed. Perfectly arranged in handsome box, presenting a most striking appearance. Drug store value, \$3.50. With the 8-inch Shears it represents a \$4.75 value. Yet you sell for only \$2.00 and MORE THAN DOUBLE YOUR MONEY!

GIVEN WITH EACH SALE



\$1.25 VALUE

High Power Self-Sharpening Shears

Just Show 'Em and Sell 'Em!

A continuous performance! Just like a royalty in an oil well—money coming in right along. You ring up a sale on your pocket cash register once every 15 minutes. Almost every housewife, and "hubbys," too, will slip you two bucks as soon as they glimpse the Aladdin Eleven with the shears free. Some of them will want two boxes. Just show 'em and sell 'em—that's all. So good you can work half a day each day and ring up \$10 to \$20 profit dead easy. It's the limit. YOU'LL SAY SO!

FREE!

You give a Pair of 8-inch Dressmakers' Shears FREE with each box of Aladdin Eleven sold. High-power Spring Tension. Retail value, \$1.25. This premium makes the Aladdin Eleven sell as quick as you show it!

CREW MANAGERS!

A thousand dollars and up a month for you on the Aladdin Eleven proposition. You bet! Nothing ever came down the pike that can equal it for enterprising crew managers. Get after it! Write at once for discounts on quantity lots. To get Quick Action send for Special Offer below or send \$2.00 for Sample Order, including FREE Display Case sent POSTPAID.

Extra Special Offer to Billboard Readers!

10 Boxes Aladdin '11—with 10 of the 8-in. Shears—one for each box and Dandy Display Case Free. **\$9.50**

Show 'em and sell 'em—they'll be gone in an hour—YOUR PROFIT, \$10.50. Such a cinch that in 24 hours you'll have a special delivery on the way to us for 50 or a hundred more.

Our Factory is largest in the world making Toilet Soaps, etc., in Combination and Box Assortments.

FOSTER REID COMPANY
8333 WINSLOW BLDG., CHICAGO, ILL.

Name _____
Address _____

Platinoid Wrist Watch, 10-jewel, ribbon and box, \$4.00 Each.

5-in-1 Tool Chest, nickel brass-lined case, \$18.00 per Gross.

Imported Vacuum Bottles, \$7.00 per Doz. All Aluminum Vacuum Bottles, \$9.00 per Doz.

Gold-Plated Clutch Pencils, 8 leads, \$9.50 per Gross. As above, 1 lead, \$7 per Gross.

Midjet Desk Clocks, 65c each. American-made. Top Bell Alarm Clocks, 75c Each. Dice Clocks, \$16.20 per Doz.

21-Piece French Ivory Manicure Set, in attractive leatherette case, \$13.00 per Doz.

Imported Opera Glasses, \$4.50 per Doz. Nickel Silver Arm Bands, first quality, \$5.75 per Gross.

Gold-Filled Mounted Self-Filling Pen, 14-Kt. gold point, with Propel and Repet Penclil to match, complete in box, \$1.25 per Set, \$12.75 per Doz. Sets.

Nickel Velvet Lined Safety Razor, No. 3, \$2.00 per Doz.; \$21.00 per Gross. No. 1, as above, better quality, \$2.75 Doz. Self-Filling Fountain Pen, polished box, with blade and styptic pencil and compartments, \$3.50 per Doz. \$33.50 per Gross.

Watch Chains on Cards \$12.00 per Gross. Watch Chains in bulk, \$7.50 per Gross. Famous Barlock Diamond Stick Pins \$4.50 per Gross. Gent's Open-Face Gilt Watch, \$1.75 Each. Imported French Pearl Necklaces, solid gold clasps, beautiful heart-shaped silt-lined box, \$2.25 complete.

Real Razors, \$3.75 and \$4 per Doz. Razor Straps, \$2.50 per Doz. Razor Homes, \$9 per Gross.

Eagle Mounted Self-Filling Fountain Pen, \$13.50 per Gross.

ONE-FOURTH CASH, BALANCE C. O. D.

R. & S. MFG. CO., 32 Union Square NEW YORK HOUSE OF MYER A. FINGOLD

PIPES

(Continued from page 109)

covering rapidly and expect to be able to travel in a few days, when they will go into Nebraska to rest up a few weeks and get ready to open their tent season the latter part of May.

Doc Harry Fuller piped recently from Wheeling: "I am wintering here, having closed my stand, show at Elwood, Ind., November 26. I have the Luther Family (Herman, Bess and Vivian) with me and am framing up my truck for platform for the coming season. Merry Fox visited me in January. Saw Roy Adams pushing 'Sweets' at a movie show here. I hear Doc Langborn was working in Ohio, across the river from here. I went to Chicago January 21 to attend the funeral of my mother, who passed away at my sister's home, and while there met a few of the old boys, including George Short, Bill Sellers and Bill Garnella. By the way, I haven't heard from Doc Ed Burdock lately."

Ed Foley, who has been pushing herbs, cement and cleaner, is not one of the real old heads of the game, but there is this to say for him, he's out and at it, and according to his letters during an eight weeks' trip thru Eastern Ohio and a part of West Virginia he met but very few very pitchmen—except in the cities. And he reports a very successful tour. Foley recently returned to his home in Cambridge, O., and infers that he had been in 25 large and small towns and was granted either a license or a permit to work in every one of them, after he had explained and later proved that he worked on the square. Between February 3 and March 3 he did not meet a pitchman in any one of the towns he made, he says.

George Clouse wants to say to all the boys and girls who are lovers of living out in the open during the hot months that the best place he has seen in the whole U. S., for fishing, camping, bathing and boating, is a nice, shady birch grove on the banks of Green Lake, called Tice Park, twelve miles south of Traverse City, Mich., and those motoring that way will find it a dandy place to stop. "All free. Just go there and pitch camp," adds George. "and rest. There is a store but one mile away." He adds: "I go there early in July and stay until the first of August and would like to see a bunch of good anglers on the job, too. I will be at home in Pentwater, Mich., after April 1. Mr. and Mrs. C. E. Hazel and I are now here in Champaign, Ill., with needles and art work. Let's have a pipe from Bill Wise."

While Weaver Brothers playing the Keith Time, were in St. Louis recently there was a welcome meeting between old friends, Mr. and Mrs. George Miskel (Miskel and May) and Leon Weaver, of the Keith act (this was before Mrs. Miskel went to the hospital for a second operation). By the way, Leon (Slim) Weaver, altho he a few years ago "graduated" to big-time vaudeville (along with his brother, Frank—"Cicero" in the act), has never forgotten or felt the least bit a-hamed of the fact that for years he played the old hand saw and entertained the natives of his home State, Arkansas. Also all that section of the country with medicine shows (sometimes on the tailgate of an old wagon). Also "Slim" Weaver is ever anxious to meet and engage in friendly conversation of the "old days" with the boys. In other words, he is one of the former medicine show entertainers who wears the same size hat time he reached the two-day time—and he and Frank have played the best houses in this country.

Walter Cardwell "shot" in from Los Angeles: "The baldheads of California sure are a plenty of 'Shorty's' soap this winter. Shorty and I separated last April at Baton Rouge, La. I headed for the Coast and he for Chicago. The next time I saw him he was arguing with the chief at San Bernardino, and when we all finished shaking hands he took me out and showed me the swell 1923 'sport model' he had told me about the most have thought I doubted him, as he dug under and displayed the bill of sale, also a b. r. that would shake an ox. I went to the corner with him and saw him, and—oh, that sensational costume, made up of wonder silk and velvet, and that swed, much of it Latin—it surely was interesting to see and listen, even to the prejudiced type."

The oldtimer, W. H. Spencer, celebrated his 65th birthday February 21 at Jacksonville, Fla. W. H. infers that he is in a physically fit condition and working every day, doing fountain pen repairing and selling his bamboo pens. Spencer tried to make it a three months' layoff (rest up) some time ago, and go South, but found his energy too strong to remain idle, so it was right back to work for him. A letter from Spencer, March 3, follows: "I ran into two old friends here, one of them being Charles Rappaport, of safety razor fame, and the other H. L. Rose, the jewelry man. They have opened up two stores here called the Boston Hosiery Shops and are doing a fine business—they have fifteen girls working in each of the stores. These fellows told me that it's no more road for them. Incidentally, it shows what a road man can accomplish when he saves his money. I am leaving here for Macon, Ga."

From W. J. (Haywood) Hatch, from Tulsa: "I am always glad to hear from the boys and think pipes a great help to our profession. I am interested in any steps that can be taken to help the real workers, and believe in an organization, but why doesn't somebody get busy with some of the Stanley and his plan to organize the straight workers? I find quite a number of closed towns in my rambles and usually the cause of this can be traced to some wise guy (?) pulling a jam, or some half-baked salesman knocking on local business. Let's remember that the 'city dad' of small towns are usually a grocer, a druggist, hardware man, retired farmer, etc., and it is not hard to figure out why towns are closed, after listening to a med. man knock a boat doctor or druggist, or a cloth man rap the town attorney, etc. I am still on sharpeners and shave lams, also work cloth sometimes, but I never work the latter on the streets. J. E. Miller, of Radio artist

CONCESSIONAIRES

STREETMEN, AGENTS

Best Quality Silk Knitted Ties. Every Tie guaranteed first quality. Guaranteed not to wrinkle. Beautiful assorted colors.

\$3.75 Per Dozen, \$42.00 Per Gross. Sample Tie, prepaid, 50c.

RUBBER BELTS

In brown, black and tan colors. ALL firsts. No seconds. With Giant Grip Buckles or Roller Buckles. Per Gross, \$16.00. 25% with order, balance C. O. D. Write for catalogue. IT IS FREE.

M.K. BRODY,

1118-20 S. Halsted St., Chicago, Ills.

WATCH CHARM PISTOL

Silver Plated WITH 24 CARTRIDGES \$12.50 per dozen

Fast Seller—Big Profits

The Very Latest and Most Unique Novelty Out.

This miniature "Break Open" pistol is the smallest pistol in the world—shoots real ammunition and makes loud report like a regular 25 cal. gun, can be used as watch charm, appeals to every sportsman and arouses the interest of all. Made of hard metal beautifully finished in silver, with charm ring attachment.

Retails regularly for \$3.00. Order a trial dozen for only \$12.50 and you will come back for more! Individual orders filled at \$1.75 each. Each charm pistol supplied with 24 cartridges. Free. Send Cash, Money Order or Check. Bank References.

No C. O. Ds. Accepted. Quantity Limited—Going Fast—First Come—First Served

Edwards Import Trading Corp.

258 Broadway (Dept. 18) NEW YORK

Agents Splendid Profits

Introducing the New Sun Automatic Regulator and Timer for Ford Cars. Given propark automatically for every speed of motor. Does away with Spark Lever. Back-kick impossible—Inexpensive—Starts in all weather. Prevents fouling of spark plugs and forming of carbon. Keeps engine clean giving more power on hills, more speed on level roads at less cost. Greases dirt and water proof—Fully guaranteed. Sold on 30 days trial. Retail price \$3.50.

Large income for active workers. Tremendous sales opportunities. Every Ford owner will buy.

AUTO SUN PRODUCTS COMPANY,

Dept. 35 Cincinnati, Ohio

AGENTS

Monogramming Autos, Trunks, Hand Luggage, etc. by transfer method is the biggest paying business of the day. Great demand, no experience necessary. Over 50 styles, sizes and colors to select from. Catalog showing desklets in exact colors and full particulars free.

MOTORISTS' ACCESSORIES CO.

MANSFIELD, OHIO

Guaranteed Fits your pocket like a SILVER DOLLAR

7-Jewel watch you can be proud of—a perfect timekeeper. Fitted in an UP-TO-DATE, VERY THIN and BEAUTIFUL case. STAMPED and GUARANTEED by the factory. 1-JEWEL real automatic among watches. AGENTS WANTED. Order sample today! Pay on arrival \$4.95, no more. 150-year written guarantee. ELGIN SUPPLY CO., Dept. 104-J 326 N. Kimball Ave., Chicago, Ill.

Every Man Wants the "HATBONE"

A backbone for soft hats. Keeps your hat in shape. No sagging and sinking. Holds the crease. Price, \$2.10 per Dozen. Sample mailed for 35c.

JUNG-KANS MFG. CO.

Celebrated Advertising Novelties.

1397 Green Bay Ave., Milwaukee, Wis.

PAPERMEN

LIBERAL PROPOSITION FOR "FAST STEPPERS"

National publication now available for all Southern States and west of Mississippi River. You must be a "square shooter" with a clean record to get it. Write P. AND P. AGENCY, 601 K. C. Life Bldg., Kansas City, Missouri.

ENAMELED METAL

SIGNS 11 Cents Each.

A. & M. ADV. CO., LE ROY, MINN.

Hustlers \$25 A DAY Make

Premier Knife and Scissors Sharpener

The Fastest, Easiest Seller Known.

200% PROFIT

Every Home, Restaurant, Hotel, Tailor Shop, Delicatessen and Barber Shop

will buy. It's wonderfully simple and effective. Put a keen edge quickly on dullest knives, scissors, cleavers, sickles, axes, lawn mowers.

Money back guarantee removes 90% of your sales resistance.

Sells for 50c. Price to Agents, \$2 a Dozen, \$18 a Gross. Send 25c for Sample today.

PITCHMEN: We also have a smooth, all-metal handle Sharpener that sells for 25c. Price to you, \$11.50 per Gross.

PREMIER MFG. CO.

805-G East Grand Blvd., DETROIT, MICH.

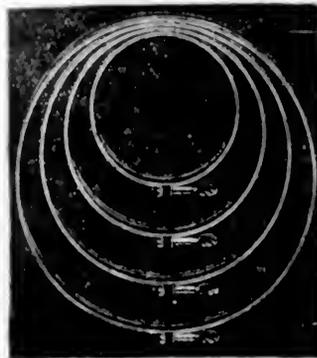
SOAP FOR MEDICINE AND STREETMEN

Get our free samples and prices before contracting for season. Big assortment stock brands. Private brands our speciality. The quality of our Soap, reasonable prices and promptness in filling orders will please you. 29 years in business at our present location.

INDIANAPOLIS SOAP CO., Dept. B, Indianapolis, Ind.

MENTION US, PLEASE—THE BILLBOARD.

PARISIAN PERFECT ADJUSTABLE HOOPS



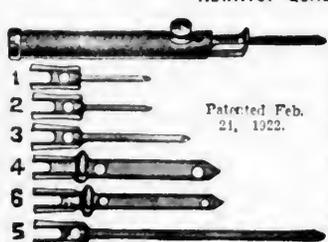
Just what you want. Note the thumb screw. Flat headed and long enough to get the necessary pressure to tighten the hoop. O.H.H.O.W.E.A.S.Y.H.

A hoop that will meet EVERY DEMAND. Can be used for all classes of fancy work. Every lady will see its merits. Can not be outclassed when used for the heavy FRENCH EMBROIDERIES.

Manufactured by PARISIAN ART NEEDLE CO.

The New Perfected Original Parisian Art Needle

(ALWAYS) 6 POINTS. FIRST BEST NEEDLE! LAST BEST NEEDLE! BEST NEEDLE ALWAYS! QUALITY OUR STANDARD.



Patented Feb. 21, 1922.

Our new, ORIGINAL 6-POINT NEEDLE has a point for each kind of French Embroidery, from the finest silk thread to all sizes of yarn and carpet rag. The Original PARISIAN ART NEEDLE is made of nickel silver and will not rust. ALL NEEDLES GUARANTEED TO AGENTS AND CUSTOMERS. NOTE IMPROVEMENT ON SHANK OF POINT! THE GAUGE WILL NOT "SLIP"!

OUR NEW REDUCED PRICES WILL INTEREST YOU: Needles with 4 Points, Numbers 1, 2, 3, 4, \$20.00 per 100, in 100 lots. Send \$1.00 for sample of our Needle, complete with 6 different size points, rosebud sample of work, full instructions and particulars. Better still, send \$2.25 for agent's complete working outfit, consisting of one 6-point Needle, one full-size Pillow, designed in colors; four balls of Perla Cotton, and work started, showing you how it is made.

NUMBERS 5 AND 6 POINTS, PER 100, \$2.50 EXTRA. 25% cash required on all C. O. D. orders. Get busy, folks. Our Needles sell ten to one better than other needles on the market. Write today.

PARISIAN ART NEEDLE CO. CHICAGO, ILL. 914 North Rush Street,

STAMPED PATTERNS

All designs done by hand with air-brush in colors, tinted shades to work.

PILLOWS, per Dozen . . . \$2.50 RUNNERS, per Dozen . . . \$4.50 CENTER PIECES, per Dozen, \$6.50

These goods are of extra fine grade of crash. All of our goods are of quality.

STAMPED RUGS, in colors, on extra fine grade of burlap, from 50c to \$1.50 Each.

RICHARDSON PERLE COTTON, sizes 3 and 5, in all colors. 75c per box.

PARISIAN ART NEEDLE CO.

Advertisement for Kent Supply Co. featuring 'BIG, QUICK PROFITS' and 'For you selling guaranteed comb-cleaners. Highest quality made. Big demand everywhere. Cost you \$1 a dozen, sell for \$3. Will send you one gross for \$8.00, delivered. Your money back if you fail to sell them within 30 days.'

fame, is here and says he would like pipes from J. C. Nye and W. Markan. I was glad to read the pipes from Doc Hathaway and others. Would like pipes from Frank Rosenkrans and Chas. Valentine."

From the Nema-Snyder Company: "Chief Wan to Nema and his company are getting ready for the coming season, which will start for this show April 10. Chief has purchased new trucks for platform or stage (14x20) which he will use under a 40x60 top, with ten-foot sidewall. He originated a new system the past winter in theaters and it proved good. The show has had a fair business in the Keystone State this winter. Extensive preparations are being made for the coming outdoor tour, one of which is to present 'royalty' repertoire bills (comedy and drama), carrying about eighteen people in all; three trucks, two passenger cars, and backed up with herbs and oil and an old Indian, who wishes good business for all pitchdom and who says: 'The Missus is still alive and a good cook, and that's why I am still able to eat three times a day.'"

Hick Forbes is back in Chicago. He piped: "In passing thru Ekhart, Ind., on my way here, I stopped off to meet an old friend, at the Bucklin Theater, and learned of two shows wintering there. They were 'Caselmann's motorized show and Frank Reade & Doc Harwood's med. show. The last named pair are veterans of the med. game (alho they said they had never shot a pipe to the ol' column, but promised they would once or twice a year). They are very busy getting their stuff in shape and will have one of the nicest platform outfits I have ever seen. They are to have twelve people, with a five-piece orchestra, also a una-fon for bally, one motor truck for office and four dressing tents, and intend to start out about the first of May, playing only cities and few of them during the summer. I stayed two days with them—and I want to say that the wife of each is some real cook."

From Dr. F. L. Morey—a line from Dallas, Tex.: "Very quiet here as the town is closed. A certain fellow may be able to square the burr, but I have my doubts, as some pretty good ones went to the front and they were flatly refused. Ask some of the boys by the name of Ben Browne, of pen fame; Moore, of whiststone fame; Baker, of unbreakable combs, and others. I want to send in my creed to be published in the Spring issue, to wit:

"To live as gentle as I can To be, no matter where, a MAN; To take what comes of good or ill; To cling to faith and honor still; To do my best and let that stand The record of my brain and hand; And then, should failure come to me, Still wail for victory. To have no secret place wherein To stoop unseen to shame or sin; To be the same when I'm alone As when my every deed is known. To live undaunted, unafraid Of any step that I have made; To be without pretense or sham, Exactly what men think I am."

"I am certainly looking forward to the Spring issue and hope it will be one of the biggest and finest that has left The Billboard's presses. What would we do without it, as it comes to us a beacon of light that helps us over the rough places? But I am sorry that there are those who can't try and elevate the cause and work clean, so as to give every one a chance."

A real surprise was sprung on Bill a few days ago, when who should walk into his presence but that bunch of good nature and Cleveland novelty man, John A. Maney. He was working the Ohio Food Show in Music Hall, Cincinnati, with wrenches, pens and pencils, and to a fine business, as was Ed Smithyman, pens and wrenches, and Art O'Day, pencils, "Peeler" Posen, visited the Food Show, but did not arrange to work. Maney said that they had been making all the Ohio Food Show company's dates—Cleveland, Youngstown and Cincy—and would be at the Dayton show this week. While at The Billboard Mr. Maney informed that William Elliott, the veteran specialty salesman, has been confined at the Charly Hospital, Cleveland, since before Christmas, with a sort of asthma trouble, and that friends and acquaintances of this old road man wishing to write him letters, may address care of Mr. Maney, and the latter would see that William gets them (care of J. A. Maney, 732 Superior, East, Cleveland, O.). John A., alho he has taken little jaunts on the road, still conducts his novelty business in Cleveland, and looks forward to a good season for the boys of the road.

Frank Carroll, lately in Arkansas, tells of some 32 years ago when he first met "Yorkie", the handkerchief salesman, in Boston. How later he advanced the George S. Freed Dog and Pony Show (Yorkie's), which show was destroyed in the flood at Peru, Ind. The next time he heard of his old friend was when he told a mayor in Arkansas, who was also a (Continued on page 112)

SILK PAISLEY BANDANNAS

"THE DEAUVILLE SCARF"

Live wires are going to grab these at once; others will follow. Size 34 x 34 inches. Six assorted colors. All rich Persian designs.



\$16 Dozen

SAMPLE, \$2.00

SILK TIES

Fancy assorted designs and colors. Stripes and figures. Open end shape

\$3 Dozen

Half cash with all orders; balance C. O. D.

HARRY N. LEINKRAM, 8 East 23d St., NEW YORK CITY Neckwear Manufacturer. Est. 1907

Advertisement for Perry Photo Novelty Corp. featuring 'Big Money For You!' and 'We have a proposition whereby you can make 200% to 300% profit selling our line of beautiful, hand-colored Photo Medallions, Photo Buttons, Photo Jewelry, Photo Advertising Novelties, etc. Original process. Tremendous demand. Instantaneous appeal. Four-day service. Lightweight selling case. Don't delay writing. Impossible to find a better paying proposition. We especially want I. A. S. S. salesmen.'

Advertisement for George S. Clows Co. featuring 'Get This Book' and 'It will clearly show you how you can make \$25 to \$50 week, in part or all time, selling the Clow's Famous Philadelphia Novelty direct to wearers from our mills. Pleasant, dignified work. Goods that wear. Prices that win. Permanent income. Write today. GEORGE S. CLOWS CO., Dept. 39, Philadelphia, Pa.'

Advertisement for United Lettering Company featuring 'Earn Money at Home In Your Spare Time' and 'Our men are making as high as \$300 per month—all and part time. You can make and sell Glass Signs, Name and Number Plates by New Transfer Method. NO ART TRAINING NEEDED. Big demand for United Sign. Write today for FREE illustrated booklet about our complete fascinating outfit for sign making and selling by our easy system or write for price list of supplies. UNITED LETTERING COMPANY, Jones Law Buildings, PITTSBURGH, PA.'

Advertisement for Silver Fox Fur Co. featuring 'FURS' and 'We have the kind suitable for Streetmen, Agents and Carriers. Send \$3.00 for Ladies' Genuine Fur Neck Piece, imitation Skunk, extra 38x11 1/2 inches, finely finished, silk lined. You will say it's a beauty. Sells everywhere for \$15.00. Write us and we will tell you how to get into the fur business. Silver Fox Fur Co., 419 Broadway, N.Y. City'

Advertisement for Jesse M. Daily featuring 'AGENTS' and 'Earn big money and establish permanent business as exclusive manufacturer's agent—Wonderful line Soaps, Perfumes, Toilet Preparations. Golden opportunity. Write today. JESSE M. DAILY, Sales Manager, 521 W. McCarty St., Indianapolis, Ind.'

Advertisement for Stick On Window Lock Co. featuring 'MEN AND WOMEN EARN' and 'large daily profit selling "Stick On" Window Lock. Wanted on every window, sells at sight; big repeater; sells 10c each. Write for price and free sample. STICK ON WINDOW LOCK CO., 16-22 Hudson St., New York City.'

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

A Big All-Year Money Maker

Makes Photo Postal Cards, genuine black and white, plateless, and tints, with a Daydark Camera, \$11.00 and up. No dark room, flash on the spot, no waiting, easy to operate and learn. Big profits. Travel and see the world. We carry a full line of supplies in stock. Black and White Paper Plates, 2 1/2 x 3 1/2, \$1.25 per 100; \$11.25 per 1,000; 1 1/2 x 2 1/2, 65c per 100; \$5.85 per 1,000. Mounts, 25c and 50c per 100; \$2.00 and \$4.50 per 1,000. 32-oz. Developer, 30c per pkg. Something new, Daydark Toning Solution, to make your tints and direct cards a lighter color, getting away from the tintype effect. Enough solution to tone 500 tins or cards for \$1.00. Write for catalogue. DAYDARK SPECIALTY COMPANY, 2627 Benton St., ST. LOUIS, MO.

NEEDLE DEMONSTRATORS, 500% PROFIT SELLING "BETSEY ROSS" SINGLE POINT ART EMB. NEEDLES AND TRANSFER PATTERNS.



This improved angular-shaped point Needle backed by our guarantee is selling like wild fire in districts that have been worked to death with junk needles. 25 Transfer Patterns, popular designs, color scheme on envelopes, free with every 100 Needles. Price, \$9.00 per Hundred. Half cash with order, balance C. O. D. Sample Needle, 35c. All orders shipped promptly. LUDINGTON NOVELTY MFG. CO., Ludington, Mich.

REAL PITCHMEN, FAIR, CARNIVAL AND BAZAAR WORKERS!

Our Samples for \$1.00, sell for ten dollars. Triflers save stamps. Greatest sellers on earth. 1,000% profit. Sells anywhere, year around. Be first. H. M. MFG. CO., 123 E. Baltimore St., Baltimore, Md.

Advertisement for Davenport-Taylor Mfg. Co. featuring 'CHANGEABLE SIGNS PRODUCE BIG BUSINESS' and 'SELLS \$1.00 COSTS AGENTS \$3.00 Per Doz.'

WITH 200 LETTERS FOR EACH SIGN. Size, 7x12 1/2. AGENTS WANTED. Sample, prepaid, 50c. The Big Seller of the Year. DAVENPORT-TAYLOR MFG. CO., 412 Orleans Street, Chicago.

ATTENTION! MAGAZINE MEN. Write or wire for the best propositions out. Top money guaranteed producers. State all first letter. N. A. STEELE, care The Billboard, New York, N. Y.

AGENTS—FREE SAMPLE—New patented Curio Rod. Necessity to every home. Big profit. Four to ten sales at every house. Write for free sample. HOME CURTAIN ROD CO., Providence, R. I.

Demonstrators, Pitchmen—\$130 made in one day with Shur-Stick Cement. Special price gross tote. Sample, 10c. Circular free. UNITED CEMENT CO., 332-334 Plymouth, Chicago.

Same Superior Quality



No. B-7—GENUINE FINE BLACK LEATHER 7 in. x 11 in. Billook. Smooth finish. Not to be compared with others for less money. Stamped "WARRANTED GENUINE LEATHER". POSTPAID. Sample, 35c. PER DOZ., \$2.00. PER GROSS, \$19.50. WITH OUTSIDE

SNAP FASTENER, DOZEN, \$2.15 GROSS, \$20.50

One-third deposit with order, balance C. O. D. BREDEL & CO., 337 W. Madison St., Chicago, Ill. MENTION US, PLEASE—THE BILLBOARD.



Street, Pitch, House-to-House Men

\$1.00 hourly guaranteed selling **HANDY HOUSEHOLD NECESSITIES** of Merit on Money-Back Guarantee. 400% profit. Day's business in pocket. Returnable sample and information, 25c.

HANDY CO., 209 No. Los Angeles St., Los Angeles, California



STREETMEN and Store Window Workers

Here is the season coming winner. Never a better product to demonstrate put out. Will take a big spot of iodine out instantly. Makes a great hit. Cost you about 5c for the 2-oz. tin box, label and cleaner. Retail from 35c to 75c per box. Send a \$2.00 bill and we will send you our guaranteed Formula and Store Window Sales Plan and how to approach store manager, what to say and how to say it. Drug stores and grocery stores sell the formula ingredients for about 5c which will fill one gross of 2-oz. tins. Retail at 35c each \$10.10. Plenty of profit. Our demonstration instructions explain how to remove rust stains from cloth, cigarette stains from coats. A chance for bigger and better business. So send in today and we will mail it to you by return mail.

HARRY J. ROGERS, San Diego, California.
P. O. Box 443.

PIPES

(Continued from page 111)

leading merchant and had refused him a license, that he had a box full of Chicago mail order catalogs at the depot and would distribute them if he did not grant him a license. Mayor to the depot, saw a large box, thinking that was the catalogs referred to, gave out the reader, and everything went well until the box at the depot turned out to be a shipment of dry goods consigned to the mayor-merchant's own store—then follows a different story. Carroll continues as follows: "A few weeks ago the Missus and I were stalled in a bad mud hole with our car, making it necessary for me to hike about a mile to get a team of horses to pull us out. Anyway, we eventually landed at a small town in Arkansas, where we found a small tent medicine show and I again met my old friend and employer, 'Yorkie'. He and his wife and two 'shop-fuls', Donald and Stanley, put on the show, with acts and moving pictures, and sell herbs and oil. They make the same back-woods territory, away from competition, season after season, making week stands and always have good crowds. The Missus and I are working paper and getting by nicely."

Who can remember back when (it came from K. C.—BILL):
Ray Palmer was a "barber"?
Fat Regan was a "waiter"?
T. E. (Souza) Lucas played the "cotton fields"?
DuBay was a "bellhop"?
George B. Jacobson was "in pictures"?
H. O. Striker used to write "sheet"?
Mickey Caruliacch and McGinty Cohen had a "shoe-shine parlor"?
Hagon was a "carpenter"?
F. H. Whitley was a news "butcher"?
Goggles Kahlman was a "plumber"?
F. Sears first "came from England"?
Sam Giss and Dick Wells were "lumber-jacks"?
Richardson and Phelps had the "West-Wash" laundry?
D. W. (Bear) Kelffer "busted brooks in Montana"?
Crippen was a "farmer"?
Jonsie was a "fighter"?
Nisson Brothers were "in vaudeville"?
Walpa Bros. were in the "junk business"?
Jimmie Kelley was a "mail carrier"?
Chase Brothers had the "kosher restaurant"?
Kohler Brothers were "motormen"?
Evelyn Striker and Katherine Beegan had the "mitt joint"?
Quinn, Lyvanger, Red Powell and Mike Murphy were "barltenders"?
Ross Eljiah did the "heavy-jaw" act?
Barnes and McIntosh were promoting "foot shows"?
A. J. Kline was a "hotel clerk"?
Craver and Forger were concessionaires "eat rack"?
Paris Red and Jack Beegan had "novelties on the Christy Show"?
Al Bloom and Charlie Monitron put on the "free act" in Leithbridge, Alta?.
Tommy Melrose almost inherited "fifty grand"?
Blackie Foster and Dick Clemmons were "in the army"?
Stahl Brothers were "messenger boys"?
Charlie Lindmar was a "porter"?
Max Allen was a "hulider"?
Red Crandell was "on the section"?
Kaplan was a "cheffeur"?
Harry Staffer, Bobby Knappf, Wilbur Geland, Earl Barry, John Ryan and Joe Awceman "sold papers" in Seattle?
C. A. Stahl (the "Pacific Coast millionaire") was on the sheet?
Charlie Whalen was a "tailor"?
A. Fox was "chief of police" in Walla Walla?
—Those were the "happy days"—all of the boys who can remember that far back, shoot in some pipes—let's hear from you.

Remarks credited to different streetmen, past and present:
"Who on earth wants seven pounds of wire around his neck? Look at this one—light as a feather!"—Jim Cardwell.
"As I said before, 'No home should be without one'—The "Virginia Barber" (Harry Turner).
"The little ones can have lots of fun—any child can use it."—Thomas J. Heavey.
"It's not the biggest, laboratory on earth, but one of the cleanest."—Doc Thurber.
"I have trusted you with my 'golden ore' samples, now please trust me with your money."—"Big Jack".
"I have worked the hills of your State for forty years with remedies, and what is the result?"—Ed Foley.
"Now you folks might think that I have been in at least three of your best penitentiaries. If you do, you're wrong, but that's just why I sell so cheap."—F. Howard.
"Three-ninety-eight pays you in full. We send no bills and no collectors to your home. So please pay me."—Little Charlie Whalen.
"Stay right where you are standing!"—George Cohen.
"All those present who don't believe me, stay around and I will convince you all that I should be elected as the next president—of the "United Garbage Collectors' Union."—Chas. A. Stahl.
"You let go where I commence to 'shoot'!"—Grant Livermore.
"Hike out that red hank! I will give you an exhibition in sharpshooting."—Razor Riley.
Murdering, thieving, white slavery, stabling

MEDICINE MEN

The chance of a lifetime is awaiting you if you want to clean up this season. We have the most attractive packages, highest quality Herbs, Oil and Nerve Tablets at the lowest prices on the market. Orders shipped immediately by registered mail.
COLUMBIA CHEMICAL CO., Newport, Ky.

NEW SIGNS

RESTAURANT
NEXT TO HOME THIS IS THE BEST PLACE TO EAT
ONLY PURE FOOD SERVED HERE
WE SERVE A REGULAR DINNER
OUR FOOD IS GOOD
THEY ARE JUST WHAT I HAVE BEEN LOOKING FOR
THESE SIGNS ARE EMBOSSED IN FOUR COLORS NOT PRINTED
400 different stock signs for every kind of store, office or shop. \$20 a day easily made.
Send \$1.00 for WORKING OUTFIT
No C. O. Ds. or free samples.
AGENTS 300% PROFIT
NATIONAL DISPLAY CO. 18 WEST 34TH ST. NEW YORK

THREE BIG SPRING SPECIALS Combination Pen and Pencil Sets

Set at \$12.00 Doz. Sample, \$1.25
Gold-Plated, Lever, Self-Filler Goldline, Chased Clutch Pencil. Fancy Box.
Set at \$18.00 Doz. Sample, \$1.75
Gold-Plated, Lever, Self-Filler, Propel, Retal and Expel Pencil. Fancy Velvet-Lined Box.
Set at \$24.00 Doz. Sample, \$2.25
14-Kt. Gold-Filled, Full Covered, Lever, Self-Filler, Gold-Filled Magazine Pencil. Fancy Velvet-Lined Box.
Terms: Cash with order, or one-third deposit on C. O. D. shipments.

IRA BARNETT EST. 1885. 396 Broadway, (Corner Walker Street.) New York City, N. Y.



KIRBY ART NEEDLES 50 FOR \$6.25
Eight-page instruction with needles. This needle is New and Patented, makes five different stitches. Amazing quantity 12000. 10% cash with order. A hint is sufficient. "Let's Go"
KIRBY BROTHERS, Miller Bldg., Collinsville, Oklahoma.

SOAPMEN! Look These Prices Over.

50c COCONUT OIL SHAMPOO, Cost	.....	\$1.00	Per Dozen
30c FACE POWDER, FANCY BOXES, Cost	.....	1.20	Per Dozen
25c TALCUM POWDER, FANCY CANS, Cost	.....	60c	to 75c Per Dozen
50c COLD CREAM, 4-DZ. JARS, Cost	.....	1.50	Per Dozen
35c TOOTH PASTE, Cost	.....	1.25	Per Dozen
25c MEDICATED FOOT SOAP (IN FLAKES), Cost	.....	.75	Per Dozen
25c COMPLEXION SOAP, Cost	.....	60c	to 75c Per Dozen

P. O. B. New York. 50% deposit on C. O. D. orders. 100 other fast sellers, Combination Toilet Sets, etc. Get our 1923 Catalogues.

UNITED PERFUME CO. of N. Y., 89-91 Warren St., New York City

Confetti and Serpentine

The oldest Confetti factory in the United States. Established in 1896. Write for Prices.

ST. LOUIS CONFETTI CO., INC., No. 1 Market Street, St. Louis, Mo.

MEDICINE MEN

Make Your Connections With **THE VETERAN HOUSE OF SUPPLIES**
QUALITY speaks for itself and SAVOY SERVICE CANNOT BE BEATEN.
Write for prices while you can have protection on territory.
Savoyn Drug & Chemical Co.
170-172 N. Halsted St., CHICAGO, ILL.

Sell Wall Emblems of All Lodges

Make \$10.00 a Day Easy.
Every member wants one for his home and office. Absolutely new. Start now with the fastest all-year sellers. Biggest money maker for full or part time.
Write quick for free sample and cash bonus plan.
KIER FRATERNAL EMBLEM CO., Dept. B-7, 443 So. Dearborn St., Chicago, Ill.

AGENTS 100% Profit SELLING T. B. S. Felt RUGS

Size 3ix51.
Attractive design, as illustrated.
Positively Sells on Sight. Colors: Blue, Navy and Green.
Price \$13.00 per doz. Sample \$1.50 prepaid
Write for Free Catalog of our complete line of Inexpensive Rugs and Textile Specialties.
MAISLEY-PAYNE MFG. CO.
Dept. G, 104 Hanover St., BOSTON, MASS.

AGENTS

WHY EXPERIMENT? Sell this Clock Medalion—it is a proven money-maker. Regularly sold from any photograph. Send for our catalogue. 20% commission. Photo Medalions. Photo Clock Medalions. Photo Jewelry. Photo Buttons. Four-day writing. Satisfaction guaranteed.
GIBSON PHOTO JEWELRY CO.
668-614 Gravesend Avenue, Brooklyn, New York.

REDUCED PRICES ON TONIC

Oil, Salts, Soap and Creams. BEACH'S WONDER REMEDY CO., Columbia, South Carolina.

WINDOW SIGN LETTERS

LARGE PROFITS
184
EDWARD GOLDSMITH DELICATESSEN AND GROCERY
CIGARETTES TOBACCO GOODS DELIVERED
SAMPLES FREE
AGENTS and SALESMEN

\$75.00 to \$150.00 a week. Lowest price gold and silver Sign Letters for Stores, Offices, Automobiles, etc. Large demand everywhere. Anybody can do it. Exclusive territory or travel all over willa you earn. Write for free samples and catalogue.
ACME LETTER CO., 369 West Superior, Chicago.

MAKE \$5000 EVERY YEAR

\$2000 in Your Spare Time
You share our profits besides. Just show and write orders for "Weather Monarch" Raincoats and Wind and Waterproof Overcoats.
Commissions in Advance
We deliver and collect. Ask about "Duo Coat" No. 999. Free raincoat for your own use.
ASSOCIATED RAINCOAT AGENTS, INC.
442-450 Ave. Walla St. Division 222, Chicago

A REAL BIG VALUE Brusselette Rugs

Size 27x54 inches.
Special for \$1.00 This Week Each
2 for \$1.89. Prepaid.
Regular Value, \$2.
Agents can make 100% profit. Sell Dozen a day or more.
SPECIAL—1 have 100 pieces of Three-Inch Rugs for sale. \$3.25 per Doz., \$35 per Gross. Sample, 40c, prepaid.
Write for Special Inducement.
E. H. CONDON
77 Bedford St. (Dept. B) Boston, Mass.

AGENTS MAKE BIG MONEY

selling new 7 cake Toilet Soap Advertising Box. Sample prepaid 35 cents stamps. Write quick for full particulars.

INDIANAPOLIS SOAP CO.

Indianapolis, . . . Ind.

WANTED A FIRST CLASS, CLEAN CARNIVAL

Or Various Amusement Acts for the Seven-County Fair at Brookhaven, Mississippi, October 3-6, 1923. Prefer contract on percentage basis. Address MHB, NELLIE C. PERKINS, Secretary Seven-County Fair Association, Brookhaven, Miss.

Anderson, Ind., February 1, 1923.
 QUALITY DRUG CO.,
 Cincinnati, O.:

Gentlemen—I want to express my appreciation of the co-operation extended by your company during last season. You not only kept your promise to give me repeat goods at lowest prices, but your advertising and sales help was instrumental in increasing my business substantially.

In addition to the orders already placed with you for the coming season, I will shortly send you orders for tonic, liniment and other medicines in my line.

It's a pleasure to do business with a concern which treats a customer as they themselves would like to be treated.

Cordially yours,

THE CROCODILE MEDICINE CO.,

(Signed) J. H. PALMER, Prop. Red Feather Remedies.

Medicine Men!

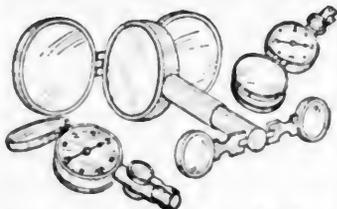
More Proof That Quality Leads!

Hitch up with the "live" one this season. Send your orders where you're sure to get top quality medicines at lowest prices and shipments when you want them.

No extras for your own private brand. Send for price list today!

Quality Drug Co., CINCINNATI, OHIO P. O. BOX 859

LIVE ONES FOR SPRING



- White Cel. Scopes.....\$21.00 Gro.
- Germ. Razors..... 3.50 Doz.
- Hones, First Grade..... 8.00 Gro.
- Styptic Pencils..... 1.75 Gro.
- Shaving Soap..... 5.40 Gro.

Original Serp. Garters



- In Bulk.....\$7.50 Gro.
 - In Cartons..... 8.25 Gro.
- 25% deposit required with all C. O. D. orders.

ED. HAHN
 "He Treats You Right"

222 W. Madison St., CHICAGO, ILL.

La Tosca

FLEXIBLE BRACELET

Novel and Attractive
 Latest Paris Creation. Looks and wears like real Platinum. 47 heavy white Gems set all around. Has the appearance of a bracelet many times its price—FLEXIBLE—FITS ANY ARM. Illustration half size. In dozen lots, \$30. Larger quantities send for price list. 20% on demand, balance C. O. D. Sample \$2.75. Send money order or cash.

LENALEY CO., 109 West 48th St., New York City, N. Y.

The Cleopatra Ring

NEW SHEIK NOVELTY
 Mystic, Unique, Fascinating. Exact size of illustration. Beautifully engraved. Sheik with red and green stone set in head. Green gold antique finish.

is Great Demand for All Sheik Publicity. Colleges and Premiums.

ALL SIZES. QUICK DELIVERY.
 \$3.00 a Dozen; \$35.00 a Gross.

Sample sent on receipt of 50c.

LENALEY CO., 109 West 48th St., New York City, N. Y.

Agents Wanted

EARN \$50.00 per week easy. Our 22x60 Butcher Linen Iron Board Cover you can sell fast for Seventy-five cents. Your profit thirty-five cents each sale. Heavy rubberized waterproof Aprons cost you twenty-seven cents each. Shopping Bags, twenty-seven cents each. Fifty other fast sellers. Free Sample Offer.

AMERICAN BRAIDING CO. MFG CHICAGO.

and jamming—if you white people call that civilization, I thank goodness that I am a "savage."—Chief Bearfoot
 "I don't want you to buy it for the sake of the present!"—Doc George Fady.
 "I will prove it to you that this deck of cards has 53!"—Harry Robin
 "Keep your feet warm, head cool and proper food digestion!"—Doc George Wine.
 "You bet your life I'll sell you the States of Ohio, Pennsylvania, New Jersey and Texas! How much mazuma have you, all together? Wait a minute, I beg your pardon, the State of Texas is sold—but I can let you have Oregon instead."—Henry Striker.

Well, boys, since a new season for out-of-door workers is about to dawn, it would doubtless be in keeping with the spirit of looking forward for the writer to give a brief summary of his ideas and predictions therewith, pertaining to possibilities for the boys themselves and to what relentless effort the Pipes will consistently extend itself in their behalf.

In the first place, there is every indication that a remunerative season is ahead—for those who start with the fixed intention to make it so. Being a pitcher means much more than merely being capable of selling goods to passably satisfactory results. The experience of travel, thus being thrown into contact with people of all temperaments, teaches the traveling salesman that he must conform his own personality—his talk and action—to a sort of "happy medium" that fits him to diplomatically and resourcefully "swing" himself either way (honorably and justly) as

(Continued on page 114)

WANTED Immediately

Sales organization to handle Gloop-Pen, a 50c Mucilage Fountain Pen. Having sold over 100,000 in six months proves Gloop-Pen's popularity. Especially liberal terms to organization that can qualify. Prompt and full reply requested.

Dept. D

GLOOP-PEN CO.
 56 Pine St., NEW YORK CITY

HANG CARD OUTDOORS
GOOD LUCK WEATHER BAROMETER
 THIS CARD TELLS WEATHER CHANGES

Pink Doves Rear
 Lavender..... Unsettled
 Blue..... Dry Weather

STREETMEN, SHEETWRITERS.

GOOD LUCK WEATHER CARDS
 \$1.00 per Hundred, Sample, 10 cents.
 Card size 3 1/2 x 6 1/2 in. Heavy stock. When hung outdoors denote change of weather. A VERY FAST TEN-CENT SELLER. A wonderful premium for Sheetwriters.

JOSEPH KOEHLER,
 150 Park Row, NEW YORK CITY.

HOUSE DRESSES

\$12.00 Per Dozen
 Sell for \$2 Each.

A sale in every home guaranteed.
 Send for sample dresses or write for free catalog.

ECONOMY SALES CO.,
 Dept. 14, Boston, Mass.



No. 101—Name Pin, made of 12-K. 1/40 rolled gold wire. Per Doz., \$1.50. Same mounted on pearl background, \$3.00 per Doz. Any names desired.



No. 104—Pearl Crescent Brooch, mounted with 12-K. 1/40 rolled gold wire. Any initials desired. Per Doz., \$1.75.



No. 126—Egyptian Lucky Knot Ring, made of 12-K. 1/40 gold-filled wire. A big seller. Per Doz., \$1.50.

HERE THEY ARE
 Just What You Have Been Looking For!

You don't have to be a gold wire artist or an engraver to handle this line of fast sellers. We can supply you with names or initials made with gold wire or hand engraved as shown here. We also carry in stock a full line of hand-made Filigree Wire Brooches in assorted colors, \$1.75 Per Doz. If interested we will send you one sample of each article shown here, 6 in all, with any names or initials desired, on receipt of \$1.00. Retail value, \$3.25. No catalog issued. 25 years of progressive business insures to you reliable returns.

SANFORD JEWELRY CO.,
 10 New York St., Dover, N. H.



No. 112—Fancy Scroll Name Pin, rolled gold front, hand engraved with any names desired. Per Doz., \$1.50.



No. 108—Maple Leaf Brooch, rolled gold front, hand engraved with any initials desired. Per Doz., \$1.50.



No. 121 Gent's Signet Ring, 12-K 1/40 stock, hand engraved with any initials. Per Doz., \$3.50.

New Price Leader

FOR AGENTS AND CONCESSIONAIRES

THIS RICH LOOKING IMPROVED

ART 3-1 COMBINATION SHOPPING BAG

High-Grade Make, \$3.10 Per Dozen
 Special Price.....\$35.00 Per Gross

Made of new and heavy Rubberized Imitation Leather (not oil cloth). When opened measures 17 1/2 x 12 1/2 inches. Sample, 40c, prepaid.

BEST GRADE BAG

Same size as above. One piece lining. \$3.75 per Dozen. \$42.00 per Gross. Sample, 50c, prepaid.

We manufacture our own bags and lead the field in quality and price. Be convinced and order samples or a dozen of above bags now. All orders shipped same day as received. 25% with all orders. balance C. O. D.

Manufacturers:
 MATTHEW BROS. - - 808 So. Marshfield Ave., CHICAGO, ILL.

AGENTS, CANVASSERS, SALESMEN, CONCESSIONAIRES
 SELL



- The easiest selling, quickest moving line of toilet preparations.
- | Article | S. P. | Cost. |
|-----------------|-------|-------|
| Face Powder | 85c | 40c |
| Lip Stick | 35c | 17c |
| Rouge Compact | 50c | 25c |
| Almond Cream | 50c | 25c |
| Cold Cream | 35c | 17c |
| Lemon Cream | 50c | 25c |
| Beauty Clay | 50c | 25c |
| Tooth Paste | 35c | 17c |
| Mouth Wash | 35c | 17c |
| Hair Tinto | 50c | 25c |
| Eye-brow Pencil | 25c | 13c |
| Massage Cream | 50c | 25c |

Repeat orders easy. The goods sell themselves. No effort required. Our complete line includes Proprietary Medicines and Home Cures. Send \$5.00 for complete \$12.50 selling outfit. Money back if not satisfied.

La Fleurette Laboratories
 130 East 134th St., NEW YORK CITY.

GENEVA RAZORS



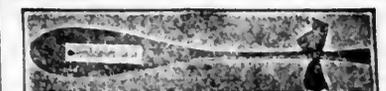
\$4.50 Per Doz.

Double Shoulder, Fancy Handles, with Bolstered Ends. Guaranteed Blades.

Write for Circular of Specials.

READ & DAHIR

339 W. Madison St., CHICAGO, ILLINOIS.



INDIAN PADDLE THERMOMETERS

Asst. Hand Oil Painting Designs. 12-inch size. \$1.75 Doz.; 16-inch size, \$2.00 Doz. Can be marked with Souvenir Name.

TOY WORLD NOVELTY CO.,
 32 Union Square, New York, N. Y.
 SEE OUR AD PAGE 102.

DISTRICT MANAGERS

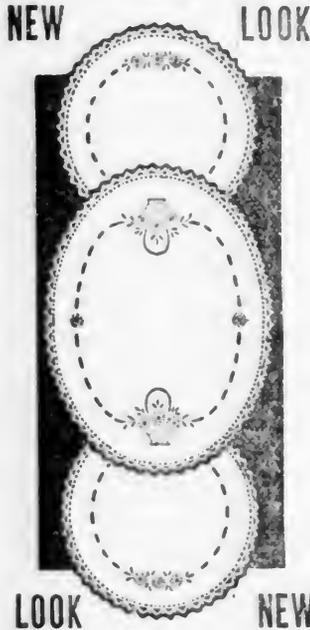
Write for our Hosiery sales contract. Best in the field. Territory closing rapidly.
 PRIENNI SILK CO., Cleveland, Ohio.

Nu-Art and Daisy Needles Always Lead

THE BEST WILL ALWAYS LAST THE LONGEST. PREPARE NOW FOR A BIG NU-ART AND DAISY YEAR

LOOK—New Buffet Sets, Three Fine Designs, \$3.50 PER DOZEN

On heavy tan crash or white embroidery material. Always specify material wanted



NU-ART FRENCH KNOT NEEDLE. BEST EVER MADE. SILVERED LIKE A PIECE OF JEWELRY. WORKS ON ANY MATERIAL.

Wholesale Sample, 50c ea.
Prices to Agents: \$20.00 per 100



The only Needles where you can put the point away when not in use.

DAISY, THE WONDER NEEDLE. SELLS ON SIGHT. THE BEST 50c SELLER EVER MADE.

Wholesale Sample, 30c each
Prices to Agents: \$10.00 per 100
\$50.00 per 500



Our 16-page Moving Picture Instruction Book shows all stitches—twenty-nine different ones—that can be made with the Nu-Art and Daisy Needles, the only book of its kind on the market.

WHOLESALE PRICE TO AGENTS.

SAMPLE, 15c EACH. 75c PER DOZEN

COME ON, FOLKS, GET IN WITH THE LIVE ONES. We give you quality merchandise at the lowest prices. Place your orders early so that we can make good deliveries. Half cash with all C. O. D. orders. No C. O. D. under \$5.00. We are very busy selling the Nu-Art and Daisy Needles, the only manufacturer who has a line of new Buffet Sets, Pillows, Scarfs, that you can sell at a profit.

SAVE THIS AD. ORDER NOW BEFORE PRICES ADVANCE

Be an agent for the Nu-Art and Daisy Needles. You will find it very profitable and interesting.

MOLTER-REINHARD COMPANY, 366 West Monroe Street, CHICAGO, ILLINOIS

NOTE—WHEN SENDING MONEY BE SURE AND REGISTER LETTER OR SEND MONEY ORDER

PIPES

(Continued from page 113)

occasion demands—with individuals, civic officials and the diversified general mannerisms and tastes of the public of the villages, towns, cities he visits. The successful itinerate salesman doubtless has learned that his most important effort is to inspire and gain the confidence of his listeners, also that nowadays one of the most accumulative points in this regard is make one's self "one of them", figuratively speaking—instead of so far-fetched, affectationally aloof as to be repulsive; in other words, be a "good fellow" and refrain from displays of egotism—these days one is measured by what the majority, analyzing your character, figures you out to be—if you become popular, you will gain far more receipts will multiply, but if you throw yourself into disfavor it will be but a hop, skip and here and there, an abundance of worry and a case of merely "getting by".

True it is that many hardships have been wrought on the street salesman by "careless", "don't-care" members of the profession, bringing adverse legislation against not only themselves but all the good along with the bad, and the citizenry (especially if you are but a small business opposition to their own interests) is quick to pick flaws and broadcast them among their township in the "stranger". Don't be too sure that the thoughts of the people in your audience or the persons (prospective customers) are all absorbed in what you are telling them, and don't think that because they laugh at your jokes and appreciate your music they are not "measuring" you all the time—and their decision to a marked extent governs the amount of your sales. The thought is that each should work for his own interest,

RUBBER BELTS



\$15.50 PER GROSS

Stitched, Plain and Corrugated.

Sample, 25c.

MISTO PADS
Box of 50, \$3.50.

Sample, 15c Each.

KEY KASES

\$13.50 Per Gross. \$1.25 Per Dozen.

Sample, 25c Each.

INTERNATIONAL DISTRIBUTING CO.

333 S. Dearborn Street,

NECKTIES



SILK KNITTED TIES

No. 200—\$3.25 per doz.

No. 500—\$3.50 " "

GRENADINE TIES

\$4.00 and \$4.75 per doz.

SILK CLOTH TIES

\$2.50 per doz.—Samples 50c each

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

Chicago, Illinois

structive statements to the gaining of favor for all, personal "slams" of "get-back" intent, etc. What we want boys, is to all be agreeable, friendly and each work for each other so far as we possibly can without stepping on our own toes too heavily, which covers the whole story in a "nutshell".

There are more pipes in this special edition than ever before appeared in this department, and to the courtesy and interest of the boys goes the credit—without their aid "Bill" could accomplish nothing, except to fill up the columns with his own rattle. Doubtless many of the pipes will be received too late for use in this issue, but they will appear later.

There are many new articles on the market for those who are looking for new "acts". One of the main points in pitchdom is to present something ahead of the local merchants, which works profitably in more ways than one—it is selling a new article and lessens opposition on the part of the local business men. Of course, there are many of the boys who have made a specialty of talking on the merits of stock of years' handling, know how to put it over and are perfectly satisfied, which naturally is their right and "nobody's durn business". But quite often a change brings better results than anticipated.

Every now and then a traveling street salesman meets up with hard-headed, self-important civic officials and no matter how hard one tries and how earnest and conscientious one is, he cannot convince them that he is a good American citizen, should be considered as such and entitled to pay license and sell his wares, provided the latter is in keeping with the laws. If, after trying one's best to gain the courtesy from one of such "gruffies", he fails there must be something back of it, and the better way is to prove yourself a "gentleman", or as near that distinction as possible, by not insulting back an "employee of the commonwealth" of this caliber. Gain the respect of a few manly, courteous citizens (and voters) and explain the circumstances to them—that is, of course, if you yourself are on the level.

Agents, Salesboard, Catalogue Houses
WE CARRY

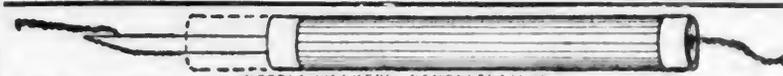
PEARLS ONLY

14-Kt. DIAMOND \$2.60 24-Inch in Satin Lined Safety Clasp Velvet Cabinet COMPLETE

This offer good only April 1st, 1923

THE MARIE ANTOINETTE PERLE CO.

392 FIFTH AVE. - NEW YORK CITY



NEEDLE-WORKERS—DEMONSTRATORS
D-ART EMBROIDERY NEEDLE is the real money maker. \$9.00 a Gross, prepaid. Sample Needle, 25c. DEMO MFG. CO., Mrs., 5317 Vine St., Philadelphia, Pa.

which is quite natural, but at the same time he should feel it also his duty to gain favor for his profession.

Pipes, thru the writer, will do all in its power to assist worthy representatives of the vocation as it has done in the past. "Bill" cannot fight your legal battles, and should not be expected to do so—if he attempted it he would be in the hottest of "hot water" the year 'round. However, Pipes can and will be a news, entertainment and "conversation" medium among you, with the holding of your interest and the advancement of your welfare

in the foreground at all times. This, however, cannot be accomplished without your assistance, as the writer can't sit at his desk and see and hear, personally, incidents here and there, but must be informed—by the boys themselves. As mentioned at various times "Bill" holds correspondence with absolutely no member of the pitchmen and demonstrators' profession—and this policy is for but one reason, which is: A fair deal and equal opportunities to all, to talk to their fellows, tell their little jokes, etc., thru the "column" (altho the right is reserved to eliminate what is considered de-

"Real Prices Talk"

26-Piece Nickel Silver Set.....\$1.65 Set
Army and Navy Needle Hooks..... 2.00 Gross
Tongue Itals. 2-Inch..... 2.60 Gross
Jumbo Pins..... 1.25 Gross
7-in. Transparent Gas Balloons..... 3.25 Gross
One half cash with order, balance C. O. D.

OPTICAN BROTHERS, St. Joseph, Mo.

Side Line Salesmen Wanted

Tell us what territory you cover and what lines you are carrying with your references. We are manufacturers of Novelty Goods. This is our twenty-fifth year. Reliable House.
BROADFORD & CO., INC., St. Joseph, Michigan.

Full-Fashioned Silk Hosiery
TO SELL 3 PAIRS FOR \$5.00.
Agent's Commission on every order, \$1.60.
TO BE TAKEN AS DEPOSIT.
We ship the orders direct to customer.
Balance paid us C. O. D. \$4.00.
We pay postage.
SOME CANVASSERS MAKING AS HIGH AS \$200 A DAY.
Write for Detailed Information.
Sample Pair, \$1.50.
M. GOODMAN
20 East 17th Street, NEW YORK.

YOU SHOULD EARN \$65 A WEEK OUR WAY
Some make \$15 daily and \$15 a week bonus besides. Why not you? Everybody wants our Beautiful, New 7-piece Set of Hard Aluminum Handic Cutlery with \$1.00 premium FREE. Matches silverware. Full or spare time. No capital. We deliver. Pay daily. Write, NEW ERA MFG. CO., 852 Madison Street, Dept 55V Chicago, Ill.
WIN FREE AUTO & WEEKLY CASH BONUS

Headquarters for White Stone Rings and Scarfpins Notice Our Special Low Prices

We specialize and carry a large and complete line of Ladies' and Gent's Watches of all kinds, a big variety of Silver and Hollow Ware, Ivory Goods, latest creations in Jewelry and Novelties. Our prices are always the lowest. We are illustrating here just a few of our popular numbers selected from our large catalog, which is chock full of bargains. If you are not already in possession of our latest catalog write for a copy today, which will be mailed to you free. Our stock is complete and we make it a point to ship orders same day as received. 25% deposit required on all C. O. D. orders. Our Motto has always been HONEST GOODS, HONEST PRICES and PROMPT SERVICE. SEND US YOUR ORDERS.



No. 25—Gent's Heavy Platinum Finish Ring, set with extra fine 2-carat cut brilliant, engraved shanks.
SAMPLE \$ 1.15
DOZEN..... 12.00
PER GROSS..... 12.00



No. 26—Electrical Diamond Scarf Pins. Set with the best quality cut white brilliants, assorted designs and assorted sizes of stone.
SAMPLE DOZEN..... \$ 3.00
PER GROSS..... 3.25



No. 27—High Tiffany Platinum Finish Scarf Pins. Basket mounting, set with one-carat dazzling white stone brilliant or Flam ruby. The finest set produced. Each on card.
Sample Doz. 60c. Per Gross, \$6.25



No. 28—Fancy High Tiffany Platinum Finish Ring. Set with best quality white cut brilliant.
Sample Dozen, 90c Per Gross, \$9.00



No. 29—Gold Shell Acid Test High Set Belcher, with best quality small white brilliant.
SAMPLE DOZEN. \$ 1.10
PER GROSS.. 12.00



No. 30—Platinum Finish or Gold Plate Acid Test Heavy Belcher Engraved. Set with finest quality cut white stone brilliant. Good flash.
SAMPLE DOZEN.. \$ 1.50
PER GROSS.. 15.00



No. 31—The Latest Platinum Finish Black Onyx Scarf Pins. Set with best quality cut white brilliant.
SAMPLE DOZEN. \$ 1.20
PER GROSS.. 12.00



No. 32—The Latest Platinum Finish Cluster Scarf Pins. Set with best quality fine cut white brilliant.
SAMPLE DOZEN.. \$ 1.50
PER GROSS.. 15.00

OUR PRICES TALK ON THESE SPECIALS

No. 33—Ladies or Gent's Gold-Filled Combination Pen and Pencil Sets, with 14-carat Gold Pen put up in attractive leatherette box, silk lined.
Per Set, \$1.75. Per Dozen Sets, \$19.80.

No. 34—21-Piece Ivory Manicure Set. Dubarry design, in fancy plush folder.
Per Dozen Sets.....\$16.50

No. 35—Gold-Filled Waldemar Chains. 15-carat green gold finish, assorted patterns, absolutely guaranteed to give satisfaction. Complete, in fancy box.
Per Dozen, \$1.25. Per Gross, \$12.00.

No. 36—Ladies' Bracelet Watch. Gold-plated, octagon bezel, engraved, stamped gold-filled, warranted 20 years; with extension bracelet, in fancy box.
Complete, Each\$3.25

No. 37—18-Size Gent's Very Thin Model Watch. Gold plated, stem wind and set, radiating gold dial.
Each\$1.70

ALTBACH & ROSENSON, 205 W. Madison Street, CHICAGO, ILLS.

BUY 7-1 BILLFOLDS DIRECT



FROM THE MANUFACTURERS.
Made in smooth and embossed leathers, assorted colors, beautifully finished. \$21.00 up to \$30.00 a Gross; \$2.50 to \$3.50 a Dozen. We are also the original makers of 7-1 in-1 horse hide Bill Folds, in black or mahogany. \$36.00 per Gross; \$3.50 per Dozen. Sample mailed in horse hide, 50c; in sheepskin, 30c. All orders shipped at once. One-third cash, balance C. O. D. Sample order will convince you.
WILSON MFG. CO., INC., Boston, Mass.
119 North St., Boston, Mass.

"Every day in every way"—conclusions are that Dr. Coue had the right spiel and dope! He at least had the people interested.
Sergt. "Jack" R. Randall, who is known among the medicine and other outdoor show fraternity, as well as in vaudeville, as a cracker. Jack Hawaiian guitar player, writes that he is now in U. S. Veterans' Hospital, No. 37, Waukesha, Wis., and would appreciate letters from his showfolk and pitch friends, who may address him care of that institution. Jack says he and several others there, including a couple members of the Red Cross, are helping to entertain the boys, thus keeping "the old box" (guitar) almost constantly on duty.

Many of the so-called "social set" and hometown business "lions" would receive terrible jabs to their remarkable (?) understandings if they would but step from their "high perches" and inform themselves how little they actually know regarding the amount of culture, book and travel education and business ingenuity is represented in the pitchmen's and demonstrators' profession. They would find a goodly portion of the clan "at home" in delivering parlor or drawing room talks, and as fluently as atop a soapbox or passing out wares from the tail end of an automobile.

Mrs. Doc Wallace (Billie Loraine) wrote from Erie, Pa.: "I have said 'good-by' to the road and opened up a rooming house here on West 18th street, where I will be pleased to meet all trouperers. I have trouped with some of the big ones, also pitched with 'Doc', but there seems to be more money in the rooming business just now (I expect to have the same amount of business as Ricton—by the way, I worked for Ricton twelve or fifteen years ago when he played little old churches, one at Sattilo, Pa.) Would like to read pipes from Doc, Wheatley and Clegg Bowles. Well, here's to a big season for all pitchdom."

A pipe from Columbus, O.: "The old-time and well-known medicine man, S. F. Dewey, of Kingston, N. Y., spent a week-end in Columbus making arrangements for his summer's supply of goods. Mr. Dewey is a jolly old soul and his winning personality appealed to the officials and employees of the DeVore Mfg. Company. The only fly in the ointment, as far as Mr. Dewey was concerned, was that the warm temperature of Central Ohio seemed like summer to him after sojourning in the colder regions of New York State. Dewey said it was so warm he had to open his window at the hotel to keep from roasting. E. R. Wayman and son also stopped off in Columbus for a day's visit."

From Dr. George M. Reed: "I am just closing a three weeks' stand in the Everett Racket Store here in Erie, Pa., and they were three good ones, too. Am to leave here March 5 for Altoona, Pa. It has been very snowy and quite cold during my stay here. I had a letter from W. H. Spencer, the fountain pen man, stating that he was in Jacksonville, Fla., and doing well. I also had a letter from John L. McCluskey, the veteran pitchman. John says his wife has been very sick and he expects to sell his rooming house in Rochester, N. Y., and take the Mrs. on the road with him this year."
(Continued on page 116)

AGENTS IT'S NEW



Sell CABLE GRIP Adjustable Cover Remover
IT'S A WORLD BEATER. YOU MAKE
110% Profit at Least
Herman sold 150 in 10 1/2 hours, also made 21 sales in 21 calls. Something NEEDED in every home. A HALF-MINUTE'S DEMONSTRATION SELLS IT. Also has a wonderful field among Grocers, Hotels, Hardware and Department Stores, etc.
Fits any size Fruit or Jelly Jar, Catsup Bottle, Oil Can, Mustard and Pickle Bottles, etc. Affords a wonderful grip. REMOVES COVER EASILY. Seals Fruit Jars perfectly, SAVING CONTENTS. Send 25c for sample today. Sample Dozen, in Display Box, \$2.20.

Michigan Manufacturers Agents
506 Capitol Theatre Bldg. DETROIT, MICH.
Sells For 35¢
PATENTED Aug. 30, 1921

BIG Money Maker \$2.00 Each
Men's Full Length RAINCOATS
Made in Our Factory. 25% Cash With Order.
EASTERN RAINCOAT CO.
913-921 Roosevelt Rd., Chicago, Ill.
Salesmen Wanted.

PONY KNITTER
A Hand Knitting Machine, making plain for beaded work. Mats for table or floor. Covering electric wire or curtain cord, etc. Retail, 35c each. Agent's sample, by mail, 25c. Agent's wholesale price, \$2.33 for box of 10 Knitters, mail prepaid, on receipt of price.
FUMIGO MFG. CO.
P. O. Box 4413, Nictown Sta., PHILADELPHIA, PA.

Agents! LOOK Canvasers!
Best grade 28x58 Felt Rug, \$15.00 per doz.; sample, \$1.50. 36x72, at \$22.00 per doz.; sample, \$2.00. Canvas Rugs, 28x15, \$4.00 each. Canvas Pillows, 20x20, \$1.00 each. Blue Ribbon Rag Rugs, \$11.00 per doz., \$1.00 each. Shopping Bags, 18x20, \$3.25 per doz.; \$35 per gross; sample 35c. Plymouth Bags, \$4.50 per doz.; \$50 per gross; sample, 45c each. Percale House Aprons, \$2.50 per doz.; \$28 per gross; sample, 30c. All goods manufactured and guaranteed by The Baker Rug Co., 65 Water St., Worcester, Mass.

GUMMED STICKERS FOR ADVERTISING AND MATCH BOXES
WE MAKE 'EM
BEARDSLEY SPECIALTY CO.
Main Plant, 217 18th St., Rock Island, Ill.
Special Proposition to Salesmen Who Can Handle a Side Line.

HERB DOCTOR BOOK 25c
This book TEACHES HOW TO MAKE MEDICINE of all kinds from Roots and Herbs growing in your own back yard and in the fields and forests. PRICE 25c. Worth \$8. Contains over 250 recipes and herb secrets. Illustrated. It may contain the very remedy to save your life.
AMERICAN SALES CO., Dept. 300, Springfield, Ill.

ANOTHER BIG HIT JUST OUT THIS WEEK. This Man Earns \$8 to \$12 a day

BUY HERE - SAVE MONEY
JEFFY DOUBLE ADVERTISER NO. 34 SELLS ON SIGHT
JEFFY changeable signs are sure making a killing. Lockwood, O'ander, Henry Woods, Young, Johnson and others clean up from \$10 to \$50 daily. No experience necessary. Merchants buy on sight. Just what they are looking for. If you must see a sample send 25c. Retail selling price, \$1.00.
12 by Express.....\$ 3.25
12 by Express..... 6.75
50 by Express..... 13.50
100 by Express..... 27.00
Here is the liveliest wire you salesmen ever saw. Get busy and make big money.
PEOPLES MANUFACTURING CO., (Dept. B.)
564 W. Randolph St., CHICAGO, ILL.
THE HOUSE OF BIG HITS.

AGENTS Canvasers
Exceptional opportunity to make big money selling good products at low prices. 50% profit. Coconut Shampoo sells 50c bottle. Costs you \$1 Doz. Soaps, Perfumes, Beauty Creams, etc.
A. C. VERDINA CO.,
200 East 23d Street, New York.

HOW TO PAINT Signs and Sho-Cards
MEN! Learn the Sign and Sho-Card business. Become independent. Easy to learn. Pays big money. Our remarkable book gives complete instructions. STOREKEEPERS: This book will quickly teach you to how make your own signs. CONTENTS: Alphabets, Colors, HOW TO MIX PAINTS, Show Cards, Window Signs, Banners, Signs and Wall Signs Ready Made Letters, Gilding, Commercial Art and Tricks of the Trade. Contains 100 alphabets and designs. Bound in flexible imitation leather, gold edges, \$2. postpaid or C.O.D.
OGILVIE INSTITUTE,
57 Rose St., Dept. 10, New York.

This Man Earns \$8 to \$12 a day
AND he is only an "average man"—not a marvel or a "born salesman." He is only one of scores of honest, straightforward men and women who have answered other advertisements like this one—partly out of curiosity, partly because they are sick and tired of plugging along, year after year, with never a chance at real success.
What is your outlook in Life? Are there bigger, better things ahead? Are you ambitious—or, perfectly content merely to "shuffle along?"
If you are square and clean—and if you are a worker—I will establish you in a year-round, big-profit business of your own. I'll furnish the capital. I'll help you get started—and show you how to make a safe, clean, highest-class business grow by leaps and bounds!
This isn't charity—not philanthropy. As you prosper, I'll prosper too. I'll have every reason to co-operate with you fully—help you put the proposition over in a big way.
Positively no working capital required. No special experience necessary. But you must be honest and industrious—willing to give both yourself and my company a square deal. Don't think you will be "wasting postage" in writing for full information. Don't say "There's a catch somewhere—it's too good to be true!"
A thoroughly responsible concern is ready to make you a big-money proposition on a guaranteed line of staple, standard-quality merchandise. You are asked to invest your time and your co-operation only—not a nickel of your money!
Write today. Decide after you get all the facts before you. In fairness to yourself—don't wait to "think this over" and possibly forget about it. I mean business! If you want a business of your own, paying \$2000 to \$3500 per year, WRITE!!
JENNINGS MANUFACTURING CO.
Secretary 723, Dayton, Ohio

NOTICE!
OVER 100,000
3-IN-1 Shopping Bags
Behind on orders. No further orders accepted until further notice. Watch these columns for announcements when we may be able to resume accepting new orders again. Our prices will still be the same.
\$3.25 Per Doz., or \$35.00 Per Gross
CENTRAL MAIL ORDER HOUSE,
"Maximum Quality at Minimum Prices."
223 Commercial Street, Dept. B., BOSTON, MASS.

COSTS \$2.50 PROFIT \$27.50
That's what you make by transferring dealcomania money, man on anton. Every motorist wants his car monogrammed. A painter charges \$5.00 and can't do as good work as you can do for \$1.50. No skill is required; no experience. Spare or all-time. Circulars, full instructions, etc., free. Write for Free samples—or send \$2.50 for outfit by AMERICAN MONOGRAM CO. return mail.
Dept. 65, East Orange, N. J.
SAMPLE FREE



**BAZAAR MEN
CONCESSIONAIRES
SALESBOARD OPERATORS
AGENTS
SALESMEN
SHEETWRITERS
and PREMIUM USERS**

Here's a
new one
for you

NEEDLE BOOKS

AS ILLUSTRATED.

Made of best leatherette in four panels, wonderfully bound, gold embossed, cotton padded, folds like a purse and is held together by a snap.

**\$65. gross
35. half-gross
6. dozen. (50c each)**
Sample postpaid, 60c.

Has the \$5.00 flash and is retailed anywhere from \$1.50 to \$3.00. Genuine imported Steel Scissors, worth alone the price asked for the entire book.

We have other leatherette needle books at \$14 to \$43 per gross, wooden needle cases \$16 to \$29 per gross, self-threading needles \$3.00 per thousand needles, machine needles \$10.00 per thousand, flashy needle books \$6.00 per gross and needles in packages for the general trade. Our goods in such put-ups that everyone must buy. Big profits on every sale.

If desired, will send samples upon receipt of \$1.00, which we will return if not satisfactory in every way. Needle circular FREE upon receipt of your name.

NEEDLE BOOK SPECIALTY CO.

2 to 20 East Fourth St., NEW YORK

MAILED FREE

ESTABLISHED 1892.

Our Large Illustrated **SPECIAL EDITION, FULL OF BARGAINS,** is now ready for mailing. Prices are positively the cheapest. We want every salesboard operator and dealer to write for one, as there will be extra money in their pockets. A trial order is the best evidence.

MORRISON & COMPANY,
Successors to Gordon & Morrison,
WHOLESALE JEWELRY OPTICAL GOODS, SILVERWARE CUTLERY, ETC.
21-23 S. Wabash Ave., Chicago, Ill.

SOME THERMOMETER!

18 INCHES WIDE, 80 INCHES LONG.

**JUMBO THERMOMETER
BAROMETER
AND EIGHT DAY CLOCK**

This is the biggest thing in advertising. It's not only big in feet and inches, but in dollars and cents. Scores of men are making big successes by selling advertising space on the "Jumbo".

\$180.00 FOR A DAY AND A HALF WORK

Display space in public places and on prominent corners is easily secured for the big "JUMBO" Thermometer. The fourteen advertising spaces so like hot cakes—some of our men sell out the board in a day and a half or less.

Write Us Today and Let Us Send You Full Details. CAN MAKE IMMEDIATE SHIPMENTS.

THE CHANEY MFG. CO., BOX B, SPRINGFIELD, OHIO.

SALESMEN-----STREETMEN

A Big Profit Selling

PASTICK PATCH

at 35c

WYANDOT RUBBER PATCH CO.
UPPER SANDUSKY, OHIO

COUE'S SELF MASTERY METHOD COMPLETE THE BOOK SENSATION

Up to date with American clinics. Coue is in the movies all over the United States. Get aboard. One man sold 200 in half hour. 10,000 orders from Ohio and Wisconsin. Agents, Crew Managers? 10c in Quantities. Sample, 15c.

THE MASTERY PRESS

209 Canal St., NEW YORK

\$15.00 Daily

**Nº 2
Selling Radio Gas Lighter**
Sells on sight. No matches or friction required. Sample, 10c.

RAPID MFG. CO., Dept. B, 10 E. 14th St., New York.

PIPES

(Continued from page 115)

F. E. Lorraine opened with art needles in the Everett store recently to fine business. Chas. Johnson, the needle threader man, is still in Erie and doing nicely. I just received a letter from the DeVore Company, Columbus, telling me that H. T. Maloney, the assistant manager of the firm, is again back to his duties after a two weeks' illness."

Morton Starkey and Edwin Riley, working needle threaders, razors and hones, report good business in Western Pennsylvania and Ohio. The rest of it follows: "Had some difficulty getting started at Alliance, O., but after a talk with the mayor were permitted to open and given swell locations. The trouble was caused by a 'bird' who blew into town and proceeded to jam med without a permit. It was the old story of a 'knock-'em-stiff' guy crabbing the fellows who play fair. Met Sam Paine in Washington, Pa., working soap and doing well. The Missus is with him. Also met Pete Stein in Butler working invisible writing pads. Sorry to report that Pete had his touring car ('Henry') stolen in Buffalo, and no trace of it has since been announced. How about pipes from Al Smith, Jimmie Sullivan, George LaMoine, Bill Everett, Gene Pope and M. Hogan? Would like to know if any of the boys have met up with Ed Irons, last heard of in Texas? We are going to pull together thru Michigan and into Chicago and, by the way, if there are any bad spots ahead we will try to make them good for the boys. Incidentally, a rumor reached us that Henry Chatfield, working east, had passed on. Henry seemed in the pink of physical condition when we met him in Albany and we sincerely hope the report was unfounded."

Wm. Shuesman "shoots" from Ardmore, Ok.: "This is my first pipe to the 'old column', altho I have been in the pitch game for years (found fountain pens). I have been laying off the road for several years thinking there was no more business to it—but I find I was mistaken. If anyone had told me that a medicine man could hold down a town the size of Ardmore a solid month and do a good business, I would have said: 'It can't be done.' Anyway, about that long ago, I saw a brass band coming down the street and back of it twelve autos, each carrying two persons, and in the front machine was the doctor and his wife. There were also four men carrying banners bearing these words: 'Free Show Tonight.' When the parade reached Washington and Main streets the band played three pieces and then the doctor made an announcement, stating among other things that there would be a free show at the Palace Theater. I had never seen this doctor before so I went to the theater, where I found him to be Harry Davis, of Missouri, and also found that some of his people in the band double stage. Dr. Davis says he is leaving here on the Santa Fe, going North. It was a surprise to me that he allowed nothing to be sold between acts, or after the acts, but med., and he had no concessions. He had six men in the audience and used two runways. The main thing I want to point out is that he is a fine, clean worker and made numerous friends while here—which pays handsomely and which policy could be well adopted by the few remaining jam men."

Harry H. Hoyte pipes a "pip" from over Pittsburgh way: "First, business has been fair in spots and we'll be out with the top again the coming summer. Now here's some comedy breaks made by the same guy I wrote about some time back: We were putting on a med.-show act in which the comedian strikes his head on a 'brick' as he lies down, then throws it off stage and one of the boys makes a noise as tho it was making its way back of scenery and is finally thrown back on stage on which the comic says: 'Why that damn thing had a round-trip ticket,' etc. Well, my friend Carl (referred to above) was detailed to carry the brick around back stage, but the manager's wife suddenly called to him to do an errand and he yelled out: 'I can't come now!' 'Why?' asked the manager's spouse. 'Because I'm rehearsing the other end of the brick,' was the reply. Here's another on my friend: We took in a movie show and in one of the scenes a school class was supposed to be asked what great

EVERBEST WRITING PAD

The Paramount Advertising Novelty

THIS SPACE
FOR YOUR
ADVERTISEMENT



FOR FAIRS, CARNIVALS, in fact for every business, commands instant attention of advertising everywhere. Sample and Quantities Prices, 25c.

F. J. BAUER, Sole Distributor.

Box 881 Chicago, Ill.

Silk Knitted Ties

Are Fast Sellers

EASY TO MAKE

**\$15.00
A DAY**



At 85c to 75c our regular \$1.00 to \$1.50 value Ties go like wildfire you can under-sell everybody, and every man is a possible customer.

There are big profits for you in this line. All-Fibre Knitted Ties, \$2.25 \$2.75 and \$3.00 per dozen. Sport Bowls \$1.25 per dozen. We also make Pure Silk Knitted Ties Original Grenadines and latest Silk and Wool Non-Wrinklable Ties.

WRITE TODAY for full details.

American Cravat Exchange

621-A Broadway, NEW YORK CITY, N. Y.

AGENTS

"TAKE ME HOME PACKAGE" contains merchandise valued at \$3.00 and sells handsily at a bargain price, \$1.50. Send 50c for sample package today and prices in quantity lots.

NEW YORK STATE TRADING GOODS CO.
53 East Houston Street, NEW YORK.

AGENTS AND SALESMEN

Here's an automobile specialty that is a winner. City Name Plates appeal to owners and dealers everywhere. Thousands sold in 1922. Step make 1923 the biggest season yet. Good profit. Plates shipped prepaid. You can sell City Name Plates. Don't take our word; write now and learn what our agents say. An early start means dollars.

THE GLEM COMPANY, B. 31, Edgewood, R. I.

WANTED AGENTS AND REPRESENTATIVES FOR OUR TWO BAND GARTER for Ladies

SOMETHING NEW. Will hold seams of hose straight and prevent wrinkles.

A CLEAN-UP. Send 25c for Sample.

\$3.00 A DOZEN TO AGENTS.

We also have other Garters for Men and Women.

WRITE US.

TAYLOR-KNIGHT GARTER CO.
227 Argyle Bldg., 12th and McGee Streets, KANSAS CITY, MO.

**Peddiers and Agents
YOUR SUCCESS IS ASSURED**

A gaurdline rubber-lined raincoat with an extra cap to match, which is the newest thing in 1923. The newest thing that you ever saw. This cap will give you the biggest success to help sell the coat. Both together at \$2.75. 20% deposit is required on all orders while the balance is sent C. O. D. Order sample of the Caps and Coats today. AMERICAN BEAUTY RAINCOAT COMPANY, 2516 East 46th Street, Cleveland, Ohio.

**Agents!
BIG MONEY**

Big money selling long-wearing Tap-easy Rugs. Size, 27x51 inches. Attractive patterns and colorings. Easy to sell two and five to each customer. Price, \$12.50 a dozen; \$30 a bale of 30. Terms 1-3 cash with order, balance C. O. D. Sample rug, \$1.50 plus postage.

A. F. BLOCH & CO., Inc.,
212 Fifth Ave., New York.

MAGAZINE MEN

Write immediately for our new price list, containing paid-in-full special offers on trade publications, a complete list of phonographs, music, moving picture, farming, machine shop, coal, etc. All are standard, first-class publications.

TRADE PERIODICAL SERVICE CO.
1400 Broadway, NEW YORK, N. Y.

YOU CAN MAKE MONEY WITH THESE GOODS

Nail Files, Per Gross
.....\$1.75, \$2.00, \$2.50
Court Plaster, Per Gross 1.50
Sacket, large size, Per Gr. 1.75
Sacket, small size, Per Gr. 1.35
Needle Books, Per Gross 7.00

F. O. B. New York. Deposit required on C. O. D. orders.

CHAS. UERT 133 W. 15th Street, NEW YORK.

BEADS!

Newest designs from 75c to \$12.00 per dozen. Just the goods for Concessionaires, Sheet Writers, Carnival Workers, Fair Men and General Stores. Send \$10.00 for big sample assortment. Satisfaction guaranteed.

MUNTER BROTHERS,

491-93 Broadway, New York City.

Established 1881.

AGENTS!

How would you like to give away fifty-cent pieces for Dollar Bills? Our proposition is just as good. From it on our money-back guarantee. The Deflexograph is a marvelous little instrument which gives every Deflexograph soft mellow tones instead of harsh metallic grunts. It has proved a

SENSATIONAL SELLER

wherever introduced. Simply demonstrate and collect. The Deflexograph is new; just inserted. Get it on it today by sending \$2.00 for both styles and special agent's proposition.

VANTONE CO.

Dept. B, 110 W. 15th St., NEW YORK CITY.

Look Ahead Medicine Men!

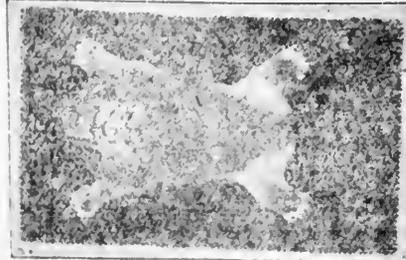
Does your business stop when you close for the season, or do you enjoy a brisk repeat business through the fall, winter and spring?

Season after season, year after year customers cling to the Seyler line. Fair prices and positive repeat value of the medicines are attractions. But co-operation that almost amounts to partnership is the strongest magnet. We work and plan with you to increase your business; conduct a special department for that purpose. So your business grows with ours.

We want to team up with a few more medicine men who are eager to build a solid foundation for the future. Write for quotations.

The Seyler Medicine Co.
Cincinnati

53rd Year



American said "Give me liberty or give me death" and the answer was "Patrick Henry" thereupon I said to Carl: "Now that's something you must remember, and he promised that he would try to. The next morning I met Carl and suddenly asked of him "Who was it that said "Give me liberty, etc.?" He came right back at me with "Henry Patrick!" But remember, now, Carl is a mighty fine fellow, to say the least. Here's still another of his cracks—a new form of an old one, but this actually happened: In the mammoth production of the "Cowboy's Hotel for "Crazy House" they got him into a large cat suit and he was told to say "Meow, meow" several times and then say, loudly, "I'm the cat of blood!" Well, he retreated himself on this up and down the street for several hours, getting on the neighbors' nerves with it. When the all important moment arrived he was shoved on the stage and touching the blackface comedian in the arm he cried out: "Meow, meow. I'm the bloody cat!"

NOTES FROM CLEVELAND (By Dr. Harry C. Chapman)

Cleveland is the home of nine clean oldtimers who saved their money, and eight of the nine own their homes.
Dr. Chas. Hammond and wife have returned from Florida, where they spent a delightful winter. Doc says he will buy a cottage down there in which to reside coming winters. He will work lots in two large Eastern cities this summer.

Dr. Lewis says he is the worst "loafer" in Cleveland—can't sit around all winter doing nothing. So he stepped into Bailey's big department store and demonstrated inhalers to fine business. His next stand was in Akron, which also proved good. He is now back home putting up stock and getting ready for his big med. show for the season.

Dr. Andrew Rankin will soon open his eighteenth season on lots here. He has made the same lots many times and is always welcomed—which shows what a man can do provided he gives the public a square deal. (Some of the jam men should think this over—Dr. Rankin could "buy and sell" most of the jammers in this country and never made a jam sale in his life—boys, it pays.) He has purchased a fine auto and is building a swell "home" for it right back of his laboratory.

Dr. Chas. M. Simpson, an old St. Louis boy who pitched towns about with Doc Keonels and a dozen others, including the writer, on the good old corner of 12th and Olive, came to Cleveland and worked lots for seven years. He invested his savings in real estate and now owns six or seven fine apartment houses here and other property, and is now building another house—and he never made jam pitches.

Dr. Stiel is busy putting up stock for the coming season, and has a swell outfit, and will probably work Ohio and Pennsylvania.

Dr. White Feather will put out a fine and real Indian med. show this season with Indians, including squaws and paposes.

Dr. Mex, with another med. show, will take to the road from Cleveland this season. Mex says it will be no railroad fares for him, as he is now equipped with a big motor truck and auto bus for his people.
Altho the writer (Dr. Harry Chapman—BILL) was 76 years "young" last Christmas, he is getting sort of "itchy" for the road and it may be that he will leave his office here in charge of his ass-tants, Dr. Walter F. Unfile and wife, and join a first-class medicine show, doing office work (with coupon), treating folk in which event an ad will appear in The Billboard.

AGENTS, CONCESSION MEN OR SALEBOARD OPERATORS

Attractive articles that are different. Lion and Tiger Bags and Scarfs. Size 24x10. Made from cotton felt. Sample, \$1.25. \$12.50 per Dozen. Wool felt. Sample, \$1.75. Per Dozen, \$18.00. Heavy felt for rug purpose. Sample, \$2.00. Dozen, \$24.00. Extra heavy felt. Sample, \$2.25. Dozen, \$24.00. OAK LEAF Design Table Scarf, biggest thing in our line, must be seen to be appreciated. 61x20 15x48. Cotton felt. \$12.50 per Dozen. Sample, \$1.25. Wool felt. Sample, \$2.75. Dozen, \$30.00. Send for circulars of other big selling items. All goods sent postpaid when cash accompanies order.



BRADFORD & CO., INC., St. Joseph, Michigan.

AGENTS, SALESMEN DEMONSTRATORS HERE'S YOUR OP- PORTUNITY TO MAKE BIG MONEY



Perfect Gem Cooker
Sample, Prepaid, \$3.50

Every Woman Wants BETTER EASIER AND MORE ECONOMICAL COOKING

That's just what you sell when you demonstrate the many uses and advantages of

PERFECT GEM AND KANTURN KOOKER

Perfect Gem Cooker bakes Pies, Biscuits, Bread, Cake, etc., to perfection. Makes delicious Roasts and golden, crispy Toast over our burner of any gas or oil stove, saving many times its cost in food and fuel. Prevents scorching of food when boiling, stewing or frying. Saves stirring and protects kettles and pans. Approved by Good House-keeping Institute, Tribune Institute, Priscilla Proving Plant, and endorsed by Editorial Review and all leading women's magazines. Every user becomes a booster and each one sold sells many more. If we could show you what our salesmen are doing you'd grab this opportunity we're offering you.



Kanturn Kooker
Sample, Prepaid, \$1.00

Send today for sample (returnable if not satisfactory) and full particulars.

STANLEY SAVAGE MFG. CO.
415 S. Campbell Avenue, CHICAGO.

BALLOONS of QUALITY

- No. 70 — Heavy Round Balloons. Gross, \$2.25.
- No. 70 — Heavy Gas Balloons. Gross, \$2.25.
- No. 75 — Heavy Transparent Pure Gum Balloons, with Pictures both sides. Gross, \$3.75.
- No. 75 — Heavy Flag Balloons. Gross, \$3.50.
- No. 70 — Squawkers. Jarze white stems. Gross, \$3.75.
- No. 50 — Squawkers round. Gross, \$2.50.
- No. 50 — Balloons, with Pictures. Gross, \$2.00.
- No. 300 — Giant Altships, 65 inches long. Gross, \$4.50.
- Balloon Sticks, 30 and 40 Cents Gross.

S. S. NOVELTY CO.,
255 Bowery, NEW YORK CITY

AGENTS! Pure Rubber Household Aprons, made of pure heavy rubber and guaranteed waterproof. These Aprons are very practical, durable and washable. Used in all households, by surgeons, nurses, dentists and all laborers. Size, 27 inches wide and 33 inches long, with tape tie around waist and neck. Sells for \$1.00 to \$1.50 over all retail counters in country and will mean big PROFIT to you at our price of \$6.50 per Dozen.

25% deposit, balance C. O. D. Sample Apron, 75c, postage prepaid.

UNIQUE APRON CO.,
102 East Broadway, New York City.

Stylish Furs

WE CATER TO:
PAVIES AND CANVASSERS

Send for Catalogue

S. P. PLATT WHOLESALE FURRIERS
308 S. Market St., Chicago.

GOLD X-RAYS

GREATEST SELLING NOVELTY
\$3.00 Per 100

25 Cents in Stamps for Sample.

YANKEE NOVELTY CO., 98 3rd Ave., N. Y.

GERMAN SILVER KEY CHECKS

You can be your own boss with our Key-Check Order. Good for \$5 a day standing on a pocket key checks, fobs, etc. Sample check, with your name and address, 20c.

PEASE DIE WORKS, Dept. D, Winchester, N. H.

"Old Reliable"

That's what the oldtimers say. You know what you are getting when you buy from me—quality goods, prompt shipment direct from manufacturer to you.

\$3.00 Per Dozen
In gross lots only, less than gross lots.

\$3.25 Per Dozen
1/3 Cash, Balance C. O. D.

OUR GUARANTEE
We satisfy you or return your money.

Wm. Epstein
104 E. 12th Street,
NEW YORK CITY

Write for prices on other styles.

EGYPTIAN LUCKY
Love Ring

This Ring is an exact reproduction of a ring worn by Egyptians centuries ago as a Love Symbol of Happiness and Good Fortune for its wearers.

Ring has green gold finish, beautiful odd design, fancy engraved and set with brilliant Egyptian ruby and emerald stones. All the style now! It's a Hit! Get Yours Today!

Send no money. Send name and address; state size. Pay postman only \$1.75 and postage when ring arrives. If not satisfied send Ring back and money refunded. You risk nothing.

Agents, Salesboards—Write today and get our Special Offer. Big Opportunity.

McDOWELL COMPANY,
BOX 627 PROVIDENCE, R. I.

"A Good Needle"
\$8.00 Per 100
500 Lots
\$35.00

A. W. Day
Box 249
ATLANTA, GA.

The **Eureka**

AGENTS, CANVASSERS, SOLICITORS WANTED

To sell from house to house or demonstrate at fairs a new and useful household article in the way of a Handy Bottle Sprayer for oil and water. Put to many uses, and of the three sizes carried there surely is a sale to almost every household. This is a yearly seasonal article and with a little effort a good salary can be earned. A return postcard will start you on the road to success. Write today.

SALKEY TRADING CO.,
2378 Eighth Avenue, New York City.

AMBEROID GOLDEN BEAUTY COMBS

We Make 'Em

No. 410—Ladies' Dressing, 52 1/2". Gross, \$20.00
No. 411—Ladies' Coarse, 52 1/2". Gross, 20.00
No. 412—Men's Barber, 5 1/2". Gross, 13.00
No. 413—Fins or Dust Combs, 3 1/2". Gross, 13.00
No. 414—Pocket Combs, 4 1/2". Gross, 6.50
Leafhette Slides, Gross, 1.40

Buy direct from the largest manufacturer of Amberoid Unbreakable Combs in the U. S.

BARNES, THE COMB MAN, Loomister, Mass.

American Watches, Elgin, Waltham, Hampden

etc., at prices which we guarantee to be from 15% to 20% below the net wholesale prices. These watches are reconstructed and fully guaranteed. High-grade Braces and Lockets at 30c on the dollar.

MANHATTAN JEWELRY CO., Not Inc.
431 South Dearborn Street, CHICAGO, ILL.

\$25 A DAY Selling Shirts

Large manufacturer wants agents to sell complete line of shirts, pajamas, etc., direct to wearer. Advertised brand—exclusive patterns—easy to sell. No experience or capital required. Entirely new proposition. Write for free samples.

Madison Shirt Co., 583 Broadway, N. Y.

RIDING
DEVICES
AND
CONCESSIONS

FAIR GROUND
EXHIBITION

CARNIVALS
EXPOSITION
MIDWAY SHOWS

BANDS
AND
SENSATIONAL
FREE ACTS

AND HIS MAJESTY, THE BEDOUIN

MINISTER'S MESSAGE FOR
SHOWFOLKS' CONSIDERATION

Formerly Active in Various Capacities With Large
and Small Caravans, Rev. Charles W. Johnson
Offers Series of Services Gratis
on Invitation

Knoxville, Tenn., March 3, 1923.

To the Outdoor Showmen and Women of America:

Spring will soon usher in the new season. The opening dates are not far off. In winter quarters all over the nation work is being pushed so that when spring breaks your respective shows will be ready to take the road, epic and span. Agents are busily booking up routes. Managers are making their plans for the season's work, and from Maine to California, people of the show world are eagerly waiting for the opening dates.

What is the new season going to mean to you? Is it going to be a "red" one, or will it be a series of "bloomers"? Will the brand of amusement that you offer to the public be appreciated and patronized? Or will it be ignored and shunned by the decent American public because of the wall of prejudice and hatred that has been erected in the minds of a large number of the people of this country, due to graft, lewd shows and loss of confidence?

Will your show have anything new? Will it be different? Better? Cleaner? Greater? Or will those words be to you just the same time-worn press terms that have been used since the birth of the show? Will your show water to and please the better class of people?

Can children who are among the best patrons you have and ladies visit your midway without being insulted and shamed? Will your show live up to its billing and thereby keep faith with the public?

Summing up these questions, it all comes to this: Will your show sink in the storm of public opinion, or will it sail on valiantly, unharmed and unscathed?

Show people of America! You should know the answer to these questions before your show takes the road. On your answer depends your success or failure of the future.

In the February 17 issue of The Billboard appeared an article, entitled "Carnivals—Now and Then", by Doc Waddell. This article sounds a note of warning to the carnival world

in very emphatic terms, points out the only way the carnival of the future can travel—and exist, and is a direct challenge to all decent, upright men and women of the carnival world who are looking to the future of their profession.

I have heard many sermons. I have read many. I have preached many. But never in my life have I heard or read better advice and counsel than that contained in Doc Waddell's article.

It is Christianity in a nutshell. It is humanity from start to finish. It is the right advice at the right time. It expresses all that is high and pure and noble in mankind. All that the show world should be and by the grace of God will be, and the only salvation for the show that has hopes of a future. And as I read it I bowed my head and prayed that showmen and women everywhere would read, heed and practice.

I especially noted where Mr. Waddell spoke of carrying a canvas church with shows, and I heartily hope that the time will come when the sound of sacred music will be heard on the midway and the word of God shall be preached on the shows of America as the usual thing, instead of the rare exception. Mr. Waddell was not dreaming of a Utopia when he penned those lines, but of a reality of the near future, and I honor and revere him for coming out boldly and plainly, in this age of commercialism and money madness. Every mortal has a spiritual side. Every mortal needs spiritual guidance. Show people are not exceptions to the rule.

Money madness has been the undoing and ruin of some showmen who otherwise would

(Continued on page 134)

"THE FLAPPER" 25c
Feather Shade and Dress



Real Ostrich
Plume Feathers, 25c
CORENSON

825 Sunset Blvd., Los Angeles, Cal.
Don't waste postage; we answer no letters. Send \$1.00 for samples. THEY TALK.

PLEASANTVILLE, N.J.

AIR CALLIOPE
HAND OR AUTOMATIC PLAYED.
PLAYS LOUD OR SOFT FOR INSIDE OR
OUTSIDE USE. BETTER THAN A BAND.
TANGLEY CO. MU/CATINE IOWA

NEW GAME FOR CONCESSIONAIRES
WILL OPERATE ANYWHERE

FAIRS—PARKS—CARNIVALS—SHOWS—INDOORS OR OUTDOORS

If you want to CLEAN UP your concession, order at once. This is the cleanest and fairest game of skill ever before the public

Mr. Concessionaire:—This is the 1923 Winner, and if this game is not already in your Park or on your Carnival, you are losing money. For the past two years this game has MADE TOP MONEY in EUROPE, and was one of the few games that was patronized by ROYALTY, which means a BIG THING for the concessionaire in Europe. THE FOUNTAIN has competed side by side with the turn handle race games, and ALWAYS got top money. WHY pay that BIG PRICE for games, when you can get this game of Skill, "THE FOUNTAIN", so cheap? We claim there is NO GAME that has its equal. You cannot frame up any kind of an old joint for less than \$100.00, and then you have nothing worth showing; figure it out for yourself. How can I sell so cheap? BOYS, I am gambling on selling at least 500 games this season, so I have made the price so low that you can't help ordering one. I am claiming right HERE and NOW that this game will be the biggest MONEY GETTER for the coming season.

Throw Your **PARK MEN** Get Some
Old Joint **TAKE NOTICE!** Real Money
Away **TAKE NOTICE!** Legitimately

GET YOURS IN NOW

The carrying capacity, with 10 players at 10c is \$50 per hour—3 to 20 can play at one time. Game can be played in one minute if crowds demand it—when slowed down makes a big daily.

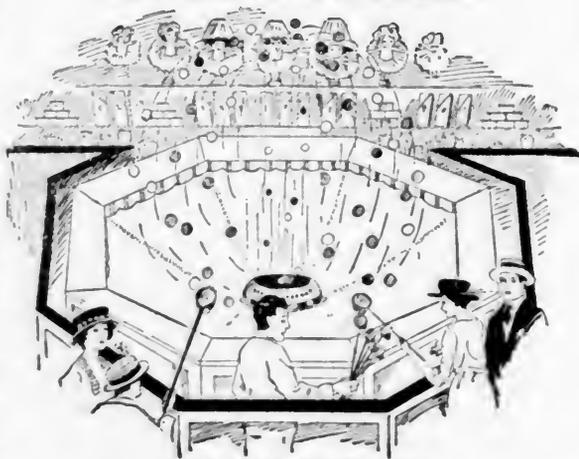
The Game is that each player is handed a net, and with it must catch the balls in mid-air, which is operated by electricity forcing the balls through air tunnel. The person catching the first three, or one of any certain color or numbers, on balls, can be declared the winner, according to your rules of operating. Any kind of stock can be given as prizes.

Game takes 10 feet square space. 15 feet clearance is sufficient size to allow players to stroll. Shipping weight, 150 lbs. Can be installed in 24 hours, ready to operate. Nothing to get out of order. ALL PARTS GUARANTEED.

The mechanism is finished pine grade A-1. The mechanism is steel and very strong. The motor and blower are guaranteed by the largest manufacturers of these things in the United States. Finest of workmanship and material to the finest detail.

BRAIN-STEALERS, IMITATORS AND INFRINGERS KINDLY NOTICE SERIAL NUMBER. TAKE THIS AS A WARNING.

Get well over a game cheaper than you can make one for, and are taking no chances.



U. S. PAT. SERIAL NO. 344447.

"THE FOUNTAIN"
A GAME OF SCIENCE AND SKILL

Owing to being able to get all materials and the perfecting of the game still further, we are able to give you this wonderful money-making game of skill for

\$200.00

F. O. B. Los Angeles. Subject to Advance.
HALF CASH—BALANCE C. O. D.

We will fill all orders as received, and can ship at once from stock on hand—So be quick and avoid delay.

BE THE FIRST TO SHOW
THIS GAME AND PROFIT

It is very easy to assemble this game, as each piece is marked distinctly. Portable games are finished and bracketed, and can be set up easily in one hour. We guarantee each game to be complete and in perfect working order.

Use your own imagination in comparing this game with high-priced games. This game takes smaller space than most of them, likewise theater, always in order lighter in weight, easily installed, more people can play at one time; can be used as a "grind joint" if necessary; can handle more money, being a game of skill, can work anywhere, also a "comeback".

COMPLETE INSTRUCTIONS HOW TO OPERATE AND RUN THIS GAME THREE WAYS SENT WITH EVERY OUTFIT. A CROWD GETTER—A CROWD HOLDER—FULL OF SPORT, FUN AND EXCITEMENT FOR THE PUBLIC. WHAT MORE CAN YOU EXPECT IN A GAME?

SAVE MY
ADDRESS

International Amusement Enterprises
Factory 1301, 60th Place, Maywood Station, LOS ANGELES, CALIF.

DON'T DELAY
ORDER NOW FOR YOUR
SPRING OPENING

H. C. EVANS & COMPANY

WORLD'S LARGEST MANUFACTURERS

—OF—

AMUSEMENT DEVICES, GAMES, ETC.

—FOR—

**CARNIVALS, PARKS, BAZAARS,
PIERS, BEACHES, CLUBS, RESORTS, FAIRS, PICNICS—ALL
INDOOR AND OUTDOOR EVENTS.**

—|||—|||—|||—|||—

Complete Line of Supplies of All Kinds for Concessionaires

—|||—|||—|||—|||—

IMMEDIATE SHIPMENTS--NO DELAYS!

YOU DON'T "WONDER" IF YOUR SUPPLIES WILL BE AT
THE NEXT TOWN WHEN YOU ORDER FROM "EVANS"—
YOU KNOW THEY WILL BE WAITING FOR YOU!

—|||—|||—|||—|||—

OUR 96-PAGE CATALOG OF
NEW AND MONEY-MAKING IDEAS

FREE FOR THE ASKING

Send for Our 23 and 24 Specials

—|||—|||—|||—|||—

1528 West Adams Street, CHICAGO, ILL.

—|||—|||—|||—|||—

SEE PAGES 121 AND 123 ILLUSTRATING A FEW OF OUR MONEY MAKERS!



LARGE WHOLE SKIN LEATHER TABLE MATS \$24.00 Doz.
or WALL BANNERS
LARGE VARIETY DESIGNS

\$9.80 PILLOWS \$9.80 Doz.

Knotted Fringe Silk-Like Centers
LARGE VARIETY DESIGNS



LEATHER PILLOWS THAT SELL \$24.00 ON SIGHT Doz.
LARGE VARIETY DESIGNS





GET OUR NEW CIRCULAR AND QUANTITY PRICE BUY DIRECT FROM THE MANUFACTURER
WE SHIP SAME DAY ORDER IS RECEIVED
Wire money with orders—25 per cent deposit required, balance C. O. D.

THE WORLD KNOWS we are HEADQUARTERS For PILLOWS

BIG HIT IN SALESBOARDS ALL PRIZES SHOWN IN COLORS ON EACH BOARD.
600-Hole Board, 8 Pillows..... \$ 8.00
800-Hole Board, 12 Pillows..... 11.50
1000-Hole Board, 12 Pillows..... 12.50
1200-Hole Board, 16 Pillows..... 15.00
1500-Hole Board, 21 Prizes: 10 Pillows, 36 Pennants, 21 Balls, 1 Leather Pillow for last punch. 20.00
LOOK—POCKET FULL CARD—LOOK.
With Genuine Leather Pillow, 50 Pulls Brings \$9.00. Only **\$2.25**

WESTERN ART LEATHER CO.
TABOR OPERA BLDG. P. O. Box 484 **DENVER, COLO.**
—YOU KNOW US—

RUBIN & CHERRY SHOWS
Many Contracted Attaches Arrive at Savannah

Savannah, Ga., March 7.—Rubin Gruberg, president of the Rubin & Cherry Shows, returned a few days ago from Chicago, full of enthusiasm regarding the proposed activities of the newly-formed Showmen's Legislative Committee of the Showmen's League of America, an organization which is endeavoring to combat agencies that are at work trying to put a crimp in the legitimate business of the outdoor entertainer. Mr. Gruberg believes that this will become one of the strongest factors in amusement in America, as it will be in a position to assure the show-loving public and committees the very best that the genius of the outdoor show world offers, under the positive guarantee that all attractions would be above suspicion. In fact, Mr. Gruberg is so emphatic in his opinion that he says unless this organization becomes a living, breathing reality, the outdoor showman will wake up some morning and find that, while he may have a big, beautiful show, he will have nowhere to put it.

"Organization is the only possible solution," said Mr. Gruberg, "and all with whom I have talked, fair secretaries, carnival owners, etc., heartily agree with me. Con T. Kennedy traveled with me from Chicago, and on the trip we talked of nothing else, and his ideas coincide entirely with mine. I have investigated and found that at least seven of the big carnival companies in America represent over a million dollars in actual investment, and the mere fact that these shows have made money, have been offered return engagements, have had editorials written eulogizing their methods and attractions, proves conclusively that the public does want and will patronize organizations that offer clean and wholesome entertainment."

Mr. Gruberg believes that with the Showmen's Legislative Committee firmly established and operating that the Showmen's League of America will become a far more important factor in the world of outdoor amusement than even its founders ever dreamed of.

"While the campaign that has been carried on by The Billboard may have, in the opinion of some, been very drastic," added Mr. Gruberg, "it is after all a good thing, for it will run to cover or make a change in those who have been responsible for bringing disgrace upon what should today be one of America's greatest amusements, and with the Legislative Committee working day and night to protect and stabilize the legitimate traveling exposition enterprises, the day is not far distant when the real show, devoid of disturbing and nauseating influences which have eaten at its very vitals for years, will be recognized and welcomed into every community. But the organization MUST positively go thru, or chaos will result."

All this may have nothing whatever to do with the work that is going on at the Tri-State Fair grounds here to get the Rubin & Cherry Shows in shape to open their season on March 29, in Savannah, for a nine days' engagement, but inasmuch as the success made by Rubin Gruberg in a few short years in the carnival field is so marked, the writer feels that the ideas and opinions of this brilliant showman will be welcomed by The Billboard readers.

Con T. Kennedy was a delighted visitor at winter quarters recently, stopping over here from Chicago en route to Miami, Fla. Jim Laird, inventor of the "One-Eyed Circus", has arrived from his home in Kansas City, and is busy at the quarters. General Manager James C. Simpson is a busy man these days, visiting and consulting with Mr. Gruberg, discussing matters with "Baldy" Potter and generally taking care of the many matters that would ordinarily have to be attended to by Mr. Gruberg himself. Both Mr. and Mrs. Rubin Gruberg are here, and there are daily arrivals of showfolks contracted for the Rubin & Cherry shows.

Norman Eagle, whose cockhouse has been a feature of the show for several years, has ar-



NOT A JOBBER---ONLY A MANUFACTURER

Manufacturers of the finest Marabou and Ostrich Trimmings for your Dolls, as well as Ostrich Flappers. Prices lower than other manufacturers. Write for Samples and Prices.

No charge for Samples—Just enclose Postage.

FLAPPER HEAD and DRESS, made in one piece to dress entire Doll (same as illustration) of the finest Ostrich
Price \$3.50 per Dozen (DOLL NOT INCLUDED)

Orders will be given prompt attention, in large or small quantities. Also selling Ostrich Feathers by the pound. Will beat any Competitor's prices. 25% Deposit on all C. O. D. orders

BEN HOFF, 3 GREAT JONES ST., NEW YORK CITY

"The House of Marabou and Ostrich"

New Electric Flower Baskets For Concessionaires



Getting top money. We sold thousands of these baskets last season to Concession Men who have cleaned up a fortune. You can do the same. These Baskets are so attractive they sell on sight. Just display in your booth and the sale is yours. Made of imported silver braided and red, beautifully painted in bronze colors. When ordering state which style of basket you desire. Each basket is filled with Roses, Tulips, Poppies or Assorted Flowers, as you wish. Each flower is equipped with new improved electric light bulb and positively will not burn or scorch the flower. Flowers and lights are interchangeable. Patented under No. 13250. Six feet of cord, plug and socket all complete with each basket. Each basket is packed in an individual box, all complete, ready to place on your stand.

PRICES
4-Light Baskets, 19 inches high..... \$3.50 Each, \$39.00 a Dozen
5-Light Baskets, 22 inches high..... 4.00 Each, 45.00 a Dozen
6-Light Baskets, 22 inches high..... 4.50 Each, 51.00 a Dozen

25% with order, balance C. O. D. Sample sent at individual prices shown above. Also have other Baskets (non-electric) in many sizes and designs from \$4.50 a Dozen and up.

OSCAR LEISTNER, 323-325 West Randolph Street, CHICAGO, ILL.

NORTHWESTERN SHOWS!

We have a first-class platform show outfit, well built and almost new, sixteen by sixteen, that we will furnish to an experienced showman who has a real attraction. Terms: 40 per cent for us. Season opens May 5th, at Detroit.

F. L. FLACK, Manager,
Northwestern Shows, 36 E. Woodbridge Street, Detroit, Mich.

rived from Hot Springs, Ark., where he and Mrs. Eagle spent the winter taking baths and swapping stories with mine host, Maurice. Rubin Gruberg's "little family", known as the Rubber Midgets, seven in number, now in Cuba, will return to the United States in a few days, coming on to Savannah in plenty of time for the opening. Daredevil Baker, who will operate the motorhome the coming season, is busily engaged in renovating the entire structure, always with his eye on the motto: "Safety First".

Joie and Edith Nugata gave a birthday party at the fair grounds March 2, in honor of the first anniversary of the birth of their son, George, who first saw the light of day here. About 200 of the Rubin & Cherry employees and associates were present, and with dancing indulged in until a late hour, and dancing and singing specialties by local talent, including Peggy Jordan, a great time was had by all. Prince Buddin, magician and lecturer, is here, having signed with the Carl Lautner side-show.

WILLIAM J. HILLIAR
(Press Representative).

SMITH'S SOUTHERN SHOWS

Montgomery, W. Va., March 6.—Everything is in almost complete readiness at the winter quarters of Smith's Southern Shows for the opening engagement, during a "Moose Convention and Celebration", in Montgomery, starting March 21.

Manager Smith has been very busy, looking after the advertising in connection with the opening event, and there is a lavish display of posters, one-sheets, heralds, etc., announcing the festivities. When the outfit moves on the lot Manager Smith will be found with the largest show of his career. Among the attractions, according to present accounting, will be Smith's Dixieland Minstrels, Matt Bosher's Athletic Show, Smith's Hawaiian Village, 5-in-1 and Tabloid Show, Holliman's Snake Show, Smith's Ell school, Clark's carousel, and among the concessionaires will be Lee Stanley, five; Chas. Clark, three; Harry Hoffman, three; Holliman, one; Harry Devco, cookhouse; Beulah Barton, two; Lewis Morgan, one; and Frank Evans, one; May Clark, one; Maudie Palmer, one; and the writer, three. Lee Stanley has returned from a trip to St. Louis, bringing along his brother, Gus, who will be with the show this year.

WM. CASTEEL (Show Representative).

Look thru the Hotel Directory in this issue.

EVANS' PROVEN WINNERS

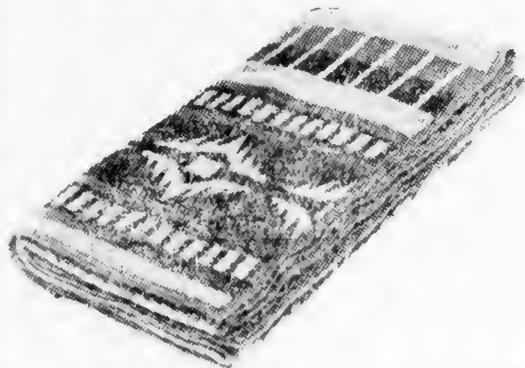
MERCHANDISE WITH A KICK.

NATIONALLY ADVERTISED BRANDS.

PRICES THAT ARE RIGHT.

BEACON BLANKETS

Aladdin Thermal Ware Jar



Polished Aluminum



Gallon Size

Size, 66x80.

Each, \$3.50

Each, \$5.00

Rogers 26-Piece Silver Set

Electric Boudoir Lamp

Electric Percolator



Complete in oak chest, with drawer
Each \$3.90

Each \$3.00
Per doz., assorted \$33.00

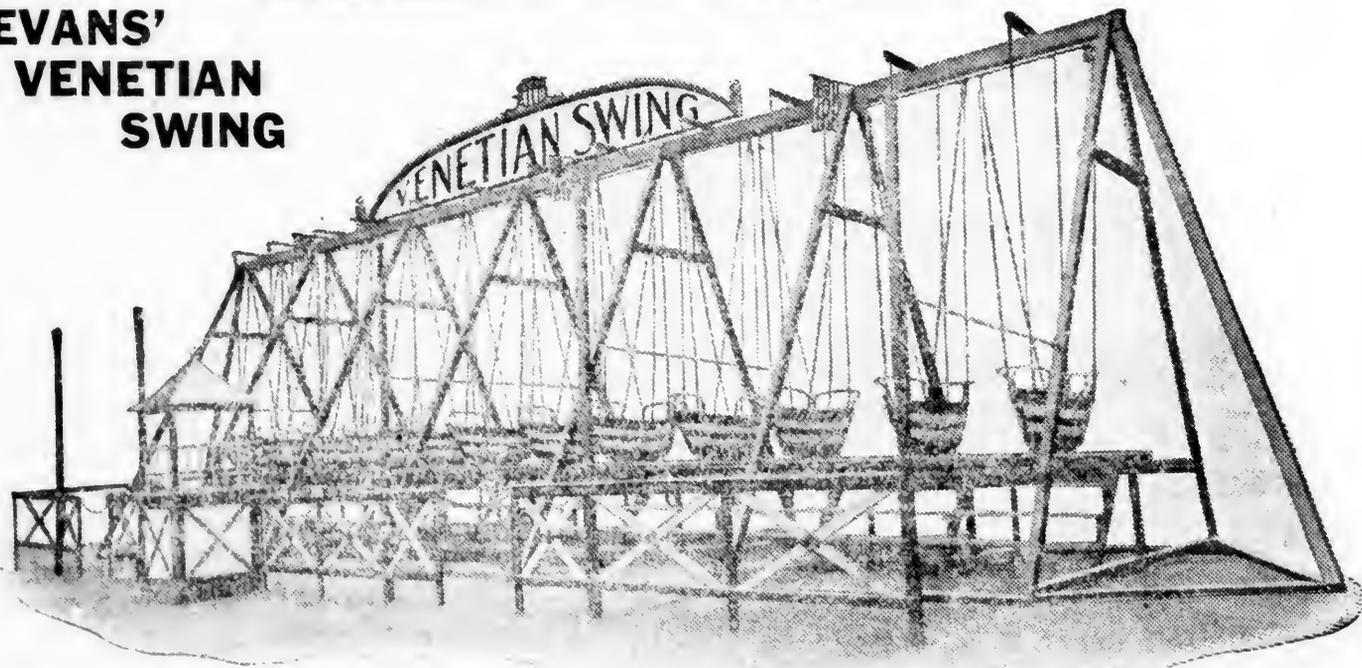
12-cup size, 12½ inches high, guaranteed one year
Each \$4.50

Full Line of MANTEL CLOCKS, ALUMINUM WARE, LAMPS, PERCOLATORS, THERMOS JARS, BLANKETS, SILVERWARE, DOLLS, CANDY, ETC.

DEAL WITH THE BIGGEST AND GET THE BEST, BOTH IN QUALITY AND PRICE

Write for BULLETIN 14 for full line of latest premium merchandise

EVANS' VENETIAN SWING



THE 100% RIDE INVESTMENT—Low initial cost, low operating expense, low upkeep—BUT BIG EARNING CAPACITY! An attraction for men, women and children, and a great repeater. Gives any park or midway 75 feet of the cleanest, flashiest and most pleasing concession possible. Write for 6-color illustration and full description.

H. C. EVANS & CO., 1528 West Adams Street, CHICAGO, ILL.

(See Page 123, illustrating a few of our money makers.)

ALUMINUM WARE IT PAYS BIG!



FOR WHEEL MEN

THESE ARE THE ONLY ITEMS WE PUT OUT
BUT THEY ARE MADE AND PRICED RIGHT

To Handle Well-Made, Highly-Polished Utensils Like These.

Wheel Men who used our ware last year have told us so. They say:

"IT CREATES THE FLASH THAT BRINGS IN THE CASH."

When winners see the high quality they come back for more.

To acquaint you with this High-Grade Low-Priced Ware, we will ship, charges prepaid, a sample of each of our eleven items, as listed, on receipt of \$10.00.

NOTICE—We have something to say to all old customers. Write us at once.

C. A. Vittum, A. J. Stuart, John J. Shea, T. A. Stevens, S. J. Lubman, Chas. G. Kohler, A. H. Hogan, C. P. Lombardo, F. Gallo, O. A. Baker, C. D. Murray, L. L. Bullard, Ernest Brown, Etc. Write today.

ORDERS SHIPPED SAME DAY RECEIVED.

PERFECTION ALUMINUM MFG. CO., INC., LEMONT, ILLINOIS

	Per Doz.	Full Gr. Lots
10-In. Double Round Roaster..	\$ 9.00	\$102.60
11-Qt. Round Dish Pan.....	10.50	119.76
8-Qt. Water Pail	10.50	119.76
3-Qt. Water Pitcher	10.50	119.76
8-Qt. Preserve Kettle.....	10.50	119.76
6-Qt. Covered Kettle	10.80	123.12
10 Qt. Preserve Kettle	11.80	124.52
8-Cup Percolator, 3 Pc. in Set.	11.80	134.52
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TERMS—25% with order, balance C. O. D., F. O. B. Lemont, Illinois.

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Made in our own factories—gives you unlimited money earnings—\$2 to \$5 profit on each sale.

All Men's, Women's and Children's Garments are with Belts.

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\$2.85 Brown Rubber and genuine Suede Cloth. Sells on sight for **\$6.75** up.

Genuine Men's GAS-MASK

Red Tube, Rubber-lined on Diagonal, in Tan-Gray and Whipcord shades. **\$1.85**

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Sizes 36-46..... **\$3.25** EACH
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Ladies' GAS-MASK Coats

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Boys' and Girls' GAS-MASK. 6-16. **\$1.65**

Order your supply now. 20% deposit, balance C. O. D., F. O. B. New York. Sample coats sent only on full payment.

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170 Fifth Ave. New York City

WORLD AT HOME SHOWS

Work Nearing Completion at Winter Quarters—Open April 23

With preparatory work being hastened to completion, the World at Home Shows, in winter quarters at Alexandria, Va., will soon be ready for their opening there at the Elks' Big Spring Fun Frolic starting April 23.

The last lot of the rolling equipment left the blacksmith shops before March 1, and Trainmaster Ed C. Boston and his crew had completed overhauling and rebuilding of every piece of the equipment. Dad DeArmo, in the palpit shop, is pushing forward his crew on the final touches of what will be the prettiest amusement enterprise ever directed by Irving J. Polack.

The Alexandria newspaper is carrying stories of the Elks' Fun Frolic. Lithographs and other paper is in winter quarters and soon the master brush of E. B. Walker will get busy. Special Agents Al S. Cole and E. A. Kennedy are expected in winter quarters within the next few days to open the early promotions under direction of General Agent M. B. Golden. Two towns will be covered by the advance at one time, as the World at Home Shows, after opening at Alexandria, moves to Baltimore for six days and nights at the "May Jellification" of the Veterans of Foreign Wars and Police Association, for three days of which the Ringling-Barnum Circus will move on the same lot as the World at Home.

General Agent Golden, having landed some good fairs in the Central States, has invaded Dixie and from reports he is contracting some promising Southern fairs for next fall. Assistant Manager F. Percy Morency is getting everything in shape to move the offices in New York to Alexandria. Louis Corbelle, who with Mr. Golden will have the Caterpillar on the show, is expected within the next few days as the new ride will arrive at winter quarters about ten days before the opening. His Laughland show has been overhauled and repainted, and will be dazzling in its beauty. Barney Demarest is another expected early arrival, and "Corn Cob" Shannon, boss hostler, has prepared stable room for Demarest's horses, to be used in his Wild West and Society Circus. Harry Elliott, proprietor of Jungland and manager of "Over the Falls", announces innovations in his jungle presentation.

There will be eighteen shows at the opening stand. It has been learned from an authoritative source, which, with the six rides, will give the World at Home Shows a "pleasure trail" with twenty-four pay attractions. Concessions will be held at a minimum.

CARLETON COLLINS (Press Agent).

COREY GREATER SHOWS

Barberton, Pa., March 6—All members of the Corey Greater Shows have been keeping themselves busy with preparations for the coming season and are anxiously looking forward to the time for opening.

Chas. D. Stroud, who contracted his Baby Lou show and three concessions with the show, advises from Milla, Pa., where he has been spending the winter, that he will be on hand in plenty of time for the initial engagement. "Oly" Nathan, of Natlan Bros., roller skating team, recently returned from Europe, wrote from New York City that he will again be with the caravan, with four concessions, including an up-to-date shooting gallery ("Oly" was with the show in 1917 and 1918). George Allen informs from Saranton, Pa., that he will soon arrive at winter quarters with a corps of assistants to put his paraphernalia in good shape. Mr. Allen has seven concessions. The show-folk here have been passing away the long winter nights (until a reasonable hour) in roller skating and dancing in Mr. Corey's auditorium. "Red" Baxter and Nick Farrell are probably the skating and dancing champions of the "trotters". Mrs. Corey has also helped in the entertainment line with greatly appreciated vocal selections. "Happy", the trained monkey (and pet of the show people), died about two weeks ago, causing deep regret among winter quarters. A number of the Corey benefits have taken great interest in reading the weekly newspaper in "Under the Magnifying Glass" in the Elks' Club, submitted by their old circus friend, Joe Atwood Belmont. All of which is according to an executive of the show organization.



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MAKE OVER 300% PROFIT

PEARLS are nicely graded choice pearl color, indestructible, with solid white gold patent clasp set with Genuine Diamonds, 21-inch string, in rich-lined box.

Per Each, **\$2.75**

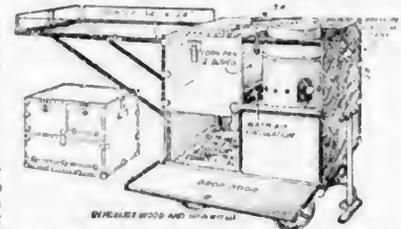
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BEST FOR THE ROADMAN

Talco Kettle Corn Popper

NEW LARGE OVERSIZE MODEL
LOWEST PRICED HIGH-GRADE POPPER



Built in a powerfully constructed and handsomely decorated trunk which makes it ideal for Road work and just as good at permanent locations. The TALCO closed Kettle Popper produces delicious, tender, "popcorn in flavor" corn, which always out-sells any other kind and brings greater year-round profits. Write for full information.

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SEND FOR NEW

Fishing Tackle and Gun Deal

A Four-Square Deal Write today
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Builders and repairers of all kinds. Card organ music a specialty. 1717 Melville Street, Bronx, N. Y. Formerly with Berni Organ Co.

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Greatest Walk-Thru SHOW Greatest Store Room SHOW

From the Kaiser's Castle to Peace at Paris

A history of the entire war in colored Photography. Also hundreds other great scenes for a change. New, Educational, Historical, Beautiful.

No Nut—No Stock To Give Away—Only 10-Ft. Front

A great repeater—advertises itself—the most talked of attraction on the midway.

Order in the Leading Showmen and Concessions advertising daily.
COMPLETE OUTFIT CONSISTING OF 15 BEAUTIFUL VIEWING BOXES, FIFTY PICTURES, LETTERS AND FULL INSTRUCTIONS FOR ONLY \$160.00.
Send \$40.00 and complete outfit will be shipped at once, remainder collect. Those who have not seen it write for booklet.
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CHAS. T. BUELL & CO., Founders and Sole Distributors, 64 North Williams St., Newark, Ohio.
We have no agents authorized to collect money in advance, send it to office.



RUBBER BELTS \$14.00

with roller bar buckles, now..

Or with extra fine clamp buckle for only \$15.50. Colors: Gray, brown and black. Stitched, plain or Walrus design. All goods priced F. O. B. Barberton. We require a deposit of \$3.00 per gross. Send for circular listing other good sellers in rubber.

THE SUMMIT DISTRIBUTING HOUSE, - Barberton, Ohio.

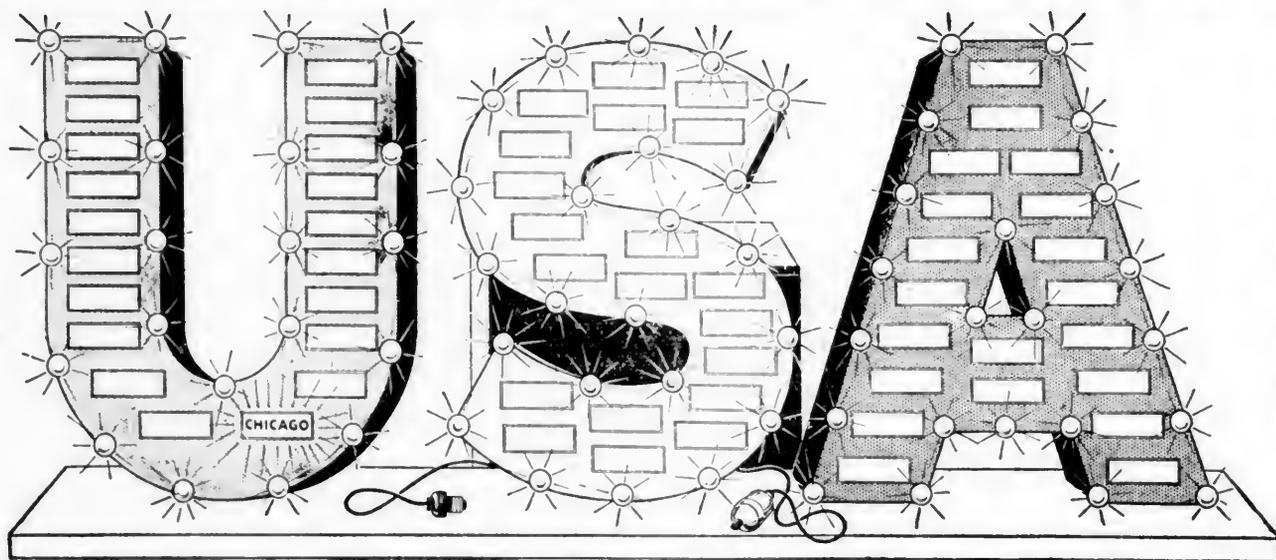
MENTION US, PLEASE—THE BILLBOARD.

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

EVANS' 1923 MONEY GETTERS

UP-TO-DATE CONCESSIONS FOR CARNIVALS AND AMUSEMENT PARKS

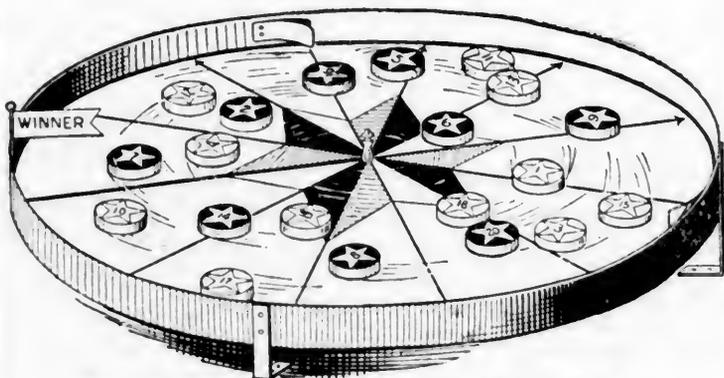
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60 Space
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MOTOR DRIVEN PADDLE WHEEL SUBSTITUTE.

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A REAL WINNER EVERY TIME.

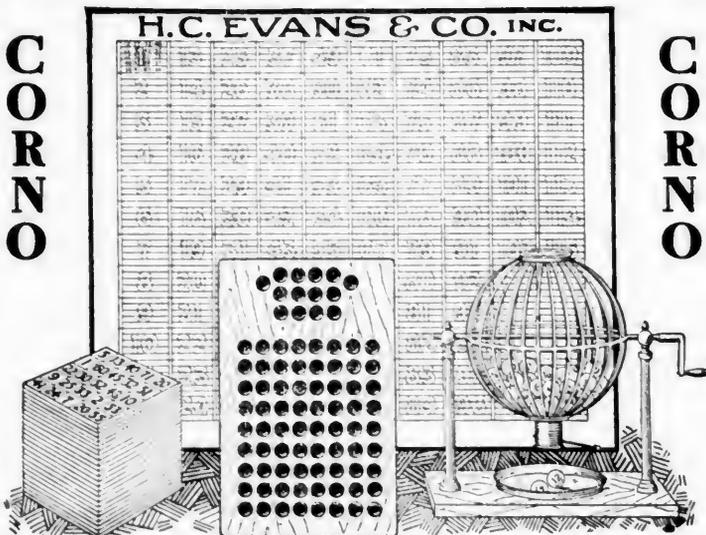


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A clean-cut science
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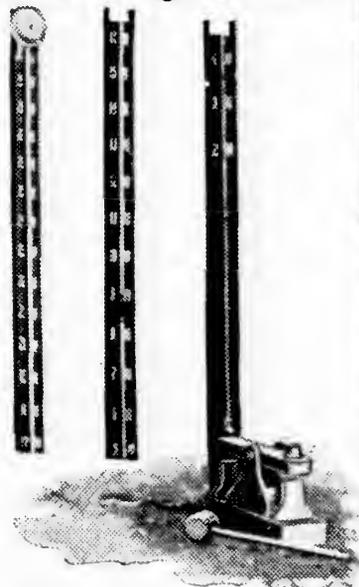


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A correct combination, thoroughly proven. Every player has equal opportunity.

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Evans' High Striker



Strong and substantial. Built to stand hard wear. Attractive appearance.

For full particulars and prices of above write

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(See Page 121, illustrating a few of our money makers.)

Electric Torchier Lamps

ART ELECTRIC CANDLESTICKS, ALSO BOOK ENDS, ETC., SPECIAL FOR
Carnivals, Beaches, Parks, Premium Trade

**22,000 OF THESE LAMPS WERE GIVEN AWAY AS
A PREMIUM BY A CHICAGO BANK**

The Latest Craze Beautify Every Home

The Torchier Lamps are in demand by rich and poor alike. These Lamps stand from 9 inches to 25 inches high, over ten assorted designs and sizes. A wonderful premium for intermediate and grand prizes.

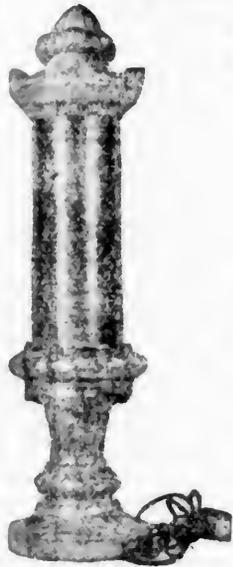
They are a real work of art, finished in high-grade style, hand-burnished and sprayed. A real mica chimney, a hard composition base and top, wired complete with six feet of cord, plug and socket; polychrome finish, ready for use.

Prices, in large lots, 90c to \$1.98 each (ON THE SINGLE TORCHIER)

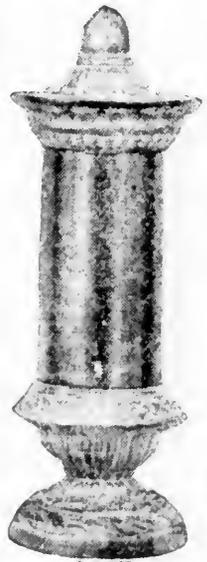
ORDERS POSITIVELY SHIPPED SAME DAY AS RECEIVED
25% WITH ORDER, BALANCE C. O. D.

Line up with the largest manufacturers direct

NOTE—In the Special Sample Offer Coupon (lower right hand corner), the price of \$1.40 is the minimum for 100 lots, and we are making this special price for one so you can see for yourself the high-grade Torchiers we are manufacturing.



No. 101
25 Inches High
Mica, 3 1/2 x 8 Inches



No. 105
27 Inches High
Mica, 4 x 8 Inches



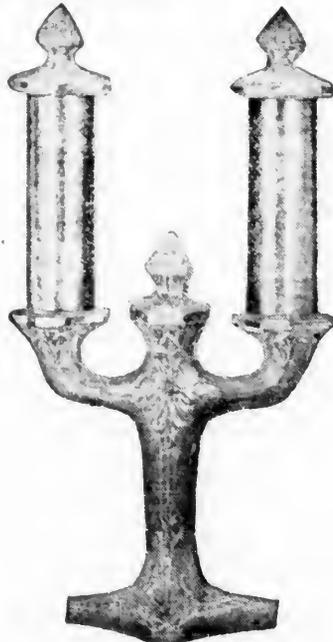
No. 103
21 Inches High
Mica, 2 1/2 x 8 Inches



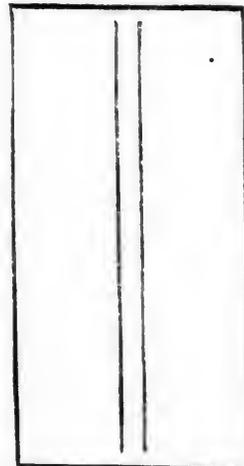
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21 Inches High
Mica, 2 1/2 x 8 Inches



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Height, 18 Inches



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24 Inches High
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Enclosed please find P. O. Money Order for \$1.40 for which kindly send me one of your No. 100 Torchier Lamps, illustrated above, 16 inches high, ready for use, hand burnished.

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Each Series Wire Stitched

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The Series No. on this turn is

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Peerless Equipment Gets the Big Money!

Don't experiment! Line up with a sure money-maker. Good the year round on special spots or permanent locations.

Own a Peerless, the original time-tried Kettle-Popper. Backed by six years' unequalled performance. Unbeatable for capacity, compactness, portability and the quality and flavor of the corn produced. Three models. Adapted to every use.

Investigate our new Model "C" for road and show use. Same big capacity, same famous Peerless Patented Kettle. Comes complete with permanent carrying case. Weight, 80 pounds. Low price.

Another Sensational Profit Maker
The Peerless Coating Machine. Complete equipment for chocolate coating, refrigerating, storing and cream show balls, etc. Three models.

Write for Circular Today. Address Dept. B

NATIONAL SALES COMPANY
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CALIFORNIA SHOWS
Preparing To Open This Year's Tour April 7

Work at the winter quarters of the California Shows is well under way and the remaining preparations will go forward speedily in order to have everything in readiness for the opening in Boston April 7.

Messrs. Anderson and Hall are emphatically announcing that only entertainment of a moral and refined nature will be presented by this organization. The show this year will have five rides—merry-go-round, Ferris wheel, Whip, seaplanes and Caterpillar—and ten shows, as follows: Motordrome, Taylor's One-Ring Circus, Native Hawaiian Singers, Working World, Monkey Speedway, a walk-thru show, Athletic Show, 10-in-1, Wild Animal Show and Water Show. The lineup will also include twenty-five concessions.

Ilen L. Botsford, superintendent of rentals for the Big Plattsburg Fair, was at winter quarters recently and signed the show for this year's fair. Hudson Falls has also been contracted, along with other fairs in that section. Harry Hall writes from Canada that he has some good spots booked. Advance Agent Fred Perkins has the first twelve weeks of the season contracted. All of which is according to a "show representative" of the above shows.

SELF-FILLING Fountain Pens

THE ORIGINAL "MANOS" PEN—Imported from Austria, 6 1/2-in. h. self-filling, made of black composition, chased barrel and cap, 11-K. gold-plated pen; simple, practical filling device, merely turning thumb screw draws ink or ejects ink; does not leak, each in box. Gross. **\$15.00**
P3672B—6 doz. in carton. Dozen **\$1.50**

IMPORTED BAMBOO PEN—Made of selected bamboo, highly polished black composition mechanism, practical filling device, 4-leveled pocket clip, glass point, flows freely but never leaks. **\$48.00**
B123—1 doz. in carton. Dozen **\$4.50**

GLASS POINTS—Extra points for Bamboo Fountain Pens. **\$4.50**
Gross

B124—6 doz. in carton. Dozen **\$4.50**

Samples of both the "Manos" and Bamboo Fountain Pens will be sent promptly upon receipt of 60 cents.

OUR 1923 CATALOGUE WILL BE READY ABOUT MAY 1. Watch for announcement in later issue of this paper. We shall be glad to furnish you with information about our goods and **WILL SUBMIT QUOTATIONS PROMPTLY UPON RECEIPT OF YOUR INQUIRY.**

LEVIN BROTHERS,
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SMASHING PRICE REDUCTIONS ON THE FAMOUS K. & G. Plume and Lamp Doll Sensations



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No. B—PLUME DOLL \$ 50.00 per 100
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SEPARATE PLUMES (as per cut, real ostrich feathers) 40.00 per 100

OUR NEW FLAPPER PLUME (Skirt and Shade complete) 25.00 per 100

All the above Plume Dresses and Shades come in a variety of ten different colors.

Try Our New Hair Giveaway Dolls. Special, \$25.00 per 100.

PRETTIES Quantity Price \$1.50 Each
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WE ARE DIRECT MILL REPRESENTATIVES FOR THE FAMOUS CAYUSE INDIAN BLANKETS.

Blankets \$6.00 Each
Shawls (with fringe) 7.00 Each
Glacier Park Blankets 8.00 Each

Anticipate Your Requirements. Order at Once. Goods Shipped Same Day Order Is Received.

KINDEL & GRAHAM,
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MRS. FAIRLY HAS EYE FOR BUSINESS

Kansas City, Mo., March 7.—There are more carpool people spending this winter in Leavenworth, Kan., than in several years and one of the reasons for this is the Fairly Hotel there, managed and operated by Viola Fairly. While her husband, Noble C. Fairly, was touring the South with his minstrel party, after the close of the Noble C. Fairly Shows' regular season, Mrs. Fairly took a trip to Leavenworth and arranged for the hotel. When the Lachman Shows and the Ed A. Evans Shows pulled into Leavenworth for the winter, many of the people put up at the hotel, intending to come to Kansas City when the cold weather started, but Mrs. Fairly made the place so homelike and attractive that she has kept it filled. The spacious lounging room is filled nightly not only with the guests, but by visitors from Kansas City and St. Joseph.

Here are a few of the prominent showfolk observed one night recently at the Fairly Hotel: Mr. and Mrs. Ed A. Evans, of the Evans Shows; Ned Stoughton, of the Reed Shows; Herman Q. Smith, of the Lachman Exposition Shows; Hank Evans, of the Evans Shows; Mr. and Mrs. L. W. Hutchinson, of the Fairly Shows; Mr. and Mrs. Andy Carson, of the Lachman Shows; Mr. and Mrs. Ira Wilson, of the Sunflower Shows; Mr. and Mrs. C. C. Hutchinson, of the Fairly Shows; Harold Busha, of the Lachman Shows; Edward Evans, Jr., Evans Shows; Mr. and Mrs. George Campbell, Fairly Shows, and "Dad" Hopkins, the veteran carpool expert, who is also spending the winter in Leavenworth.

Friday night, February 23, Mr. and Mrs. Fairly (Mr. Fairly arrived "home" about the middle of January) gave a midnight Italian supper in honor of Ned Stoughton on the eve of his departure to join the Reed Shows in the South. Paul Parker, of the big Parker factory, manufacturers of carry-us-alls and other amusement devices, and Mrs. Gertrude Allen are frequent callers at the Fairly Hotel.

As the time draws near for the opening of the Lachman Exposition Shows it is expected that many more will arrive in Leavenworth. The Fairly Greater Shows and the Sunflower Shows also are making steady and constant preparations for their openings in April, both of which will be in Leavenworth.

START A SHOW

Here's a chance. Get in right. Small investment. Educational line. The Bull Show is twice the size of the largest animal seen on the average farm or cattle ranch. His color is white, except a few red spots on the neck. Pure Holstein, registered stock 100% perfect. Pink skin like an Arabian horse. The hair is soft as fur. He is so gentle that little children can play around him, ride him or he can be led anywhere. A big banner and tent is all you need. Has taken over \$100 a day at several fairs. Won't the true for advertising purposes alone. A "Smoke Ball Durham" Tobacco Shop would pay for him first season. The rest is velvet. Reasons for selling, unable to go on a road. Further particulars upon request. Address:

J. K. MCINTYRE, Crestline, Ohio.

Circus Parks Carnivals Fairs
BOAT POND STORE

(Patent Applied For)
A GAME OF SKILL AND SCIENCE.

Use any kind of merchandise, such as Silver, Gold, Bankers, Candy, or any good cash. It beats anything ever invented. This store was tried out by the inventor twice weeks with big success. This store runs when everything else is closed. It costs the owner of 4 cents, pays players spellbound. Nothing but a walk from opening to closing time. Write for price and how to use.

LAND OF THE SKY AMUSEMENT DEVICE CO.,
Southern Office: P. O. Box 468, Asheville, N. C. Eastern Office: 268 Jefferson Ave., Brooklyn, N. Y.

LEGION SIGNS SHOWS

Edna Mo., March 7.—A contract has been signed by the Cyril A. Graham Post of the American Legion with Barlow's Big City Shows for a week's engagement in this city, beginning August 6. This year is the ninth annual tour of the organization, which has its spring opening at Manhattan, Kan., in April. The company announces that it will have 150 people, ten shows, four riding devices, electric air calliope, band and other attractions.

OSTRICH TRIMMINGS
FOR DOLL'S DRESSES

In Assortments of Beautiful Colors.
ALSO MARABOU TRIMMINGS, OSTRICH PLUMES AND FEATHERS.
Quantity Users write for Samples and Prices.

COLUMBIA MARABOU CO.
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Special RAINCOAT Offer

Lot No. 500B—Gabardine Gas Mask Raincoat. Well made, with belt all around. Sizes 36 to 46 **\$1.90**

Lot No. 510B—Lestherette Coat. Mole skin back, trench model, double breasted, brass buckles and eyelets on sleeves and belt. Sizes 36 to 46 **\$3.50**

20% Deposit, Balance C. O. D.

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CHEWING GUM
\$1.00 per 100 Packages
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5% OFF—TO ADVERTISE OUR NEW HOME—5% OFF

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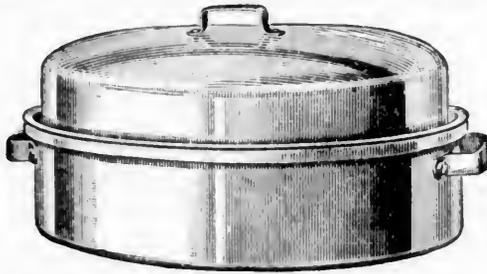
ORIGINAL OVAL ROASTER FOR HAM WHEELS

FOR KENO



Paneled Syrup Pitcher. Very dainty, wonderful Intermediate. For all Wheels. Dozen to a Carton.

PRICE, 49c EACH.



Length, 18 1/2 in.; width, 11 1/2 in.; height, 8 in. This is the original HAM WHEEL ROASTER. First worked on Wheels by J. L. RAMMIE and A. F. BEARD at the Michigan State Fair, 1922. 6 to a Carton.

PRICE, \$1.87 1/2 EACH.

SAME ROASTER. Size: 13 1/2 x 9 1/2 x 6 in. 12 to a Carton.

PRICE, \$1.30 EACH.



8-Cup Paneled Percolating Coffee Pot. Has detachable handle. At this price it can be used as an Intermediate Price. 12 to a Carton.

PRICE, 75c EACH.

Send in this page with 25% of your order and we will deduct 30% from your C. O. D.

This page must come with your order, as the discount is for this ad only. Prices are net without this page.

FOR INTERMEDIATE AND KENO

CUT SHOWS HOW OUR ROASTERS ARE MADE

FOR INTERMEDIATE AND KENO



Sizes: 1 Qt., 1 1/2 and 2 Qts. Lipped Sauce Pan Sets. First come, first served on this number. 1 to 6 Dozen Sets to Carton.

PRICE, Per Set, 53c.

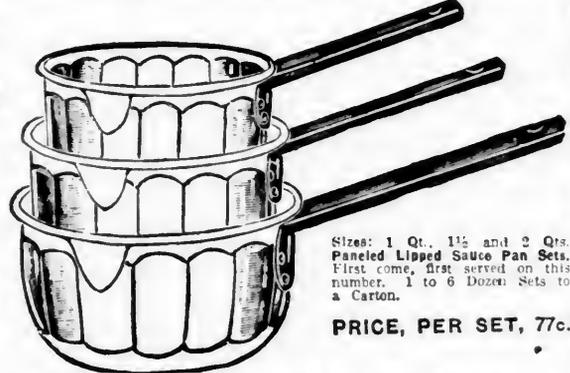


This will never warp. Guaranteed for 20 years

Beware of Roasters that warp before you leave town.

Unusual dense, hard, thick metal. Made to withstand heat and hard usage. Beware of cheap imitations.

WONDERFUL TOP PRIZE



Sizes: 1 Qt., 1 1/2 and 2 Qts. Paneled Lipped Sauce Pan Sets. First come, first served on this number. 1 to 6 Dozen Sets to a Carton.

PRICE, PER SET, 77c.

FOR KENO

Paneled Ware is never sold at bargain counters. All merchandise is on our floor and we ship the same day your order is received.



5 Qt. Windsor Kettle. This is the regular family size. Real silver finish. Dozen to a Carton.

PRICE, 75c EACH.

EXTRA LARGE SIZE



3-Qt. Water Pitcher. Real silver finish. Dozen to a Carton.

PRICE, 79c EACH.

Assorted samples packed in one carton at net prices. No discount on samples.



Extra Large Size 6-Qt. Paneled Tea Kettle. Welded spout. Very highly polished. 6 to a Carton.

PRICE, \$1.30 EACH.

NO BREAKAGE WITH THIS

Paneled Angles give added beauty and strength. No merchandise shipped without 25% deposit. No orders accepted for less than a carton.

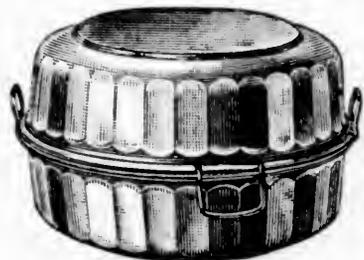
FOR FRUIT WHEELS



Original 6-Qt. Preserving Kettle, for Fruit and Grocery Wheels. This is the kettle that topped everything last year. Dozen to a Carton.

PRICE, 72c EACH.

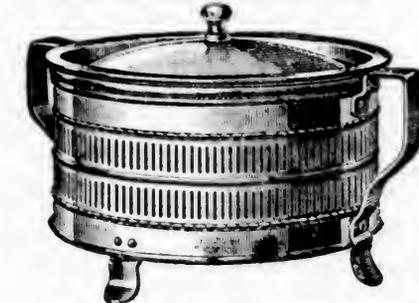
FOR FRUIT WHEELS



Round Double Roaster. Diameter, 10 in.; height, 6 in. Dozen to a Carton.

PRICE, 80c EACH.

Assorted samples packed in one carton at net prices. No discount on samples.



Aluminum Casserole. Cast aluminum knob. Inside container made of aluminum. Difference in price more than saved on express and breakage. Dozen to a Carton.

PRICE, \$1.17 1/2 EACH.

KORNO AND KENO



11 Qt. Extra Heavy Dish Pan. Fits the sink. Dozen to a Carton.

PRICE, 89c EACH.

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GENERAL OFFICE: Address Mail and Telegrams Here, 7 West Madison Street, Day Phone: Dearborn 6608, Night Phone: Wellington 4020.

CHICAGO, ILLINOIS

We carry a complete line of Carnival, Bazaar and Premium Supplies. Two express offices within one block of our New Home. Main post office two blocks away! Your shipment is sure to go the same day!

5% OFF 5% OFF 5% OFF 5% OFF 5% OFF 5% OFF 5% OFF

TELLS OF VISIT

"Bill" Farley "Looks Over" Snapp Bros.' Shows at San Bernardino, Calif.

Los Angeles, March 7.—With the first year of the National Orange Show without lots of rain, the week at San Bernardino, Calif., was a big success. Not only was the attendance high throughout the week, but the exhibits and decorations were better than in previous years. Inside of the Orange Show the outstanding feature was the season's opening of the Snapp Bros.' Shows. The writer had the pleasure of "stating to the world" the splendid equipment of this show when it first opened its gates at East St. Louis, and now at San Bernardino, Calif., he was again granted the pleasure of being with it at the opening of another season.

The shows were excellently placed behind the main tents of the "big" show and laid out in a circle. A sandy lot made it hard for them to get placed, but it was far better than the lot that held the shows before. (The Orange Show this year was moved down about two miles farther into town than last year, and this put them at least upon good, level ground.)

The Snapp Shows have undergone some important changes and their size has been increased. Looking out of the main tent of the Orange Show the well-lighted midway of attractions was more than appealing. In our story we will have to omit some of the people with the show, as at the Orange Show this year no games of any kind were running. Those who put on concessions generally run with games were doing a straight retail business—most admit it looked a little out of place, but the writer is not sure that it was unprofitable.

Among the games carried this year are "The Field" under the management of John Merton, with Harry Gauthier on the ticket box. Win Green engineers the Giant Seaplane, with Mrs. Green at the ticket window and C. V. Kappeler, James Cahalan and Joe James working the cars. The Whip, doing a good business, kept both Lewis Mings, the manager, and Harry Reynolds busy constantly. Messrs. Munay, Allen and Schillinger took care of the merry-go-round. The big Ell wheel was in gay dress and brightly illuminated and handled by Messrs. Murphy, Tompkins and Simpson. Among the shows we found Lester's Wild West with a full company of riders, ropers, etc.; Tom Atkins with his Dog, Pony and Monkey Circus, which attracted much of the midway crowd; the Athletic Show seemed to be as much an attraction out here as back East, and the crowds around the bally, watching Roy Anderson, the feature, and Jack Moran, former sparring partner of Jess Willard, kept the midway full of cheering at all times. Mrs. Roy Anderson handled the tickets. Kline's Monkey Speedway was next in view and a nice frame-up throug. Elmer Kline manages this show, with Mrs. Kline on the ticket box and Fred McCarty doing the talking outside. Gordon McGillwray judging the races, the electrical end being taken care of by Cass Enrick. The Little Horse, which is said to be 31 inches high weighing 82 pounds and but five years old, is owned by Jos. A. Gordon and is exhibited on a wagon. Gordon handles it the inside, while Frank Clement and Pete Smith handle the front. David K. Kane's Hawaiians, with a company of six musicians, came next. David K. Kane manages this show and with plenty of palms and settings (natural) the show was most attractive. In the company were David K. Kapono, James K. Nawabine, Wanda Keleno, Lani McIntire, Alice Nawabine and Dan Stover, who handled the tickets. Next we found the "Jazzland Minstrels", a show that has a following in this part of the country and it seemed to please, as the applause was frequent and enthusiastic. Thad A. Rising is manager and Ed Helt and Claude Kennedy with eight men furnish the orchestra. Daniels and Jackson and Mrs. Daniels, in a musical act playing eight different instruments, are the features of the minstrel show. The end men comprise Honey Roy Aiken, Fred Tucker, Hoyt Jenkins and Joe McTeer, with Misses Kennedy, Helt, McTeer and others in the chorus. The mystery house "Dinky Midgets" was next. Al W. Bailey manages this show, with Geo. Blune and Harry Dwitz as assistants, and Mrs. Al Bailey handled the concessions. "Noah's Ark" came next with the following staff: Mrs. J. B. King, George Lewis, Mack McGregor and Leon Harris. An innovation as well as a novelty, was the Round Pit Show. The banners on this show kept continually turning and the attractiveness of it always brings a crowd. The fact that one can stand all around the outside and every banner passes before him is interesting. Sandy Billings is responsible for the invention. Inside we found as Lee Teller introduces them, Magic and Punch and Judy; Happy Val, the "world's largest man"; Chester Cass, who calls himself the "Slender Giant"; Roberts' Performing Monkeys; Prof. Ambrose, the Australian Fire Eater; A. F. Jaster, tortoise act; two-headed baby; Lucille Garrison, the "girl in the Attie"; Mme. Francis, mind-reader, and Sila, the "talking head". There are five entrances to this show and taken care of by R. P. Cotton, E. J. Howe, Harry Welch, Plas King and Ralph Thomas. The Motor-drome furnished the most noise of the midway and with the following staff: Cannon Ball Bell, manager; Mlle. Marie, "mille-a-minute girl"; Lady Jewelllyn, Devilo and Elec Emrote, riders, and Frank Sessions, Henry Baker, Pat Morgan and Loyd Hirst make up the rest of the staff. Bill Hillis manages the Big No. 2 Pit show, with Lillian Hillis, lecturer inside and Dolores on the front. The chief feature was Minus, "the cow that walks like a man", having only two hind legs. Others were: Ida May Benson, the "girl with the Horse's Mane"; Beckmann's Glass Show, Performing Cockatoos, Norzes' "Persian two-headed man", Lady Ruth Warren, "world's smallest American-born midget"; Leon Rothbauer, Jackknife man; G. Willard, radio demon-strator; Prof. Clark, fat-tired man; Jerry 150-pound fighting bulldog, and Rose and Her Pets. The "big show" called the "Lillie Celeste Girl Revue", has a handsome front, with plenty of light and an unusually big ballroom. Inside an orchestra of eight pieces, under direction of Prof. Headley, assisted a musical revue of more than ordinary importance. The company has good comedians and good voices and a very pleasing entertainment was given. In the company were: Irwin Walters and Geo. Williams, comedians; Billy Watts, straight man; Lillie Celeste, souhret;

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Sending your order NOW for the NEW 1923 "Moore-Made" Striker will make you REAL SURE of getting a High Striker in time for the BIG MONEY DAYS in the spring. Send for Catalogue of new Games for 1923. It gives prices on all sizes High Strikers, Ferris Wheel for sale. Send stamp. Gas Ballroom, Whips and Novelties. BIG MONEY FOR YOU. MOORE BROS., Mtrs., Lapeer, Michigan.

while in the chorus were: Margaret Walters, Pearl Black, Jerry Lee, Pearl Forrester, May Stanley and Edna Star. Tex Forrester is on the ticket box.

Thus were the attractions minus the concessions, and with much quality behind the fronts.

The train is twenty-five cars and all newly painted in orange and black, making a pretty sight on the tracks. Mrs. C. B. Kidder, Paul Strofen and Barney J. Donley have charge of the dining car. The privilege car is in charge of Dave Hewitt and Loid Bell. Cookhouse men include William Simpson, L. B. Smith, Andie Morrison, J. Hellerman, Joe Dumber, Clyde Diamond and Frank Donley.

During the week at San Bernardino the show entertained many visitors and the Snapp Brothers are very fine entertainers. The shows will travel east and may not come back this way, but they have given California much to remember and will be just as pleasing back in their home territory as out here, where they were welcome for the past six months. The executive staff of the show itself includes this year the following: Ivan and William Snapp, owners and managers; Sydney Landcraft, assistant manager; L. C. Kelley, general agent; L. J. Wilkous, secretary and treasurer; Harry Hancock and W. E. Davis, special agents; Geo. French, lot superintendent; Paul, Headley, bandmaster, and E. A. Marshall, electrician, with George Smith as assistant.

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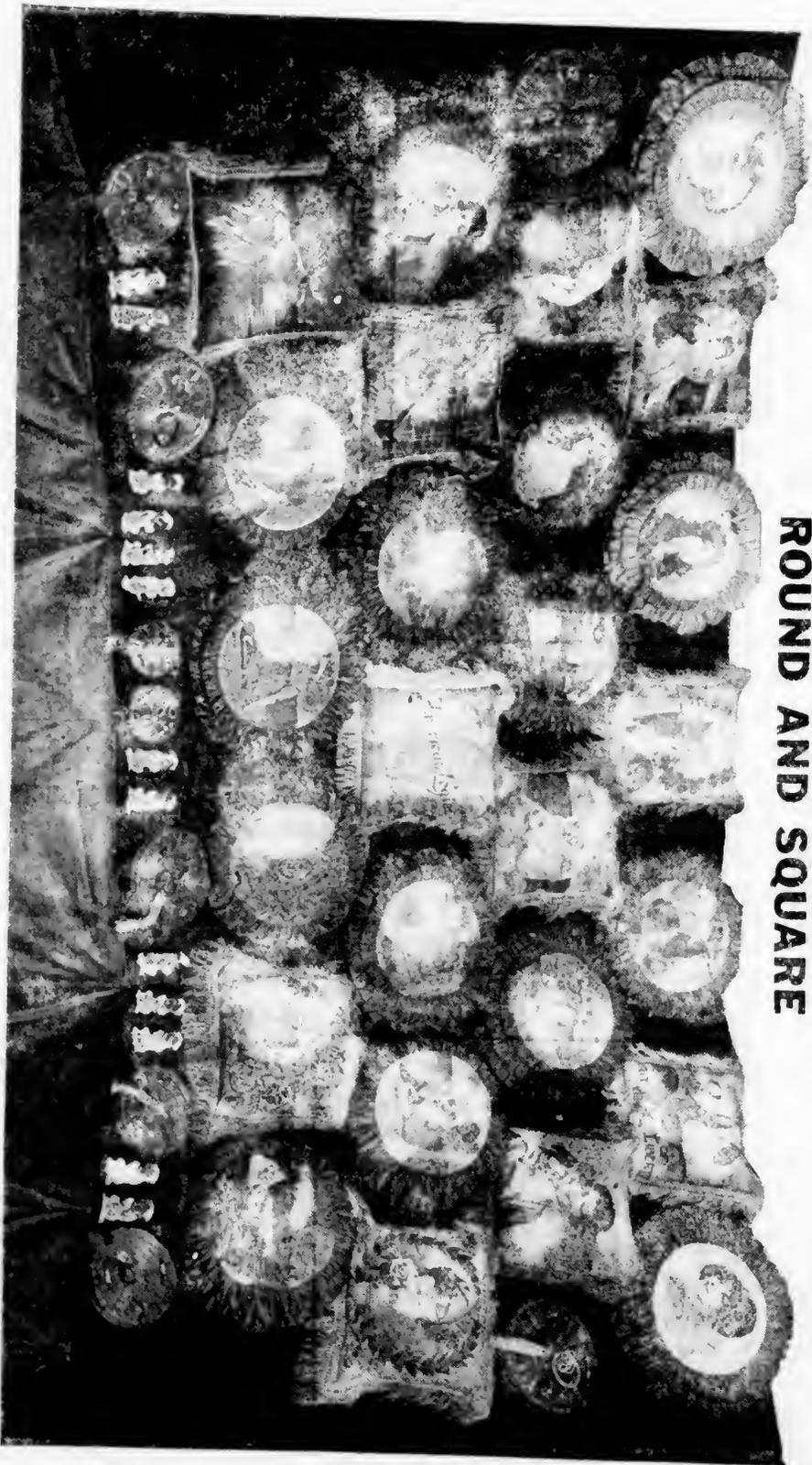
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Human Eyes and Features
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Introducing the dolls with perfect
Big Parlor Lamp which is proving

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With Tinsel Hoop Dress, Complete

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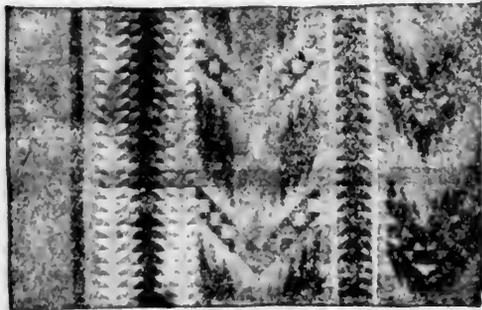
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LEW DUFOUR EXPOSITION

Ready To Start Season March 17

Greenville, S. C., March 7.—Practically everything is in readiness for the opening of the 1923 season in Greenville on March 17—St. Patrick's Day—and, incidentally, all the wagons are painted and striped in green.

Since the closing of the 1922 season the management has kept a crew of thirty to forty men constantly busy in building and rebuilding the entire show equipment. There are fifty-four wagons and every one is painted, lettered and numbered ready to take to the road at once.

Dad Dearno was in charge of the lettering and striping, and Buck Smith and Ed Long, his assistants, did all of the pictorial painting. Eight handsome wagon fronts have been whipped into shape by them.

Special attention was given to the electrical department, with James Bloom in charge, as the management believes in plenty of light. In addition to the goose-necks and inlaid sockets for the fronts, each show front will have a powerful flood searchlight thrown on them. The show is carrying its own transformers and cable and 150 k.w. will be used this year.

The entire train was overhauled and has just been taken out of the Greenville-Northern Railroad shops. The cars are painted a shade of orange, striped in dark green. "Bill" Gibbons, who is in charge of the train, was on the job every minute and saw to it that the railroad equipment was put in excellent shape.

The new whip arrived recently and was put into winter quarters. Blacksmith Burke has practically all his work completed and is ready to take a short vacation.

Mr. Dufour has received several compliments from fair concessionaires and friends for rapid growth and progress he has made. Less than four years ago, when the show was organized, it was a four-car city show and has grown to a thirty-car organization, and Mr. Dufour claims it will still "move onward".

Friends of Mr. and Mrs. A. D. Murray and Mr. and Mrs. Frank Miller will welcome the news that they were not injured, although they narrowly escaped probable death when their car fell over a deep embankment at Greenwood, S. C. They had just the T. A. Wolfe Show on a visit to Augusta, Ga., and were driving back to Greenville when the accident occurred. Very little damage was done to the car and the occupants were unhurt. Al Hubbard has returned from Richmond, Va., where he buried his brother. Mr. Hubbard, who is assistant manager, has been connected with the show in that capacity for the past three years.

HARRY FITZGERALD
(Press Representative)

FRANCIS MARION SHOWS

The Francis Marion Shows have concluded their fourteenth week of exhibiting in Georgia and the territory played proved quite satisfactory. Only one night has been completely lost because of rain, although the atmosphere was quite cold at times. This is one of the cleanest small shows on the road, and there are no so-called "girl shows" or "grift" on the midway. The company has four more weeks in this State, then "up country" in one jump.

It is the intention of Mr. Hamilton to enlarge to five cars about April 15. The present lineup follows: Hamilton's merry-go-round, with "A. G. R." Johnnie in charge; Hippyland Aminals, with twenty people, including musicians, and under management of H. B. Coffey; "Happy Bob" Auglin's ten-piece, Athletic Show, with wrestlers and boxers; management of Cyclone Williams. The concessionaires: Chas. Dell, five; Mrs. Hamilton, two; Mrs. H. B. Clifford, two; N. C. Haskell, two; Frank Marsh, two; George Balderson, three; Frank Starn, two; Al Campbell, one; J. E. Weathers, two, and Tony Wadell, creek house. The executive staff: C. L. Hamilton, manager; Mrs. C. L. Hamilton, secretary and treasurer; Earl Engles, lot superintendent; "Slim" Hicks, electrician; J. E. Weathers, general agent. All of which is according to a "show representative" of the above shows.

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by American Legion and the La Ram Park Association, Homecoming Week, July 1-10. Address: MR. W. G. CUDLIP, Pres., Laurium Park Association, 125 Ashcock St., Laurium, Md.

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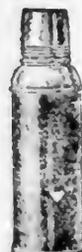


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MACY'S EXPOSITION SHOWS

Notes From Winter Quarters

South Charleston, W. Va., March 7.—Among visitors to the winter quarters of Macy's Exposition Shows the past week were Charles and Alice Manning, who came in, signed contracts, looked over the work that has been finished and left for Cincinnati, where they will be until the opening.

Taylor Brothers have signed for their big aerial act to open May 1, as one of the free attractions.

The new horses and other "animals" for the merry-go-round have arrived and the machine will have the appearance of being just out of the factory.

The "Country Store Twins" (Mrs. Ruth Bloom and Bill Stone) are impatiently waiting for the opening and their equipment is all ready.

Gaschi Weston has just bought a motor truck with which he will help haul the show, also handle hotel trunks. Tressie McDaniels is an almost daily visitor to winter quarters. W. Lockwood has signed contracts to place his Corn Game. Bill Hackett paid his usual weekly visit.

Word from J. A. Tierney was that he is getting up a strong line of attractions for the five-in-one show, which he will manage this season. Seven shows, three rides, thirty concessions, two free acts and Kaiser's Band will be in the showing lineup this year.

DEWITT CURTISS (for the Show).

RAMISH DENIES RUMOR

A telegram received early last week from Harry Ramish states in effect that he had heard of a rumor being circulated leading to an impression that Sam Mechanic and Mr. Ramish had "split", relative to their partnership in the Key-stone Exposition Shows. Mr. Ramish wishes The Billboard to contradict any rumor of this nature, adding to his explanation as follows: "The Key-stone Shows will positively open the last week in April, in Lawrence, Mass., and play twelve fairs already contracted."

CONTRACTS LACHMAN SHOWS

The following advice was received from Carl W. Mason, secretary the Northwest Fair, Minot, N. D.:

The Northwest Fair has signed a contract with the Lachman Exposition Shows for the fair the week of July 7 also for its list of five free acts, including Capt. Hugo, high diver and "Leaping the Flery Phasm". The writer understands that the Lachman Shows will also play Devils Lake and Bathurst.

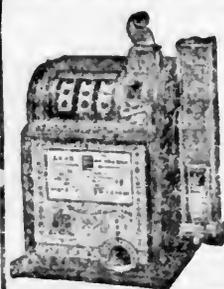
The local fair association let contracts at its March 7 board meeting for three barns, two large bleacher stands and other work.

SAYS HANDLING SAME GOODS

The Tulsa Sales & Novelty Co., of Tulsa, Ok., is announcing that D. N. Rose & Co., of that city, is no longer in business, and that the former firm is now handling the same form of goods formerly sold by the Jones company.

SILVER KING VENDING MACHINES \$10 to \$20 Daily

INCREASE PROFITS CONVINCE YOURSELF—ORDER ONE TODAY



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30 days' free service guaranteed. Price only \$125.00. Try it 10 days if not satisfied with results will refund purchase price less handling cost and our regular rental fee. You keep all money machine takes in during trial period. Comes filled with checks ready to set up at your counter and get the money.

Write us a deposit of \$25.00 at our expense. Machine will go forward day order is received, balance of purchase price paid C. O. D.

Don't forget to order mints with your machine. Silver King Mint Confections are delicious, wholesome and pure. A case of 1,000 Standard 5c Size Packages for \$15.00. A Box of 100 Packages for \$1.50.

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Every coat has our Goodyear label.
Shipments made promptly from our factory.
In dozen or gross lots, \$1.90
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Sample coat \$2.00. Send M. O. or certified check.
Send for price list of our complete line.



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With RUBBER BELTS \$17.00 gross
SMOOTH AND WALRUS. BLACK, BROWN, GREY.
SAMPLE DOZEN, \$1.75.
With LEATHER BELTS \$24.00 gross
GENUINE LEATHER. COBRA GRAINED. BLACK AND
COROVAN. SAMPLE DOZEN, \$2.25.
\$15.00 gross—RUBBER BELTS—\$15.00 gross
Write for price list of these buckles. Balance shipped C. O. D.
Samples, 25c. All Firsts. No Seconds.
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Get open on Monday night. This MORELCO PORTABLE ELECTRIC FLOODLIGHT will prove to be a big asset to you. It's weatherproof and has 100 ft. of high-grade super-service rubber cable. Adjustable to all positions. Uses 100 or 150-watt bulbs. Its special shockproof socket. Prevents bulbs breaking, due to rough handling. Prompt shipment.
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Junco Blanched and Spanish Select in 10c packages. Big seller everywhere. Concession Men, Wheel Workers, Candy Butchers, write.

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10% INTEREST FOR OUR CUSTOMERS
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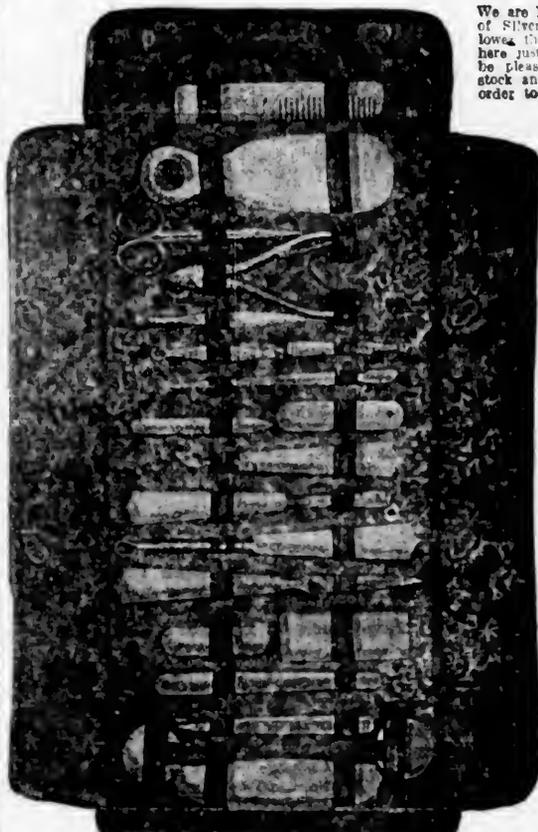
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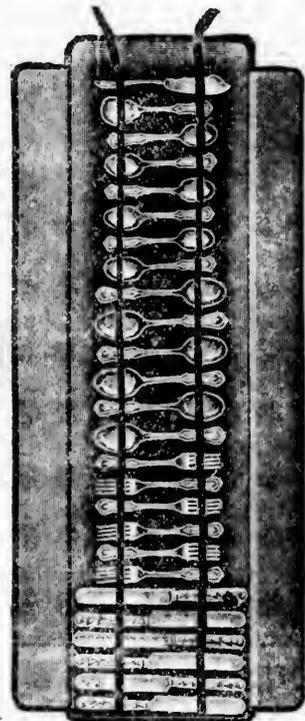
No. 1500-VB—21-Piece Ivory-Grained Manicure Set, as illustrated. Large imitation Du Barry handles. Put up in attractive, gold-decorated Fabrikoid leather roll, with embossed velvet lining in assorted colors and snap fasteners. Per Dozen Sets..... **\$15.00**
 No. 1501-B—Very similar to above, without scissors. Black Fabrikoid leather roll, attractively satin lined. Each in a box..... **\$11.75**
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 No. 1221-B—21-Piece Pearl-Handled Manicure Set..... **\$27.00**
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 Samples upon receipt of price, including 25c mailing charges.



No. 108-B—Boudoir Lamp. Height, 10 1/2 in.; base, 4 1/2 in.; mahogany finish, equipped with electric wires and socket. Silk Shade is 8 in. in diam.; top and bottom trimmed with gold braid. Colors, rose or blue. Each, \$1.95. Per Dozen..... **\$21.50**

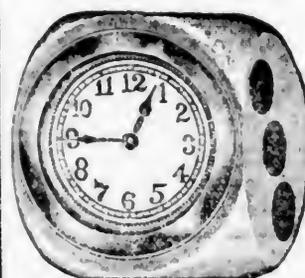


No. 104—Boudoir Lamp. Polychrome finish. Shade of beautiful opalescent glass, showing scene in harmonious colorings. Complete with silk-voile cord, socket and plug. Each, \$3.95. In Lots of Six..... **\$3.75**



No. 2600-D—Rogers 26-Piece Set, consisting of 8 each Rogers solid silver nickel knives, forks, dessert spoons and teaspoons; also one each sugar shell and butter knife in a popular design. Each piece stamped "Rogers Nickel Silver" and accompanied with a guarantee. Price, without salt, in bulk..... **\$2.85**
 Roll extra..... **.90**
 Leatherette Chest, extra..... **.60**
 Flat Leatherette Display Box..... **.45**

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DICE CLOCK
 No. 712—White Enamelled Porcelain Clock, imitation of a Dice, size 2 1/2 inches square, fitted with a one-day time imported movement. A good timepiece and a big premium item. Each..... **\$1.35**



No. 53-B—Silver-Plated Sugar Bowl, to hold twelve spoons. Without in-lens. Per Doz., \$16.50. 3-Dozen Lots..... **\$16.00**



No. 801-B—Combination Jewel Box and Clock, gold-plated, one-day time movement. Jewel box has hinge cover and is silk lined. Height, 11 in.; width, 5 in. Biz. Cash Price, Each..... **\$2.75**



No. 711-B—Desk Swivel Clock. Height, 4 in. Beautiful and attractive one-day imported Clock, 3-in. dial in nickel finish. Packed 1 to a box. Price, Each..... **\$1.29**



No. 111-FB—Boudoir Lamp. Height, 12 in.; diameter of shade, 4 1/2 in. Cast metal base. Beautiful in appearance. Assorted colored parchment and silk shades. Complete, wired and equipped with cord and attachment plug. Finish in old ivory, gold polychrome or green bronze. Each, \$1.95. Per Dozen..... **\$21.00**



Vacuum Bottles. Imported, corrosion-resistant aluminum. Pint size, Per Dozen, \$10.00. Quart size, Per Dozen, \$15.50. Imported black enameled Vacuum Bottle, with aluminum top. Pint size, Per Dozen, \$7.50.

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 THE HOUSE OF SERVICE

MORRIS & CASTLE SHOWS

Prediction Made That Enlarged Organization Will Have Wonderful Season

Now that the big Chicago meetings are over, and many of the fair dates closed, the rejuvenated, rebuilt and greatly improved Morris & Castle Shows have no complaint to make and certainly received their share of the desirable dates offered. This, the first year of the enlarged Morris & Castle Shows, promises to be record-breaking in many respects, and it looks like the organization will develop into a veritable "plant" before 1923 passes into history.

Why there is probably no better equipped or better organized amusement enterprise in the show business than the Morris & Castle Shows, and with the experienced showmen enrolled under their banner there is little to be desired in the entertainment division. Morris & Castle have built up their name to a high standard and will continue to use it as long as they are in the show business.

Jack Rhodes and his corps of assistants have been hard at work in winter quarters and have accomplished wonders. New fronts have been built, old ones entirely rebuilt and improved, and carvings and gold leaf used in a lavish manner, and when the Morris & Castle shows begin their opening date in Shreveport it will have one of the prettiest and most attractive shows ever offered the American amusement patron. Special scenic artists have been engaged to decorate the fronts, new electrical effects will be used in lighting the amusement paths and to brighten up the midway; in fact, every possible convenience and comfort will be provided for the patrons. The individual shows have been busy during the winter just completed and have made many improvements inside the tents that, while costly, greatly increase the entertainment value of their attractions, and the entire aim of the show is to give the spectators a most enjoyable and entertaining season.

HARRY COPPING'S 14th Annual TOUR SHOW 14th Annual TOUR

Now booking for Season of 1923. Can place good, meritorious Shows. Will furnish outfits for same. WANTED—Man to furnish complete Ten-in-One Show for the best ten-in-one outfit in the outdoor show world. A few Concessions open. Want a Plant, Show.

HARRY COPPING, Winter Quarters, Reynoldsville, Pa.

WURLITZER

Indoor and Outdoor Show MUSIC

Band Organ



No. 153

Band Organs for all types of shows.

CARNIVALS, RINKS, FAIRS, CIRCUS, CARROUSELS, RIDES

Write for catalogue of instruments for your business.

THE RUDOLPH WURLITZER CO. N. TONAWANDA, NEW YORK.

be offered them by any traveling amusement organization the coming season.

The show will travel in 35 cars, and it is going to be a task to get all of the show paraphernalia into the cars assigned for that purpose, as there is a world of equipment in winter quarters now and more is arriving daily. The show could be opened in two weeks' time if necessary. It will be all complete and ready when Bandmaster Chas. E. Jamison plays the opening concert and the sound of the first ballad is heard. All members are anxiously awaiting that time and everyone is ready to step forward with the right foot and to show the world what a wonderful amusement organization Morris & Castle have gathered together this season.

WM. F. FLOTT (Press Representative).

LIPPA AMUSEMENT CO.

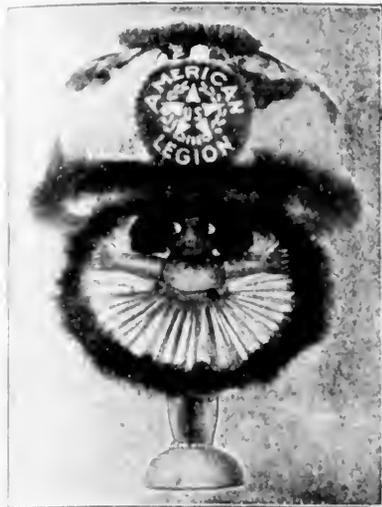
According to present plans of the management, the Lippla Amusement Company will open its coming season in Detroit, Mich., some time in April.

Mr. Lippla and Secretary Wm. Schoch have been active in organization matters and the purchasing of show property, and expect to have everything ready and in excellent condition when the show moves on the lot. Jack Smith, who has operated a string of concessions at Michigan fairs, and formerly connected with the Roscoe Imperial Shows for several years, is expected to associate himself with the Lippla Amusement Company. Regarding the operating policy, Manager Lippla states as follows: "There will be no 'grift', and anyone joining the show with the thought that he can overstep this rule will get fooled. We do not want grift or grifters around the show, and Secretary Schoch will see to it that such instructions are carried out." The management has changed the territory (from that formerly announced) to Detroit, for the reason that an earlier opening can be gained, and short moves and a number of seven-day engagements could be played. All of which is according to an executive of the above shows.

WISCONSIN DE LUXE

WINNERS FOR SEASON OF

1923



No. 4—Packed 50 to the bbl. \$1.10



No. 4—Packed 50 to the bbl. \$1.10



No. 8—Complete doll with ostrich plume dress 50c
Packed 70 to the barrel.

Comes assorted emblems and states in 25 colors of silk crepe paper, in floral designs, and 25 colors of marabou. Packed the new way—shades already on frames. A great saving on Mondays.

Send for complete price list of new items and remember we are the house that puts out not only one new item a season but several new items each season. It pays to keep in touch with us.

WISCONSIN DE LUXE DOLL & DRESS CO.

642-646 THIRD STREET MILWAUKEE, WISCONSIN

We Do Not Operate Any Concessions of Our Own.

six or eight shows, staying a week or so with each one. If you favor this plan and would like to have me visit your show next summer, if you want the Gospel preached as it is written and will cooperate with me to the best of your ability, then get in touch with me at once.

Let some misunderstand me, here are the things I stand for:

1. I believe in Jesus Christ the Son of God with all my heart, body and soul.
2. I believe the Bible to be the Word of God.
3. I will preach the Bible as it is written, without addition or subtraction.
4. I am not seeking a permanent position as a minister among you. My desire is to preach to you and thus to lay the foundation for the canvas churches of the future.
5. I am not coming into this work with any idea of financial gain. If I come to you, I reserve the right to ask for a collection to be taken to help defray my expenses. Further than that I ask nothing.
6. If I visit your show, I expect the manager to let me use one of the shows to preach in. Any top will do, as long as it has seats in it. I expect the manager to cooperate with me as far as possible. I will handle the music end, secure interest and cooperation from the local churches, arrange for special music from local choirs, and do the preaching.
7. I am not a long faced, dried-up, bewhiskered, jaw-biting reformer, as some cartoonists paint the minister. I am a young man, in love with life, preaching a message of joy and hope and peace, and living the religion I preach, because I like it. It has brought me the only true happiness I have ever known and because I'm happy, I want to pass it along to you.
8. I want, if possible, to secure young men from the profession to prepare for the ministry that they may also return and preach to their own people.
9. I believe in the show business with all my heart. I always have and always will—I have always defended the upright show and always will.
10. I believe in real show people. I lived among them for many years and know them. So, believing and knowing, I have always defended the show people and always will.
11. I am not coming to the show world to reform. I'm coming to help restore the principles and ideals that the show world has seemingly lost sight of.
12. I will fight grift, conch shows, '40 camps, body methods, immorality, etc., etc., with every power God has given me. Know now that I will not compromise with the devil and that as long as I've a tongue I'll oppose the devil, and as long as I've a tongue, I'll oppose the whole local gang that is sending the show world to the bow waws. I'll cry out against that bunch of huff as long as it's in existence. May God help me.
13. I'm not alring the troubles of the game to the world. I'm coming to you and tell you where you fall short, in very emphatic terms and point out the better way for your consideration.
14. My body, my time and my ability will be yours. My only desire is to help you.
15. I'm one of you. I know you. I speak your vernacular. I know your trials and your temptations. I have shared your joys and your sorrows. I know the game because I have been in

40 WEEKS CONTRACT TO EVERYBODY, ALL WEEK STANDS

CIRCUS WANTED RIDING ACTS

ALSO CONCESSIONS

1923 SEASON OPENS APRIL 21.

BANDS AND ORCHESTRAS, MALE AND FEMALE.
GENERAL AGENTS AND PROMOTERS WRITE.

ALL AMERICAN AMUSEMENT ASSOCIATION, :: ELMIRA, N. Y.

it in capacities ranging from train pole, "sbill" on a "P. C." joint and canvasser on up to front door talker, announcer and lecturer. So I can bring you a message that you will be interested in.

16. I want to do my bit toward helping the business to exist. To bring you the Gospel, to see you embrace Christianity and live it, to defend the clean show and to help you root out the unclean, to help place the midway show in its proper place in the world and in the hearts and minds of the public, and to help you to regain your lost status is my hope, my dream, my ideal and my goal. I'm very much in earnest and to that end I have prayed and planned and worked.

Now you understand me, you know what I stand for. Now I ask for a chance. The following will vouch for my character, purpose and ability: Rev. R. L. Porter, 565 College avenue, Athens, Ga.; Rev. W. H. Sperry, Kimberlin Heights, Tenn.; Mr. J. E. Skelton, Barrow street, Athens, Ga.; Rev. Edwin P. Schach, Joanson Bible College, Kimberlin Heights, Tenn. If you want me, get in touch with me as soon as possible so we can arrange our plans. I trust and pray that you will give this article due consideration and that I will hear from you on this subject in the near future.

Two thoughts I leave with you in closing: Look to the future. What does it hold for you and the game at the price some of you have been setting? "Whatever a man soweth, that shall he also reap." With my very best wishes for a successful and happy season to you all, I am,

Most sincerely yours,
(Signed) REV. CHAS. W. JOHNSTON,
358 Orange street, Athens, Ga.

LA PERFECTION PEARLS \$1.85

PER STRING

Complete with Plush-Lined or Beautifully Brocaded Box

24-inch String Indestructible Necklace, with double safety soldered ring, three-stone sterling silver clasp. Perfectly graded, sheen and lustrous. In three shades—cream, cream rose and cream white.

LA PERFECTION ORIENTAL

OUR DE LUXE NECKLACE

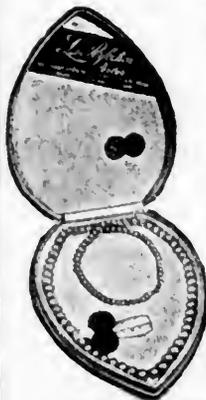
Pronounced by experts to be the most beautiful of all Indestructible Pearls. The iridescent effect eclipses in beauty even the genuine Oriental Pearl. 24-inch, with 14-k. white gold filigreed clasp. Each string in a handsome plush case.

24-INCH, PER STRING.....\$5.50
30-INCH, PER STRING..... 6.75

All of our Pearls come to you in the handsomest and most attractive package obtainable.

25 per cent Deposit must accompany all C. O. D. orders. Money-back guarantee. No Catalog.

La Perfection Pearl Co., 249 W. 42nd Street, NEW YORK CITY.
WE SPECIALIZE IN PEARLS ONLY



McClellan Shows Booking Shows and Concessions

BALL GAMES, \$15.00. GRIND STORES, \$20.00. WHEELS, \$25.00. No deposit required. WILL MAKE A GOOD PROPOSITION to Motorhome, Wild West, Crazy House or any Feature Show. WANT Colored Performers for Minstrel Show that double in Brass, Talkers and Grinders, Concession Workers. FOR SALE—One of the finest standard Pullman Cars in the business. Finished inside with solid mahogany; kitchenette, built-in lee box; dining room. Will pass the most rigid inspection. WILL BUY Baggage Car that will go in passenger service. GEO. W. MILLER. SPEAKER: I lost your address wire me collect. J. T. McCLELLAN, Hotel Oakley, Kansas City, Mo.

MENTION US, PLEASE—THE BILLBOARD.

GAS MASK RAINCOATS

A better coat at a cheaper price. More Profit for you, and your customers better satisfied with these full-cut guaranteed Good-year Label garments. Orders shipped same day received in any amount. Suede Cellular Leatherettes, 20% deposit, balance C. O. D. Individual sample sent upon receipt of \$2.00.

\$1.80 EACH

BLUE LABEL RAINCOAT @ 727 SEVENTH AVE. N.Y. CITY

FOR SALE

One 65-key Cardboard Gavott Organ. Very attractive carved front, in good condition. Can be seen at the TANGO SWINGS on the K. G. Barkett Shows, Albany, Ga., week of March 12th.

FOR SALE—No. 125 Wurliitzer Band Organ and Motor. Has been overhauled. Now in Chicago at Wurliitzer. Price, \$300.00. WICHNER BROS., Winner, South Dakota.

SEND NO MONEY for these AUTOMATICS



\$12.75

A man's gun built for hard service. 22 calibre. Shoots 10 quick shots, hard and straight. Blue Steel, safety attachment. Reg. Val. \$25. Our \$12.75 price. No. 144. NOW \$12.75. Also, 25 calibre, 7-shot. Small, accurate, reliable, safety. Blue Steel Checkered \$9.75. Grips, Value \$22.00. No. 66. NOW \$9.75. All our guns shoot Standard American Ammunition. All merchandise brand new. Orders filled promptly. Send cash or Money Order or

SEND NO MONEY Pay Postman on arrival plus postage. Satisfaction or money returned. REPUBLIC TRADING CO. 25 West Broadway Dept. 28, New York

ARMADILLO BASKETS



Best Selling Novelty on the Market

From these nine banded, horn-shelled little animals, we make beautiful Baskets. Highly polished, lined with silk. Make ideal work baskets. Write us quick for quantity prices.

The APELT ARMADILLO CO., Comfort, Texas



PRICES: Searf Pins, per dozen, \$3.60; Charms, per dozen, \$3.00; Cuff Links, per dozen, \$6.00; Dust Containers, per dozen, \$8.00; Double Breasted Chains, each, \$5.00; Single Breast-d Chains, each, \$3.50; Sample set of one Pin, one Charm, one pair of Cuff Links and one Dust Container sent prepaid for \$1.75. Send stamp for circular.

R. WHITE & SON

Manufacturers of COMPOSITION NUGGET JEWELRY BOX 424. RED BLUFF, CALIFORNIA.

Advertisement for R. White & Son featuring a 'FREE CATALOG' and listing various jewelry items like cuff links, chains, and pins.

S. SCHOEN & SON 53 EAST 8th STREET

Farmerly 50 Ana Street. NEW YORK CITY. [MFG.] Games for Cass Racks and Ball Games, also Paper Hats. Send for Catalogue. Handles unbreakable silver plated. Sticks of Bamboo Cane japanned.

GUERRINI COMPANY

Agents "TAKE ME HOME PACKAGE" contains merchandise valued at \$25.00 and sells for \$15.50. Send \$5.00 for sample package to New York State Trading Goods Co., 53 East Houston Street, New York.

CARNIVAL CARAVANS

Conducted by ALI BABA

Spring! One word inspires action. The showman's pulse is tingling—expectantly. The vicissitudinary atmosphere of "the road" is withal agreeable. What say, L. E. Duke? Still hibernating at Houston, or meandering in the Southwest, or have you drifted Northward—since Christmas? The intermingling of fair men and carnival executives was quite noticeable during the recent Chicago meetings. The two branches of entertainment have much in common. All has not (the past five years) and is not holding correspondence with anyone. What he has to say is said right here in "Caravans". Prof. James Astolfo recently wrote from North Carolina that he had booked his band with Narder's Majestic Shows for their forthcoming tour.

MRS. J. F. MURPHY



Wife of General Manager J. F. Murphy, of the J. F. Murphy Producing Company, Mrs. Murphy utilized her spare time thru the winter season by attending the Norfolk Millinery School, under the direction of Mlle. Jervis, and recently graduated from that institution with high honors. Mrs. Murphy is now instructress at St. Mary's School, Norfolk, and is enjoying the innovation, without compensation.

Howard Brothers advised from Louisville, Ky., that they had booked with the Burns' Greater Shows for the coming season, also would have some concessions with the Taggart Shows. George R.—Since it seems a movement toward something on the line you mention was started some time ago, let's withhold your comment until we see how it materializes. Best, don't you think?

Wonder does Joe Weinberg remember Hattiesburg, Miss., winter of 1904? Joe took up quite a number of the boys' express money orders (at the hotel) during the three weeks there.

Please send all communications to "Caravans" direct to the Cincinnati office, where this department is prepared for the press, as thus the delay of being forwarded from the branch offices is eliminated.

E. L. Martin and wife are to have the Hawaiian Theater (E. L. says: "I mean Hawaiian, not cooch or '49") and a caudiflex concession with Barlow's Big City Shows. When heard from the Martins were down in Oklahoma.

If your "caravan" is unsigned, don't look for it under the above heading. Several were thus received for this issue of Billyboy. There are several conclusions to be arrived at in such instances—think it over.

L. E. M.—Yes, carnivals get under way in Canada latter part of April and first weeks in May. You can get information regarding your other questions in the advertising and reading columns, also the routes in The Billboard.

Max Saunders, formerly of the Mighty Doris Shows, informs that he is holding out this winter at a Dodge street hotel, Omaha, Neb., and will appreciate saying "howdy" to any of his old show friends visiting that city.

"Tphigh" Billy Klein, business agent of the World at Home Shows, is spending a few weeks with friends in Suffolk, Va., before starting his season's duties. Billy has spent the winter, friends at winter quarters say, "galavanting

thither and yon". One week a postcard from Palm Beach and the next from Pittsburg, his home town. Billy is expected in Alexandria about the first of April—long summer, "troubatious" smile 'n' everything.

Mr. and Mrs. Hector Galsbury wrote from Cartersville, Ga., that they had rebounded their 10-in-1 with the A. R. Miller Shows and were busy getting ready for the opening at Cartersville March 12. They spent the winter in Atlanta.

A. D. Murray postcarded from Augusta, Ga., that he had contracted with T. A. Wolfe to present the "Awakening of India", also his Arcade with the T. A. Wolfe's Superior Shows the coming season.

Billy Gear and wife (Great Delora) have been wintering in Denn, N. C., where the Mrs. has her crystal-gazing parlor in a cozy little bungalow right in town. Billy is building three concessions, one of them a nifty 20-foot knife rack.

"Dare-Devil" Zeke Shumway, of motordrome fame, writes: "Have made a change in shows and will be with T. A. Wolfe the coming season and expect to give the public something new in auto-motordrome. Have five riders in all, two ladies and three men, including myself."

All has received several poetical compositions, commendably arranged, which cannot be used at present—two of them are far too long for space available and the others hardly consistent (at this time, at least) to publish. However, thanks to those submitting them.

Walter Lankford advised that his Lankford's American Concert Band had been engaged for its second season by the L. J. Heth Shows and was slated to open with that caravan March 17. Besides having the band Walter is to again sell The Billboard with the Heth Shows.

MAX GOODMAN



Of the Fair Trading Co., New York, a well-known firm catering to outdoor showfolks.

All has received numerous inquiries as to whether this or that concession is considered legitimate. None of such letters have been answered. Suffice to say we have never strongly censored any concession that deals fairly with the public.

Another letter, received last week, from Fred L. Levitch states that he is still in Levi Memorial Hospital, Hot Springs, Ark., and expects to be confined there for some time. Says he is in need of nothing but letters from show-folk friends, as he is very lonesome.

Marlin Reeb, with the Greater Sheesley Shows the past four seasons, has forsaken the concession business to go into the painting and decorating game in Buffalo. Marlin intends, according to further report from Buffalo, to later in the season open a store there, carrying a full line of paints, wall paper, etc.

"Bill" Aiken says he gave a thought to calling to Egypt soon, to try and "promote" one of those "chariots of gold". Says one of the (many) hindrances to the project, however, is that he's leary about getting a tent sufficiently large to handle the patrons. (Bill's alibi stands accepted!)

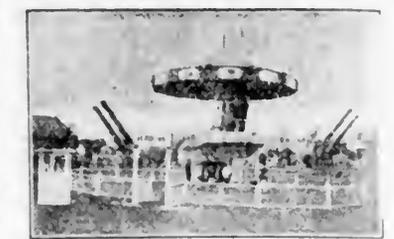
The opposition forces have sure been "sweetening blood" in their feverish activity and newspaper propaganda to "stamp out carnivals". Some of them have gone so far as to make themselves and the interests they serve extremely ridiculous in the eyes of the public.

Speaking of having to "back a stubborn mule" that has gone astray to shelter and good oats in the manger or the necessity

Character is what one is; Reputation is what one is that to be. When CHARACTER and REPUTATION are both good; that's BETTER. The BIG ELI WHEEL has both.

ELI BRIDGE CO. Builders, 800 Case Ave., JACKSONVILLE, ILL.

The AEROPLANE CAROUSSELLE



The latest invention and most attractive amusement riding device for Parks, Fairs and Carnivals. Portable or stationary, operated by either gasoline or electric motor. Write today and let us tell you all about it. SMITH & SMITH, Springfield, Erie Co., N.Y.

PAPER PADDLES

SCHULMANS STANDARD SERIAL PAPER PADDLES 39 WEST 8TH STREET NEW YORK, N. Y. Phone, Stuyvesant 1542

PAPER PADDLES

ARMADILLO BASKETS, RATTLESNAKE BELTS Polished Horn Rocking Chairs and Novelties. Beautiful Baskets made from the shell of the Armadillo, when lined with silk, making beautiful work or flower baskets for the ladies. Belts in all widths made with rattlesnake skins. Angora Goatskins tanned for rugs. Highly polished Horn Novelties. Good sellers for curio stores or concessionaires. Write me for prices and particulars. R. D. POWELL, San Antonio, Tex.

Lion and Tiger Claw Charms \$5.00 and \$7.00 ea. According to size JOS. FLEISCHMAN 1105 Franklin, TAMPA, FLA.

FOR SECOND HAND PIANOS BAKER-LOCKWOOD Kansas City, Missouri

SIDE SHOW MAGICIANS I am headquarters for the cheap line of Magic Slum for you to sell. Flop Cards, Diminisheds, Phantom Cards, Transparent Cards, Magic Hooks, etc. Set of samples, 25c. None free. CHAS. V. LEE, 145 East 23rd St., New York. PLEASANTVILLE, N. J.



CANDY CONCESSIONERS

Your requirements for the successful sale of Package Chocolates can be summed up and supplied as follows:

- First, Attractive Packages.
- Second, Good Quality.
- Third, Fair Price.
- Fourth, Unfailing Service.

On such Shows and Parks where we are not represented we offer the Exclusive Agency for

Puritan
CINCINNATI
Chocolates

Wire or write, stating name of Show or Amusement Park.

Note—This offer applies only to Carnival and Park Concessioners.

THE PURITAN CHOCOLATE COMPANY

109-117 CENTRAL PARKWAY BOULEVARD, CINCINNATI, OHIO

LATEST TRIPLEX 3-BALL



COLOR ROULETTE SLOT MACHINE. Plays nickels, dimes and quarters. This little machine can be placed beside any Liberty Bell or any slot machine, and will make more money. Can go into territory where other machines are running and get the business. Also is a good machine to go into closed territory, as it can be operated where other machines can not. Try a sample and get into a new slot machine business.

WISCONSIN NOVELTY CO., Kaukauna, Wisconsin.



PIPE ORGAN FOR OUT OF DOOR WORK CAN BE HEARD FOR BLOCKS \$150 F. O. B. DANVILLE 3-OCTAVE SPECIAL COZATT ORGAN CO. DANVILLE, ILL.

All the latest imported and domestic Novelties, Balloons and Favors.

KIPP BROS. CO.

Since 1880. Indianapolis.

TENTS

We specialize in Concession and Carnival Tents. Write us your wants.

MIDWEST TENT & AWNING COMPANY 519 Southwest Boulevard, Kansas City, Mo.

Prize Candy Packages

If you handle Bally Sellers would you like to buy them at nearly cost price? Write us for our big home-saving proposition. FREE SHOW PEOPLES CANDY CO., 603 W. Superior Ave., Cleveland, Ohio.

10% INTEREST FOR OUR CUSTOMERS

Write TODAY for this plan and our 1923 Catalog of Oriental Novelties. SHANGHAI TRADING COMPANY, 22 Waverly Place, San Francisco, California.

of blindfolding a horse to take it from a burning building to safety; either "obstinate" or "excited"—just like some people, don't you think?

Morris & Castle will require 35 cars to carry their show paraphernalia this season, and it is going to require close and careful loading to get all of their equipment on the cars built for that purpose, according to advice from winter quarters at the fair grounds in Shreveport, La.

Carleton Collins, who has put in the winter on the Hearst paper at Atlanta, Ga., is to leave there about April 1 to rejoin the World at Home Shows at Alexandria, Va., to get busy with publicity. Mrs. Collins is visiting home-folks in South Carolina and will join the "old man" when he passes thru en route to Alexandria.

All learns that Atlanta, Ga., is to have its share of carnivals during the next few weeks. Nader's Exposition Shows are due there the week of March 19 for six days under the Moose. Then comes Miller Bros., for two weeks under the American Legion. The week Nader is there the Shriner's Indoor Circus, in charge of R. M. Scribham, secretary of the Southeastern Fair, will be going full blast in the Auditorium.

It just came to mind: What happened during the fair last fall at Frederick, Md? Who was at fault? Did the arrow point toward a certain big city of the Keystone State? Yessir, news "sure do" spread out, and some of it so flagrant it can but linger in memory.

A certain carnivalist who has "stepped along" quite lively in the past writes all as follows: "Me for the legitimate concessions. The old 'racket' has cost me more than a grand and it seems it is not thru with me yet. I am building several stores and they sure will pass out 'stock'."

Prince Rangoon, magician, and Madam Rainbow, crystal gazer, reported having a pleasant and successful independently booked tour, which they had brought to a close at Greer, S. C., where Prince was taking over the management of a theater until the outdoor season gets in bloom, after which they are to be with one of the big caravans.

That was a nifty cafe scene on the platform postcard you sent from Juarez, Mexico, "Curly" Morgan. Watchu mean by "May the best man win"? Since there was no person in view except those two "birds" straitlacing a rug, or something, way up in the far end of the dining room—wait a minute, were those gunks "cat-topping the dominoes"?

Tommy Allen left Atlanta, Ga., March 11, for Birmingham, Ala., to join the I. J. Roth Shows as lot superintendent, also to have charge of the Minstrel Show and owns one or two concessions. Tommy had a ball game working all winter in West Atlanta. Mrs. Allen has been running a rooming house in the down town section, but will join Tommie about March 18. Carleton Collins writes all that he took dinner with the

THE NEW REFRESHMENT PINEAPPLE SNOW SUNDAES

Made by the CRYSTAL CREAMED ICE MACHINE (Registered U. S. Patent Office)

400 Per Cent Profit When Sold at 5 Cents



Every Sale a Repeater Every Customer a Booster

SNOW SUNDAES, a product of the CRYSTAL CREAMED ICE MACHINE, got top money over all other refreshments where sold last season.

WRITE FOR DESCRIPTIVE BOOKLET, O.

SNOW SUNDAES will get any live-wire Concessionaire from \$3,000.00 to \$5,000.00 this summer at Parks, Fairs, Carnivals, Beaches, in Stores, on the Streets—anywhere. Price, including full equipment, \$250.00. F. O. B. Cincinnati, Ohio.

CRYSTAL CREAMED ICE MACHINE CO., Box 83, Cincinnati, O.

Mint Venders, Notice!

5c—Radio Mints—5c

THE BEST MINT AND THE BEST PACKAGE

Give You More Profits and Quicker Turnover.

BUY DIRECT

\$14.00 PER CASE OF 1,000 5c PACKAGES (Prices Subject to Change) F. O. B. CINCINNATI. When ordering send deposit for one-fourth, balance C. O. D. We use only wax paper-lined foil plus no breakage.

RADIO MINT COMPANY, 1652 Central Ave. CINCINNATI, OHIO

CARNIVAL CARAVANS

(Continued from page 137)

Allons recently and is loud in his praises of the Missus' cooking—he especially bragged on her gravy. Tommie has been in the business for 23 years. Last season with the A. B. Miller Shows.

Jack Rhodes, who built many fronts for the late C. A. Wortham, and now with the Morris & Castle Shows, has about completed four new fronts for that organization that are said to be wonderful. This also said that they eclipse all of Rhodes' previous efforts, carvings and gold-leaf trimmings being used liberally on all the new designs.

Who remembers the spring that Col. I. N. Fisk had several dates booked in Alabama, but no caravan to play them; was told he had appendicitis, put in a hospital and operated on, and another management played the stands? The "Colonel" wasn't much "top" on appendicitis those days of the "new fad".

Wm. H. (Blackie) Stahl, show electrician, last season with the Matthew J. Riley Shows, is back in New York City, after being out this winter with a road musical show. He has again signed with the Riley caravan and intends being at the winter quarters in the near future, to make new and renew "strings" and inset lights on show fronts, etc.

Bill Floto, press representative of the Morris & Castle Shows, who has been promoting wrestling matches in Tulsa, Ok., this winter, is also back to his "old love", having accepted a position as sporting editor of The Tulsa Press, a new daily paper published in Tulsa. He has not abandoned the wrestling game, but is looking after the matches as well as his newspaper work.

An article, almost two columns in length and purporting to be in behalf of circuses and carnivals, from a general agent in the West, is not being published. The start of the concluding paragraph is explanatory, as follows: "This article is not written by a circus or carnival owner, nor for one. It makes very little difference to me what becomes of either one of the professions."

Charles Badgig, being a true patriot, took a vacation on Washington's Birthday. Next day several packages arrived for him, and in one was a pair of trousers, of a very vivid brown, that must have been built for a man of exceptional proportions. Then the boys around the DeKoko winter quarters started asking and trailing Charlie to SEE "where he got it"—sure they meant the package.

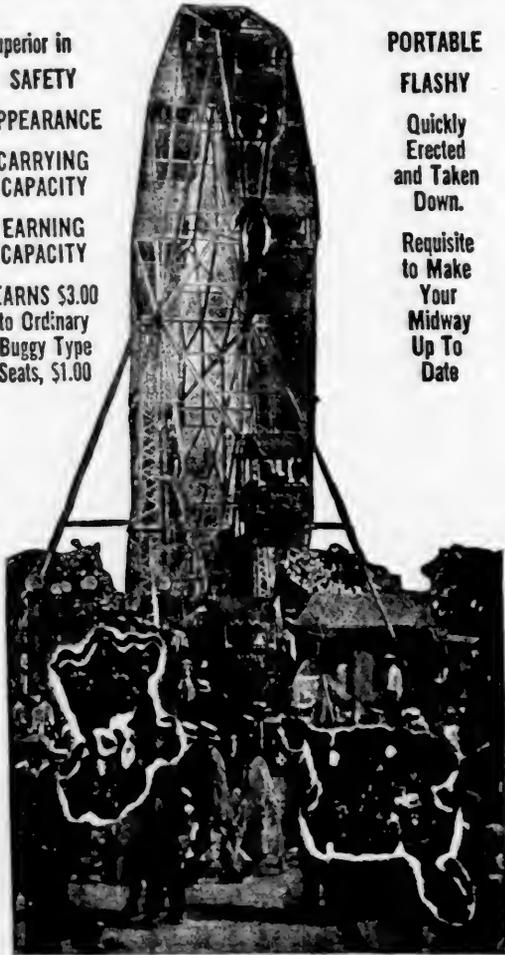
Don't be ashamed of the term "carnival". It has been sadly abused by some of its pretended representatives, but instead of assisting in redeeming it its "business" oppressors have tried their blameworthy to run all carnivals out of the field of business competition. Do your utmost to put the good carnival and conscientious carnival folks in the proper light with the citizenry—the voters, by all means, including the women.

Bennie Smith is still hibernating in Wilson, N. C., but inford that he was preparing to migrate to Kinston, N. C., where he spent several winters, for a week's visit. Like most other showfolks he is "awaiting the call of the road". He says it's almost again time to repeat and make good the same old seasonable talk of "Gee, I wish it were time to open"; then "Gosh, isn't it hot?" and finally (in the fall) "Doggonit, I wish I had saved my doughsky last summer!"

Parker Superior Model Wheel

PARKER SUPERIOR MODEL WHEEL

Superior in SAFETY APPEARANCE CARRYING CAPACITY EARNING CAPACITY EARNS \$3.00 to Ordinary Buggy Type Seats, \$1.00



PORTABLE FLASHY Quickly Erected and Taken Down. Requisite to Make Your Midway Up To Date

PARKER SUPERIOR MODEL WHEEL

Full particulars, prices, terms, testimonials and proof of earnings gladly furnished. If in the market for a "WHEEL" you can't afford to miss investigating THE PARKER.

C. W. PARKER, Leavenworth, Kansas.

Milt Morris, Johnny Castle and "Plain Dave" Morris are looking ahead with a great deal of confidence for the 1923 season. They have an organization composed to a great extent of those who were identified with Wortham's World's Greatest Shows, and with such excellent showmen and experienced entertainers they have collected they have a right to be optimistic and anxiously await the opening date.

Report from Chicago last week was that the veteran sensational bicycle rider and, of late, insurance man, Charles G. Kilpatrick, was faring badly, far more so than had been expected, following an operation to remove a growth on the "stump" of his leg. He was at the American Hospital, where many anxious inquiries from friends were made regarding his improvement.

Guy C. Bailey, general manager the New England Bazaar Co., which the past winter staged mostly campaigns, instead of bazaars as previously, has booked several concessions with Dodson's World's Fair Shows and says he feels confident of having a successful season. Bailey, by the way, has had a varied experience in the show business, and he states he is strong for the total elimination of all suggestive shows and off-color concessions.

"Hired Boy" Salter recently remarked something like this: "Oh, Boy! Spirit of Youth and all rejuvenating agencies! The Johnny Jones Exposition is to again play West Palm Beach during the famous Sun Dance—and, just think, my father wanted me to become a plumber!" (Last year Johnny J. sent Ed on an out-of-town errand and he missed the beach parade—details on this spring later.)

The following "folks" made up a party leaving Atlanta Sunday, March 4, for Dublin, Ga., to join Nat Nardor's Majestic Exposition Shows, which opened in that city March 12: T. R. Edwards, secretary of the show; Baha Hesolan, Roy Shumaker and "Baby Determination"; Phil Handler, M. S. Goodman, J. L. Edwards, Jack Rainey, Horace Monroe, concessionaires; Shorty Schofield, Crazy House; Jack Harland, talker; Hazel Rose, Mabel Carr and Carrie Long, also eighteen people for the plant show.

"Patsy" Rele is again special agenting ahead of the K. G. Barkoot Shows, and in-ford from Valdosta, Ga., that his first promotion of the season, there, was a program and it had all appearances of becoming a dandy—for the shows' engagement in Valdosta under the auspices of the American Legion. In his letter Patsy appeared deeply gratified at being connected with the Barkoot caravan, which he pronounced a mighty fine outfit.

Thru our New York office Frank Bowen recently informed that he had a very pleasant season last year with Chris Smith's Circus Side-Show, after which he did a single in vaudeville and was to open with a big act booked solid. Further advised that he had just finished his seventh winter engagement in a department store circus in Philly, and had played children's parties in and around that city during the holidays.

All is willing to advise (from accumulated information) and aid the general cause of carnival whenever opportunity presents itself—consistently. However, he has formed no "white" or "black" lists (a dirty shirt can be washed clean and in a short time, with a little effort) and can not be used as an "advisor" regarding good or bad outfits, by individuals or committees, pertaining to contracts for joining or engagements. To comment favorably on one show might be knocking another good show—so there you are—'tis better to keep one's "fin-

MEN'S RUBBER BELTS

\$13.75 Per Gross



Sample 25c

We fill your orders as you want them, in black, brown or grey, plain or stitched, and corrugated, 1 inch and 3/4 inch wide to 46 inches long, with nickel-plated roller buckles.

LADIES' BELTS \$11.00 Per Gross

come in red, blue, brown, grey, black, green, purple and tan, together with nickel-plated buckle. This is a money-maker.

Sample 25c

WOMEN'S RUBBER APRONS

\$3.75 Per Dozen

in pink, blue and black checks. This is a real heavy rubberized kitchen apron, and sells on sight to every woman.

Sample 50c

KEY KASES \$13.50 Per Gross

A real hit as a seller, and you can't lose your keys nor you can't miss a sale. In black and cordovan.

Sample 25c

All our Merchandise guaranteed. \$3.00 deposit required with each order.

ROSSEN RUBBER BELT CO. AKRON, OHIO

REMEMBER Your money back if not satisfactory.

DOLLS, LAMPS, ALUMINUM WARE, NOVELTIES



All Styles of Dolls and Lamps; Prices Are Right and Quick Delivery.

WRITE FOR LATEST LIST.

Balloons, Flying Birds and New Items. Our Low Prices Will Surprise You.

ADVANCE SPECIALTY CO.

Manufacturers and Importers, 40 SOUTH HIGH STREET, COLUMBUS, O.



CLEAN UP WITH **"LE-PO"** the Trained Frog **\$7.50** Gross

Made of metal and actually leaps

Our "Gee-Whizz" Paper Folding Trick Sells for 25c. It Gets the Coin

- SEND 10c FOR A SAMPLE AT ONCE. Per 100
 - "AERO" GAS TRANSPARENT, NO. 70 BALLOONS, Gross 3.00
 - GOLD AND SILVER BALLOONS, NO. 70 GAS Gross 4.50
 - INDIAN HEAD BALLOONS (3-COLOR), WITH REAL FEATHERS, Gross 4.00
 - BLACK RUNNING MITC. Gross 6.75
 - "FLYING PIGEONS"—SOMETHING NEW—(GET NEXT) Gross 4.00
- Send today for our Catalog showing our complete line of the sellers and Carnival Novelties, such as CONFETTI, SERPENTINES, WHIPS, BALLOONS, RETURN BALLS, HORNS, TICKLERS, SILAKERS, FLAGS, FIREWORKS, DECORATIONS, ETC., ETC. It's worth having at hand.

BRAZEL NOVELTY MFG. CO., 1700 ELLA ST., CINCINNATI, OHIO



BIG MONEY GETTER INVISIBLE BELT

FASTEST SELLING MEN'S ARTICLE ON THE MARKET.

Wants to dress up and shirt down. Keeps shirt and trousers in a snaz and neat-looking position. All complaints of discomfort or heat without their inconvenience. Be Fast. Act quickly. Sample and circular, 75c.

LEVENTHAL & WOHL,

60 ORCHARD STREET, "Makers of Money Makers" NEW YORK CITY.



GLASS-POINTED FOUNTAIN PENS, \$20.00 Gross up.

Send \$1.00 for three samples.

STANDARD PEN COMPANY, Evansville, Ind.

HULL UMBRELLAS Nationally Known The Proven Winner **The Leading Umbrella for the Concession**

The Hull Umbrella is guaranteed to be pure dyed silk. There is a big assortment of styles, in a variety of colors, in plain and carved effects. The frames are made of the best steel obtainable for this kind of an umbrella. The handles are detachable and interchangeable.

We Are Featuring for the 1923 Season the Wide Satin Borders.



Beware of imitators. The public wants Hull Umbrellas. Don't waste your time and money with an umbrella concession, unless you decide to use HULL UMBRELLAS, which was the 1922 hit of the season with Carnivals, Fairs, Indoor Expositions and Parks. Orders attended to promptly and shipped same day. Deposit required with each order.

FRANKIE HAMILTON, Direct Factory Representative, Hull Bros. Umbrella Co., Toledo, Ohio.

CARNIVAL CARAVANS

(Continued from page 139)

water show men. Among his contracted artists are Adeline and Oscar LaValley, of Waterbury, Conn., the former holder of many loving cups and the latter a well-known high diver, and Capt Jack Walker, water walker and novelty aquatic entertainer, will also be on the roster.

Harry E. Crandell sprung some wonderful "Flah" stories on the DeKreko folks after he landed back on the snows from Florida. A Bedouin of that caravan writes: "He claims he has several bass heads mounted that he caught personally, which are as big as some horses' heads (he was listened to with much patience, as we all know just how those guys have to be treated). Finally he said that he would have the Missus bring 'em on to show us. Well, we were in St. Louis last year."

Johnny Hirthols, midget, doing Bluey-Bluey last season, under management of Bert Perry and playing independent dates; formerly with Johnny J. Jones' Exposition (tutored by "Slim" Kelley), as well as other show business, is doing clown advertising for a brand of cigarets in Cincinnati—three weeks in town and expects to remain four more. Johnny called on The Billboard, stating that he has a five-year contract with the advertising firm (working five hours a day) and may remain out of the show game all this year, at least until the fairs get well started.

"Doc" Hall, after returning to K. C. from a trip over prospective territory for the Isler Greater Shows, wrote All, in part, as follows: "Seemed that the main question asked was: 'How much percentage do you offer?' Some had read certain articles about carnivals, but three out of four of them said it didn't infatuate them one bit. In fact, one Mayor said he had found some people living in his town who, despite their efforts at affectation, were more degraded than any collection of carnival people would dare to be, and he has seen a dozen different carnivals. So there you are!"

Wm. Miller says he has been putting in the winter very nicely with motoring and fishing around thru Florida, and he signed his six concessions with R. H. Miner's Model Shows (second season with that caravan). Adds that his new clubhouse will be a dandy and a credit to any midway. William highly praises his business associations with Mr. Miner. He also advised that he had booked the Bob Miller's Dog and Monkey Circus, which has been playing Florida territory, transporting on two motor trucks and doing quite satisfactory business, with the Miner Shows.

Two of the DeKreko shows' boys were inflated into the Elks at New Orleans. Coming home afterward, rather late at night, their wives were waiting to look 'em over and to see just what damage had been done. Coffee was made and while the bunch were eating one of the newly-made "Bills" happened to wag his finger in some way that was rather peculiar. His wife saw it and thought it was some secret sign, and hollered, "I got it, I got it," and was sure that she was "wise" and in the inner circle. Needless to say the by-word now is: "I got it." Ask Mrs. Kriss and Mrs. Mottie.

Despite all the uproar raised against ALL traveling carnivals, by propagandists, almost without exception when a carnival with good

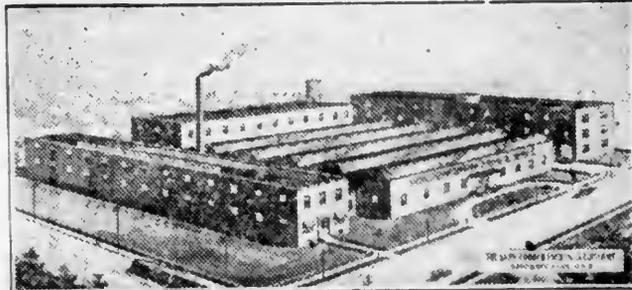
NEW LOW PRICES—and a Big Improvement in Our NEV-R FAIL CLUTCH PENCIL

Now it propels and repels the lead. Every Pencil is a perfect pencil with small lead. Nothing to get out of order. Made of Goldline metal, the color that won't wear off. Will sell faster than ever!

- In bulk, per Gross, - - \$9.00
- Mounted on Easel Display Cards, per Gr., - - \$10.25
- Extra Leads, three in each tube, per Gr. tubes - - \$4.00
- Special 120G Pencils in bulk per Gross, - - \$8.00
- Cigarette Cases, made of Goldline Metal, per Gr. - - \$9.00
- 25% deposit on C. O. D. orders include remittance with parcel post orders.

ORIENTAL MFG. CO.
Dept. 10, 801 Broad St., Providence, R. I.

BALLOONS



BALLOONS

ANNOUNCING TO THE JOBBING TRADE

We are now located in our Sandusky Factory, the most modern equipped Balloon Factory in operation.

BARR BRAND BALLOONS



Ask your jobber for "BARR RUBBER CO.'S QUALITY TOY BALLOONS" — sold by dealers throughout the country. If your jobber can't supply you, write us to inform you of a nearby jobber. Samples and descriptive price list on request.

THE BARR RUBBER PRODUCTS CO., SANDUSKY, OHIO, U. S. A.
Manufacturers of High-Grade Toy Balloons

They all have "The Best" but, here's one BETTER
Wasemann Wheels

Are Better because made by mechanics, all hand work. The elevator man and office boy do not make Wasemann Wheels. 30 years' experience back of every Wasemann Wheel. P. S.—A good place for a bicycle wheel is on a bicycle.
WASEMANN COMPANY, Elm Grove, W. Va.

attractions pitches its offerings in any city the midway is usually crowded nightly by happy men, women and children—and not of only the riff raff caliber either. There's a reason, which is that this form of wholesome outdoor entertainment IS POPULAR with the masses. Also because carnivals of the proper kind are popular is the major reason for the indiscriminating (not giving credit where due) propaganda. Yes, All has touched on this same point many times—it's evident fact and it cannot be repeated too often, and by carnival folk whenever and wherever opportunity affords.

Here's something to figure out, using an imaginary "still" date as a testing point: Take ten meritorious shows into a town where there is no other special amusement

SALESBOARDS

HAND-FILLED—NOT THE MACHINE-FILLED KIND. 100 HOLES TO 4,000 HOLES.

HIGHEST PRICED BOARDS MADE TODAY

We manufacture a full line of Trade Boards, Baseball Boards, Put and Take Boards, Poker Hand Boards, Etc.

KNIFE BOARDS, 700, 800, 1,000 and 1,200-HOLE SIZES.
With or Without Labels.

Get our Special Discount Sheet and Price List Before Buying.
BUCK-BOARD MFG. CO., 3727 Milwaukee Ave., CHICAGO, ILL.

"Let those that serve you best, serve you most."

Quality-Service-Price PROGRESSIVE SPECIALS

Hula Hulas, Fatimas, Flirts, Lamps and Fan Dolls.

PROGRESSIVE TOY CO.,
102-4-6 Wooster St., New York, N. Y.
Phone: Spring 2644.

FOR SALE!

EXCEPTIONALLY CHEAP

5,000 BOXES OF CHEWING GUM

Packed 100 penny sticks to a box. Quality guaranteed. Price, 25c a Box, f. o. b. Nashville. Samples mailed on request. We specialize in packing gum for Circuses, Carnivals, Fairs, etc. Address: **NATIONAL GUM COMPANY, 215 Second Avenue, N. Nashville, Tenn.**

LITTLE WONDER LIGHTS

Lamps for the Parlor, Library and Dining Room. Lights for stores, schools, churches, tents, showmen, etc. Park and street lights, and Little Wonder Hand Lanterns. Little Wonder patented gasoline lights are BRIGHTER THAN ELECTRICITY, CHEAPER THAN OIL. Thousands in use everywhere. Wonderful—dependable—easy-to-use—pure white lights for every purpose. We are selling distributors where we are not represented. Write for Little Wonder Catalogue and Prices. **LITTLE WONDER MFG. CO., 162 S. 5th St., Terre Haute, Ind.**

START NOW MONOGRAMMING AUTOS

NO LICENSE—FULL TIME WITH OUR GOLD TRANSFER INITIAL LETTERS SPARE TIME—NO EXPERIENCE
YOU CAN DO BETTER WORK THAN THE SKILLED ARTIST with our Decalcomania Transfer Initial Letters. Write today for free samples and particulars, or save time and order one of our Gold Transfer Lettering Outfits.

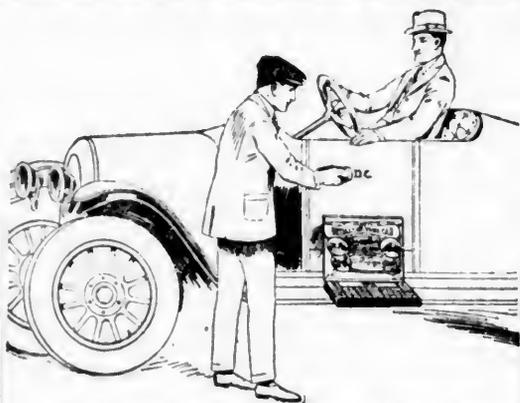
DESIGNS



Old English.
Gold Script.
Gold Roman.
20 other sizes and colors.
Additional letters can be bought at any time \$2.00 per 100, \$10.00 per thousand.

SPECIAL OFFER NO. 2. \$5.00.

The \$5.00 Special Offer does not contain a display case.)
100 Gold Letters Three of our most popular styles.
5 Sets of Gold Borders, four borders to match each style of letter.
5 Small Bottle Cement.
5 Small Hair Brushes, Circulars, etc., etc.
All packed in a neat box so you can start out immediately to letter automobiles, motorbikes, etc.
YOUR PROFIT, \$77.00.



SPECIAL OFFER NO. 3. \$10.00.

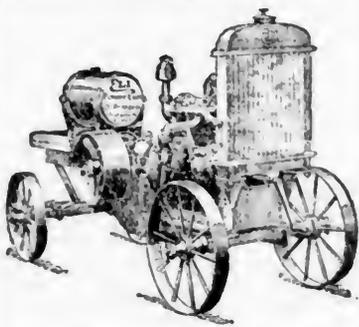
1,000 Gold Letters. Ten of our most popular styles or your selection.
8 Sets of Gold Borders to match letters.
10 Small Bottle Cement.
10 Small Camel's Hair Brushes.
Display Board, extra circulars, etc.
Large Bottle Special Varnish Cement.
Camel's Hair Brush.
This size outfit comes in a large, handy display case, as illustrated above.
YOUR PROFIT, \$230.00.

By using our Gold Transfer Letters YOU, without any previous experience, can letter a car in ten to fifteen minutes, and produce a perfect and satisfactory job. In other words, you

can apply six initial letters, three on each side of car, for \$1.50; profit of \$1.40 for yourself; whereas the artist must charge at least \$3.00 or \$4.00 and not give perfect work. He can do two jobs a day, and you can do many. Travel where you like, we will ship you goods. **THESE TWO SPECIAL OFFERS ARE ARRANGED SO YOU CAN MAKE A SPECIALTY OF LETTERING AUTOMOBILES, MOTORCYCLES, HAND BAGS, ETC. NOTE WHAT EACH OUTFIT CONTAINS. THE \$5.00 SPECIAL OFFER DOES NOT COME IN A DISPLAY CASE. WE FURNISH A HANDSOME CARRYING CASE WITH THE \$10.00 SPECIAL OFFER.**

NOTE—No goods sent C. O. D. unless accompanied by a deposit of \$2.00 or more. Include 10 cents to cover C. O. D. We pay all other charges. Remit by Post Office or Express Money Order, Certified Check, Special Delivery, or Registered Letter. We prepay all charges if you pay for your goods in advance.

TRANSFER MONOGRAM CO., Inc., Dept. G., 10 Orchard St., NEWARK, N. J.



POWER PLUS:—

SERVICE
SATISFACTION
SUCCESSFUL OPERATION
is found in the
ELI POWER UNIT

Built by
The Eli Bridge Company
N. West St., Jacksonville, Ill.

billed), the midway would undoubtedly be crowded nightly. Pitch ten good riding devices (exclusively) in the same spot, and probably almost like conditions would prevail. Now, take ten, twenty or thirty on-the-level concessions (by themselves) on the same location. What's the answer? The idea is to impress that good shows and rides are the actual crowd-drawers, especially thru a combination of them, and they should not be considered as mere "shields" in any management's mad grappling for "concession privileges". Get the people on the lot and keep them coming, and the "concessions" will take care of themselves," as Ali has mentioned numerous times.

To a certain lady, formerly of the carnival world, later aviation, over St. Louis way—A "report" (in December) that you were in a hospital to restore your former features, which were said to have been badly disfigured in an automobile accident, was not published by Ali for this reason: The report came from Tulsa, Okk., and was merely signed, "A Friend and Trustee". If it was a fact you have doubtless been wondering at the omission; if an attempt at a personal "slam" at me, probably the above explanation will be "pleasantly" received.

A few of those sending show "writeups" for publication are still signing their (or some other) initials; or "Bob", "Cal", "Jack", or "Bill", or like nicknames to their stories. Altho this list of these comprises but a very few, still there is no reason they should be granted such (unpublished) privilege, when all the others sign their names, as all should—if they expect it to appear in print. Newspaper editors throw such (anonymous) communications into the wastebasket without even reading the contents. If a person has no cause for fear, thru "covering up" something, there is no reason for his being ashamed to sign his name. Quite frequently, however, the owner, manager, or general agent of a show sends a story on his organization, in which case they are almost without exception properly signed. In such instances the Carnival editor either credits it to the writer, or places "according to an executive" at the bottom of the story.

The following was "caravanned" from Billings, Mont.: "John L. Downing, G. E. (Shrimp) Bolton, Martin Mackie, Matthew and George Osborn, Myrtle Scott, Catherine Mooney, Harry Holstad and Fisher, and "English" Willmore and wife, of the Bernard Dominion Exposition Shows, are spending the winter here and are making their rendezvous at the Cave Studio, conducted by Bolton and Mackie. Downie and the Osborn brothers have been painting their concessions in the rear of the studio. Misses Mooney and Scott have been connected with a cafe. Holstead and Fisher (of dog and pony fame) are playing wideville dates in and out of town, and Willmore is on the American Legion committee that is conducting an automobile contest. The "bunch" would like some notes from Harry Howard, Francis X. Evans, R. O. Capacob, L. J. Norton, Babe Burgess, Bobby Campbell, James T. O'Connor, Harry Goodwin, "White" Clare, Billy Knowles, W.

(Continued on page 142)



Established 1876

POPCORN POPPERS AND PEANUT ROASTERS

are the biggest profit makers on the grounds, at any show, inside or outdoor ! ! ! ! ! ! ! ! ! !

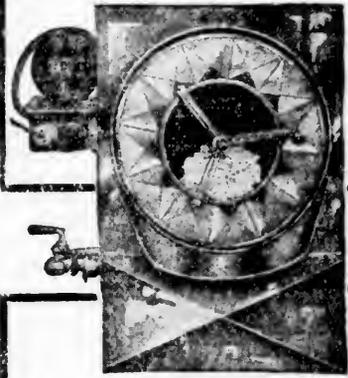
Get Ready for the Big Show Season

These Money-Makers are all set to start you out on the biggest profits you have ever made on peanuts and popcorn. There's a model for every purpose and every purse. Big machines or small machines, no matter what size you install, your profit starts with the first bag of peanuts or popcorn you sell.

Get in line for the 1923 season NOW. Get our illustrated FREE catalog. Choose the machine best adapted for your purpose; read the easy terms which enables you to make the machine pay for itself in short order.

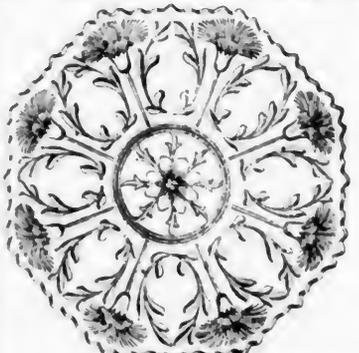
Deliveries are prompt, but with the big rush now coming on we advise that you place your orders without delay.

WRITE For CATALOG TODAY—SURE



A big profit maker, popular with all users. Economical to operate; nothing to get out of order.

KINGERLY MFG. CO.
Dept. 332, Cincinnati, O.



Vases, Sets, Small Items in Large Variety Decorated. Prompt Shipments

LANCASTER GLASS CO., - Lancaster, Ohio

MEN'S RUBBER BELTS \$14.50 Per Gross



Positively the best and lowest priced belt on the market. Our agents are making a clean-up. Comes in black, brown and gray, plain smooth finish or corrugated and stitched, with high-class adjustable buckles. This belt will outwear any leather belt made.
Another hit of the year for house-to-house canvassers. **LADIES' RUBBER APRONS, \$3.75 per Dozen, or \$44.00 per Gross.** Assorted black, blue and pink checks. \$3.00 deposit required with each gross ordered.
THE SUPERIOR RUBBER CO., Akron, Ohio.

HEADQUARTERS FOR HOROSCOPES

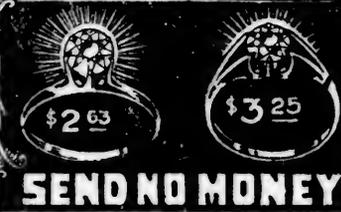
FUTURE PHOTOS, Magic Wand and Buddha Readings

JOS. LEDOUX, 169 Wilson Ave., BROOKLYN, N. Y.

MENTION US, PLEASE—THE BILLBOARD.

For Portable Stages and Platforms

BAKER-LOCKWOOD
KANSAS CITY, MISSOURI



SEND NO MONEY

If You Can Tell It From a GENUINE DIAMOND Send It Back

To prove our blue-white MEXICAN DIAMOND closely resembles a genuine diamond, with same DAZZLING RAINBOW FIRE, we will send a selected 1 carat gem in Ladies' "Solitaire" Ring (Cat. price \$4.98) for Half Price to introduce, \$2.63, or in Gentle Heavy Tooth Becher Ring (Cat. price \$6.25) for \$3.25. Our finest 12k Gold Filled mountings. GUARANTEED 20 YEARS. SEND NO MONEY. Just mail postcard of this ad. State size. We will mail at once C. O. D. If not pleased return in 2 days for money back less handling charges. Write for Free Catalog. Agents Wanted. **MEXICAN DIAMOND IMPORTING CO., Dept. NB, Las Cruces N. Mex.** (Exclusive controllers Mexican Diamonds.)

ALMOND AND FLAIN MILK CHOCOLATE BARS

Packed 24 to Box.
5c Size, 55 Cents per Box, 10c Size, \$1.10 per Box
Deposit with order required. **HELMET CHOCOLATE CO., 323 Walnut Street, Cincinnati, Ohio.**

PLEASANTVILLE, N. J.

MASKS
Per Gross, \$2.95; Dozen, 30c.
Wax Noses, Novelties, Animal Masks, Caps, Hats, Ask Free Catalog. G. KLIPPERT, 46 Cooper Square, New York.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.



THE NEW IMPROVED DRINK POWDERS

Does Not Get Lumpy. Always Fresh and Moist.

Concessionaires

Special prices for contracts over 1223 to Juice Men with established Shows, Carnivals, etc., etc. WRITE US.

ORANGEADE

Our powders strictly conform with all the Pure Food Laws. Only the best grade materials used. Uniform quality maintained by an expert staff of chemists. Samples, 25c each flavor. All flavors, \$1.00, postpaid.

???

Over Ten Million (10,000,000) Glasses sold last year. This record speaks for itself.



GRAPE 60-Gal. or 1200 Glass Size \$1.90 Per Lb., or 6 Lbs. for \$10.50, Postpaid LEMON ADVERTISING POSTERS FREE. ALL ORDERS SHIPPED DAY RECEIVED. PURITAN CHEMICAL WORKS, - 3016 W. Van Buren St., CHICAGO, ILLS.

CARNIVAL CARAVANS

(Continued from page 141)

R. McCurdy, James Falconer, Ray Benedict, Ralph Sprague, 'Fat' Douglas, Roy Jay, Jacques Lorton, 'Curly' Foster and 'Curly' Vernon.

Rubin Gruber, in conversation recently, said: "It is all right to have gold fronts, but why don't some of them get gold backs?" Atta boy, Rubin—after all, the show is the thing!

Which is the more satisfactorily digested, "Gee, but they're a clever collection of people!" or "Oh, boy, there's some guys in that bunch?" (Oh, yea, slang comment has become quite a fad among the natives in late years).

Jim Hathaway, who has been sojourning in Miami, Fla., will shortly return to Savannah to get all in readiness for his operation of the dining car the coming season with the Rubin & Cherry organization. It is understood that Jim expects to operate the car on cafeteria principles.

Louis R. Backer, concessionaire, is spending the winter in and out of his home town, Chicago, with taking subscriptions for periodicals. Louis wonders what has become of that "little feller", E. (Tobby) Harmon, also concessionaire, who worked with him for several seasons and whom he has not heard of since the Cotton Palace at Waco, last year.

Mrs. Edith Okada (formerly Edith Moore, and daughter of Capt. Jim Moore, carnival man of the Southeast), who has spent ten years in the carnival business, wrote recently that she is spending the winter in Pittsburg, Pa., and that her health has been quite bad. She would appreciate a few lines from friends, who may address her to 21 West Robinson street (North Side), Pittsburg.

According to reports from Augusta, Ga., J. B. (Jack) Colton is planning the biggest and best colored minstrel show for the coming season with T. A. Wolf's Superior Shows, that has ever appeared under his management. Incidentally, this will be going some, as Jack has had some mighty amusing and altogether entertaining attractions of this nature in the past. Also, per his advertising, he is to have no "white-mule" friends, etc., on his roster.

James Ward writes from Philly that his ad does not mean that he is quitting the carnival game, as the lads seem "home" to him, but merely to reduce the number of concessions he is carrying. James and his partner, Ray E. McWetly, will continue to carry four to ten big stock stands and J. W. says it will be a case of "square deal to the public", they having played the same territory for a number of years and cater to a warm welcome.

The office employees of the Georgia Central railroad, in Savannah, Ga., have recently developed a new form of entertainment and recreation during lunch hour. Directly opposite their office stands Rubin Gruber's private car, "Montgomery", and the young men and flappers, instead of wasting their noonday hour in some restaurant, have, with Mrs. Gruber's permission, been availing themselves of the spacious dancing floor in the private car, aided and abetted by the Victrola, and thoroughly enjoyed a terpsichorean revel.

TUT! TUT! "BILL"!!!

Just because All has been suggesting that some of the old ideas could be profitably revived these days along comes Bill Hilliar, ink spreader with Rubin & Cherry Shows, and goes back 3,000 years for an idea, as witness the following paragraph from The Savannah Press of February 29, from a preliminary story about the opening of the show there end of March: "King Tut's Tomb" is another exhibit where the visitors will be transplanted into the caves and secret sarcophagus, assembled and constructed so as to form a duplicate of the latest sensation in the realms of archaeological science."

In addition to the Atlanta engagement, which Jack Oliver had booked for the Miller Bros. Shows, it was reported that he was also taking his caravan into Anniston, Ala., under the Shriners, following an engagement at Selma under the Red Men. Jack was kidding Carleton Collins in the Edwards Hotel lobby in Atlanta, recently, about "stealing" a certain fellow's route. "When you see the 'Duke', Jack said, 'tell him I have all his route except Columbia, Tenn.', and Jack is still wondering why Carleton turned sort of pale and shouted a fervid "Amen" at the mention of Columbia. They do say Columbia took a fond liking to Carleton.

The report was that Walter Schilling, who, under the direction of Col. Maurice B. Lagg, developed into a bustling second agent last summer, was slated to be the general press representative of the Lagg & Bilal Knickerbocker Shows the coming season. "Walter" was many friends for himself on the road, and he and genial Tommie (Slickers) Kennedy, of Passaic, N. J., made a live wire combina-

OVER 1,000,000,000,000,000,000,000,000 MARKS INVESTED IN NEW STOCK FOR THE CONCESSIONAIRE

DAY BY DAY, IN EVERY WAY, OUR BUSINESS IS GETTING BETTER AND BETTER WHY? BECAUSE— WE STRIVE TO PLEASE

Manufacturers, Importers and Commissioners of

- Jewelry, Silverware, Aluminum, Manicure Sets, Elec. Lite Vanity Cases, Pillow Tops, Beacon Blankets, Chinese Baskets, Full Line of Dolls, Paper Hats, Novelties, Balloons and Squawkers, Horns and Noisemakers, Confetti and Serpentine, Slum for Giveaway, Etc.

Full Line Suitable for Streetmen, Pitchmen, Etc.

PAN-AMERICAN DOLL & NOV. CO. 1115-17 BROADWAY (Tracy C. (Jimmie) Hicks, Pres.) KANSAS CITY, MO.

75c 85c 95c Packed in Victrola Boxes THAT 75 to Case 75c 85c 95c

California Lamp Doll



STAR GOGGLES. Goggles, Side Shield, Cable Temples, Amber Lenses. DOZ., \$2.25. GROSS, \$24.00.



7-in-1" OPERA GLASS. Made of Colored. NEW ERA OPT. CO. 17 No. Wabash Ave., Chicago.



MILITARY APEY. Imitation Gold. Large Round, Clear White Cornea Lenses. All numbers. DOZ., \$3.00. GROSS, \$35.00.

tion on the Great Empire Shows last year. Tommie is already getting the "fever" to take to the road again, and figures that with Schilling, his old side partner, with him, they will enjoy a real "red" season.

The "Information Wanted" or "Personal" columns in the Classified Advertising section of this publication offer a fine service (at small cost) to learn the whereabouts of friends or relatives—merely "not heard of in a long time", if the matter is of sufficient import-

CALL—Dodson's World's Fair Shows—CALL

OPENING AT BALTIMORE, MARYLAND, MONDAY, APRIL 2nd

WANTED

ALICE STROUD wants Useful People for Beautiful Bagdad. EARL PERTLE wants one more Lady Rider for his Motordrome. GEORGE ROY wants experienced Crazy House Man, salary or per cent.

WE WANT ONE MORE GOOD BALLY SHOW TO FEATURE—NOTHING TOO BIG

WILL BUY COMPLETE PENNY ARCADE OUTFIT OR WILL BUY SEPARATE MACHINES.

CONCESSIONS OF ALL KINDS OPEN. NO EXCLUSIVES.

Working Men in All Depts. Experienced Help for all Rides, to join at Baltimore, Md.

ROUTE—Baltimore, Md., week April 2; Washington, D. C., April 9 to 21; Cumberland, Md.; Falmouth, W. Va.; Grafton, W. Va.; Parkersburg, W. Va.; all strong auspices.

Address C. G. DODSON, 307 E. North Ave., Baltimore, Md.

BUCK WEAVER WANTS

3 Good Wrestlers—1 Heavyweight, 2 158 lbs. or more. Must be good workers, as I pay every week. Will give such men good proposition. Also Want Ticket Seller. Address BUCK WEAVER, General Delivery, Baltimore, Maryland.

ANTHONY WAYNE Lamps Stand the Racket Our Unbreakable Mill Type... ANTHONY WAYNE LAMP CO. 1016 Savilla Avenue FORT WAYNE, INDIANA

ance, from a business or personal standpoint, to give publicity. The weekly published Letter List is also an aid toward results. Ideally, there is but very, very little news value to our readers in requests of this nature being published in the regular reading columns, except it be critical illness, death, or dire need, in which instances The Billboard is glad to extend the courtesy. Purely business and domestic matters under this head should be judged as advertising and not expected to be considered news.

CARAVAN GOSSIP.

By I. Collier Down. Curtis Vulare, you're wanted at the phone. Strauze, no stickup reported in Hot Springs, and Jim Roby is wintering there. Dave Luchman rises to remark that the old sock thread bank is the safest after all. Harold Busha thinks that almost any husband would make a perfect lover if he got Valentino's salary for doing it. When Mrs. Steeler gets to wearing one of the new Turkishmen gowns will her new daughter call her Mummy? So inquires Billie. When it comes to playing that "national game of draw", Monty Williams muses that he and Fat Duncan, are in a class all by themselves. G. F. Lits—Remember that time you closed your show in Louisiana and moved to Mississippi to join two nice boys? What say, Pop Hotchkiss? Had, Artie and Pearl Shields write that the fishing is fine in Florida. How about those famous home-cooked cats, Pearl? (Something like that Christmas Dinner in St. Martinsville, Ia. Um Um).

Charlie McLabon says you can't always tell about this marriage business. A Missouri woman has just been divorced from Mr. Guess. The first husband of Mrs. Guess was Mr. Chance. At a recent hop given by the Ladies' Auxiliary of the Heart of America Showman's Club, Geo. Hawk danced four times in succession with his wife and now the bunch wonders what he has been up to? Coming up from the South in rain, snow and sleet, in the spring of 1910, and every week a bloomer, till Independence, Kan.—then the big red one for everybody on the Great Patterson Shows, Wasn't that great, Harry Noses?

The young lady who has the hall game concession across the midway says: "You know, things are changing around so much these days that mother has decided to have her old wedding ring modernized".

Some people just naturally try to overdo making themselves "officious", anyway—is Al's claim. Here's an instance: Showman, presumably accompanied only by three small children, was traveling on a passenger train. Suddenly with a sort of disgusted expression on his face and with no apparent justification he arose and lightly slapped each of his three youngsters. One of those "long-nosed", "tattle-tattle" sort of the female gender, sitting across the aisle, angrily accosted him thus: "You make it tough for you, sir!" "You'll what?" emphatically inquired the frantic man. "I said I'll make it mighty tough for you, I saw you strike those children! That's what I said!" "Wait a minute," said the fellow, rather ironically. "Listen! My wife's in a hospital, from an auto accident; my oldest and paralyzed daughter is back in the sleeper; this 'kid' here has been sticking that pin in my leg, that one copped the remaining portion of our railroad ticket from my pocket and handed it over there to 'Bob', who chewed it up and spit it out the window; and a few minutes ago the conductor informed me that we are on the wrong train! Yes, a little 'nosery' like you can make it 'tough' for me!"

Some road folks still wonder. As the winter months they "deed": Wint will they do, without their grift, in Nineteen-twenty-three. Alas! old grifter, your day is done. As the wise ones plainly see; So, throw away that pick-out joint, For Nineteen-twenty-three.

Just take the old ruffed buckets, And hang them on a tree; The folks are wise to that old game, For season 'Twenty-three.

The cleanip is a winning fight, Nothing plainer could there be; So, go and bury the set-joints, Right now—"Twenty-three".

Don't try to work the p. c. wheel, Or John Law you'll plainly see; Make of it a honfire, boys, Before season 'Twenty-three.

Throw away the atal-um tip-ups, But all drop-cases in the sea; For no such games are wanted, In Nineteen-twenty-three.

Just wash your hands of all grift, And decide "No more for me"; And you'll find you have a D. R., At the end of 'Twenty-three. By LESLIE E. KELL.

IN EVERY WAY FOR EVERY DAY A BETTER DOLL 13 Inches of QUALITY THE SEASON'S BEST WINNER. 50C—Tinsel Trimmed\$4.75 Doz. 50D—Silk, Tinsel Trimmed... 6.50 " 50E—Sateen, Tinsel Trimmed.. 5.00 " 50B—Silk, Marabou Trimmed. 6.00 " 17-IN. DOLL, EQUAL TO 18-IN. 96—Sateen, Tinsel Trim.....\$6.75 Doz. 97—Sateen, Marabou Trim... 7.25 " 101—Silk, Marabou Trim.... 8.50 " 40C—Sateen, Tinsel and Marabou (dress over head)... 8.25 " Bloomers same material. FLASHY TINSEL AND MARABOU. 25% Deposit, Balance C. O. D. U. S. Doll Corp., 54 FULTON STREET, Brooklyn, N. Y. Phone Main 8770, STYLE 50-C



THE SPORTS TIMER—Is a useful combination of STOP WATCH and TIME PIECE. Gives accurate time just like expensive stop watch. THE BEST ITEM FOR WHEELMEN, AGENTS and SALESBOARD OPERATORS. Price in doz. lots \$1.65 each. Single, prepaid, \$1.23. Write for our 1923 catalog. 20% deposit must accompany all C. O. D. orders. Harry L. Levinson & Co. Mfrs. and Jobbers, 158 N. Michigan Ave., Chicago, Ill.

Yankee Lucky Ring This special ring, just out, is a little beauty, made of solid Sterling Silver, delicately engraved with horseshoe and clover design. Means "GOOD LUCK and HAPPINESS". Ring is of real value; will last a lifetime. Send C. O. D. to any address for only \$1.98 and postage. Money back if wanted. Order now. You risk nothing. Ring makes a fine premium for salesboard and other similar purposes. Strictly made prices to Dealers—BIG OPPORTUNITY! McDOWELL CO. PROVIDENCE, R. I. 3-627

OVER \$200.00 WEEKLY In M. Ryan's Steady Earnings With His SUGAR PUFF WAFFLE MACHINE. Made from secret recipe and methods which we teach you. No experience or skill needed. No spicing—beats that machine—ordinary methods—and selling looks and odor of FINE WAFFLES. For the same Machines shipped on trial are complete and ready for business, and are priced from \$17.50 to \$162.50. Write for full information. TALBOT MFG. CO., 1213-17 Chestnut, St. Louis, Mo.

\$112 AN HOUR With this new Science and Skill Corn Game. No collecting of cards. No counting. Seventy-five-player outfit, complete. Price, \$10.00. BERT LAVERS, 1070 Washington St., Boston, Mass. MAMA TALKING DOLL \$1.92 and \$3.45. Send \$1 for one mailed parcel. Hesing, Mir., 815 Vine St., Cincinnati, O.

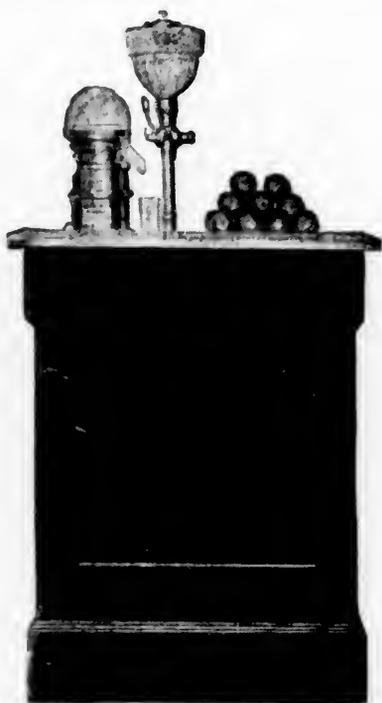
HOODWIN LARGE HEADING SALESBOARDS For Knives, Pencils, Premiums of all kinds. Also Hoodwin Midget Salesboards and Pulkwik Salescards for all purposes. 20% discount on orders over \$50. Immediate delivery at wholesale prices. Write for complete catalog. HOODWIN'S SALESBOARDS HOODWIN'S PULKWIK SALES CARDS BLANK HEADING—ONE SEAL ATTACHED

SOUVENIRS, We Are Headquarters Per Dozen 4-in. Birch Bark Canoes... \$.35 5-in. Birch Bark Canoes... .60 6-in. Birch Bark Canoes... .80 8-in. Birch Bark Canoes... 1.20 10-in. Birch Bark Canoes... 1.50 PADDLES 10-in. Paddles60 12-in. Paddles84 16-in. Paddles 1.50 20-in. Fancy Paddles... 2.50 22-in. Fancy Paddles... 2.75 10-in. Cross Paddles... 2.00 12-in. Cross Paddles... 3.25 14-in. Cross Paddles... 4.00 HATCHETS 9-in. Hatchets 1.20 12-in. Hatchets 1.60 16-in. Hatchets 2.50 16-in. Hatchets, with leather hanger 3.75 Name of Town or Park burned on Free. Send for Catalogue, other Souvenir Novelties. BRADFORD & CO., INC., ST. JOSEPH, MICH.

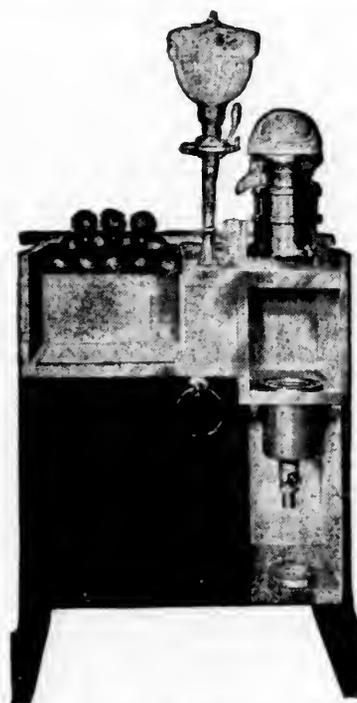
LAST CALL WANTED FOR LAST CALL SMITH'S SOUTHERN SHOWS GRAND OPENING AT SMITHERS, W. VA., MARCH 31, 1923. WANT Shows that don't conflict. We own our own Rides. All Legitimate Concessions write or wire. LEE STANLEY wants Men and Lady Agents. Gus and Della, come on; your job is waiting. Mike Lynch and Wife, come home. L. C. Cutler, come on. All address STEVE SMITH, Montgomery, W. Va.

NOTICE TO ALL CIRCUS SHOWS and CARNIVALS We have a 20-Acre Show Grounds in Detroit, Michigan, on 2 car lines and 25 minutes' ride from the City Hall, with parking space for 2,000 cars. Good railroad facilities on Michigan Central and P. M. Roads within 1/2 mile of grounds. Location is on Michigan Ave., at Dewey and Western Aves. Address all communications to E. E. REXNER, Mgr., 4422 12th St., Detroit, Mich.

REAL BARGAIN—CRETOR'S MODEL C POP CORN AND PEANUT WAGON With many extras and all ready for business. Newly painted a rich red and trimmed in Brewster green. Both inside and out really finished and very attractive. Glaziers are all French bevel plate and not a cracked one. Wagon now stored in a good, live Central Illinois town, where it can be operated at a nice profit if desired. Good reason for selling, and this bargain won't last long. Get in touch with me at once for full particulars and price. H. B. ULLERY, 222 So. La Salle Street, Aurora, Ill. EVERY TIME YOU MENTION THE BILLBOARD YOU PUT IN A BOOST FOR US.



Single Unit. Front View



Single Unit. Rear View

This New Profit-Maker for Concessionaires

Makes Fresh Fruit Drinks in a Few Seconds

*Sets You Up in Business and Enables You to Cash In on the
Enormous Demand for Delicious Fresh Fruit Drinks*

There's an amazing, ready demand for fresh fruit Orangeade and Lemonade. It's been proved in every section of the country, in the largest cities and smallest towns.

More than 7000 fountain owners are daily cashing in on the popularity of these two drinks.

The reason they get the business is that they make the drinks right, make them quickly and make them before the eyes of customers.

The Sunkist Fruit Juice Extractor is the key to this business. It enables you to make fresh fruit Orangeades and Lemonades to order in a few seconds. They are fresh and delicious. Customers know that they are genuine.

They appreciate the flavor and quality of the drinks. They buy and repeat. The machine, itself, advertises the drinks.

Now, the Sunkist Fountain

To open up this profit-making business to concessionaires, we have developed the Sunkist Fountain, a complete, attractive and easily moved equipment.

All you have to do is to set it in place and connect up water and electricity; purchase your oranges and lemons from a fruit jobber. Then you're ready for business.

You don't waste time employing car-

penters, painters, etc. You don't buy your Extractor, draft arm, tumbler washer, icing coils, cutting board, waste receptacle, counter, etc., separately. They all come assembled in the Sunkist Fountain.

So you save time by buying this way. And you save money, too, because these items will cost you more if bought separately than they do when bought together in the Sunkist Fountain.

Then, too, you can move the Sunkist Fountain anywhere you like. All you have to do is to pack it up, take it where you want and set it in place. It's again ready for business.

Comes in Two Sizes

The Sunkist Fountain comes in two sizes. The double unit gives you all the equipment you need for rapid, efficient, two-man service. It is a complete concession stand in vitrolite and birchwood with white enamel or mahogany finish. It is 8 feet long, 42 inches high and 33 inches deep.

The single unit fits the unusually small spaces or works in at the end of a regular fountain to provide service for the big business in Orangeades and Lemonades. It is 35 inches long, 42 inches high and 30 inches deep—finished in the same way as the double unit.

Designed by experts in the soda fountain

manufacturing business, everything is for greater speed and efficiency.

One of the units is sure to meet your requirements wherever you may want to use it. And as soon as installed they begin to do business. Each succeeding day means increased business. Your customers notice the delicious aroma. They know the drink is genuine. They buy once and buy again. Everybody likes fresh Orangeade and Lemonade.

Start Now—Ready for Delivery

The Sunkist Fountains can be delivered quickly. You should get complete information on them and be ready to start in on this profitable business.

Their cost is reasonable. In fact, the California Fruit Growers Exchange sells them at the lowest possible price because they build big Orangeade and Lemonade business for you and Orange and Lemon business for the growers.

The Sunkist Fountain, either the single or double unit, will pay you excellent profits. They save you time and money because they are complete concession stands in themselves.

Send the coupon below for complete information. Be ready to begin enjoying these profits immediately.

Sunkist Fountain

CALIFORNIA FRUIT GROWERS EXCHANGE

A Non-Profit, Co-operative Organization of 10,500 Growers

Department of Fresh Fruit Drinks
Sec. 803

154 Whiting St., Chicago, Illinois

California Fruit Growers Exchange
Department of Fresh Fruit Drinks, Sec. 803
154 Whiting St., Chicago, Illinois

Please send me complete information relative to your Sunkist Fountains.

Name

Address

City..... State.....

The GREATEST SPRING EVENT IN THE UNITED STATES

— 2 BIG WEEKS — APRIL 9 TO 21 — 2 BIG WEEKS —

KNIGHT TEMPLARS' MAMMOTH KIDDIE SPRING FESTIVAL

20,000 Masons of the District of Columbia hosting this event—insuring a record-breaking attendance day and night. FLORIDA AVENUE, N. W. LOCATION—POSITIVELY THE FIRST OUTDOOR CELEBRATION IN THE CAPITOL CITY. BUICK GIVEN AWAY, BABY SHOW, MISS WASHINGTON AND OTHER CONTESTS. TWO BIG WEEKS, APRIL 9 to 21.

NOTE—We have contracted with the World's Fair Shows for 12 shows and 5 rides. Mr. Dodson informs us that the CATERPILLAR ordered for his show cannot be delivered in time for this engagement—THEREFORE, we want a CATERPILLAR to play this engagement EXTRAORDINARY.

CONCESSIONS NOTE—Wheels are illegal in the District of Columbia. WE WANT ALL KINDS OF SCIENCE AND SKILL GAMES—NO EXCLUSIVES. ADDRESS CONCESSION CHAIRMAN—KNIGHT TEMPLARS' CAMPAIGN HEADQUARTERS. 712 OURAY BUILDING, WASHINGTON, D. C.

CARNIVAL ROSTERS

(Continued from page 144)

legal adj.; 4 cars; show opens in Central New York last of April or first of May.
DEKREKO SHOWS—DeKreko Bros., props.; Jean DeKreko, mgr.; Ray DeKreko, asst. mgr. and secy.; Gale DeKreko, trainmaster; Heno DeKreko, auditor; Harry E. Crandall, gen. agt.; Charles W. Wedge, spec. agt. and press agt.; Sam Blackie Barnes, gen. supt.; Hovep DeKreko, supt. conc.; Prof. Svaratin Garza, mus. dir.; Sam Barnes, trainmaster; Fred Smith, supt. lights. Twenty cars. Opens at New Orleans, La., March 17.

DOBYSN, GEORGE L. SHOWS—George L. Dobyns, prop. and mgr.; Mrs. George L. Dobyns, treas.; Al T. Hostein, gen. agt.; Theo. L. Wilson, press agt.; Will W. Sterling, gen. supt.; Robert T. Matthews and Charles M. Walker, supt. conc.; A. Gavoll, mus. dir.; Ben Cheek, trainmaster; Charles Ollinger, supt. lights. Eighteen cars. Opening date, May 6.

DUFOR EXPOSITION, LEW—Lew Dufour, prop. and mgr.; Al Huband, asst. mgr.; Fred Lawyer, secy.; Louie McAbee, gen. agt.; Harry Fitzgerald, press agt.; George W. (Doc) Hamilton, gen. supt.; Hugh Smith, mus. dir.; Billy Gibbons, trainmaster; L. N. Spear, supt. lights. Thirty cars. Opens at Greenville, S. C., March 17.

DYKMAN & JOYCE COMBINED SHOWS—Dykmans & Joyce, props.; D. D. Dykman, mgr.; M. F. Joyce, asst. mgr. and supt. conc.; Chas. E. Young, treas.; secretary and auditor; Harry Martin, general agent; Ben Hasselmann, special agent; Jerry McVay, press agt.; Paul Schwartz, gen. supt.; B. J. Stephenson, mus. dir.; Rollo Wheeler, trainmaster; John Hewitt, supt. lights; Al R. Clark, legal adj.; Tommy Jones, gen. announcer. Ten cars. Opening date, April 14, at Litchfield, Ill.

EMPIRE GREATER SHOWS—Wm. R. Harris, mgr.; Wm. (Billy) Gear, asst. mgr.; E. G. Harris, treas.; David Morris, secy.; N. A. Reed, gen. agt.; Joe Carr, spec. agt.; Doc Foster, Jr., gen. agt.; C. E. Meyers, press agt.; T. M. Moore, supt. conc.; Prof. Battalio, mus. dir.; C. M. Hart, trainmaster; G. W. White, supt. lights; Col. Geo. E. Mason, legal adj.; R. L. Davis, gen. announcer. 12 to 15 cars; show opens at Dunn, N. C., March 17.

ENTERPRISE SHOWS—H. H. Dreihelbus, prop. mgr., treas., secy. and gen. agt.; Loran Bealls, press agt.; B. H. Hicks, supt. conc.; 4 cars; show opens at Stockton, Ill., April 29.
EP'S GREATER SHOWS—Max Epstein, prop.; John J. Sweeney, treas.; secy.; Joseph H. Smith, auditor; Col. J. L. Barnum, gen. agt.; A. F. Mayer, spec. agt.; John Williams, press agt.; Blackie Tate, gen. supt., trainmaster, supt. lights; Sam Rasper, mus. dir.; show opens at Wilkes-Barre, Pa., April 14.

EVANS, ED A., SHOWS—Wm. Ball and John Gottam, props.; Ed A. Evans, mgr.; H. Gottam, asst. mgr.; L. Jack, treas.; Mrs. Ed A. Evans, secy.; C. B. Bunge, auditor; Geo. D. Rainey, gen. agt.; Billy Snookim and J. Jackson, spec. agts.; W. Wise, press agt.; H. O. Evans, gen. supt.; H. E. Collettum, supt. conc.; C. U. All, mus. dir.; S. Brown, trainmaster; B. Chandler, supt. lights; T. H. Law, legal adj.; show opens at Miami, Ok., April 15.

FINK'S EXPOSITION SHOWS, I.N.C.—Louis Fink, prop., mgr. and gen. supt.; Raymond Fink, asst. mgr. and legal adj.; Sam Meyers, treas.; Nick Meyers, secy.; W. H. Harris, auditor; J. A. Sullivan, gen. agt.; W. S. Rogers, spec. agt.; J. H. Broder, press agt.; Eddie Madigan, supt. conc.; Prof. J. A. DeMott, mus. dir.; Ed Hall, trainmaster; L. M. Supt. supt. lights; William McAndrews, gen. announcer. 15 cars; show opens at Plainfield, N. J., April 21.

FRANCIS, JOHN, SHOWS—John Francis, prop. mgr.; Arthur Martin, asst. mgr.; Mrs. John Francis, treas.; Edna R. Martin, secy.; Harry E. Sanford, gen. agt.; B. F. Gill and E. F. Hall, spec. agts.; C. E. Feltz, press agt.; Tom Hamilton, gen. supt., trainmaster; Wm. Hill, mus. dir.; James C. Arnold, supt. lights; J. T. Higgins, legal adj.; "Doc" Bushnell, gen. announcer. Fifteen cars. Opening date, March 14, at Oklahoma City, Ok.

FREED, H. T., EXPOSITION—H. T. Freed, mgr.; Judge Patterson, treas. and secy.; Cleo Lbert, gen. supt.; Paul D. Mays, supt. conc.; Fred Brooks, trainmaster; Chas. Reibel, supt. lights. Opens at Chicago Heights, Ill.

GAUSE, WM., ATTRACTIONS—Wm. Gause, prop.; Ed A. Smoey, mgr.; Ora Day, asst. mgr.; Mrs. Wm. Gause, treas.; Howard Goodlett, secy.; E. O. Crw, gen. agt.; Wm. Gustin, spec. agt.; Ed Warren, press agt.; P. J. Kurtz, supt. conc.; Ray Stone, trainmaster; Frank Hammer, legal adj. Opens May 12 at Jefferson, Wis.

GREAT WHITE WAY SHOWS—C. M. Nigro, prop., mgr.; A. W. Ludka, asst. mgr.; Mrs. C. M. Nigro, treas.; R. M. Pesler, gen. agt.; C. W. Bristol, spec. agt.; press agt.; George Thompson, gen. supt.; Fred Lloyd, trainmaster; Leo Miller, supt. lights; S. J. Edwards, gen. announcer. 19 cars; show opens at Chicago, Ill., April 16.



LARGEST MA-MA DOLL ON THE MARKET

See Our New Line of

- Novelty Dolls
- Full Line Silver Blankets
- Baskets
- Electric Lamps
- Novelty Sport Cats

Write for catalogue.

CINCINNATI DOLL CO. C. PRICE 1014-1016 Central Ave., Cincinnati, O. Mgr.

GREATER DETROIT SHOWS—F. M. Reprogie and Wm. H. Dempsey, props.; F. W. Reprogie, mgr.; Wm. H. Dempsey, supt. conc.; Al Iarrria, gen. agt.; Harry Rosa, spec. agt.; Dave Picard, press agt.; Geo. Dearwester, trainmaster; C. E. Sutton, supt. lights. 25 cars; show opens at Detroit, Mich., April 23.

HETH, L. J., SHOWS—L. J. Heth, prop., mgr.; W. H. DeVoyne, treas., secy.; S. E. Duffy, auditor; Geo. S. Marr, gen. agt.; E. E. Hopkins, spec. agt.; Fred Henon, press agt.; Chas. Strickler, gen. supt.; Tom Allen, supt. conc.; gen. announcer; Walter Lanford, mus. dir.; Harry Clutter, trainmaster; Jesse Sparks, supt. lights; Edw. Sackett, legal adj.; 25 car; show opens at North Birmingham, Ala., March 17.

HOSS-LAVINE SHOWS—Bert Hoss and Joe Lavine, props.; Bert Hoss, mgr.; Joe Lavine, auditor; Jerome Gottlieb, gen. agt.; J. A. Bailey, spec. agt.; Dell Older, gen. supt. and supt. conc.; A. Cartwright, supt. lights; E. E. Tice, legal adj. Twenty cars. Opening date, Cleveland, O., April 14.

INTER-OCEAN GREATER SHOWS & EXPOSITION—Carl Bachele, mgr.; Frank Thorp, asst. mgr.; Ida Bachele, secy.; R. Pense, gen. agt.; Wm. H. McFarland, press agt.; Ed Dillon, gen. supt.; J. P. Kirkley, mus. dir.; Doc Foster, trainmaster; Geo. Fisher, legal adj.; Will Dewice, gen. announcer. 10 cars; show opens at Lawrenceburg, Ind., April 28.

ISLER GREATER SHOWS—Louis Isler, prop., mgr.; Mildred Isler, treas., secy.; Doc Hall, gen. agt.; J. B. Parker, gen. supt., supt. lights; John Dalman, supt. conc.; R. A. Brown, mus. dir.; Billy Streeter, gen. announcer. 15 cars; show opens at Chapman, Kan., April 23.

JONES, JOHNNY J., EXPOSITION SHOWS—Johnny J. Jones, prop.; E. B. Jones, asst. mgr.; R. H. Gocke, treas.; A. H. Barkley, gen. agt.; Frank M. Pettit, spec. agt.; Ed R. Salter, press agt.; Edward Owens, gen. supt.; W. M. Ewing, mus. dir.; E. S. Bigsby, trainmaster; Chas. Brown, supt. lights; Harry Gillman, gen. announcer. 25 cars; show opened at Tampa, Fla., Feb. 1.

JONES' GREATER SHOWS—Jones Co., props.; A. H. Jones, mgr.; W. P. (Dad) Sowers, asst. mgr.; A. B. Jones, treas., secy.; C. M. Cunningham, gen. agt.; M. C. Turpin, supt. lights; 12 auto trucks; show opens at Danville, Ky., May 12.

KNICKERBOCKER SHOWS—Felix Biel and Maurice B. Lagg, props.; Maurice B. Lagg, mgr.; John Ostrander, secy.; E. H. Dixon, auditor; Felix Biel, gen. agt.; T. J. Kennedy and Frank Long, spec. agts.; Walter A. Schilling, press agt.; Chas. Doc Pronto, gen. supt.; Mack Harris, supt. conc.; Lee Smith, supt. lights. 20 cars; show opens April 21.

LATLIP'S EXPO. OF RIDES—Capt David Latlip, prop. and mgr.; George Johnson, asst. mgr. and gen. announcer; Mrs. Myron Latlip, treas.; Bob Hill, gen. agt.; Joe-a Hundley, secy.; Robert Finley, press agt.; Fred Latlip, gen. supt.; Louis Jones, supt. conc.; Prof. Gambiller, mus. dir.; Edward Bowman, trainmaster. Eight cars. Opens April 16 at Reden, O.

LEGGETTE, C. R., SHOWS—C. R. Leggette, prop. and mgr.; L. W. Howard, gen. agt.; J. L. Bledsoe, spec. agt.; Chas. Raymond, secy. and press agt.; J. E. Leggette, supt. conc.; Manford Gunn, supt. lot; Frank A. Clarke, trainmaster; Jean Allen, bandmaster; Roy Jones, elec.; 15 cars; show opens at Greenville, Tex., March 21.

LEONARD SHOWS—Wm. R. Leonard, prop. and mgr.; Chas. B. Whitechurch, asst. mgr.; Nora Leonard, treas.; Clair Brewer, gen. agt.; Leslie C. Mullins, spec. agt.; Wm. Dannahey, press agt.; R. W. Main, gen. supt.; Arthur Miller, supt. conc.; Chester Devosa, mus. dir.; Chas. Benjamin, supt. lights; Judge Sprague, legal adj.; 2 cars; show opens at Chicago, Ia., May 3.

LITTS AMUSEMENT COMPANY—Litts Amusement Company, props.; G. F. Litts, mgr.; Mrs. G. F. Litts, secy. and treas.; Macon E. Willis, gen. agt.; John Troff, spec. agt.; R. L. Nyrr, press agt.; D. E. Boknap, gen. supt.; Jules Allen, mus. dir.; Harry Roberts, trainmaster; Ernest Loog, supt. lights; Arthur Kelley, gen. announcer. 10 cars. Preliminary opening, March 12; grand opening, May 1.

LOOS, J. GEORGE, SHOWS—J. George Loos, prop.; George F. Dorman, mgr.; Wm. Young, asst. mgr.; W. B. Wedge, treas.; J. George Loos, gen. agt.; E. R. Bruer and Ben Benaur, spec. agts.; Wm. Spencer, gen. supt.; Max Montgomery, mus. dir.; F. D. Bates, trainmaster; Wm. Spencer, supt. lights; 25 cars; show opened at Ft. Worth, Tex., March 3.

LORMAN-ROBINSON'S FAMOUS SHOWS—Charles R. Stratton, mgr.; Sam Chandler, gen. agt.; James Merritt, supt. conc.; Chas. Echols, trainmaster; W. G. Crawford, supt. lights; James Lloyd, legal adj. Five cars. Opens in March at Atlanta, Ga.

MACY'S EXPOSITION SHOWS—Mrs. Leona May, prop. and treas.; J. A. Macy, mgr.; Dan Mahoney, asst. mgr. and legal adj.; DeWitt Curtis, secy. and press agt.; J. A. McNichols, gen. agt.; W. C. (Chancy) Tierney,

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spec. act: Henry Spellman, gen. supt.; Tressie M Daniels, supt. concessions; D. Kinsey, mus. dir.; Lindsey L. Moore, trainmaster; Ernie Willis, supt. lights; Doc Carpenter, gen. announcer; Bob Allen, supt. rides. Five cars. Opens March 24 at South Charleston, W. Va.

MAJESTIC, NARDERS, SHOWS—E. A. Narder, prop.; Nat. H. Narder, mgr.; T. R. Edwards, asst. mgr., secy. and supt. conc.; Frank Narder, treas.; F. C. Pope, auditor; Harry A. Rose, gen. act.; Ben Rollins and H. Dunn, supt. acts.; Mildred Myerson, press. agt.; K. P. Carlos, gen. supt. and trainmaster; James Astolfo, mus. dir.; Blake Scott, supt. lights; E. B. Braden, legal adj.; D. C. Beckum, gen. announcer. Twenty cars. Opening date, Beldin, Ga., March 12.

MATHIS-HAYHURST COMBINED SHOWS—Mathis & Hayhurst, props.; S. A. Hayhurst, mgr., treas., secy.; Geo. W. Mathis, asst. mgr., gen. agt. and legal adj.; C. Mathis, supt. conc. and trainmaster; Teddy Bayer, supt. rides and gen. announcer; 2 or 3 cars; show opens at Weldon, N. C., first week in April.

MCGREGOR SHOWS—Donald McGregor, prop., mgr., secy. and supt. conc.; Thos. Hampton, asst. mgr. and gen. announcer; Mrs. Donald McGregor, treas.; Wm. Wiley, auditor; Harry Badger, gen. act. and press. agt.; B. Moore, mus. dir.; P. Delmar, trainmaster; Chas. Stewart, supt. lights; S. Farnsworth, legal adjuster. Four cars. Opening date, March 11, at Hillsboro, Tex.

MURPHY ALMA SHOWS—Porter Bros., props.; Al Porter, mgr.; Warren Page, treas. and secy.; E. H. Porter, gen. agt.; Apike Kelley, gen. supt.; Mr. Milburn, supt. lights. Ten five-ton trucks. Opens April 23 near Washington, D. C.

MILLER BROS.' SHOWS—Morris Miller, prop., mgr., treas., secy. and gen. agt.; Jack Chas. spec. agt.; Jack Mashburn, press. agt.; Prof. Paul, mus. dir.; Marie Miller, gen. supt. conc., trainmaster, supt. lights and legal adj.; 15 cars; show opened at Pennsylvania, Pa., Feb. 5.

MINER, R. H., MODEL EXPOSITION SHOWS—R. H. Miner, prop. and mgr.; John L. Apgar, asst. mgr.; Mrs. R. H. Miner, treas.; P. Follwelder, secy.; K. Miller, auditor; R. E. Spencer, gen. agt.; Geo. H. Miner, spec. agt.; R. W. Follwelder, press. agt.; William Davis, gen. supt.; Knight E. Miller, supt. conc.; Charles L. Keim, mus. dir.; Art Davis, trainmaster; William Stewart, supt. lights; A. S. Godown, legal adj.; W. M. Hoyton, gen. announcer. Fifteen auto trucks or three cars. Opens at South Side, Easton, Pa., April 21.

MORRIS & CASTLE SHOWS—Milton M. Morris and John R. Castle, props. and mgrs.; T. E. Hat, asst. mgr.; F. E. Lawley, treas.; R. A. Sichel, secy.; Jack Hayden, auditor; R. E. Lohmar, gen. agt.; A. H. Hogan and H. P. Beckwith, spec. acts.; Wm. F. Floto, press. agt.; Pete Thompson, supt. show; Jack Hayden, supt. const.; Arthur Bellefleur, supt. conc.; F. Jamison, mus. dir.; H. A. Wilson, trainmaster; George South, elec.; Wm. Lellan, Stanton, gen. announcer; 35 cars; show opens at Shreveport, La.

MURPHY, D. D., AMUSEMENT CO.—Lester Murphy, D. D., prop.; Mrs. John Brophy, secy.

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and treas.: John Brophy, lot supt.; Eddie Vaughn, advance act.; Louis J. DeCola, mus. dir.; 10 cars; show opens at St. Louis, Mo., April 10.

NAT REISS SHOWS—Mrs. Nat Reiss and Harry G. Melville, props.; Harry G. Melville, mgr.; Nate Miller, asst. mgr. and auditor; Mrs. Nat Reiss, treas.; Fred O. Burd, secy.; George H. Coleman, gen. agt.; L. S. Noble, press. agt.; J. L. Edwards, Sr., gen. supt.; Geo. H. Coleman, gen. agt.; L. S. Hogan, I. L. Peyer, Chas. Smith, spec. acts.; Royal Noble, dir.; Pearl Stuckey, trainmaster; J. L. Edwards, Jr., supt. lights; Stephen Love, legal adj.; Thomas Ray, gen. announcer. Twenty cars. Opening date, Streator, Ill., April 28.

NORTHWESTERN SHOWS—E. L. Flack, prop., mgr. and gen. announcer; O. A. Tanner, gen. agt.; L. A. Whitman, gen. supt.; Chas. O. Stewart, supt. conc.; Carl Lahm, mus. dir.; Thos. Burke, trainmaster; George Bilz, supt. lights. Opening date, Detroit, Mich., May 5.

PEARSON EXPOSITION SHOWS—Capt. C. E. Pearson, prop. and mgr.; Mrs. C. E. Pearson, asst. mgr., secy. and treas.; L. R. Williams, gen. agt.; 4 cars; show opens at Ramsey, Ill., April 30.

PRINCESS OLGA SHOW—F. W. Wadsworth, prop. and mgr.; F. N. Ogilby, legal adj. and asst. mgr.; Mrs. C. Garthwaite, treas. and secy.; F. W. Wadsworth, gen. agt.; C. T. Miller, press. agt.; Clarence Reed, supt. conc.; Harry Joyce, trainmaster; Louis Lytt, supt. lights; Gene Lucknow, gen. announcer. Four cars. Opens at Greenfield, Tenn., April 16.

PROGRESS AMUSEMENT CO.—Max Goldstein, prop., mgr.; Al W. Cramer, asst. mgr.; Mrs. Al W. Cramer, treas.; Bill Cushman, secy.; Arthur Ralph, gen. agt.; Jacob Judd, trainmaster; 10 cars; show opens at Belding, Mich., April 28.

REITHOFFER UNITED SHOWS—Julius Reithoffer, prop. and mgr.; P. E. Reithoffer, asst. mgr., secy., supt. conc.; Mrs. Reithoffer, treas.; Charles Ague, gen. agt.; S. Sylvester, press. agt.; J. Reithoffer, Jr., gen. supt.; Frank Smith, trainmaster; Richard Stone, supt. lights; George Smith, legal adj. Opens Honesdale, Pa., April 28.

RICE & QUICK SHOW—G. R. Rice and W. F. Quick, props.; W. F. Quick, mgr.; Nettie M. Quick, treas.; W. F. Quick, gen. agt.; G. R. Rice, gen. supt.; Army James, supt. conc.; Roscoe Rice, trainmaster; Lewis Blankenship, supt. lights. Two cars. Opens in Eastern Oklahoma, June 1.

ROBT. T. RICHARDS & BROS.' GREATER SHOWS—R. T. and H. W. Richards, props.; Robt. T. Richards, mgr.; A. A. Richards, asst. mgr., gen. announcer; Mrs. H. T. Richards, treas.; John Owens, secy.; J. J. Franks, auditor; Harry W. Richards, gen. agt.; O. Hendricksen, spec. agt.; Harry Johnson, press. agt.; Reuben I. Richards, supt. conc.; Aug. Mariconi, supt. lights; 8 trucks and cars; show opens at Luxemburg, Wis.

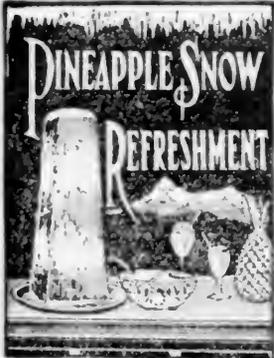
ROYAL AMERICAN SHOWS—C. J. Sedlmayr, Gladstone Harvey, R. C. Elgin, props.; C. J. Sedlmayr, mgr.; Gladstone Harvey, asst. mgr., legal adj.; Harry E. Strubhar, treas., secy.; Harry S. Noyes, gen. agt.; R. C. Elgin, Raymond Spencer, spec. acts.; Clarke B. Felgar, press. agt.; M. T. Platt, gen. supt.; Leo Starr, mus. dir.; Frank Walden, trainmaster; Carl Hanson, supt. lights; S. H. Dixon, gen.

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announcer; 25 cars; show opens at Kansas City, Kan., April 16.
RUBIN & CHERRY SHOWS, INC.—Rubin and Cherry Shows, Inc., props.; Rubin Grubbe, pres.; James C. Simpson, mgr.; Anna Grubbe, treas.; Frank S. Hood, secy. and auditor; **Otto Bronzoni and Walter A. White**, spec. agts.; Wm. J. Hillier, press agt.; Angelo Mummolo, mus. dir.; E. A. (Buddy) Potter, trainmaster; Harry Grubbe, supt. lights; James M. Hathaway, legal adj.; 30 cars; show opens at Savannah, Ga., March 29.
SANDY'S AMUSEMENT SHOWS—S. A. Tamargo, prop. and mgr.; J. A. Tamargo, treas. and secy.; **IPP Bulley and S. A. Tamargo**, gen. agts. and press agts.; Ansel Powell, spec. agt.; Abe Cohen, bot. supt. and supt. conc.; John Voll, mus. dir.; James E. Harper, supt. motor trucks; Edward Ellinger, supt. lights; **Sandy Tamargo**, legal adj.; "Dare-Devil" Road, gen. announcer. Opens near Pittsburg, Pa.
SAVIDGE, WALTER, AMUSEMENT CO.—Walter T. Savidge, sole owner and mgr.; Mrs. W. Savidge, secy. and treas.; John Taylor, dir.; James A. McGraw, gen. mgr.; J. Taylor, spec. agt.; Frank Everett, press agt.; H. S. Peters, gen. supt.; **Id. H. H. H.**, supt. conc.; Arthur Smith, mus. dir.; Tom M. Gray, boss canvasser; Ross Kinser, trainmaster; Oscar Olson, supt. lights; Berry and Davis, legal adj.; Harry Ferguson, gen. announcer. Ten cars. Opens May 5 at Waukegan, Ill.
SMITH GREATER SHOWS—C. Smith, founder; E. K. Smith, mgr.; Harry J. Small, asst. mgr.; Frank E. Nixey, secy. and treas.; G. Smith, auditor; **Walter B. Fox**, gen. agt.; Harry Dolderick, L. Faust and R. Ginn, spec. agts.; Thelma Moody, press agt.; Oscar Bath, gen. supt.; Pat Riley, supt. conc.; Prof. P. DeLaurentis, mus. dir.; Lindsey L. Myers, trainmaster; John Caraway, supt. lights; John Small, legal adj.; H. Clummins, gen. announcer; 15 cars; show opens at Spartanburg, S. C., March 21.
SMITH, LEXIE, AMUSEMENT CO.—Lexie Smith, prop., mgr.; R. O. Blackford, asst. mgr.; Chas. E. Rose, secy., gen. agt.; Lu R. Troffridge, supt. conc.; Paul Davison, trainmaster.
SMITH'S GREATER UNITED SHOWS—K. P. (Brownie) Smith, prop. and mgr.; R. L. Dumpree, asst. mgr.; Mrs. K. P. Smith, treas.; H. W. Brownie, secy.; W. L. Summers, auditor; John Y. Clark, gen. agt.; E. R. Whittier, Roberts and Geo. Vanzant, spec. agts.; Curley Phillips, press agt.; Fred L. Stebbins, gen. supt.; Adolph Kallman, supt. conc.; Frank Cassidy, mus. dir.; H. C. (Heavy) Cook, trainmaster; R. C. (Bibi) Carlin, supt. lights; C. J. Orlrick, legal adj.; Frank Hartman, gen. announcer. Fifteen cars. Opening date, Cutlettsburg, Ky., March 31.
SMITH'S SOUTHERN SHOWS—Steve Smith, prop., mgr., secy., supt. conc., gen. announcer; Doney Smith, treas.; W. M. Casteel, gen. agt.; Chas. S. Clark, supt. lights; show opens at Smithers, W. Va., March 31.
SNAPP BROTHERS' EXPOSITION SHOWS—W. R. and I. S. Snapp, props., mgrs.; Sydney H. Landersaft, asst. mgr.; L. J. Wilkins, treas., secy.; L. C. Kelley, gen. agt.; Harry H. Hancock, Harry E. Davis, spec. agts.; Joseph Teske, press agt.; Geo. French, gen. supt.; C. R. Kubler, supt. conc.; Bud Hendley, mus. dir.; S. B. Miller, trainmaster; E. A. Marshall, supt. lights; W. L. Bell, legal adj.; Sanford N. Billings, gen. announcer; 30 cars; show opened at San Diego, Calif., Feb. 3.
SOLLS BROS' CIRCUS—Sam Solomon, mgr.; Billie Owens, asst. mgr.; Orville W. Lyerla, treas. and auditor; Clarence S. Rose, secy.; Sam Burgdorf, gen. agt.; Harrie R. Pierce, spec. agt.; Bobt. Devere, supt. lights; 20 cars; show opens at Chicago, Ill., April 21.

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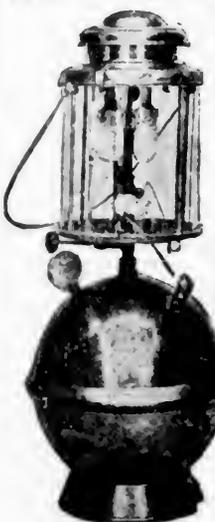
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EQUITY AMUSEMENT COMPANY

A New Outdoor Organization, Backed by Experience and Ample Finances.

H. C. MOORE and WILLIAM B. GORMAN, Owners and Managers.

Can Place Shows of All Kinds

MINSTREL SHOW AND PIT SHOWS.

WANT—CONCESSIONS OF ALL KINDS. Cook House and Bill Games. A few CHOICE WHEELS OPEN.

On account disappointment, can place MERRY-GO-ROUND and FERRIS WHEEL.

WANT—MUSICIANS OF ALL KINDS. Guitar, Banjo and other String Instruments for our high-class STREETS OF ALL NATIONS SHOW.

This will be a Ten-Car outfit, playing the best money spots in New England. Can place Talkers, Ticket Sellers and Workingmen of ability. Season Opens Saturday, April 28, in New Britain, Conn.

Address H. C. MOORE and WILLIAM B. GORMAN,
252 West 43d Street, Room 6, Phone Bryant, 6997. New York.

Grand Spring Opening—MINER'S MODEL SHOWS—Grand Spring Opening
APRIL 23RD, SOUTH SIDE, EASTON, PA. NO BETTER SHOW TOWN IN PENNSYLVANIA.
WANTED—All kinds of good, clean Shows with their own outfits. To same I will back twenty-five per cent. All kinds of Wheels still open. Will back same at thirty-five per cent. All Good Shows \$18 per week but they must be clean. I can also place a good, clean Pantry and a good E. O. Ditch and some Ride High. This outfit opens in April and stays out till October, as I own three Rides and you know you won't be left on the job. Yes, we will play the money spots of the coal fields. For a month we will be in New Jersey State. Address all mail to R. H. MINER, 161 Chamber St., Phillipsburg, N. J. P. S.—I can place Scapato or a Smith & Smith Aeroplane, Carousel and a Whip.

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PRICE PER DOZEN
No. 2B \$7.50
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20% with order, balance C. O. D. No order accepted less than 1/2 dozen. Sample of each sent postpaid. \$1.25.

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UNITED AMUSEMENT CO.—J. V. Morasca, prop., mgr., legal adj.; Mrs. J. V. Morasca, treas., secy.; Fred A. Henbner, gen. agt.; Eniz Campbell, press agt.; C. W. Wilson, gen. supt.; Al Campbell, supt. conc.; Frank Smith, trainmaster; Guy White, supt. lights; C. W. Wilson, gen. announcer. 5 cars; show opens at East Brady, Pa., April 28.

WADE & MAY SHOWS—W. G. Wade and E. C. May, props. and mgrs.; E. C. May, treas.; Mrs. J. S. May, secy.; Frank Pilbeam, gen. agt.; Harry Logan, spec. agt.; James Mackle, press agt.; Charles Schram, mus. dir.; Earl Payne, trainmaster; William Stevens, supt. lights; Byron Jay, legal adj.; Joe Bennett, gen. announcer; 10 cars; show opens at Detroit, Mich., April 23.

WALLACE MIDWAY ATTRACTIONS—I. K. Wallace, prop., mgr.; Junior Shelton, treas., secy.; Fred Baldwin, spec. agt.; Mr. Pryor, trainmaster, supt. lights; 6 to 10 cars; show opens in Ohio, April 19.

WEIDER & MATHEWS EXPOSITION SHOWS—Weider & Mathews, props., mgrs.; C. L. Weider, treas.; P. Mathews, secy.; Harry Hobeck, gen. announcer; show opens near Cincinnati, O., April 30.

WEST'S SHOWS—Frank West, prop. and mgr.; Maxwell Kane, asst. mgr., supt. conc. and legal adj.; Mrs. Frank West, treas.; W. O. Jones, secy., auditor; Edward H. Stanley, gen. agt.; A. L. Lee and J. W. Burke, spec. agts.; Leonard Maxwell, press agt.; Leon Daughters, mus. dir.; Joe Moore, trainmaster and supt. lights; Red Schultz, gen. announcer. Twenty cars. Opens at Wilson, N. C., April 9.

WONDERLAND EXPOSITION SHOWS—Thomas and Barlow, props.; Carl H. Barlow, mgr. and legal adj.; Fred Thomas, bus. mgr.; J. A. Whitely, asst. mgr. and supt. conc.; Mrs. C. H. Barlow, treas.; Doc Miller, secy. and auditor; John Kelly, gen. agt.; Joseph Lewis, press agt.; Max Floum, gen. supt.; N. R. Speer, supt. lights; A. R. Doyle, gen. announcer. Opening date, Scranton, Pa., April 10.

WORLD AT HOME EXPOSITION, INC.—World at Home Expo., Inc., props.; Irving J. Polack, mgr.; Fred Follette, treas.; M. B. Golden, gen. agt.; E. A. Kennedy and Al S. Cole, spec. agts.; Carleton Collins, press agt.; Steve Lloyd, gen. supt.; Charles Lawrence and Sam Glickman, supt. conc.; Gay Jasperson, mus. dir.; Ed Payton, trainmaster; William Cain, supt. lights; Geo. W. Johnson, legal adj.; 30 cars; show opens at Alexandria, Va., April 10.

WORLD'S FAIR SHOWS — C. G. Dodson, prop., mgr.; W. J. Kehoe, asst. mgr. and secy.; Mrs. C. G. Dodson, treas.; W. J. Kehoe, auditor and press agt.; M. G. Dodson, gen. agt.; William O'Bryan, Jennings O'Bryan, Jack Chadwick, Clem O'Bryan, H. C. Jones and Art Smith, spec. agts.; W. O'Bryan, press with show; Ed Holmes, gen. supt.; Johnny Hoffman, supt. conc. and gen. announcer; Tbos. Sacco, mus. dir.; Marcus Wheeler, trainmaster; George Hall, supt. lights; A. E. Dodson, legal adj. Twenty-five cars. Opens April 2 at Baltimore, Md.

ZEIDMAN & POLLIE SHOWS—Zeidman & Pollie Amusement Enterprises, props., Henry J. Pollie, mgr.; William Zeidman, treas.; J. J. Reis, secy.; Robert A. Kline, gen. agt.; Paul F. Clark and Harry Moyed, spec. agts.; George W. Robertson, press agt.; E. C. Hall, gen. supt.; Fred J. Donis, supt. conc.; John Fingerhut, mus. dir.; Thomas W. (Slim) Kelly, trainmaster; Howard Hughes, supt. lights; Starr DeBelle, gen. announcer. Twenty-five cars. Opens April 23.

ZEIGER UNITED SHOWS—C. F. Zelger, prop. and mgr.; W. W. Barnes, asst. mgr. and press agt.; Alex Lowe, secy.; C. B. Rice, gen. agt.; Jim Babcock, gen. supt.; Wm. Haged, trainmaster; Raymond Fitzsimmons, supt. lights. Opens at Fremont, Neb., April 22.

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STREET PICTURE MEN, ATTENTION!

We are ready for this season with reduced prices on all our machines and supplies.



We know all our old friends and customers will be glad to hear this, also the many camera men who have never done business with us before can now begin their season right by sending their orders direct to us.

We carry the largest stock of One-Minute Cameras, Postal Cards, Black Backs, Tripods, Lenses, Filters, Mounts, Tripods, Developing Cups and Developers. The best of everything and anything in the minute-photo line at rock-bottom prices.

SPECIAL ATTENTION—We just received the latest 1923 Lenses, which work at night. This means a whole lot to the picture man who wants to make real money this season. Also, we have 1923 Houris and Ferry Waterproof Folders, which no other dealer can supply.

Our Plates, Postal Cards and Black Backs this year are better than ever.

Send us a trial order and convince yourself, no matter how large or how small this order is.

Orders shipped same day as received. No delays. Deal with us for your needs, and you will surely have better service and also save money.

Catalog with price list will be sent free upon request.

BOSTON CAMERA CO.

124 RIVINGTON ST., NEW YORK CITY

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The "1849" SOUVENIR MINT
Concession Men, Agents, Salesboard Operators, Wanted At Once

California Gold Souvenirs

QUARTERS AND HALVES
THE LATEST JEWELRY CRAZE.

Send 75c for sample with holder. Complete line. J. G. GREEN CO., 991 Mission St., SAN FRANCISCO, CALIFORNIA.

Agents—Salesmen—Own Your

own business. Sell Crystal Home Remedies and Toilet Preparations. Exclusive territories. Easy sales—repeat orders. Every man and woman wants them. Agents earning \$10-\$25 a day. Collect the cash, deliver the goods, keep the profit!

SPECIAL OFFER To the first 20 who want territories we offer a special \$25.00 assortment, including selling kit, for \$10.00. Your profit \$15.00. Can be sold the first day. Pin a \$10 bill and mail it in. Money back in 5 days if not satisfied.

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130 East 134th Street, New York City

MENTION US, PLEASE—THE BILLBOARD.



SOMETHING NEW!!
SHOOTOSCOPE
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EVERYBODY TRIES IT

Wonderful money-maker. Better than target practice machines. No expense. No merchandise to buy. Made from metal and copper oxidized, handsomely finished. Last life time. Can be placed anywhere. Coin automatically returned when you hit bull's eye. Everything collected in machine is clear profit. Only one investment. **WHY WAIT?**—the sooner you have the SHOOTOSCOPE working for you, the more money you will make.

WRITE TODAY FOR DESCRIPTIVE CIRCULAR AND PRICES.
 Be wise, order now and let the SHOOTOSCOPE make money for you at once.

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Midway Novelty Co.
 ANNOUNCING NEW AND LARGER QUARTERS
302-4-6 W. 8th St., Kansas City, Mo.

We have a large stock of Dolls, Baskets, Manicure Sets, Slum, Beads, Salesboard Articles and Wheel Goods, and a big line of Novelties.

ATTENTION! FRUIT WHEEL MEN
 MEXICAN BAMBOO BASKETS, Nested 2 and 3 in a Nest.
 Something new and much cheaper than Aluminum Kettles. A Big Flash and a Big Seller.
 WRITE FOR PRICES.

Buy in Kansas City, the Heart of America and the Heart of the Show World.

DODSON'S WORLD'S FAIR SHOWS
 Actively Preparing for Opening at Baltimore April 2

Baltimore, Md., March 5.—The opening week of the season for Dodson's World's Fair Shows is now only a few weeks off and the winter quarters resemble a busy manufacturing plant. Renewed activity is being energetically expended in order to get everything in readiness on scheduled time. Workmen are being added to the force and with good weather the few remaining days, the finishing touches will not receive any setback.

Master Mechanic Holmes and Artist Van-Ault have advised Manager Dodson that the work being done in their respective departments will be finished on time, even if night work is necessary. The nice weather of the past week has materially aided the outside work being done and has, incidentally, brought out a great many visitors, who speak in glowing terms relative to the attractiveness of the paraphernalia, resplendent in various colors of new paint.

General Agent Melvin Dodson "celebrated" his return to his former position by leaving Washington, D. C., as his first spot, under the auspices of the Knight Templars for a period of two weeks, commencing April 3. Twenty thousand Masons are boasting the event and indications point to a record-breaking engagement.

The O'Brien Brothers, contest and publicity promoters, have already started several good promotions that will no doubt prove very remunerative. "M. G." has also booked several good spots to follow Washington under auspices.

Thos. Sacco will furnish the music this season and from his past performances with other organizations, this department will be in good hands.

George Hall, master electrician, has been re-engaged and is busily occupied at the winter quarters, installing the transformers and switchboard in his new wagon, built expressly for this purpose.

The new Caterpillar ride cannot be delivered before the first of May, according to the manufacturer.

Buck Weaver is on the job every day working on his Athletic Show and concessions. Altho Baltimore has not been very good for carnivals for the past two years, it is expected that the opening here, April 2, will be an exception, as the auspices is one of the strongest in the city and the location is probably the best.

W. J. KEHOE (for the Show).

SHOOTING GALLERIES
 —BUILT BY—
A. J. NORTHCRAFT

PRE-WAR PRICES on all goods except Back Stop.

If you have my old Catalogue you can order from it.

3032 Market St., ST. LOUIS, MO.

CONCESSIONAIRES AND WHEELMEN
 OVER FIFTY NUMBERS IN
BLANKETS and BATH ROBES
 INDIAN PATTERNS

ESMONDS.....\$2.75 and up
 BEACONS.....\$3.50 and up

Write for Complete Price List for Real Values.

H. HYMAN & CO.
 THE HOUSE OF BLANKETS

358 W. Madison Street, Chicago, Ill.

20-Shot Automatic Pistol

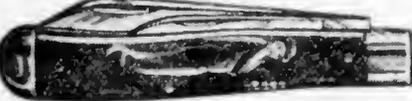


\$7.00 Each
 \$60 PER DOZEN.

The biggest bargain ever offered. Built of best blue steel, checkered grip, safety. Every one brand new and inspected. Shoots all standard .32 cal. cartridges, 10-shot, with extra magazine making 20 quick shots. Buy general while they last. Send one-third with order, balance C. O. D.

THE PRICE CUTTING CO.,
 55 Broadway, NEW YORK.

ATTENTION! MR. QUALITY DEALER



A well-made knife, using a beautiful photo handle, should appeal to you. Eight different patterns, all silver bolst red and brass lined, for \$3.60. Get samples and pick out the combination best suited for your purpose.

LACKAWANNA CUTLERY COMPANY, LTD.
 NICHOLSON, PENNSYLVANIA

JOHNNY J. JONES, JR.



18-month-old son of the general manager of the Johnny J. Jones Exposition taking a stroll down the "Midway".

SLOT MACHINES

Very best profits obtainable through Bell Machines, Dewees, Jackpots, Pin Machines and Target Practice. ALSO SALESBOARDS AND ASSORTMENTS OF UP-TO-DATE PREMIUMS. Big profits. We offer good prices for used Bell Machines. Our new catalogue to salesboard operators, premium and machine users. Get busy now. Write

Banner Specialty Co.
 608 Arch St., Philadelphia Pa.

FOR SALE! FOR SALE!

On account of my husband's death will sell following: Four 10x20 Tops, \$10.00 each. Four 10x16, \$30 each. Two 8x10, \$20 each. Six Darley Wheels, \$10.00 each. Eight Holt-Dorns, \$2.00 each. Two Cat Racks, Hood, Gate, Balls and Trunk, \$13.00 each name. Clip Hoopla and Trunk, \$8.00. Spot-the-Spot, complete, \$3.40. Monkey Race Truck, Top 16x12, 4-H. P. Motor, two Trunks, Auto, complete, \$157.00. 25% deposit on all goods.

MRS. JACK PHILLIPS, 1910 Vliet St., Milwaukee, Wis.

CORN GAME

Bingo Game, ready to operate. Cards, 6-ply, 2-colors; size, 8x10. Numbered Blocks and Detailed Instructions.

THIRTY-FIVE-PLAYER LAYOUTS \$5.00 SEVENTY-PLAYER LAYOUTS \$10.00

SEE OUR ALUMINUMWARE AD. IN THIS ISSUE.

CHICAGO DISTRIBUTING CO.
 35 S. Dearborn Street, CHICAGO, ILL.
 J. L. BARNES, Gen. Mgr.

100 2nd Hand Sample Trunks

Bought from a bankrupt wholesale house. Just the thing for concession purposes. Write for descriptive circular and prices.

HERKERT & MEISEL TRUNK CO.,
 910 Washington Ave., St. Louis, Mo.

READ OUR AD IN THE PARKS, PIERS AND BEACHES SECTION. SCENIC BALL RACER COMPANY.

HENRY MEYERHOFF.

WILLIAM GLICK.

RALPH SMITH.

BERNARDI GREATER SHOWS

Formerly BOSTOCK & FERARI.

FEATURING THE LARGEST TRAINED WILD ANIMAL ARENA ON EARTH

This Show will play the Eastern Canadian Exhibitions and three large Fairs in the United States on its return, in all ten real Fairs and two large Celebrations. This is a Twenty-Car Show, with plenty good wagons and Pullman car accommodations for all.

CAN PLACE—A few real attractions and will finance any show of merit.

SHOWS WANTED

MOTOR OR SILODROME.
HAWAIIAN SHOW, with native musicians, singers and dancers.
ATHLETIC SHOW.
FREAK ANIMAL SHOW.
Have exceptional offer for Diving Girl Show.
MONKEY SPEEDWAY.

CONCESSIONS WANTED

A few choice Merchandise Wheels still open.
Good proposition for Root Beer Barrel.
Room for a limited number of Grind Stores.
The following people communicate: Mrs. Sutor and Chas. Johnson.

ATTRACTION WANTED FOR THE FINEST PLATFORM WAGON IN THE SHOW BUSINESS.

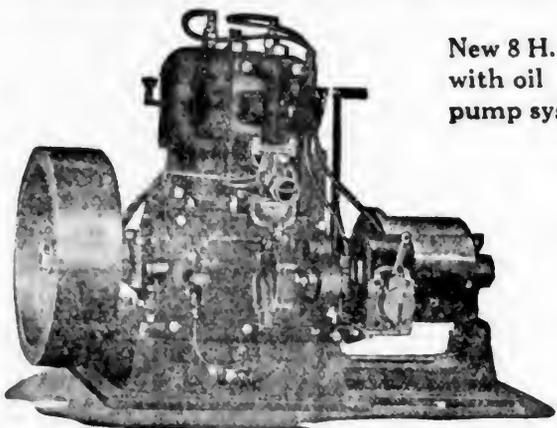
HAVE FOR SALE—Beautiful Carved Band Wagon and the largest and finest Male Lion in America. Reason for selling this Lion is—it is too large for our wagon dens. Wanted for the Advance, Second Agent and Billposters. Address all communications to WM. GLICK, General Manager,

BERNARDI GREATER SHOWS

Continental Hotel, Broadway and 41st St., NEW YORK, Winter Quarters, PETERSBURG, VA.

RALPH SMITH WANTS Ride Help and Man to take charge of Ferris Wheel. Write or apply at Winter Quarters.

CUSHMAN



New 8 H. P.
with oil
pump system.

Throttle Governed Engines, 1½ to 20 H. P., for any purpose.

Electric Lighting Plants, 1½ to 20 H. P., for any purpose.

The Johnny Jones Shows uses the Cushman and likes them. They get service wherever they go. Ask Johnny Jones or his master mechanic, Rogers.

Cushman Motor Works

815 N. 21st Street, - - Lincoln, Nebr.

AMERICAN EXPOSITION SHOWS

Ellenville, N. Y., March 7.—The activities and happenings around the winter quarters of the American Exposition Shows on the fair grounds at Ellenville, N. Y., have been more than interesting the past few weeks, due to the great amount of snow. The back main building caved in, but fortunately did very little damage and was repaired at once by the fair association, thus not delaying Mr. Lapp in his progress to have work on the American Exposition Shows finished. One more week and everything will be in readiness with the exception of the painting of the flat cars, coaches and wagons recently purchased. Mr. Lapp is expected back to winter quarters any day, it being necessary for him to make an extended trip west on business, stopping at Detroit to ship his Whip to the opening stand.

The new flat cars and wagons will be painted orange, trimmed with green, and with black lettering. This work will be conducted by E. J. Otis, of Clifton Springs, N. Y., who will be on the staff the coming season. Master Mechanic R. A. Young is busy mounting the new 4-k. w. electric transformer and switchboard on a wagon. John F. Gorman, mechanic, has completed overhauling and repairing all engines and rides, and should be congratulated on his good work.

Bridson Green, with his Silodrome and Ell wheel, will be new on the outfit the coming season. The Whip, Traver Seaplane and merry-go-round are owned by Mr. Lapp, also the Dog and Pony Show, which will be managed by Prof. Mart Peperoff and presenting his wonderful act of trained animals. The new 10-in-1 will be managed by Prof. Ed E. Danforth. The Wonder Show will be conducted by George E. Priest. The newly equipped Hawaiian Village will feature George H. Kanio with his wonderful troupe of real Hawaiians. Curly Spherries will again be "master of the mat" and handle the Athletic Arena, fourth season under Mr. Lapp's banner.

John Bender will have his complete new Snake Show and promises something different from anything before shown in this line. The Plantation Show will be managed by R. E. Gordon of Roanoke, Va. The large new Bernardi organ has been mounted on wheels and will be played in front of the Animal Circus. The concessions will be as follows: V. E. Chappelle, "restaurant"; J. D. Rippert, confectionery and soda fountain; A. P. Baird, candy boss; F. S. Stevens, sugar-puff waffles; Sidney Frank, with silver, lamps, dolls, roasters, and ham and bacon; J. D. Rippert, blankets and robes; Joseph Stly, three wheels; John Farron, umbrellas and corn game; J. Bender, ball game; Robert Jace, palmistry; J. H. Burnett, silk wheel; Mr. Ellsworth, two; E. J. Beavens, three; W. H. Decker, two; E. E. Geer, one; Harry Van Vleit, two; Harry Woodman, one.

Emmett Nevada has booked his seasonal free act, and Prof. J. R. Pesckl his 12-piece Italian band.

This show will play spots of the New England States, with twelve fairs to follow.
G. W. REUMANN (Press Representative).

PARASOLS

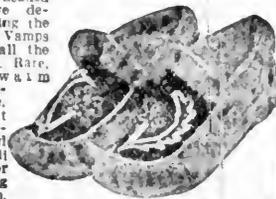


from Han Kow, China. Just the thing for boulevard and beaches. Gay decorations and of heavy paraffined paper; ribs and handles of strong bamboo; diameter 35 inches. By mail,

\$2.00

ALASKA NATIVE MADE SEALSKIN MOCCASINS

Beautifully headed in attractive designs reflecting the Native Art. Vamps of felt in all the bright colors. Rare, exclusive, warm and comfortable. Perfect house slippers, and best of all footwear for bathing beaches. Water or dirt does not harm them or mar their beauty. Clean perfectly by simple washing. The easy colors afford great opportunity for display. By mail, \$2.50. Rates to dealers in quantities. Send for catalog of "IMPORTATIONS".



OCEANIC TRADING CO.

Arcade Square, SEATTLE, WASH.

"MAMA" "MAMA" RAG, PULP AND PLASTER DOLLS

Sizes, 12½ up. Prices, \$1.00 up. Plain, Hair, Vell, Dress, etc. Sample, \$1.00, Postpaid. Dozen.....\$ 9.00 Gross.....\$105.00



HESING DOLL SHOP

815 Vine St., - CINCINNATI, O.

FOR SALE SLOT MACHINES OF ALL KINDS FOR SALE CHEAP. Address SICKING MFG. CO., 1931 Freeman Ave., Cincinnati, Ohio.

CHINESE BASKETS



5-RING, 5-TASSEL, \$2.00 PER NEST; SAMPLE NEST, \$2.50 PREPAID
10-RING, 10-TASSEL, \$2.50 PER NEST; SAMPLE NEST, \$3.00 PREPAID.

WRITE FOR OUR 1923 SILVERWARE CIRCULAR

A. KOSS, TEL. DIVERSEY 6064, 2012 N. Halsted St., Chicago, Ill.

WANT AGENT OR BUSINESS MANAGER

Draw \$100.00 a week and 20% a month on your money. I have a splendid proposition, which, owing to my extensive bookings and expositions, I can not give the proper personal attention. Prefer young man, well educated and refined. Must be known to me or come highly endorsed. No other will be able to fill the demands. Investment small, considering the profit. I will assist in financing all the right man can not.

Do You Want To Make An Investment?

J. A. DARNABY, 4535 Lake Park, Chicago, Illinois

WANTS--MERRY-GO-ROUND and CONCESSIONS--WANTS

Ferris Wheel, Whip or Butterfly Rides on account of disappointment. Can place same on reasonable terms. Good long season. CONCESSIONS all open. Few choice Wheels, \$30.00 flat rate. GRIND STORES all open. No N or grift. Will Sell X on Cook House, Juice, Fire-Buffets, Pop Corn, Palmistry, Corn Game, Sausage, open April 30. Wire or write quick to DOW CONEY ISLAND SHOWS, 116 Moore St., E. Boston, Massachusetts. P. S.—Peter Morin, W. Bernard, Nick Wallace, write me at once.

A REAL MONEY MAKER!

OPERATORS, GET NEXT TO THE LATEST UP-TO-DATE

MUTOSCOPE

The Machine That Gets The Money! ALL STEEL!

\$50.00 Complete F. O. B. With Reel New York

Previously Sold at \$60.00 each

Our latest model Mutoscope is constructed of plate and angle iron. Will last a lifetime. The can top is locked inside the machine, which is only to be opened with the owner's key. This is the most essential and profitable machine for Arcades, Carnivals and Amusement Places.

ATTRACTS AND HOLDS THE CROWDS EVERYWHERE. 1,000 Mutoscope Reels of different subjects, from the sublime to the ridiculous, always on hand ready for immediate delivery.

ORDER NOW FOR EARLY DELIVERY. \$15.00 Cash with Order. Balance C. O. D. Descriptive Circular on request.

INTERNATIONAL MUTOSCOPE REEL CO.

536-546 West 23d St., NEW YORK CITY.



L. J. HETH SHOWS

Open in North Birmingham (Ala.) March 17

North Birmingham, Ala., March 7.—With the opening date of the L. J. Heth Shows only ten days off, work in winter quarters is being rushed to completion. The shows will start their season here in North Birmingham, under the auspices of the Civic League, which is staging a "Morgan's Centennial and Exposition" and which will be one of the biggest events of its kind ever staged in this vicinity. Thousands of dollars are being spent in advertising and decorations, and there is no doubt that this will be an excellent date, should the weather smile favorably upon the event. The midway will reveal at least eight new attractions, all presented by leaders in the outdoor show world.

Harry Wilson, with a corps of assistants, has completed rebuilding his Congress of Fat People Show, featuring Jolly Dixie, and is starting work on his new "Mable" show. This makes Dixie's ninth season under the Heth banner. Chas. Strickler, master mechanic, is putting the finishing touches on several new fronts that were built this winter, and getting them in shape for the artist, Harry Clutter, transmasteer, is working overtime, getting the rolling stock in trim for the long season on the road, and Jessie Sparks, electrician, is installing new cables, fireproof switch boxes, etc. Max Gruberg is building a new cook-house and several juice stands. Walter Kemp is putting the finishing touches to his Wall of Death, and is anxiously awaiting the arrival of the new automobile and motorcycles, orders for which were placed some time ago. Chas. Ross, the calliope player, arrived recently and is "pounding out" tunes, to the delight of the natives living near the winter quarters.

Two new sleepers and three steel flat cars arrived in quarters March 6, bringing the total of cars up to 25 for the coming season. Negotiations are under way for the purchase of ten more of draft stock.

Word was just received that Harry Dickinson, who is wintering at Pensacola, Fla., with his three shows, Society Circus, Circus Side Show and Jungledland and Trained Wild Animal Show, will arrive in quarters tomorrow. Prof. Walter Lauffer's sixteen-piece concert band will furnish the midway music. Geo. S. Maar, has been engaged as general agent, and he will be assisted by E. E. Hopkins, as second man.

W. H. DeVOYNE (Press Agent).

STANDARD AMUSEMENT EXPO.

Opens in Yonkers, N. Y., May 5

New York, March 7.—The Standard Amusement Exposition will open its season in Yonkers, N. Y., for a full week's engagement, May 5, under good auspices, in the heart of the city.

Phil Hamburg, general manager, announces that this company will positively carry three rides, three circus acts, a singing orchestra and a number of sensational "stunts" that will interest the show-going public. The midway will be illuminated with electric arches decorated with the American emblem and emblems of every organization that this company will play under. A big electric arch will front the midway.

Mr. Hamburg states that in the past five weeks' acting as general agent for his organization he has brought in six cents under auspices. This organization will not carry any shows and will not tolerate any concessions that work over ten cents. "We are going to help uplift this business and keep it up, so that the citizens and the city officials will be glad to speak well of the company," says Mr. Hamburg.

In winter quarters, in Yonkers, everything is being worked on and big platforms are being erected for some of the acts and various free exhibitions that will be given upon them. The electric arches are being carefully put together.

Among the personnel are: C. C. Wilson, cookhouse and juice stand; William Ness and wife, cat rack, apple concession and aluminum wheel; Rudolf Bros., merry-go-round, ferris wheel, Venetian swings and six concessions. The company controls twelve concessions of its own. The show will feature one of the highest wire acts in America. The height of this wire is 80 feet, a man and woman work upon it at one time, and Rita and Dunn are the ones who present this sensation.

Phil Hamburg is general manager and general agent; Pete Shoen, secretary; James Kent, treasurer; Joe Harris, press agent; Harry Smith, electrician, and H. Brown, special agent. All of which is according to an executive of the above show.

OUR FAMOUS HAIR SQUATS CUT TO \$16.50 PER 100.



Sold by the barrel on V. Barrel contains 150 to 180. \$10.00 deposit required on each barrel. Pig Money Banks, fancy painted, packed 50 to the case \$35.00 Per 100. Fancy Cake Esters, \$30.00 Per 100. Flipper Dolls, Two kinds, Only \$30.00 Per 100. Bull Dogs, 7 inches high, \$25.00 Per 100. Bull Dogs, 10 inches high, \$50.00 Per 100. Midget Hair Dolls, 3 1/2 inches high, \$6.50 Per 100. Our No. 1 Beauty Dolls, Hairdressed with long wavy, Gold base Blue eyes, 14 inches high, and the best painted doll on the market. A Beauty, \$35.00 Per 100. No. 1 Beauty Doll, with Plume Dresses, \$60.00 Per 100.

Terms: 1/2 cash, balance C. O. D. All orders for \$10.00 or less, cash with order. MAIN ST. STATUARY and DOLL FACTORY 608 Main St., KANSAS CITY, MO.

THE "IDEAL" PROFIT-MAKING PENCIL DEAL

Cashes in \$50 Pays Big Profit

Quality finished Utility Pencils, repel and propel style, with "flash." Fountain Pen for last prize. Get next at once.

No. PA20 Deal—11 pencils, 1 ft. pen, 14-k gold-filled. Pl. and Engr. on 1,000-hole board. Complete. Per Deal \$7.25

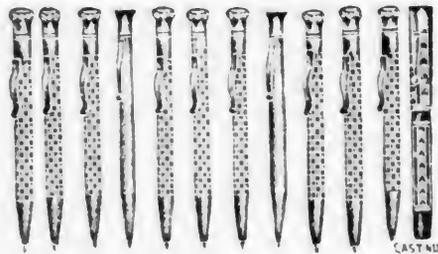
No. PA21—As above gold-plated. Each \$5.50

Get our New catalog.

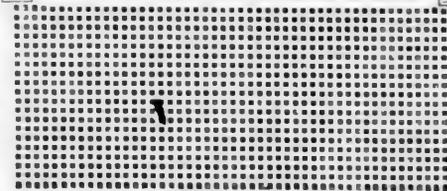
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Entire Bldg., 215 W. Madison St., CHICAGO, ILL.

WHO WINS ONE OF THESE GENUINE ALWAYS SHARP PENCILS?



CAST NUMBER PUNCHING SECURITY MARKS ENGRAVED



BIG SPECIAL OFFERS FOR CONCESSIONAIRES, FAIR, CARNIVAL and BAZAAR WORKERS.

We make a complete line of perfumes from 1-oz. size to 8-oz. size bottles. Face Powder, Creams, Toilet, Fragrances, Soaps and Vial Perfumes as a giveaway. Light-pipe water size Toilet set, including scissors, 85c Each.



BIG TOILET SET, 45c In Doz. Lots. Each article full drug store size. Has big 5-oz. tall P. W. cream, 1 Box Gold Labeled Face Powder, 1 3-oz. Bottle Perfume, 1 2-oz. Shampoo, 2 1-oz. Vial Soap, in fancy Toilet Box. Large Size Sachet (2 1/2 x 3 1/2), 100 pieces, 1 case 1000, 4000 assorted colors, \$1 for 100, 10 for 1000, \$2.15 Gross. Made in U.S.A. Large 1-oz. Perfume, in vial with water, 1000 pieces, assorted colors, \$1.50 per lot, cases at 100 or 1000, for \$25, \$2.45 per Gross. Give-Away Vial Perfume, \$1.75 per Gross. Helps your other sales.

Send for 1923 Illustrated Catalogue and Free Sachet Samples. NATIONAL SOAP & PERFUME CO., 20 E. Lake St., Chicago, Ill.

On the LEVEL, on the SQUARE Will Soon Be Known EVERYWHERE.



ROLL IT IN LATEST FASTEST CLASSIEST ROLLING BALL GAME OF SKILL IN THE WORLD

PERFECTION AMUSEMENT CO. 352 Hillside Ave., Stapleton, S. I., New York

F. M. REPROGLE, Mgr. WM. H. DEMPSEY, Secy and Treas.

GREATER DETROIT SHOWS

WANTED: Showmen and Concessionaires for Detroit, Mich. WM. H. DEMPSEY, 426 Ledyard St., DETROIT, MICH.

IF YOU SEE IT IN THE BILLBOARD, TELL THEM SO.

White Mule "With a Kick" Reap the Harvest This Season

The Best Ball Game and Money Getter on the Market.

PRICE \$50.00

C. O. D. Mishawaka. \$20.00 Cash With Order

HARTIG BROS. & REYNOLDS, P. O. Box 291. Mishawaka, Ind.

Candy Floss Machines

POSITIVELY THE BEST MADE.



Write for catalogue and information. TALBOT MFG. CO., 1213-17 Chestnut, St. Louis, Mo.

FOR SALE

120 Acres of Land on Long Lake

20 miles north of Grand Rapids, with house, barn and other buildings. Would make a fine summer home and fruit farm. Will sell for \$2,700; terms, JOHN MORAN, care Hotel Hermitage, Grand Rapids, Mich.

DOUBLE HIGH STRIKERS

Can be shipped at once WIRE US \$50. We will ship at once C. O. D. for balance. P. O. B. L. per. Mich. YOU CAN get DOUBLE MONEY and only one privilege expense with "More Made" Double Strikers send stamp for catalog. Other Games that GET THE MONEY. We manufacture. 1906—MOORE BROS., Mrs. Lapeer, Mich.—1923

REITHOFFER'S UNITED SHOWS!

WANTED: Wanted—A few more CONCESSIONS and one more SHOW. Want experienced help for "Trip to Mars" and "Crazy House." Write or Wire

P. E. REITHOFFER, 103 Chambers St. Taylor, Pa.

THE AUTOMATIC FISHPOND

will take in \$1.00 a minute if properly located. We have in stock 35 combinations of our merchandise wheels to select from. We also paint wheels to order. AUTOMATIC FISHPOND CO., 2014 Adams St., Toledo, O.





FLASH!!--PRICE!!--SERVICE!!

HERE WE ARE READY TO SERVE YOU

MOVED TO LARGER QUARTERS

Open the season without Flash and Money Producers. You can't fail to Top the Midway with our line of the Flashiest Merchandise ever shown for the Carnival Trade. See us first and have no regrets. Write for Price List.

HORROW NOVELTY CO., 38 North 8th St., Philadelphia, Pa.
TELEPHONE, FILBERT 3642

No. 300--24-in. Cat. \$10.75 Doz.
No. 301--24-in. Cat. 11.75 Doz.

A WINNER



Made of Cast Metal. Fin-
ished in Gold or Ivory.
Parliament Shade. Metal
Overlay.
Price, \$1.65 Each.
Silk Shades, 25c Extra.

KANSAS CITY

IRENE SHELLEY
226 Lee Bldg., S. E. Cor. 10th and Main Sts.
Phone, 0978 Main

Kansas City, March 8.—It is simply im-
possible for me to properly convey my ap-
preciation to my friends in the show world for
their messages of sympathy and moral tributes
on the death of my beloved mother which oc-
curred in this city Thursday evening, February
22, as words fail me, but I am trying to write
each and every one of them a personal letter
of thanks. I wish to express deepest grati-
tude to the Heart of America Showman's
Club and its Ladies' Auxiliary for the beau-
tiful flowers sent and many messages of con-
dolence.

The reason there was no Kansas City Column
in either the issue of March 3 or March 10
was on account of my absence from the office
caused by the illness, death and interment of
my mother, which took place in Memphis,
Tenn.

Will Flora McCormick please write again
or telephone, as there was no address on her
letter?

The Gordon-Howard (Candy) Company on
March 1 moved from its former location in
Minneapolis to this city, and shipments are
now being made from here. The entire plant
and offices of this concern, manufacturer of
the Snappy Snaps and Pollyanna package,
novelty and prize confection, were moved to
this city to secure more advantageous ship-
ping facilities. Snappy Snaps and Pollyanna
candy packages will, an official of the firm
says, be handled on circuses and carnivals, as
well as tent shows, dramatic and repertoire
and in many theaters.

The Jos. Paffens, well-known Kansas Citizens
in the show business, wrote from San Antonio,
Tex., the middle of February, enclosing some
snapshots taken of their show, themselves and
their new red sport model automobile, which,
by the way, was a Christmas present, and
say that their show of magic and vaudeville
is making good in the South.

Mr. and Mrs. Farmer and daughter, Mady-
Lynn, or Allie Mack and Froggie Farmer as
they are known professionally, are here from
Seattle until the spring season commences.
The Farmers were with the J. T. McClellan
Shows last season and will probably be with
them again this year. Miss Farmer is a spe-
cialty dancer.

Carl B. Fleming and wife, with the Hillman
Stock Company, of which Harry Sohas is man-
ager, were here for a week before departing
for their home in Keosauqua, Ia., where they
expected to put in six weeks resting before
resuming work with the company in summer
stock.

Hert Wedge, secretary again this year with
the J. George Loos Shows, arrived from Cali-
fornia February 19 and came in for a "good-
by" visit February 22, as he was leaving for
Fort Worth to join his shows. Mr. Wedge
is looking fine and reports he is all set for a
strenuous summer's work.

Jack Wizard and wife and baby were
here a day recently, driving in from Westmore-
land, Kan., where they are making their win-
ter home. They expect to be with the Wal-
ter Savage Amusement Company again this
year.

Dr. G. H. Bryant, in a series of lectures per-
taining to psycho-analysis, which commenced
February 25 and will run thru March, at the
Auditorium Theater, seems to be getting the
interest of all those studying or wanting to
know of this science.

The Impalement Howards, knife throwers,
arrived here February 15 and remained two
weeks, leaving March 5 for St. Joseph, Mo.

Jack McCarthy, heavyweight wrestler, was
injured in St. Joseph, Mo., February 13, we
are informed by Harry Belmont.

Mr. and Mrs. L. C. Zelleno arrived in this
city March 1 from Los Angeles. Mr. Zelleno
was here to help his firm, the Gordon-Howard
(Candy) Company, get settled in its new home
in this city.

Harry Noyes, general agent of the Royal
American Shows, was observed at the Coates
House February 28, but he proved very elusive.
However, he did say he had some fine dates
for his show to play this summer and a grand
string of fairs.

SOL'S UNITED SHOWS

WANT

Useful People in all lines of the Carnival business,
Independent Showmen and Concession Men. Can
place Whip. Riding Device Help Wanted. We
open April 14th. Address

BILLIE OWENS, Manager,
Chicago Office, Room 205, 36 W. Randolph Street.

SOLL'S BROS. CIRCUS & WILD WEST

WANT

Useful People in all branches, Side Show People,
Freaks, etc.

SEASON OPENS APRIL 21.
Address
SAM SOLOMAN,
Chicago Office, Room 205, 36 W. Randolph Street.



THIS IS A
5c
MACHINE

\$60.00
REALIZED FROM
EVERY FILLING

OPERATORS

Here's the fastest nickel getter in the world and a big profit maker. A machine purposely made
attractive and built to please the customer as well as make big money for the operator and store-
keeper. Merchants are glad to place them in their stores because they not only stimulate business
but also make a handsome profit.

THE E-2 BALL GUM MACHINE is filled with balls of gum, each containing a number
(same as salesboards), but the E-2 machine requires no watching, as the nickel must be placed
in the slot before number is secured. There are 1,000 balls of gum in each set. Player receives
from 10c to \$3.00 in merchandise, which the merchant supplies right from his own stock. Celluloid
card furnished indicates the winners. A fascinating machine that always pleases the player and
makes money for you.

Write for full particulars. We will be glad to show you how you can build up a profitable
business by starting with one or more machines.

AD-LEE NOVELTY CO., (Not Inc.) 185 N. MICHIGAN AVE.,
CHICAGO, ILLINOIS

WHEEL OPERATORS, ATTENTION!!!

The following Concessionaires are today using ZEBBIE FISHER'S NEW INDESTRUCTIBLE
WHEEL and allow their names to be used endorsing same:

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BERT W. EARLES
S. W. GLOVER
NAT MILLER
MIKE SMITH

FRANKIE HAMILTON
JIMMIE FINN
BENNIE BENJAMIN
GEO. COLEMAN
IKE FAUST

ARTHUR BEARD
T. A. STEVENS
BABE BARKOOP
GEO. & JESSOP
GEO. MARR

and several others whose names do not appear in this ad on account of limited space.

DESCRIPTION—After years of experience is today making the BEST WHEEL ever made, and is
being used by the Leading Wheel Operators. This Wheel can be made in any combination up to 300
spaces on each side, with star or space for capital prize. This Wheel will not warp, break or pull
apart. Guaranteed to run perfectly true. Steel axle, with solid brass bushing and oil cup inside of
bushing. Solid brass pegs, holes drilled by hand, filled with glue and pegs inserted, which guarantees
peg from coming out. Indicator holder, solid brass, two thumb bolts, with slit for indicator. Price, \$40.
Immediate delivery on Concession Supplies of all kinds.

ZEBBIE FISHER CO., 60 East Lake St., Chicago, Illinois.

AMERICAN EXPOSITION SHOW, INC.

Wants Two More Good, Clean Shows

Prefer CRYSTAL MAZE, MUSICAL COMEDY, Walk-Thru or Mechanical Show; also Monkey Speed-
way. Will furnish wagons and outfits for same if necessary. CAN PLACE OVERNIGHT—Bag Wheel,
Rug and Electric Wheels open; also Hoop-La. Address

M. J. LAPP, 19 Hickory St., Ellenville, N. Y.

DO YOU MENTION THE BILLBOARD WHEN YOU ANSWER OUR ADS?

George Robinson, of Robinson, Beckman &
Gerety, owners of Wortham's World's Best
Shows, was here for a day recently.

Fred Beckman was in the city February 29
on his way from a visit to his home in Sioux
City to the South.

Louis Isler, of the Isler Greater Shows, was
a visitor the first of March and was busy
lining up new equipment and paraphernalia for
his show. Sam Wallas, also of the Isler
Greater Shows, came in from winter quarters
at Chapman, Kansas.

George Rich, last year general agent with
the Campbell-Bailey-Hutchinson Circus, came
in February 28 to say good-by, as he was
leaving for Alexander, Ark.

William Jnie, well-known Mid-West reper-
toire actor, is with the Sherman Kelley Stock
Company.

James Edwards and wife arrived March 6
from Onaga, Kan., where they finished their
vaudeville tour. They were with the Bern-
hardt Dominion Exposition Shows last season.

R. C. Howie, playing vaudeville, came in
from Joplin, Mo., and opened a local engage-
ment March 8.

Clare Morrow and Frank S. Stevens are
here resting after a seven months' tour with
the Billy Young Shows.

H. Burg, of the F. & B. Brokerage Company
of 1126 Locust street, manufacturer of the
Little Wonder Radio Phone, informs that in
90 days his firm will have a new novelty to
announce to the carnival supply houses and
carnival men. It will be in the line of a
radio novelty.

M. E. Chalkin, stage carpenter, is wintering
here. Says he expects to troupe again this
summer.

John Harpstrife, of an "Uncle Tom Cabin"
Company, under canvas, was a visitor March 5.

Jack Silverman, "Alkali Ike", presenting a
picture of over six feet of man, was a caller
last Saturday, on his way to his home in Chi-
cago from the Tulsa Indoor Bazaar, which
he promoted. Mr. Silverman has been pro-
moting bazars for the Wolverine Producing
Company, and has made some very successful
spots.

The Globe Theater, under the efficient man-
agement of Cyrus Jacobs, head, and Mr. Williams,
assistant, is stepping right along to success. A
magnificent new pipe organ has just been in-
stalled in this theater and it adds materially
in the interest of the feature picture shows.
The Globe is the home here of W. V. M. A.
Time.

LOWER PRICES

	Gross
Best Flying Bird	\$5.00
Paper Parasols	5.00
Transparent Gas Balloons, 70"	3.00
Jap Crook Cakes, Per 100	1.10
Walking Balls	4.50
Small Deck Toy Cards	1.75
Balloons, Novelties, Hats, Give-Away Stum, Dolls, Lamps, etc. Get our prices.	

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440 S. High St. COLUMBUS, OHIO.

10% INTEREST FOR OUR CUSTOMERS

Write TODAY for this plan and our 1923 Catalog of
Oriental Novelties.
SHANGHAI TRADING COMPANY,
22 Waverly Place, San Francisco, California.

LIST OF FAIRS

The Data in This List Gives the Dates and Names of Secretaries of This Season's Fairs Obtainable Up to Time of Going to Press—Additions Will Be Made in Subsequent Issues as Received

ALABAMA
Alexander City—East Ala Fair Assn. Third week of Oct. Lewis B. Dean.
Center—Cherokee Co. Fair Assn. Oct. 23-26. Dr. S. J. Taylor.
Opelika—Opelika Fair Assn. Oct. 15-21. J. Lem Satterwhite.
ARKANSAS
Batesville—Independence Co. Fair Assn. Oct. 1-6. J. Rich.
Monticello—Southeast Ark. Fair Assn. Oct. 2-5. J. F. Barber.
CALIFORNIA
Ferndale—Humboldt Co. Fair Assn. Sept. 11-15. Robt H. Flowers.
Fresno—Fresno Co. Fair. Sept. 21-29. H. E. Patterson, care Chamber of Commerce.
Hanford—Kings Co. Fair Assn. Sept. 17-22. Frank Johnson, pres. Hardwick, Calif.
Orland—Glenn Co. Live Stock & Agrl. Assn. Sept. 17-22. E. A. Kirk.
Sacramento—Calif. State Fair. Sept. 1-9. Chas. W. Paine.
Salinas—California Rodeo. July 29-25. M. R. Kelf.
San Francisco—Calif. Industrial Expo. Oct. 1-21. A. A. Thompson.
Ukiah—Yo Kaya Pow-Wow. Sept. 22-29. Brice W. Hoskins, care Chamber of Commerce.
COLORADO
Burlington—Kit Carson Co. Fair Assn. Oct. 3-6. H. G. Haskan.
Calhan—El Paso Co. Fair Assn. Sept. 20-22. D. E. Nance.
Castle Rock—Douglas Co. Fair Assn. Oct. 3-5. Raymond H. Miller.
Denver—National Western Stock Show. Jan. 19-25, 1923. Robt. R. Boyce, gen. mgr., Union Stock Yards, Denver.
Hayden—Routt Co. Fair Assn. Sept. 12-14. S. A. Stoddard.
Manitou—Cheng Co. Fair Assn. Sept. 18-20. G. Wayne Rogers.
Pueblo—Old State Fair. Sept. 24-29. J. L. Beauman, mgr.
Rocky Ford—Ark. Valley Fair Assn. Sept. 4-7. J. L. Miller.
Sugar City—Crawley Co. Fair Assn. Aug. 29-31. Z. B. Richards.
CONNECTICUT
Brooklyn—Windham Co. Agrl. Soc. Sept. 18-20. Marshall J. Frank.
Danbury—Danbury Agrl. Soc. Oct. 1-6. G. M. Hinde.
Goshen—Goshen Agrl. Soc. Sept. 3. Geo. Cooke.
Haddam Neck—Orange Agrl. Assn. Sept. 3. Emerson G. Clark, R. R. 1, East Hampton, Conn.
New Haven—New Haven Co. Hort. Soc. Sept. 18-19. Wm. J. Rathgeber.
Norwich—New London Co. Agrl. Soc. Sept. 3-5. Gilbert S. Raymond.
Stafford Springs—Stafford Springs Agrl. Soc. Oct. 10-12. D. P. Mitchell.
DELAWARE
Wilmington—Delaware State Fair. Aug. 27-31. L. P. Randall, mgr.
GEORGIA
Atlanta—Southeastern Fair Assn. Oct. 6-13. R. M. Striplin.
Columbus—Catahochee Valley Fair Assn. Oct. 15-20. Harry C. Robert, mgr.; S. A. Spivey, secy.
Dublin—Twelfth Dist. Fair Assn. Oct. 15-20. E. Ross Jordan.
Hazlehurst—Jeff Davis Co. Fair Assn. Nov. 1-12. John Rogers, Jr., pres.
Rome—Floyd Co. Fair. Oct. 2-7. W. E. Bowers.
Savannah—Savannah Tri-State Expo. Oct. 15-20. B. K. H. n. fonde.
Summerville—Chattooga Co. Fair Assn. Oct. 18-19. L. C. Smith.
Sylvania—Scriven Co. Fair Assn. Oct. 29-Nov. 3. C. D. Hollingsworth.
IDAHO
Filer—Twin Falls Co. Fair Assn. Sept. 18-21. J. M. Markel.
ILLINOIS
Alton—Mercer Co. Agrl. Soc. Sept. 10-14. G. C. Bowers.
Amboy—Lee Co. Fair Assn. Aug. 14-17. Wm. L. Leesh.
Anna—Southern Ill. Fair Assn. Aug. 28-31. James Norris.
Atlanta—Atlanta Union Central Agrl. Soc. Aug. 21-24. E. W. Montgomery.
Aurora—Central States Fair & Expo. Aug. 17-25. Clifford R. Trimble.
Benton—Franklin Co. Fair Assn. Oct. 2-6. F. B. Nolan.
Bridgeport—Lawrence Co. Fair. Sept. 11-14. J. M. Humphreys and C. L. Seamanhausen, mgrs.
Cambridge—Henry Co. Agrl. Board. Sept. 17-22. R. A. Blomgren.
Carmi—White Co. Agrl. Soc. Aug. 21-25. Fred C. Puntney.
Carrollton—Greene Co. Fair Assn. Oct. 1-5. S. Elmer Simpson.
Carthage—Hancock Co. Fair Assn. Aug. 28-31. Ellis B. Cox.
Chicago—Internat'l Live Stock Expo. Dec. 1-8. B. H. Hyde, Union Stock Yards, Chicago.
Danville—Ill. Ind. Fair Assn. Aug. 26-Sept. 1. Geo. M. McCray.
El Paso—Woodford Co. Fair Assn. Aug. 29-31. Horace H. Baker.
Fairbury—Fairbury Fair. Sept. 4-8. E. W. Powers.
Galena—Galena Fair Assn. Aug. 21-24. W. A. Hounrich.
Greenwood—Greenland Co. Fair Assn. Aug. 28-Sept. 1. B. J. McDonagh.
Harrisburg—Saline Co. Agrl. Assn. July 24-28. C. S. Willis.
Jeska—Rock Island Co. Agrl. Assn. Aug. 28-31. J. C. Mose, Post Byron, Ill.
Kankakee—Kankakee Inter-State Fair. Sept. 10-15. Len Small.
LaHarve—Tazewell Co. Fair Assn. Aug. 13-17. J. W. Minnich.
Melrose—Hamilton Co. Fair Assn. July 31-Aug. 3. W. E. Sowers.
Monticello—Woodford Co. Agrl. Fair. Aug. 21-24. S. A. Thompson.
Martinsburg—Clark Co. Agrl. Assn. Aug. 21-25. A. H. Hax.
Mazon—Greene Co. Agrl. Fair Assn. Sept. 4-7. F. A. Mason.
Mena—Mena Dist. Fair Assn. Sept. 24-28. Harry J. Conrad.
Mt. Carmel—Wayne Co. Fair Assn. Sept. 18-22. E. Gene Mende.
Marion—Jackson Co. Fair Assn. Aug. 14-17. Joe Burgess.
Newark—Jesse Co. Agrl. Assn. Sept. 4-7. C. G. Butman.

Oregon—Ogle Co. Agrl. Assn. Aug. 7-10. E. D. Landers.
Ottawa—LaSalle Co. Fair Assn. Sept. 11-14. W. N. Strawn.
Palatine—Cook Co. Fair Assn. Aug. 29-Sept. 3. Chas. M. Kennedy, gen. mgr.
Peoria—National Swine, Implement & Vehicle Show. Sept. 28-Oct. 6. Wm. J. O'Meara.
Pineknysville—Perry Co. Agrl. Soc. Sept. 5-8. Harry Wilson.
Princeton—Bureau Co. Fair Assn. Aug. 28-31. J. F. Fawcett.
Robinson—Crawford Co. Grange Agrl. Soc. Aug. 13-17. H. Athley, Eaton, Ill.
Rushville—Schuyler Co. Fair Assn. Aug. 7-10. Wm. S. Henderson.
Sandwich—Sandwich Fair Assn. Sept. 4-7. C. L. Stinson.
Springfield—Illinois State Fair. Sept. 15-22. Walter W. Lindley, gen. mgr.
Vanna—Johnson Co. Fair Assn. Aug. 21-24. George Gray.
Warren—Warren Fair Assn. Sept. 4-7. J. W. Richardson.
Watsoka—Iroquois Co. Fair Assn. Sept. 3-8. W. R. Nightingale.
INDIANA
Bourbon—Bourbon Fair Assn. Oct. 2-5. M. M. Beck.
Columbus—Bartholomew Co. Fair Assn. Aug. 14-17. E. M. Overstreet.
Converse—Miami Co. Agrl. Assn. Sept. 11-14. Will W. Draper.
Corydon—Harrison Co. Agrl. Soc. Aug. 13-17. Lee B. Wolfe.
Covington—Covington Fair Assn. Sept. 4-7. Geo. P. Schwin.
Crown Point—Lake Co. Agrl. Soc. Sept. 18-22. Fred A. Ruf.
Decatur—Northern Ind. Fair. July 24-28. John Isenbacher, N. Manchester, Ind.
Evansville—New Trade Park Track—Inter-State Agrl. Fair & Races. July 3-7. Jacob Zimbro, gen. mgr., Henderson, Ky.
Ft. Wayne—River View Park Expo. Sept. 10-16. W. H. Shields.
Frankfort—Clinton Co. Fair Assn. Aug. 20-24. Marshall Thatcher.
Franklin—Johnson Co. Agrl. Assn. Aug. 22-26. D. F. Junter.
Goshen—Elkhart Co. Fair Assn. Sept. 10-15. E. B. Williamson.
Hartford City—Farmers & Merchants' Fair Festival Assn. Sept. 18-22. C. J. M. Lieber.
Indianapolis—Indiana State Fair. Sept. 3-8. I. Newton Brown.
Kendallville—Kendallville Fair Assn. Sept. 17-21. U. C. Brown.
La Fayette—Tippecanoe Co. Fair Assn. Sept. 19-14. C. W. Travis.
Laporte—Laporte Co. Agrl. Assn. Aug. 27-31. J. A. Terry.
Lawrenceburg—Dearborn Co. Fair. Aug. 21-25. E. E. Elder, Box 453.
Logansport—Cass Co. Fair Assn. Sept. 18-23. G. D. Custer.
Marion—Crawford Co. Fair Assn. Aug. 13-17. M. M. Terry.
Middleton—Henry, Madison & Delaware Co. Agrl. Soc. July 31-Aug. 3. F. A. Wisehart.
Muncie—Muncie Fair. Aug. 7-10. F. J. Claypool.
North Manchester—N. Manchester Fair Assn. Aug. 7-10. John Isenbacher.
Osgood—Ripley Co. Fair Assn. July 24-27. O. R. Jenkins.
Portland—Jay Co. Fair Assn. Aug. 28-31. B. E. Sears.
Rochester—Lake Manitou Fair. Aug. 15-18. Howard W. DuBois.
Rockport—Rockport Fair. Aug. 21-25. C. M. Partridge.
Salem—Salem Fair Assn. Aug. 22-25. Chas. R. Morris.
Shelbyville—Shelby Co. Fair Assn. Aug. 28-Sept. 1. Otto W. Harris.
South Bend—Inter-State Fair Assn. Aug. 21-25. George Y. Hepler.
IOWA
Algona—Kossuth Co. Agrl. Assn. Sept. 4-7. S. D. Quanton.
Alta—Buena Vista Co. Fair. Aug. 14-17. Roy H. Wilkinson.
Ames—Central Iowa Fair Assn. Sept. 18-21. E. H. Graves.
Anamosa—Anamosa Fair Assn. Aug. 7-10. L. W. Burns.
Atlantic—Cass Co. Fair Assn. Sept. 3-7. Carl E. Hoffman.

Audubon—Audubon Co. Agrl. Soc. Sept. 19-14. R. D. Hawks.
Avoca—Pottawattamie Co. Fair Assn. Aug. 6-11. Ed F. O'Leary.
Bloomfield—Davis Co. Agrl. Soc. Sept. 3-7. Frank C. Young.
Burlington—Burlington Tri-State Fair Assn. Aug. 6-11. C. W. Bond.
Carroll—Carroll Co. Fair Assn. Aug. 20-24. Chas. H. Parsons.
Clarinda—Clarinda Fair Assn. Aug. 20-24. J. C. Beckner.
Columbus Junction—Columbus Junction Dist. Fair Assn. Aug. 7-10. J. E. Henson.
Cordova—Wayne Co. Agrl. Soc. Aug. 20-24. F. B. Selby.
Davenport—Miss. Valley Fair & Expo. Aug. 11-18. M. E. Bacon.
Decorah—Winneshiek Co. Agrl. Assn. Aug. 7-10. E. J. Curtin.
Des Moines—Iowa State Fair. Aug. 22-31. A. R. Corey.
DeWitt—Clinton Co. Agrl. Soc. Sept. 11-14. G. H. Christensen.
Donnellson—Lee Co. Fair Assn. Aug. 7-10. H. Hopp.
Eldon—Wapello Co. Agrl. Fair Assn. Aug. 21-24. L. W. Hall.
Eldora—Hardin Co. Agrl. Soc. Sept. 4-7. J. B. Starr, Jr.
Elkader—Elkader Fair Assn. Sept. 4-7. Ray G. Tieden.
Fairfield—Jefferson Co. Agrl. Assn. Aug. 6-10. L. H. Alexander.
Forest City—Winnebago Co. Fair Assn. Aug. 21-24. T. E. Isacson, Thompson, Ia.
Fowler—Fowler—Haweye Fair & Expo. Aug. 18-24. H. S. Standberg.
Harlan—Shelby Co. Fair Assn. Aug. 13-17. W. E. Cooper.
Independence—Buchanan Co. Fair Assn. Aug. 20-24. H. C. Keith.
Indianola—Warren Co. Agrl. Soc. Aug. 14-17. J. Fred Henry.
Manchester—Delaware Co. Fair Soc. Aug. 28-31. E. W. Williams.
Manson—Cathoon Co. Fair Assn. Aug. 28-31. J. C. Hong.
Maquoketa—Jackson Co. Fair Assn. Aug. 28-31. E. Phillips.
Marion—Inter-State Fair Assn. Aug. 14-18. W. E. Parsons.
Marshalltown—Central Iowa Fair of Marshalltown. Sept. 10-14. W. M. Clark.
Monticello—Jones Co. Fair Assn. Aug. 22-24. H. M. Carlsen.
Nashua—Big Four Fair Assn. Aug. 20-24. Norton H. Bloom.
Newton—Jasper Co. Agrl. Soc. Sept. 3-7. E. J. Ehlhor.
Oden—Boone Co. Fair Assn. Aug. 14-17. J. C. Piper.
Osage—Mitchell Co. Fair Assn. Aug. 20-24. R. C. Carr.
Oskaloosa—Southern Iowa Fair & Expo. Sept. 8-14. Roy E. Howland.
Rock Rapids—Lyon Co. Fair Assn. Aug. 27-31. W. G. Smith.
Sac City—Sac Co. Fair Assn. Aug. 7-10. W. F. Weary.
Sheldon—O'Brien Co. Fair Assn. Aug. 20-24. W. S. Ayers.
Shenandoah—Shenandoah Fair Assn. Aug. 15-17. R. E. Cunningham.
Sioux City—Interstate Fair Assn. Sept. 16-22. Don V. Moore.
Spencer—Clay Co. Fair Assn. Sept. 25-28. L. W. Emery.
Tipton—Cedar Co. Fair Assn. Aug. 28-31. C. F. Simmermaker.
Toledo—Tama Co. Fair Assn. Sept. 4-7. F. L. Whitford.
Vinton—Benton Co. Agrl. Assn. Sept. 3-6. D. E. Bryan.
Waterloo—Dairy Cattle Congress and International Belgian Horse Show. Sept. 24-30. E. S. Estel.
Waukon—Allamakee Co. Agrl. Soc. Aug. 14-17. C. G. Helming.
West Liberty—Union Dist. Agrl. Soc. Aug. 20-23. Walter Light.
West Point—West Point Dist. Agrl. Soc. July 31-Aug. 3. John Walljasper.
West Union—Fayette Co. Agrl. Soc. Aug. 20-24. H. M. Stafford.
Winfield—Winfield Fair Assn. July 31-Aug. 3. Russell Canby.
KANSAS
Anthony—Anthony Fair Assn. July 31-Aug. 3. O. F. Morrison.
Belleville—North Central Kan. Free Fair Assn. Aug. 28-31. W. R. Barnard.
Blue Rapids—Marshall Co. Fair Assn. Oct. 2-5. J. N. Wanamaker.
Burden—Eastern Cowley Co. Fair Assn. Sept. 5-7. W. A. Brooks.
Burlington—Coffee Co. Agrl. Fair Assn. Sept. 18-21. W. T. Hessler.
Chanute—Noesho Co. Agrl. Soc. Sept. 25-30. George K. Bideau.
Clay Center—Clay Co. Fair Assn. First week Oct. W. D. Need.
Dodge City—Great Southwest Fair Assn. Oct. 8-12. M. W. Drchmer.
Eureka—Greenwood Co. Agrl. Assn. Week Aug. 20. T. L. Ryan.
Fredonia—Wilson Co. Fair Assn. Aug. 14-17. W. C. Cantrell.
Great Bend—Barton Co. Fair Assn. Oct. 2-5. Fred L. Hays.
Hutchinson—Kansas State Fair. Sept. 15-21. A. I. Spender.
Ida—Allen Co. Fair Assn. Aug. 27-31. Dr. E. S. Beattie.
Lawrence—Douglas Co. Fair & Agrl. Soc. Aug. 28-31. O. J. Lane.
Lincoln—Lincoln Co. Agrl. & Fair Assn. Sept. 25-28. E. A. McFarland.
Logan—Four County Fair Assn. Aug. 21-24. W. W. Chestnut.
Norton—Norton Co. Agrl. Assn. Aug. 28-31. A. J. Johnson.
Oswego—Labette Co. Fair Assn. Aug. 28-31. Chrene Montgomery.
Ottawa—Franklin Co. Agrl. Soc. Sept. 3-7. P. P. Elder, Jr.
Rush Center—Rush Co. Agrl. & Fair Assn. Aug. 29-31. T. C. Buddeol.
Russell—Russell Co. Fair Assn. Oct. 2-5. H. A. Dawson.
Sedona—Nemaha Co. Fair Assn. Sept. 4-7. J. C. Grindle.
Sylvan Grove—Sylvan Grove Fair Assn. Oct. 3-5. G. W. Kretzmann.
Topeka—Kansas Free Fair. Sept. 10-15. Phil Eastman.
Valley Falls—Valley Falls Fair & Stock Show Assn. Sept. 18-21. Lou Hancock.
Waverly—Ohio Day Assn. Aug. 10-17. A. C. Cook.
KENTUCKY
Brookhead—Brookhead Fair Assn. Aug. 15-17. W. O. Yaden.

Feature Free Attractions FOR PARKS, FAIRS, CELEBRATIONS AL AERIAL UTTS MABELLE Now Booking Season 1923. Two Big Sensational Aerial Free Acts. LADY AND GENTLEMAN. SENSATIONAL AERIAL TRAPEZE ACT, No. 1. COMEDY ELECTRICAL REVOLVING LADDER ACT, No. 2. Guaranteed acts and appearance. Cash bond if required. Address CONVENTION HALL, Kansas City, Mo.

NEW ENGLAND FAIR WORCESTER, MASS. Sept. 3, (Labor Day) 4, 5, 6, 1923 Four Days—Three Nights Wanted—Attractive, Entertaining Concessions of all kinds. ALL CONCESSION SPACE OPEN A. H. EVANS, Supt. Ground Rentals, Room 12, 311 Main St., Worcester, Mass.

SUMMERS COUNTY FAIR Hinton, W. Virginia—Sept. 10, 11, 12, 13, 14, 15. Booking Shows, Rides, Concessions. Have four-acre show ground on edge of good town, with railroad siding on ground. O. W. ALLEN, Secretary.

Soldiers, Sailors and Marines' Reunion MAMMOTH SPRING, ARK. AUGUST 13-18, 1923, INCLUSIVE. They-third Annual Reunion, formerly known as Blue and Gray, auspices Fortified Home Post 55, American Legion. Stock and Mineral Shows, write. Concessions, Main, first corner, first street. Location in the thing. Write now. E. E. STERLING, Secretary.

BENTON, ILL. FAIR & 4th JULY FAIR DATES OCT. 2-6.

Fair Folks of Every Kind, Write What You Have. E. B. NOLEN, Secretary

Orleans County Fair August 15, 16, 17, 18 1923

We are ready to book our Midway. We want five rides and some good Shows. If you want to book with us for this year write to our Secretary, WM. E. KARNIS, Albion, N. Y.

WANTED

Carnival Company for Tripp Co. Fair, Winner, S. D., Sept. 3rd to 6th, inclusive. This fair draws from large territory and has big attendance. Address C. F. Malven, Sec'y, Winner, S. D.

A SMART MAN SHOT

Into our office and told us we had the best line of games made. BOWL-U and TEN-PIN Games, our leaders, are ready to ship. Live wires send for late Catalogue. All games of skill, and will go anywhere.

P. S. GAME COMPANY, Inc. 98 Park Street, BEVERLY, MASS.

Central Michigan Fair LANSING, MICH. Aug. 28 to Sept. 1, 1923

WANTED - GOOD INDEPENDENT RIDES, CONCESSIONS, Address BERT ECKERT, Secy., Lansing, Mich.

Allegan County Fair AUG. 28-31, 1923

CONCESSIONS WANTED

LEESBURG-HIGHLAND FAIR AUG. 7-8-9-10-1923

Wants Rides, Clean Shows, Legitimate Concessions. HERBERT S. JOHNSON, Secy., Leesburg, Ohio.

WANTED CONCESSIONS, RIDES, SHOWS

FOR ARENAC COUNTY FAIR, STANDISH, MICHIGAN, SEPTEMBER 18-21, 1923. WILL CONSIDER A CARNIVAL COMPANY.

JOHNSON COUNTY, NEBRASKA, FAIR TEUMSEH, SEPTEMBER 17-21, INCLUSIVE.

Day and night shows. Want all kinds Fair Attractions and Concessions coming under the law. One of the biggest County Fairs in the Middle West. Write O. J. McDUGAL, Teumseh, Neb.

KNOX COUNTY FAIR BLOOMFIELD, NEB., SEPT. 11 TO 15, INC.

A good spot for Clean Shows of all kinds, Rides or Concessions. Now booking. Detail your proposition in first letter to W. H. WEBER, Secretary.

WANTED - Merry-Go-Round

alone, Ten Days, Third week May. MRS. ALLIE LASSITER, U. D. C., Murray, Ky.

WANTED CLEAN CONCESSIONS

For Payment July Fourth and Fifth. Address all mail to H. C. KEITH, Secretary, Independence, Iowa.

Ewing-Ewing Fair Co., Inc. Aug. 15-18. W. P. Dye. Florence-North Ky. Fair Assn. Aug. 29-Sept. 1. Hubert Conner, Burlington, Ky. Glasgow-South Ky. Fair Assn. Aug. 28-Sept. 1. Robert DeVasher. Henderson-West Ky. Agrl. Fair Assn. July 21-28. Jacob Zimbro. Hodgenville-LaRue Co. Fair Assn. Sept. 5-8. A. V. Kennedy. Hopkinsville-The Pennyroyal Fair. Aug. 28-Sept. 1. John W. Richards. Lawrenceburg-Lawrenceburg Fair Assn. Aug. 21-24. J. L. Cole. Lexington-Blue Grass Fair Assn. Aug. 27-Sept. 1. Ken Walker. Lexington-Lexington Colored Fair Assn. Aug. 13-18. A. H. Stevenson, Box 627. Liberty-Casey Co. Fair Assn. Aug. 21-24. H. H. McArmed. Louisville-Ky. State Fair. Sept. 10-15. G. Carney Cross, 601 Republic Bldg. Mt. Sterling-Montgomery Co. Fair Assn. July 31-Aug. 4. N. A. Wilkerson. Mt. Vernon-Mt. Vernon Agrl. Fair Assn. Aug. 8-10. Chas. C. Davis. Owensboro-Davless Co. Fair & Expo. Sept. 3-5. James M. Pendleton. Shepherdsville-Bullitt Co. Fair Assn. Aug. 21-24. J. W. Barrall. Somerset-Pulaski Co. Fair Assn. Aug. 23-31. S. W. Hill. Vapeburg-Lewis Co. Fair Assn. Sept. 5-8. Dorothy Burris.

LOUISIANA

Covington-St. Tammany Parish Fair Assn. Oct. 19-22. Wm. P. Minekler. Donaldsonville-South La. Fair Assn. Oct. 7-11. R. S. Vickers. Lake Charles-Cakester Parish Fair Assn. Nov. 12-17. H. C. Fondren, Box 107. Oakdale-Alton Parish Fair Assn. Oct. 9-12. J. E. Clayton. Shreveport-State Fair of La. Oct. 13-23. W. R. Hersh, Box 1100.

MAINE

Bangor-Bangor Fair. Aug. 20-25. A. B. Peckham. Belfast-New Belfast Fair. Aug. 14-16. H. O. Buzzell. Bluehill-Hancock Co. Agrl. Soc. Sept. 4-6. H. G. Williams. Carleton-Aroostook Co. Fair Assn. Aug. 21-23. Frank Riley. Cornish-Cornish Agrl. Assn. Aug. 14-16. Leon M. Ayer. Houlton-Houlton Agrl. Soc. Aug. 23-30. Justin C. Rose. Lewiston-Maine State Agrl. Soc. Sept. 3-6. J. S. Butler, 601 Main St. Livemore Falls-Androscoggin Co. Fair Assn. Aug. 21-23. Chas. D. Dyke. Millisnoe-Waldo & Tenoscot Agrl. Soc. Sept. 11-13. F. W. Curtis, 17 Spring St., Belfast, Me. Presque Isle-Northern Me. Fair Assn. Sept. 4-7. O. L. Donaldson. Skowhegan-Sumerset Central Agrl. Soc. Sept. 11-14. George H. Plummer. South Paris-Oxford Co. Agrl. Soc. Sept. 11-13. W. O. Frothingham. South Windor-S. Kennebec Agrl. Soc. Sept. 3-5. Arthur N. Douglas, R. F. D. 9, Gardiner, Me. Union-N. Knox Co. Fair Assn. Sept. 25-27. H. L. Grinnell. Waterville-Central Maine Fair. Aug. 27-31. R. M. Gilmore.

MARYLAND

Cambridge-Cambridge Fair Assn. July 31-Aug. 3. E. S. Lake. Cambridge-Cambridge Colored Fair. Sept. 11-14. Frank Butler. Cumberland-Cumberland Fair Assn., Inc. Oct. 2-4. Merrill C. Lowell. Frederick-Frederick Co. Agrl. Soc. Oct. 10-19. O. C. Warchime. Mt. Airy-Mt. Airy Carroll Co. Fair Assn. Aug. 15-18. C. Arnold Fleming. Pocomoke City-Pocomoke Colored Agrl. Fair. Aug. 25-31. E. J. Victor. Pockville-Montgomery Co. Agrl. Soc. Aug. 21-24. John E. Muncester. Salisbury-Salisbury Colored Fair. Sept. 4-7. James L. Johnson. Taneytown-Carroll Co. Agrl. & Fair Assn. Sept. 11-14. C. H. Long. Tunstunum-Md. State Fair. Sept. 3-8. M. L. Dager, 523 Equitable Bldg., Baltimore.

MASSACHUSETTS

Acton-Acton Agrl. Soc. Sept. 21-22. Bertram D. Hall, W. Acton, Mass. Athol-Worcester N. W. Agrl. Soc. Sept. 3-4. F. B. White. Barnstable-Barnstable Co. Agrl. Soc. Aug. 23-30. Marcus N. Harris. Barre-Worcester Co. West Agrl. Soc. Sept. 27-28. John L. Smith. Blandford-Union Agrl. Soc. Sept. 12. A. H. Nye, Russell, Mass. Bridgewater-Hingham Co. Agrl. Soc. Sept. 12-13. Alice G. Leach. Brockton-Brockton Fair. Oct. 2-6. Percy G. Flint, 45 Emerson Ave., Moutello, Mass. Charlemont-Deerfield Valley Agrl. Soc. Sept. 6-7. Stephen W. Hawkes. Cummington-Hillside Agrl. Soc. Sept. 25-26. S. Garfield Shaw, Swift River, Mass. Gardner-Gardner Driving & Riding Club, Inc. Sept. 14-15. Chas. F. Rogers. Great Barrington-Housatonic Agrl. Soc. Sept. 25-28. J. H. Maloney. Greenfield-Franklin Co. Agrl. Soc. Sept. 10-13. J. H. Murphy. Groton-Groton Farmers & Mechanics' Club. Sept. 27-29. H. W. Taylor. Lynn-Greater Lynn Fair Assn. Sept. 11-14. E. D. Yenton, 103 High Rock St. Marshfield-Marshfield Agrl. Soc. Aug. 22-24. Albert A. Collier, N. Pembroke, Mass. Middlefield-Highland Agrl. Soc. Aug. 29-30. F. A. Cottrell. Nantucket-Nantucket Agrl. Soc. Aug. 22-23. Josiah F. Murphy. North Adams-Hoosac Valley Agrl. Soc. Sept. 20-22. S. W. Patter. Northampton-The Three County Fair. Oct. 2-4. Sterling R. Whitbeck. Oxford-Oxford Agrl. Soc. Sept. 12-13. Walter A. Lovett. Southborough-Cattle Show & Fair. Sept. 20. Herbert E. Benfill. South Weymouth-Weymouth Agrl. Soc. Sept. 6-8. F. W. Howe. Springfield-Eastern States Agrl. & Indust. Expo., Inc. Sept. 16-22. Chas. A. Nash, gen. mgr. Sturbridge-Worcester South Agrl. Soc. Sept. 13-15. Elliot M. Clemence, Southbridge, Mass. Topsfield-Essex Agrl. Soc. Sept. 19-22. R. H. Gaskill.

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THE LARGEST AND BEST FREE FAIR IN THE STATE OF OHIO. We want all Concessions. No Wheels or Gambling Devices. Two days and three nights. All rides sold. NED L. RUTH, Secretary.

RICHMOND COUNTY AGRICULTURAL SOCIETY,

67TH ANNUAL FAIR AND EXHIBITION TO BE HELD AT THE TOWN OF RICHMOND, PROV. OF QUEBEC, SEPTEMBER 11 AND 12, 1923.

Big crowds of people hungry for and willing to pay to see good, clean Shows, etc. Grand fair for a good Merry-Go-Round. For particulars apply to

A. E. MAIN, P. O. Box 41, Upper Malburne, Prov. of Quebec.

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

Cambridge—Blackstone Valley Agrl. Soc. Sept. 21-22. Dr. M. R. Sharpe.
Ware—Ware Agrl. Assn. Sept. 7-8. Dr. J. F. Kinnely.
Westport—Westport Agrl. Assn. Sept. 25-28. Mrs. C. R. Tallman, S. Westport.
West Tisbury—Martha's Vineyard Agrl. Soc. Sept. 18-20. T. E. Mayhew.
Wareham—New England Fair. Sept. 3-6. Bertram Durall.

MICHIGAN

Auburn—Lansing Co. Fair Assn. Sept. 17-21. F. A. Bradish.
Allegan—Allegan Co. Agrl. Soc. Aug. 28-31. S. M. Seaman.
Bay City—Northeastern Mich. Fair Assn. Aug. 27-31. L. C. Hule, care City Hall.
Pik Rapids—Growers, Dealers & Farmers' Fair Assn. Sept. 27-28. George E. Hurst.
Cadillac—Northern Dist. Fair Assn. Sept. 10-11. Perry F. Powers, mgr.
Caro—Caro Fair Assn. Aug. 20-24. F. B. Hausford.
Case City—Tuscola, Ithaca & Sanilac Dist. Fair. Aug. 14-17. D. W. Benkelman.
Centerville—Grangeville Fair of St. Joseph Co. Sept. 17-22. C. T. Bolender.
Creswell—Creswell Agrl. Soc. Sept. 11-14. Wm. H. Quail.
Daviess—Genesee Co. Fair Assn. Aug. 27-31. Harry Potter.
Detroit—Mich. State Fair. Aug. 31-Sept. 9. E. W. Dickinson, 502 Bowles Bldg.
Gaylord—Gaylord Co. Agrl. Soc. Sept. 18-21. J. C. Gaudin.
Grand Rapids—West Mich. State Fair. Sept. 17-21. L. M. A. Fair.
Holland—Community Fair. Sept. 12-15. John A. Gaudin.
Howell—Howell Co. Fair Assn. Aug. 28-31. Don W. Van Winkle.
Jenison—Jenison Fair Assn. Aug. 11-17. Fred A. Chapman.
Ithaca—Ithaca Co. Agrl. Soc. Aug. 28-31. A. McCall.
Jackson—Jackson Co. Agrl. Soc. Sept. 10-15. W. B. Harty, mgr.
Lansing—Central Mich. State Fair. Aug. 28-Sept. 1. Fred L. Potter, mgr.
Marquette—Manistee Co. Agrl. Soc. Sept. 11-15. John T. McNamara.
Marshall—Marshall Co. Fair Assn. Sept. 18-21. W. A. L. Fair.
Mount Pleasant—Isabella Co. Agrl. Soc. Sept. 18. Luman Butch.
North Branch—North Branch Fair. Sept. 18-21. J. H. Vanhook.
Norway—Dickinson Co. Minominee Range Agrl. Soc. Aug. 31-Sept. 3. A. T. Sweeney.
Buckhams—Manistee Co. Agrl. Soc. Sept. 25-28. J. L. Koble, care Lake, M. D.
St. Johns—Clinton Co. Agrl. Assn. Sept. 17. Roland J. Frank.
Standish—Arenac Co. Agrl. Soc. Sept. 18-21. R. J. Gaudin.
Three Oaks—Three Oaks Community Fair Assn. Sept. 5-7. J. C. Kramer.
Traverse City—Northwestern Mich. Fair Assn. Sept. 17-21. Chas. B. Hoy.
Wolverine—Alcona Co. Fair Assn. Sept. 25-28. W. C. Meadley.

MINNESOTA

Ada—Norman Co. Agrl. Soc. June 28-30. J. H. Schaefer.
Atkins—Atkins Co. Fair Soc. Aug. 30-Sept. 1. C. H. Warner.
Albert Lea—Frostburg Co. Agrl. Soc. Aug. 27-31. N. J. Wainey.
Anoka—Anoka Co. Agrl. Soc. Sept. 26-29. I. O. Jaeger.
Bagley—Clearwater Co. Agrl. Soc. Aug. 29-Sept. 1. E. M. Bryce.
Barnum—Carleton Co. Agrl. Assn. Sept. 11-13. A. H. D. Fair.
Baudette—Lake of the Woods Co. Fair Assn. Sept. 17-19. J. C. A. Fair.
Bemidji—Beltrami Co. Agrl. Assn. Aug. 21-24. Clara E. Linn.
Birch Island—Renville Co. Agrl. Soc. Sept. 10-12. Paul Koble.
Blue Earth—Blue Earth Co. Agrl. Soc. Sept. 12-15. C. S. Kerr.
Browns Valley—Traverse Co. Agrl. Fair Assn. Aug. 28-31. Geo. H. Bailey.
Caledonia—Dakota Co. Agrl. Soc. Aug. 28-31. Ed. Zeman.
Farmington—Dakota Co. Agrl. Soc. Sept. 19-23. Chas. N. Lewis.
Faribault—Faribault Fair Assn. Sept. 11-14. Geo. W. Barnard.
Fergus—Fergus Co. Agrl. Fair Assn. June 25-27. G. J. D. Fair.
Hall Lake—Kandiyohi Co. Agrl. Soc. July 5-7. W. A. Fair.
Herman—Grant Co. Agrl. Assn. Aug. 30-Sept. 1. E. B. Harty.
Humboldt—Marquette State Fair. Sept. 1-8. Thos. H. Coffey.
Hudson—St. Louis Co. Agrl. Soc. Sept. 13. R. L. Coffey.
Kasson—Dodge Co. Fair Assn. Sept. 19-13. O. A. Erickson.
Montevideo—Chippewa Co. Fair Assn. Sept. 17-19. Jas. R. Burnip.
Moorhead—Morrison Co. Agrl. Assn. Aug. 30-Sept. 1. E. G. Hyimker.
New Ulm—Brown Co. Agrl. Assn. Aug. 27-29. Wm. A. Lindemann.
Pithman—Itasca Agrl. Soc. Sept. 5-7. C. W. Lottger.
Plymouth—Class Co. Agrl. Assn. Sept. 20-22. Leo M. Bennett.
Preston—Pipestone Co. Agrl. Soc. Sept. 12-15. Chas. H. Gellan.
Trinton—Mille Lacs Co. Agrl. Soc. 20-Sept. 1. Ira G. Stanley.
Redway—Redwood Co. Agrl. Soc. Sept. 21-25. W. A. Hark.
Rochester—Dodge Co. Agrl. Soc. Aug. 21-23. W. W. Fair.
Rush River—Dodge Co. Agrl. Soc. Aug. 27-29. H. B. Johnson.
Sauk Centre—Stearns Co. Agrl. Soc. Aug. 27-30. B. F. D. Fair.
St. Cloud—Murray Co. Agrl. Soc. Sept. 6-8. R. H. F. Fair. Lake Willam. Minn.
St. Cloud—Dodge Co. Agrl. Soc. Aug. 21-23. W. J. Hark.
St. James—Wabasha Co. Agrl. Assn. Sept. 10-12. H. G. Lattin.
St. Peter—Norman Co. Agrl. Soc. Aug. 27-29. Wm. Milligan.
Thief River Falls—Itasca Co. Agrl. Soc. Aug. 12-15. J. M. Fair.
Two Harbors—Itasca Co. Agrl. Soc. Sept. 12-15. Fred H. Fair.
Waconia—Fergus Co. Agrl. Soc. Sept. 9-12. Sept. 17-19. J. S. Fair.
Warren—Marquette Co. Agrl. Assn. July 24. Dr. H. E. Fair.
Wadena—Wadena Co. Agrl. Soc. Sept. 12-14. H. H. Fair.
Wadena—Torrance Co. Agrl. Assn. Sept. 12-15. J. R. Fair.

Worthington—Nobles Co. Fair Assn. Aug. 29-Sept. 1. J. J. Fair.

MISSISSIPPI

Forkville—Scott Co. Fair Assn. Aug. 11-17. J. I. Pender, R. P. D. 2, Beach, Miss.
Granada—North Miss. Fair Assn. Oct. 23-27. S. M. Fair.
Jackson—Miss. State Fair. Oct. 15-20. Mabel L. Fair.
Laurel—South Miss. Fair Assn. Oct. 2-6. Theo. McDonald.
Meridian—Miss. Ala. Fair Assn. Oct. 8-13. A. H. Fair.

MISSOURI

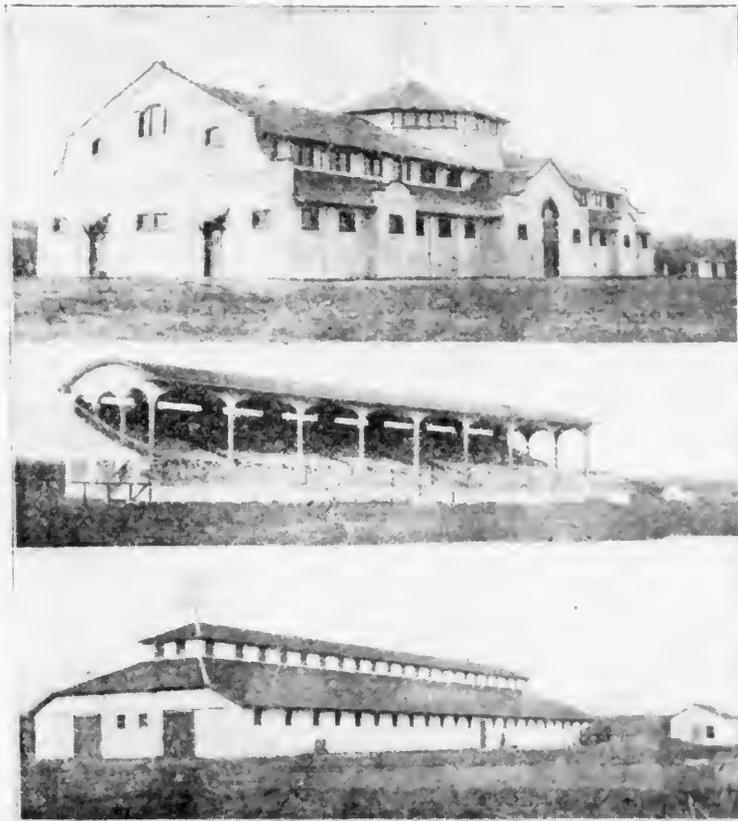
Bethany—North Mo. Dist. Fair. Sept. 4-8. W. T. Lingle.
Bellevue—Bellevue Co. Agrl. Soc. Aug. 28-Sept. 1. E. L. Tomperton.
Brumby—Chariton-Carroll Counties Fair Assn. Sept. 10-12. A. E. Wallace.
California—Montfort Co. Agrl. Assn. Aug. 28-31. T. A. Harway.
Carthage—Southwest Mo. Fair Assn. Aug. 7-11. Emma R. Knell.
Cottleville—Pemscot Co. Fair Assn. Oct. 1-11. V. Lutzeltefer.
Hamlet—North Mo. Fair Assn. Aug. 28-Sept. 1. W. E. Howell.
Highlee—Highlee Fair & Stock Show. Sept. 17-20. F. C. Bottoms.
Kahoka—Clark Co. Agrl. Assn. Aug. 21-24. P. T. Wilsey.
Leokwood—Dade Co. Fair Assn. Sept. 4-7. Dr. R. A. Frye.
Nevala—Vernon Co. Fair Assn. Sept. 19-21. Samuel A. Culbran.
New Cambria—New Cambria Agrl. Fair Assn. Sept. 11-13. L. E. Reedy.
Palmyra—Morton Co. Fair Assn. Sept. 12-15. J. F. Culler.

NEW HAMPSHIRE

Clay Center—Clay Co. Agrl. Soc. Sept. 21-28. H. H. Harvey.
Concord—Hillsborough Co. Agrl. Assn. Sept. 15-17. A. R. Smith.
Dartmouth—Dartmouth Co. Agrl. Assn. Sept. 18-21. W. H. McGuffin, Jr.
Farmington—Jefferson Co. Fair Assn. Sept. 18-21. G. R. Jones.
Franklin—Franklin Co. Agrl. Soc. Sept. 11-14. A. J. Brady.
Pulborton—Nance Co. Fair Assn. Sept. 11-14. J. P. Ross.
Geneva—Fillmore Co. Agrl. Soc. Sept. 12-14. S. E. Ralston.
Greely—Greely Co. Agrl. Assn. Sept. 3-7. A. J. O'Malley.
Hartington—Cedar Co. Fair Assn. Sept. 4-7. Anthony Hirschman.
Imperville—Chase Co. Agrl. Assn. Sept. 10-15. Edward Travis.
Newport—Andrope Co. Agrl. & Fair Assn. Sept. 11-14. J. C. Harris.
O'Neill—Holt Co. Agrl. Soc. Sept. 25-28. John L. King.
Orl.—Deep Valley Agrl. Soc. Aug. 27-30. H. D. Leggett.
Pawnee City—Pawnee Co. Fair Assn. Oct. 1-5. D. W. Osborn.
Scranton—Scranton Agrl. Soc. Sept. 12-14. Walter Stevens.
Seward—Seward Co. Agrl. Soc. Aug. 28-31. Chris Kilm, Beaver Crossing, Neb.
St. Paul—Howard Co. Agrl. Soc. Sept. 18-21. Chas. Dolry.
Waithill—Thurston Co. Fair Assn. Sept. 12-15. E. C. Giffard.

Contoocook—Hopkinton Fair Assn. Sept. 25-27. L. A. Nelson.

MINOT FAIR HAS SPLENDID BUILDINGS



Substantial construction as well as beauty is a watchword of the Northwest Fair, Minot, N. D. The stock barn, shown in the lower portion of the accompanying photo, was built last season. It is 60x200 feet and of solid concrete. The solid two-story exhibition building, shown at top, is attractive inside and out, and will last a lifetime. The grand stand, center picture, is of heavy metal and frame, and is 60x150 feet, with chairs and seats with backs. Excellent dressing rooms and toilets are provided for the dramatic talent.

Fairfax—Monroe Co. Fair Assn. Aug. 11-17. J. E. Fair.
Hatch—Hatch Co. Agrl. Assn. Aug. 28-31. J. E. Fair.
Pittsburg—Hill Prairie Hill Fair Assn. Aug. 23-27. J. H. Barton.
Rolla—Holmes Co. Agrl. Soc. Aug. 28-31. B. H. Fair.
Sagehen—Sagehen & Business Men's Fair Assn. Sept. 18-21. W. B. Swarney.
Sawyer—Andrew Co. Fair Assn. Aug. 27-31. J. H. Barton.
Sedalia—R. State Fair. Aug. 18-25. W. D. Smith.
Stockton—Stockton Co. Fair Assn. Sept. 11-11. Wm. H. Fair.
Sibley—Sibley Co. Fair Assn. Sept. 12-15. J. H. Barton, Jr.
Troy—Troy Community Fair. Oct. 3-5. Russell Wilson.
Troy—Troy Co. Fair Assn. Aug. 28-31. T. J. Garrow.

MONTANA

Missoula—Bozeman and Helena A. G. July 25. John Whitney, care Chamber of Commerce.
Valley—Valley Co. Agrl. Assn. Sept. 17-21. A. W. Fair.
Vernon—Vernon Co. Fair Assn. Sept. 18-21. R. W. Fair.
Billings—Billings Co. Agrl. Soc. Sept. 24-29. R. W. Fair.
Riverton—Riverton Co. Fair Assn. Sept. 11-15. W. H. Fair.
Riverton—Riverton Co. Agrl. Assn. Sept. 11-14. W. H. Fair.
Riverton—Riverton Co. Agrl. Soc. Sept. 11-14. W. H. Fair.
Riverton—Riverton Co. Agrl. Soc. Sept. 11-14. W. H. Fair.
Riverton—Riverton Co. Agrl. Soc. Sept. 11-14. W. H. Fair.
Riverton—Riverton Co. Agrl. Soc. Sept. 11-14. W. H. Fair.

NEBRASKA

Greenfield—Hillsboro Co. Fair Assn. Aug. 22-23. Fred L. Potter, Antim, N. H.
Lincoln—Lincoln & Essex Agrl. Soc. Sept. 3-6. H. J. Fair.
Rochester—Rochester Fair Assn. Sept. 25-28. E. H. Neal.
Alyon Park, Pittman—Glascock Co. Pomona Grange Picnic. Aug. 15-17. G. J. Davenport, Sowell, N. J.
Pittsburg—Pittsburg Fair Assn. Aug. 21-25. Dr. C. S. Harty.
Mount Holly—Burlington Co. Fair Assn. Sept. 11-15. R. W. Wells.

NEW JERSEY

Allyon Park, Pittman—Glascock Co. Pomona Grange Picnic. Aug. 15-17. G. J. Davenport, Sowell, N. J.
Pittsburg—Pittsburg Fair Assn. Aug. 21-25. Dr. C. S. Harty.
Mount Holly—Burlington Co. Fair Assn. Sept. 11-15. R. W. Wells.

NEW YORK

Allyon Park, Pittman—Glascock Co. Pomona Grange Picnic. Aug. 15-17. G. J. Davenport, Sowell, N. J.
Pittsburg—Pittsburg Fair Assn. Aug. 21-25. Dr. C. S. Harty.
Mount Holly—Burlington Co. Fair Assn. Sept. 11-15. R. W. Wells.

Dundee—Dundee Fair Assn. Oct. 24. H. I. Woodruff.
Gouverneur—Gouverneur Agrl. Soc. Aug. 21-21. B. J. Carpenter.
Hamburg—Irie Co. Agrl. Soc. Aug. 27-Sept. 1. J. C. Newton.
Irene—Irene Hornell Fair. Aug. 28-31. Clyde E. Shales.
Hudson Falls—Washington Co. Agrl. Soc. Aug. 29-31. George A. Ferris.
Ithaca—Tompkins Co. Agrl. Soc. Aug. 28-31. Wm. E. Pearson.
LITTLE VALLEY—Cattaraugus Co. Agrl. Soc. Sept. 3-7. H. F. Lee.
Livonia—Livingston and Ontario Carnival. July 30-Aug. 4. E. R. Bolles, mgr.
Lockport—Niagara Co. Agrl. Assn. Inc. Sept. 24-29. Carl E. Finerth.
Lowville—Lewis Co. Agrl. Soc. Aug. 28-31. M. M. Laman.
Middletown—Orange Co. Agrl. Soc. Aug. 14-17. Alan C. Madden.
Mincola—Mincola Fair. Sept. 25-29. Lott Van de Water, Jr., 126 Franklin st., Hempstead, N. Y.
Naples—Naples Union Agrl. Soc. Sept. 20-22. J. C. Bolles.
New City—Rockland Co. Industrial Assn. Aug. 23-Sept. 1. W. J. Elliott.
Palmyra—Palmyra Union Agrl. Soc. Sept. 27-29. W. Ray Converse.
Perry—Perry Co. Agrl. Soc. Aug. 28-31. M. F. Buckler.
Perry—Perry Fair. Aug. 14-17. Chas. E. Chase.
Plattsburgh—Clinton Co. Agrl. Soc. Aug. 27-31. J. Frazier.
Potsdam—Rensselaire Valley & St. Regis Agrl. Soc. Sept. 11-14. F. T. Swan.
Rochester—Rochester Expo. Assn. Sept. 3-8. Edgar F. Edwards, 305 Powers Bldg.
Schaghticoke—Rensselaire Co. Agrl. Soc. Sept. 3-7. E. H. Gault, Troy, N. Y.
Saratoga—New York State Fair. Sept. 10-15. J. Dan Ackerman, Jr.
Troupsburg—Southern Steuben Agrl. Soc. Sept. 17. H. B. Reynolds.
Warrensburg—Warren Co. Fair. Aug. 11-17. Fred J. Hayes.
Watkins—Seneca Co. Agrl. Soc. Aug. 21-21. J. Willard Huff.

NORTH CAROLINA

Alexville—Western N. C. Dist. Colored Fair. Sept. 21-22. F. W. Pearson, Box 261.
East Bend—Yadkin Co. Fair Assn. Oct. 9-12. N. G. Hutchens.
Gastonia—Yadkin Co. Fair Assn. Oct. 9-13. Fred M. Allen.
Greensboro—Central Carolina Fair Assn. Oct. 9-12. P. N. Taylor.
Hickory—Catawba Fair Assn. Oct. 2-5. John W. Robinson.
Leaksville—Rocky Mount Co. Fair Assn. Sept. 11-15. R. T. Smith, Leaksville.
Lenoir—Lenoir Agrl. Fair Assn. Oct. 23-27. E. H. Walker, Jr.
Lenoir—Franklin Co. Fair Assn. Oct. 2-6. A. H. Fleming.
Lenoir—Robeson Fair Assn. Oct. 8-12. W. D. Thompson.
Mount Airy—Carolina-Virginia Fair. Sept. 25-28. Edw. M. Livelle.
Raleigh—North Carolina State Fair. Oct. 15-19. E. V. Walborn, mgr.
Rocky Mount—Rocky Mount Fair Assn. Oct. 25. Norman J. Chambliss.
Tanner—Catawba Fair Assn. Oct. 30-Nov. 2. George H. Ward.
Wilmington—Southern Fair Assn. Oct. 30-Nov. 3. Herbert C. Wales, Box 925.
Winston-Salem—Winston-Salem & Forsyth Co. Fair Assn. Oct. 2-5. F. J. Lipfert.

NORTH DAKOTA

Baulish—Mercer Co. Fair Assn. Sept. 6-8. L. P. Tenme.
Doyon Lake—Lake Region Fair Assn. July 11-14. Denver J. Rupp.
Fargo—Interstate Fair. July 9-11. J. P. Hardy.
Fessenden—Wells Co. Fair Assn. July 19-13. A. E. Belcher, Sycamore, N. D.
Finley—Steele Co. Fair Assn. July 3-5. B. J. Long.
Grand Forks—North Dakota State Fair. July 15-21. E. R. Montgomery.
Jamestown—Stutsman Co. Fair Assn. July 3-6. J. A. Barner.
Langdon—Cavalier Co. Fair Assn. July 21-27. B. E. Geom.
Madison—Missouri Slope Fair Assn. Aug. 27-30. Dr. B. K. Bjornson.
Mandan—The Northwest Fair. July 3-6. Carl W. Mason.

OHIO

Akron—Summit Co. Agrl. Soc. Sept. 11-15. M. H. Warner, R. D. 22, E. Akron, O.
Athens—Athens Co. Agrl. Soc. Aug. 21-24. Frank Bidelle.
Athens—Athens Fair Assn. Oct. 2-5. Carl B. Carreter.
Bellevue—Logan Co. Agrl. Soc. Sept. 25-29. Ben A. Dietrick.
Berea—West Chuyaboga Co. Agrl. Soc. Sept. 11-14. L. M. Coe, North Olmsted, O.
Bowling Green—Wood Co. Fair. Sept. 19-11. George W. Fournside.
Bucyrus—Crawford Co. Agrl. Soc. Sept. 1-7. Jay W. Hellen.
Caldwell—Vinton Co. Agrl. Soc. Aug. 29-31. Wm. Matheny.
Canton—Stark Co. Agrl. Soc. Sept. 3-7. Chas. A. Frumm.
Carrillon—Carrillon Co. Soc. Oct. 2-5. W. H. Thompson.
Cathartes—Cincinnati—Hamilton Co. Agrl. Soc. Aug. 8-11. D. L. Sampson, Room 510 Court-house, Cincinnati.
Celina—Mercer Co. Agrl. Soc. Aug. 13-17. C. H. Bishop, Mendon, O.
Chardon Falls—Cuyahoga Co. Agrl. Soc. Sept. 1-4. W. Budd, 3171 E. 110th street, Cleveland.
Circleville—Circleville Pumpkin Show. Oct. 17-20. N. R. Huston.
Columbus—Ohio State Fair. Aug. 27-Sept. 1. G. R. Lewis, mgr.
Cotton—Hartford Central Agrl. Soc. Sept. 5-7. R. B. Stumph.
Dayton—Montgomery Co. Agrl. Board. Sept. 3-7. L. L. Holderman, 603 Reibold Bldg.
Dover—Tuscarawas Co. Agrl. Soc. Sept. 21-27. J. D. Crink.
East Palestine—E. Palestine Fair. Sept. 18-20. M. H. Eaton.
Elgin—Lorain Co. Agrl. Soc. Sept. 3-5. H. C. Harris.
Findlay—Hancock Co. Agrl. Soc. Sept. 5-8. T. H. Thompson.
Fremont—Sandusky Co. Agrl. Soc. Sept. 18-21. C. A. Hochenedel.
Greenville—Darke Co. Agrl. Soc. Aug. 20-21. Frank Noggle, New Madison, O.
Hondion—Hartler Co. Agrl. Soc. Oct. 2-6. M. D. Urmonston.
(Continued on page 158)



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FAIR LIST

(Continued from page 156)

- Hicksville—DeFrance Co. Agrl. Soc. Sept. 18-22. E. L. Kimble.
 - Hillsboro—Hillsboro Fair. July 17-20. W. E. Calvert.
 - Kenton—Harden Co. Agrl. Soc. Aug. 14-17. Geo. W. Schindewolf.
 - Kinsman—Kinsman Fair Assn. Aug. 21-23. George G. Johnson.
 - Letamong—Warren Co. Agrl. Soc. Sept. 11-14. Ed. S. Conklin.
 - Leeshing—Leeshing Highland Co. Fair. Aug. 7-10. Herbert S. Johnson.
 - Lima—Albion Co. Agrl. Soc. Aug. 21-24. G. D. Creman.
 - Lisbon—Columbiana Co. Agrl. Soc. Sept. 11-13. H. E. Marsden.
 - Logan—Hocking Co. Agrl. Soc. Sept. 26-29. George W. Christmann.
 - London—Madison Co. Agrl. Soc. Aug. 21-24. Lamar P. Wilson.
 - Loudonville—Loudonville Agrl. Soc. Sept. 25-27. Ned L. Ruth.
 - Lucaville—Soto Co. Agrl. Assn. Aug. 8-11. Clyde Brant.
 - McConeilsville—Morgan Co. Agrl. Soc. Sept. 11-14. John D. Parkhurst.
 - Marietta—Washington Co. Agrl. Assn. Sept. 3-6. F. L. Christy.
 - Medina—Medina Co. Agrl. Soc. Sept. 18-20. F. M. Clark.
 - Montpelier—Williams Co. Agrl. Soc. Sept. 11-15. A. C. Haase.
 - Mt. Gilboa—Marion Co. Agrl. Soc. Sept. 25-28. W. F. Woodland.
 - Old Washington—Guernsey Co. Agrl. Soc. Sept. 25-28. J. F. St. Clair.
 - Ottawa—Putnam Co. Agrl. Soc. Sept. 18-22. W. H. Tobias, Gilboa, O.
 - Owensville—Clermont Co. Agrl. Soc. Aug. 14-18. J. E. Christy, Monterey, O.
 - Proctorville—Lawrence Co. Agrl. Soc. Aug. 21-24. H. W. A. B.
 - Rainbow—Highland Co. Agrl. Soc. July 10-13. C. A. Weaver, Hillsboro, O.
 - Sandusky—Erie Co. Agrl. Soc. Sept. 4-7. George D. Beatty.
 - Smithfield—Jefferson Co. Agrl. Soc. Sept. 25-28. J. O. Havne.
 - Tiffin—Seneca Co. Agrl. Soc. Aug. 21-24. George L. Bakestraw.
 - Troy—Miami Co. Agrl. Soc. Sept. 18-21. C. W. Kline.
 - Upper Sandusky—Wyandot Co. Agrl. Soc. Sept. 11-14. Ira T. Mattoon.
 - Van Wert—Van Wert Co. Agrl. Soc. Sept. 4-7. W. A. Marker.
 - Wapakoneta—Anguize Co. Agrl. Soc. Aug. 28-31. A. E. Schaffer.
 - Warren—Trumbull Co. Agrl. Soc. Aug. 28-31. Homer C. Mackey.
 - Wauseon—Fulton Co. Agrl. Soc. Sept. 4-7. Val Weber.
 - Wellston—Jackson Co. Agrl. Soc. July 24-27. John B. Bain.
 - Wilmington—Wilmington Fair. Aug. 7-10. H. D. Pennington.
 - Zanesville—Muskingum Co. Agrl. Soc. Aug. 14-17. R. Y. White.
- OKLAHOMA**
- Blackwell—Kay Co. Free Fair Assn. Sept. 15. H. N. Naylor.
 - Claremore—Rogers Co. Free Fair Assn. Sept. 18-21. D. A. Willhelt.
 - Elk City—Beckham Co. Fair Assn. Sept. 18-22. Guy Woodman.
 - Marlow—Marlow District Fair. Sept. 6-8. W. G. Shipp.
 - McAloster—Pittsburg Co. Fair Assn. Sept. 13-16. Boone Williams.
 - Mooreland—Mooreland Dist. Fair Assn. Sept. 17-19. E. S. Hazen.
 - Muskogee—Oklahoma Free State Fair. Oct. 1-6. Ethel Murray Samonds.
 - Oklahoma City—Oklahoma Co. Free Fair Assn. Sept. 18-19. C. R. Donart.
 - Oklahoma City—Ok. State Fair & Expo. Sept. 22-29. Ralph T. Humbill, Box 974.
 - Pawhuska—Osage Co. Free Fair Assn. Sept. 15-15. S. M. Couston.
 - Rush Springs—Fair, auspices American Legion. Sept. 17-20. Wm. S. Wilson.
 - Strong City—Roger Mills Co. Free Fair Assn. Sept. 13-15. Byron Hawkins.
 - Tulsa—Tulsa Co. Free Fair Assn. Sept. 15-19. Paul C. Meyer.
 - Vinita—Craig Co. Free Fair Assn. Sept. 26-29. P. B. Vandament.
 - Wagoner—Wagoner Co. Free Fair Assn. Sept. 18-21. T. A. Parkinson.
- OREGON**
- Myrtle Point—Cooks and Curry Fair Assn. Sept. 3-8. K. H. Hansen.
 - Madford—Jackson Co. Fair Assn. Sept. 12-15. H. O. Frohman.
 - Portland—Pacific International Live Stock Expo. Nov. 3-10. O. M. Plummer, 211 N. Western Bank Bldg.
 - Prineville—Oregon Inter-State Fair. Oct. 2-6. R. L. Schee.
 - Salem—Oregon State Fair. Sept. 24-29. E. S. Wilson, acting secretary.
 - Stanton—Stanton Fair and Roundup. Sept. 14. W. F. Browning.
- PENNSYLVANIA**
- Abertown—Lehigh Co. Agrl. Soc. Sept. 18-22. H. B. Schall.
 - Albion—Inter-State Fair Assn. Week Sept. 19. Chas. B. Mills.
 - Altoona—Blair Co. Road Drivers' Assn. Aug. 14-17. J. L. Wertzberger, Box 23.
 - Bloomburg—Columbia Co. Agrl. Assn. Oct. 1-6. Harry B. Correll.
 - Brookville—Jefferson Co. Agrl. Assn. Sept. 11-14. G. A. Carmalt.
 - Burgottstown—Union Agrl. Assn. Oct. 2-4. J. T. McLaugh.
 - Carmichael—Greene Co. Agrl. Soc. Sept. 18-21. Charles J. Lincoln.
 - Clark's Summit—Lackawanna Co. Fair Assn. Sept. 3-7. A. B. Morse.
 - Chesfield—Chesfield Co. Agrl. Soc. Sept. 25-28. F. B. Reed.
 - Conneaut Lake—Conneaut Lake Agrl. Assn. Aug. 27-31. A. H. Seiple.
 - Dawson—Dawson Fair Assn. Sept. 11-14. George C. Cochran.
 - Dayton—Dayton Agrl. Assn. Sept. 11-14. M. H. Redding.
 - Franklin Park—Franklin Park Agrl. Assn. Aug. 29-25. Frank Baeder, 1915 State St.
 - Fredericktown—Fredericktown Agrl. Assn. Aug. 15-18. Walter H. Weaver.
 - Jacksboro—Sullivan Co. Agrl. Soc. Oct. 2-5. J. R. Motz.
 - Haverhill—Haverhill Agrl. Soc. Sept. 18-21. S. A. Geiselman.
 - Hessington—Wayne Co. Agrl. Soc. Oct. 2-5. E. W. Gammell.

WANTED--GOOD, CLEAN, MORAL PAY SHOWS AND CONCESSIONS

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EASTERN INDIANA FAIR CIRCUIT

- Middletown, Ind., July 31-August 1-2-3. F. A. Wisheart, Sec.
- Muncie, Ind., August 7-8-9-10. F. J. Claypool, Sec.
- New Castle, Ind., August 14-15-16-17. Ray Davis, Sec.
- Connersville, Ind., August 21-22-23-24. C. E. Edwards, Sec.
- Greenfield, Ind., August 21-22-23-24. Mr. Thomas, Sec.
- Portland, Ind., August 28-29-30-31. B. E. Sears, Sec.
- Anderson, Ind., August 28-29-30-31. E. C. Morris, Sec.
- Converse, Ind., September 11-12-13-14. W. W. Draper, Sec.

Address communications to individual Secretaries.

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WAUKESHA BEACH AMUSEMENT CO., INC.,

725 National Bank of Commerce Bldg., Milwaukee, Wis.

MENTION US, PLEASE—THE BILLBOARD.

- Hughesville—Lycoming Co. Fair Assn. Oct. 9-12. Edward B. Frontz.
- Indiana—Indiana Co. Agrl. Soc. Sept. 4-7. David Blair.
- Lancaster—Lancaster Co. Agrl. Fair Assn. Sept. 25-28. A. F. Seidmridge.
- Lebanon—Lebanon Valley Fair Assn. Aug. 28-31. J. A. Bollman.
- Lehighton—Lehighton Fair Assn. Sept. 25-29. Wm. J. Zahn.
- Lewistown—Pulaski Co. Agrl. Soc. Sept. 4-7. Lester W. Brown.
- Mansfield—Smythe Park Assn. Sept. 18-21. Frank H. Marvin.
- Meyersdale—Meyersdale Fair Assn. Sept. 18-21. D. J. Fiske.
- Milton—Great Milton Fair. Aug. 28-31. T. H. Pant.
- New Brighton—Beaver Co. Agrl. Assn. Sept. 26-29. M. J. Patterson, Beaver, Pa.
- Newport—Perry Co. Agrl. Soc. Sept. 11-14. M. L. Blittor.
- Port Royal—Junata Co. Agrl. Soc. Sept. 18-21. J. B. Book.
- Reading—Reading Fair. Sept. 11-15. John H. Tabnum.
- Stoneloro—Mercer Co. Agrl. Soc. Sept. 4-7. Chas. B. Hines.
- Stroudsburg—Monroe Co. Agrl. Soc. Sept. 3-7. H. S. Smover.
- Towanda—Bradford Co. Agrl. Soc. Aug. 28-31. Wm. M. Rosenfield.
- Waynesburg—Waynesburg Fair and Agrl. Assn. Aug. 21-24. Ambrose Bradley.
- West Chester—Chester Co. Agrl. Assn. Oct. 3-6. Norris G. Temple, Pocopson, Pa.
- York—York Co. Agrl. Soc. Oct. 1-5. H. O. Heekert.

RHODE ISLAND

Portsmouth—Newport Agrl. Soc. Sept. 18-21. J. R. Chase, 292 Timmes street, Newport, R. I.

SOUTH CAROLINA

Chester—Chester Fair, ausp. Chamber of Commerce. Oct. 30-Nov. 2. H. B. Branch.

SOUTH DAKOTA

- Buffalo Gap—Buffalo Gap Fair Assn. Sept. 17-19. W. F. Nolan.
- Clark—Clark Co. Agrl. Fair Assn. Sept. 25-27. George B. Otto.
- Faith—Tri-County Fair Assn. Aug. 28-30. W. H. Pine.
- Nisland—Butte Co. Fair Assn. Sept. 3-5. A. D. Ellison, Belle Fourche, S. D.
- Rock Rapids—Lyon Co. Fair Assn. Aug. 27-31. W. S. Cooper, pres.
- Winner—Tripp Co. Agrl. Fair Assn. Sept. 3-6. C. E. Malven.

TENNESSEE

- Alexandria—DeKalb Co. Fair Assn. Aug. 30-Sept. 1. Rob Roy.
- Chattanooga—Chattanooga Interstate Fair. Sept. 29-Oct. 6. Jos. R. Curtis.
- Hartsville—Hartsville Colored Fair Assn. Aug. 3-11. Lew Hall.
- Jackson—Madison Co. Agrl. Fair Assn. (Colored). Sept. 18-22. J. E. McNeely, 321 Stone wall st.
- Knoxville—East Tenn. Div. Fair. Sept. 24-29. H. D. Faust.
- Memphis—Tri-State Fair. Sept. 22-29. Frank D. Fuller, Box 1011.
- Sweetwater—East Tenn. Fair Assn. Sept. 11-14. I. N. Taylor.

TEXAS

- Abilene—West Texas Fair Assn. Sept. 24-29. W. G. Kinsolving.
- Amarillo—All-Panhandle Regional Fair. Sept. 25-30. Address: Chamber of Commerce.
- Bay City—Matagorda Co. Fair Assn. Early in November. W. O. Stephens.
- Beaumont—South Texas State Fair. Nov. 1-10. E. C. Bracken, care Chamber of Commerce.
- Beeville—Bee Co. Fair Assn. Oct. 16-19. W. R. Marsh.
- Bertram—Bertram Fair Assn. Aug. 1-3. H. O. Kluse.
- Boerne—Kendall Co. Fair Assn. Aug. 31-Sept. 3. Paul Holskamp.
- Clarksburg—Red River Co. Fair Assn. Oct. 3-11. S. B. Fryar.
- Childress—Childress State Fair. Sept. 12-15. J. W. Debenport, Box 159.
- Dallas—State Fair of Texas. Oct. 13-23. W. H. Stratton.
- Flintoma—Flintoma Fair Assn. Sept. 19-22. M. Fernau, Jr.
- Gonzales—Gonzales Co. Fair Assn. Oct. 3-6. W. E. Donovan.
- Lubbock—Panhandle South Plains Fair. Oct. 4-6. L. T. Martin.
- Memphis—Hall Co. Dist. Fair Assn. Sept. 5-8. T. C. Detamore.
- Nixon—Nixon Fair Assn. Oct. 17-20. D. D. Steele.
- San Saba—San Saba Co. Fair Assn. Aug. 14-17. J. E. Bell.
- Sagin—Guadalupe Co. Fair Assn. Sept. 25-29. George J. Kempen.
- Sherman—Red River Valley Fair Assn. Oct. 2-6. S. C. Swain.
- Timpan—East Texas Fair Assn. Oct. 9-13. C. H. McElPatrick.
- Waco—Texas Cotton Palace. Oct. 20-Nov. 4. S. N. Mayfield.
- Yorktown—Yorktown Fair Assn. Oct. 24-27. Paul A. Schmidt.

UTAH

Conville—Summit Co. Fair Assn. Sept. 26-28. J. Don Birch.

VERMONT

- Barton—Orleans Co. Fair Assn. Sept. 4-6. H. R. Barron.
- Manchester Center—Battenkill Valley Indust. Soc. Sept. 11-13. W. H. Shaw.
- Middlebury—Addison Co. Agrl. Soc. Aug. 25-31. Carl O. Church.
- Morrisville—Lamoille Valley Fair. Aug. 21-24. G. M. Winters.
- Northfield—Dog River Valley Fair Assn. Sept. 18-20. F. G. Fisdler.
- Sheldon Junction—Franklin Co. Fair Assn. Sept. 3-6. Chas. W. Gates, Franklin, Vt.
- St. Johnsbury—Caledonia Co. Fair. Aug. 28-30. Fred S. Harriman.
- Timberline—Pulaski Agrl. Soc., Inc. Sept. 25-27. Elw. R. Flint.
- White River Junction—Vermont State Fair. Sept. 11-14. Fred L. Davis.
- Woodstock—Windser Co. Agrl. Soc. Aug. 28-30. O. J. Paul.

VIRGINIA

- Berryville—Clarke Co. Horse and Colt Show Assn. Aug. 8-9. A. B. Hummer.
- Carysbrook—Floyd County Fair Assn., Inc. Oct. 9-11. J. P. Underhill, Fork Union, Va.
- Charlottesville—Piedmont Fair Assn. Sept. 18-21. H. K. Hawthorne.
- Class City—Rockingham Co. Fair Assn., Inc. Sept. 25-28. J. E. Brant.
- Danville—Danville Fair Assn., Inc. Oct. 9-12. Henry B. Watkins.
- Fairfax—Fairfax Co. Fair Assn., Inc. Sept. 25-28. Chas. F. Broadwater.

Galax—Galax Fair Assn. Sept. 11-14. W. C. Rossiter.
 Gloucester—Gloucester Agri. Assn., Inc. Sept. 11-14. C. G. Jones.
 Harrisonburg—Rockingham Co. Fair Assn. Aug. 28-31. L. E. Fletcher.
 Keyser—Eastern Shore Agri. Fair Assn. Aug. 28-31. H. E. Mears.
 Lawrenceville—Brunswick Co. Fair. Oct. 9-13. J. R. Walker, Jr., Littleton, N. C.
 Lynchburg—Interstate Fair. Sept. 25-28. F. A. Lovelock.
 Marion—Smith Co. Fair Assn. Aug. 28-31. E. K. Cannon.
 Martins Hill—Henry Co. Fair Assn. Oct. 16-19. Owen R. Hasky.
 Norfolk—Norfolk Agri. & Indust. Fair Assn., Inc. Sept. 3-8. J. N. Montgomery.
 Orange—Orange Fair Assn. Oct. 23-26. E. V. Breeden, Gordonsville, Va.
 Petersburg—Petersburg Fair Assn. Oct. 8-13. R. W. Limes.
 Providence Heights—Colored Fair Assn. of Fairfax Co. Oct. 10-11. W. A. West, Vienna, Va.
 Richmond—Virginia State Fair. Oct. 1-6. W. C. Saunders, Mutual Bldg.
 South Boston—Halifax Co. Fair Assn. Oct. 1-10. W. W. Wilkins, mgr., Turbeville, Va.
 Staunton—Staunton Fair. Sept. 3-8. C. B. Ralston.
 Tazewell—Peninsula Fair Assn. Aug. 7-10. D. Frank White, Parkley, Va.
 Tazewell—Tazewell Colored Fair. Aug. 21-24. J. Hall, Onancock, Va.
 W. Va.—Shenandoah Co. Fair Assn. Sept. 11-14. L. Z. Dingledine, Mt. Jackson, Va.

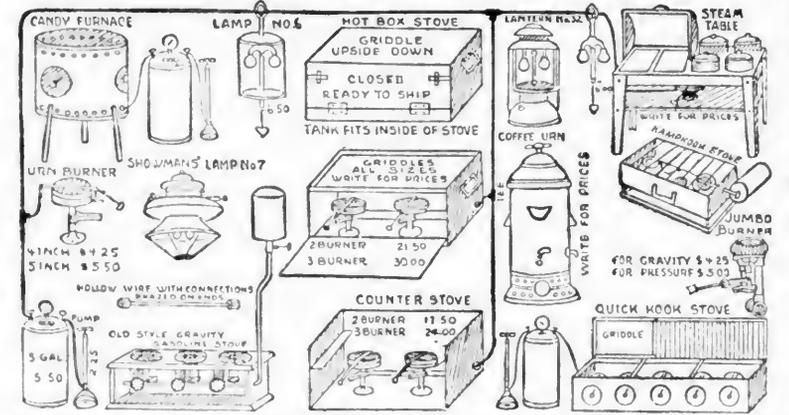
WASHINGTON
 Centerville—Southwest Wash. Fair Assn. Aug. 20-25. George R. Walker, Chesham, Md.
 Clarksburg—Clarksburg Fair Assn. Sept. 19-21. Dr. K. M. Smith, Md.
 Elmer—Elmer Harlow Co. Fair Assn. Aug. 29-Sept. 2. C. H. Palmer.
 Fryingpan—Western Wash. Fair Assn. Oct. 1-7. G. D. Osborne.
 Yakima—Washington State Fair. Sept. 17-22. H. F. Vermilye.

WEST VIRGINIA
 Marlinton—Pocahontas Co. Fair, Inc. Aug. 20-21. C. K. Livesay.
 Oak Hill—Fayette Co. Fair Assn. Sept. 3-8. W. R. Hayes, trass.
 Shepherdstown—Morgans Grove Fair Assn. Sept. 3-7. C. S. Musser.
 Wheeling—West Virginia State Fair. Sept. 3-8. Bert H. Swartz.

WISCONSIN
 Augusta—Eau Claire Co. Agri. Soc. Sept. 25-28. M. J. Wagner.
 Antigo—Lancaster Co. Agri. Soc. Sept. 11-14. Henry H. H. H.
 Baraboo—Sauk Co. Agri. Soc. Sept. 18-21. S. A. Felton.
 Beaver Dam—Dodge Co. Fair Assn. Sept. 24-28. J. E. Malone.
 Bescohed—Boscobel Agri. Assn. Aug. 7-10. Chas. A. Hair.
 Evansville—Rock Co. Agri. Soc. Aug. 1-4. C. S. Ware.
 Cedarburg—Ozaukee Co. Agri. Soc. Aug. 21-25. Fred J. Schmitt.
 Chilton—Calumet Co. Agri. Assn. Sept. 10-13. Herman Rau.
 Chippewa Falls—Northern Wis. State Fair Assn. Sept. 10-14. A. L. Putnam.
 Darlington—LaFayette Co. Agri. Soc. Aug. 28-31. Thos. Kirwan.
 DePere—Northwestern Wis. Fair. Aug. 27-30. Herb J. Smith.
 Durand—Chippewa Valley Dist. Fair. Sept. 25-28. Chas. A. Ingram.
 Elkhorn—Walworth Co. Agri. Soc. Sept. 3-7. Chet. Phillips.
 Fond du Lac—Fond du Lac Co. Agri. Soc. Sept. 3-6. S. D. Borcham.
 Galeville—Trempealeau Co. Agri. Soc. Aug. 21-23. George Trim.
 Hortonsville—Outagamie Co. Agri. Soc. Aug. 29-31. L. A. Carroll.
 Iron River—Bayfield Co. Fair Assn. Sept. 11-14. E. F. Daniels.
 Jefferson—Jefferson Co. Fair Assn. Sept. 11-14. G. F. Housley.
 Kilsbourn—Kilsbourn Inter-County Fair Assn. Sept. 25-28. Geo. E. Reynolds.
 Ladysmith—Rusk Co. Agri. Soc. Sept. 18-21. V. V. Miller.
 Manitowish—Manitowish Co. Fair Assn. Aug. 21-24. F. C. Borchardt, Jr.
 Madison—Juneau Co. Agri. Soc. Aug. 21-24. W. F. Winsor.
 Merrill—Lincoln Co. Agri. Soc. Aug. 28-31. Dr. L. J. O'Reilly.
 Milwaukee—Wisconsin State Fair. Aug. 27-Sept. 7. O. F. Brown.
 Onaga Falls—Inter-Township Fair Assn. Sept. 4-7. Albert Gillis.
 Oshkosh—Winnebago Co. Fair Assn. Sept. 18-21. Taylor G. Brown.
 Rhinelander—Oneida Co. Agri. Soc. Sept. 4-7. A. J. Braun.
 Rice Lake—Barron Co. Agri. Soc. Aug. 28-31. J. G. Rude.
 St. Cloud—Richland Co. Agri. Soc. Sept. 11-14. E. E. Ammer.
 St. Cloud—St. Cloud Fair Assn. Aug. 21-23. Geo. F. Fleming.
 Stevens Point—Shawano Co. Agri. Soc. Sept. 4-7. R. H. Fisher.
 Spencer—Washington Co. Agri. Assn. Sept. 11-14. L. J. Thompson.
 St. Paul Falls—Polk Co. Fair Soc. Sept. 11-14. H. E. Knoll.
 Sturgeon Bay—Door Co. Fair Assn. Sept. 11-13. N. C. Garland.
 Superior—Tri-State Fair. Sept. 3-7. Leslie G. Bass.
 Wausau—Marathon Co. Agri. Soc. Aug. 21-24. A. W. Frohn.
 Waubesa—Waushara Co. Fair Assn. Sept. 25-28. Chas. T. Taylor.
 West Bend—Washington Co. Agri. Soc. Oct. 2-5. Jos. F. Huber.
 Weyauwega—Winnebago Co. Agri. Assn. Sept. 11-14. A. J. Hleck.

Waxham Cook House Equipment

HERE IS OUR SHOW WINDOW. JUST TAKE A LOOK AT THE LATEST NEW YORK COOKING AND LIGHTING DEVICES.



For your convenience we have arranged the above illustration, showing lights, stoves, etc., all connected to one tank. A study of this illustration will show you how to order a complete outfit, consisting of tank, pump, hollow wire, necessary connections, etc. Write for our latest catalog and information on anything in the Cook House line that we have not listed above. When ordering, write name and address plainly, and give instructions whether you want shipment made by parcel post or express. Include extra postage on parcel post shipments. Personal checks cause from three to ten days' delay for collection, therefore we advise that you send cash by registered mail or remit by express or post office money order. On all orders under \$10.00 remit cash in full. On larger orders one-fourth deposit is required, balance C. O. D. Remember our motto, "PROMPT SHIPMENTS," and let us have your order today.

WAXHAM LIGHT COMPANY, Dept. 15, 550 West 42nd St., New York City
 Local and Long Distance Phone: Longacre 6385.

GREAT ALLENTOWN FAIR
SEPTEMBER 18-22, 1923
FIVE DAYS :: :: FOUR NIGHTS
CLEAN CONCESSIONS WANTED
 Write for Diagram and Conditions
A. SWEIBEL, Treasurer, - ALLENTOWN, PA.

COOK COUNTY FAIR, Palatine, Ills.
TWENTY MILES FROM CHICAGO,
AUGUST 29 TO SEPTEMBER 3. This Includes Labor Day.
ALL KINDS OF LEGITIMATE CONCESSIONS WANTED.
W. P. GERSLINE, Pres. CHAS. M. KENNEDY, Gen'l Mgr.

WYOMING
 Lander—Fremont Co. Fair Assn. Approx. Sept. 5-10. J. D. Hamilton.
 Laramie—Albany Co. Fair Sept. 4-6. Stanley Edwards, Box 533.

CANADA
ALBERTA
 Calgary—Calgary Indust. Exhn. Co., Ltd. July 9-14. E. L. Richardson.
 Camrose—Camrose Exhn. Assn. July 26-28. J. T. Johnson.
 Edmonton—Edmonton Exhn. Assn. July 16-21. W. J. Stark.
 Lethbridge—Lethbridge Exhn. Assn. July 31-Aug. 2. R. W. Gardner.
 Red Deer—Red Deer Agri. Soc. July 23-25. E. W. Blockland.
 Stettler—Stettler Dist. Agri. Soc. July 2-3. Geo. T. Pavey.

BRITISH COLUMBIA
 Nelson—Nelson Agri. and Indust. Assn. Sept. 18-21. G. Horstead, Box 392.
 New Westminster—Provincial Exhn. of B. C. Sept. 10-15. D. E. MacKenzie, Box 151.
 Prince George—Fort George Agri. Assn. Sept. 3-4. Fred D. Taylor, Box 24.
 Saanichton—North and South Saanich Agri. Soc. Oct. 2-3. Colin A. Chisholm.
 Vancouver—Vancouver Exhn. Assn. Aug. 11-18. H. S. Rolston.

MANITOBA
 Brandon—Provincial Exhn. of Manitoba, July 27-Aug. 1. W. I. Sprule.

NEW BRUNSWICK
 Fredericton—Fredericton Exhn. Ltd. Sept. 17-22. Wm. Crankbank, Box 882.
 St. John—St. John Exhn. Assn. Sept. 1-8. Honore A. Porter.

NOVA SCOTIA
 Antigonish—Antigonish Co. Farmers' Assn. Sept. 27-28. Thos. F. Macdonald.
 Middle Musquodoboit—Agri. Soc. Sept. 25-26. R. H. Reid.
 Shubenacadie—Shubenacadie Agri. Soc. Sept. 17-20. W. D. Bowers.

ONTARIO
 Aylmer—Aylmer & E. Elgin Agri. Soc. Sept. 5-7. J. Nairn Bradley.
 Beaufort—N. Renfrew Agri. Soc. Sept. 24-26. L. O. Christmann.
 Beausville—Clifton and Louth Agri. Soc. Sept. 11-13. S. J. Wilson.
 Brockville—Brockville Agri. Fair Assn. Aug. 21-23. Dr. D. M. Robertson.
 Collingwood—Nottawasaga Agri. Soc. Sept. 11-14. C. A. Macdonald.
 Essex—Essex Co. Corn Imp. Assn. Sept. 21-27. Justus Miller.
 Fort William—Fort Arthur—West Algoma Agri. Soc. Aug. 23-25. Wilfred Walker, Royal Bank Bldg., Fort William.

QUEBEC
 Kingston—Kingston Indust. Exhn. Sept. 18-22. R. J. Boshell, Bath Road, Ont.
 London—Western Fair Assn. Sept. 8-15. A. M. Hunt.
 Orleans—Trafalga Agri. Soc. Sept. 13-15. L. H. Cornwall.
 Ottawa—Central Canada Exhn. Assn. Sept. 7-17. James K. Paisley.
 Owen Sound—Owen Sound Agri. Soc. Sept. 11-13. E. D. Bonnell.
 Peterborough—Peterborough Indust. Exhn. Sept. 12-15. F. J. A. Hall.
 Picton—Prince Edward Agri. Soc. Sept. 18-21. A. P. MacVannell.
 Renfrew—Renfrew Agri. Soc. Sept. 18-21. C. A. Doherty.
 Sault Ste. Marie—Central Algoma Agri. Soc. Sept. 4-7. J. M. MacIntosh.
 Simcoe—Norfolk Co. Fair. Sept. 24-26. G. G. Bramhill.
 Toronto—Canadian Nat'l Exhn. Assn. Aug. 25-Sept. 8. John G. Kent Lumsden Bldg.
 Van Kleeck Hill—Van Kleeck Hill Agri. Soc. Sept. 4-6. George L. Allen, Box 32.
 Welland—Welland Co. Agri. Soc. Oct. 2-4. O. K. Somerville.

QUEBEC
 Brome—Brome Co. Agri. Soc. Sept. 4-6. E. Caldwell.
 Quebec—Quebec Provincial Exhn. Sept. 1-8. Georges Morisset, City Hall, Quebec.
 Richmond—Richmond Co. Agri. Soc. Sept. 11-12. A. E. Main, Upper Melbourne, Que.
 Sherbrooke—Canada's Great Eastern Exhn. Aug. 25-Sept. 1. Sydney E. Francis.
 St. Alexandre d'Iberville—Agri. Soc. County of Iberville. Sept. 5-6. J. B. Bessette.
 Ste. Scholastique—Expo. de Ste. Scholastique. Sept. 17-20. Joseph Fortier.
 Waterloo—Shefford Co. Agri. Soc. Sept. 11-12. N. O. Rockwell.

SASKATCHEWAN
 Estevan—Estevan Agri. Soc. July 2-5. E. W. Garner.
 Govan—Govan Agri. Soc. July 26-27. J. H. Edwards.
 Lloydminster—Lloydminster Exhn. Assn. July 30-Aug. 1. H. Huxley.
 Melfort—Melfort Agri. Soc. July 17-20. George B. Jameson.
 North Battleford—N. Battleford Agri. Soc. Aug. 2-4. F. Wright.
 Prince Albert—Prince Albert Agri. Soc. Aug. 7-10. W. O. McDougall.
 Regina—Provincial Exhn. July 30-Aug. 4. D. T. Elderkin.
 Saskatoon—Saskatoon Indust. Exhn. Ltd. July 23-28. Sid W. Johns.
 Weyburn—Weyburn Agri. Soc. Aug. 6-8. Frank Heard.
 Yorkton—Yorkton Agri. and Indust. Exhn. July 10-13. J. A. Duncan.

Faultless
BALLOONS

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Get ready, boys, for the biggest season you've ever had. Business is good, wages are high, and the Faultless Toy Balloons and Rubber Novelties are better than ever before.

FAULTLESS TOY BALLOONS

have always been the leaders in their line. This year in every way they are better and better. They are big and strong, with long necks, making them easy to tie. The colors are bright, non-poisonous, and WILL NOT RUB OFF. Prices are the lowest possible for a No. 1 Quality, due to our enormous production. You can make more money with these famous Balloons and at the same time get better merchandise. Order direct from our factory and you are sure of getting FRESH Balloons.

We offer you a most complete line of Balloons, Squawkers, Come-Back Balls and other exclusive Rubber Novelties. Many are new this year. Get the dope on these now. Don't wait until the season opens.

Extra Money Plan

Here is a proposition which refunds you real money at the end of the year, based on the amount of goods you have bought. It is like finding money on the street.

Write today for information and prices on Faultless Toy Balloons, Rubber Novelties and this Extra Money Plan.

The Faultless Rubber Co.
 330 Rubber Street
ASHLAND, OHIO

JACKSON CO. FAIR, BOND, KY.
SEPT. 20, 21 and 22, 1923
 READY TO BOOK ATTRACTIONS, SHOWS, RIDES,
 Best Mountain Fair
 W. R. REYNOLDS, Pres., Tyner, Ky.
CONCESSIONS WANTED FOR FAYETTE COUNTY FAIR
 Union, Iowa; also 4th of July Celebration on Fairgrounds.
 H. M. STAFFORD, Secy.

AMUSEMENT PARKS

This List Contains All of the Important Parks Which Will Be in Operation During the Season of 1923

ALABAMA

Birmingham—Edgewood Park, Hilco Am. Enterprise, Inc., prop.; Beach W. Hill, mgr. and mgr. attractions; plays vaudeville and bands. Birmingham—East Lake Park, Miles Bradford, mgr.; does not play vaudeville, play bands. Birmingham—West Lake Park, J. I. Kay, prop., mgr. and mgr. attractions; plays bands, no vaudeville. Fairhope—Fairhope Casino & Beach, Capt. W. C. Bowen, prop., mgr. and mgr. attractions; plays bands; no vaudeville. Gadsden—Socumula Park, Gadsden, Hellevie & L. M. Ry., prop.; Lou Hart, mgr. & mgr. attractions; plays vaudeville and bands. Mobile—Memoré Park, Mobile Light & R. R. Co., prop.; I. M. Black Taylor, mgr.; plays local band, no vaudeville. Mobile—Patton Park (Colored), Dave Patton, mgr.; plays bands; no vaudeville. Mobile—Bayview Park, Capt. R. H. Oswald, prop., mgr. and mgr. attractions; plays bands; no vaudeville. Montgomery—Washington Park, Walter L. Thomas, mgr. & E. Jones, prop.; park plays vaudeville and bands. Oxford—Oxford Lake Park, J. A. Hulse, prop. and mgr.; plays bands on special occasions, no vaudeville. Sheffield—Lincoln Park (Colored) Sheffield Co., prop.; E. H. Fields, mgr. and mgr. attractions; plays vaudeville, but no bands. Tuscaloosa—Stairway Lake Park, R. Vervey Park Co., Inc., prop.; J. R. Stallworth, mgr.

ARIZONA

Phoenix—Joyland Amusement Park, M. J. Morley, owner; Harry Robinson, mgr. Phoenix—Riverside Amusement Park, Richards & Nace, prop., mgrs. and mgrs. attractions; plays vaudeville and bands occasionally. Tucson—Elysian Grove, E. Drachman, mgr.; park plays vaudeville and bands; booked by Bert Levy.

ARKANSAS

Ft. Smith—Joyland Park, J. L. Landes, mgr. Helena—Beach Crest Park, Jos. C. Meyers, pres.; Leo Marcus, mgr. Hot Springs National Park—Whittington Park, Hot Springs Nat. Ry. Co., prop.; George Antonio, mgr. Little Rock—White City Park, White City Co., prop.; H. B. Blankenship, mgr. and mgr. attractions; plays bands, no vaudeville. Russellville—Crescent Park, E. H. Butler, prop. and mgr.; does not play vaudeville or bands.

CALIFORNIA

Alameda—Neptune Beach, R. C. Strehlow, prop. and mgr.; A. F. Strehlow, mgr. attractions; plays outdoor acts and bands. Coronado—Coronado Beach, Spirekels Co., prop.; E. A. Swanson, mgr.; plays bands; no vaudeville. Long Beach—Silver Spray Pleasure Pier, Long Beach Pleasure Pier Co., prop.; Warren E. Clew, mgr. and mgr. attractions; plays bands; no vaudeville. Los Angeles—Selig Zoo Park, Sam C. Haller, mgr. Los Angeles—Lincoln Park, S. M. Barrett, mgr. Oakland—Idra Park, Idra Park Co., prop.; L. B. York, mgr.; plays bands occasionally, but no vaudeville. Ocean Park—Lark's New Dome Pier, Lick Pier Co., prop.; Elias A. Lick, mgr.; plays orchestras, no vaudeville. Ocean Park—Pickering Pleasure Pier, Ernest Pickering, mgr. Redondo Beach—Redondo Beach Pier, John Summers, mgr. Sacramento—Joyland Park, Joyland Co., Inc., prop.; Theo. L. Shere, mgr. and mgr. attractions; vaudeville booked by S. F. Agency; no bands. San Bernardino—Urbina Springs Park, Lou Summers, mgr. and mgr. attractions; plays vaudeville on Sundays and holidays; local bands. San Francisco—"Clint's at the Beach", John M. Friedle & Arthur Loeff, prop.; John M. Friedle, mgr. and mgr. attractions; no vaudeville or bands. Santa Monica—Municipal Pleasure Pier, Jas. Carter, mgr. Venice—Aunt Kinney Pier, Thornton Kinney, mgr.

COLORADO

Denver—Lakeside Park, Denver Park & Am. Co., prop.; Philip P. Froschlich, mgr. and mgr. attractions; does not play vaudeville or bands. Denver—Stanhope Gardens, Stanhope Gardens Co., prop. and mgr.; does not play vaudeville or bands. Pueblo—Lakeside Amusement Park, J. J. McQuillen, prop., mgr. and mgr. attractions; does not play vaudeville or bands. Trinidad—Central Park, H. S. Fosgen, gen. mgr.

CONNECTICUT

Bridgeport—Pleasure Beach Park, Pleasure Beach Park Co., prop.; Ed W. Benson, mgr. and mgr. attractions; plays vaudeville, outdoor acts and bands. Bristol—Lake Campoune Park, Pierce & Newton, prop. and mgr.; Edward Barre, mgr. attractions; plays bands; no vaudeville. Danbury—Kenesa Park, M. L. Lesbur, lessee; Wm. H. Jarvis, Jr., mgr. and mgr. attractions; plays vaudeville, booked by Fally Markets, New York; bands and stock. Hartford—Largest Park, Gus P. Hatch, mgr., 581 Main St. Hartford—Capital Park, Capital Park Realty Co., prop.; Clarence G. Ward, mgr. and mgr. attractions; plays vaudeville and bands. Killingworth—Lakeside Park, P. J. Sheridan, prop., mgr. and mgr. attractions; plays bands, no vaudeville. Meriden—Richland Lake Park, D. V. O'Connell, prop., mgr. and mgr. attractions; plays bands; no vaudeville. Meriden—Sunset Beach, Alex S. Fisher, prop., mgr. and mgr. attractions; plays bands; vaudeville booked by Walter J. Pummer. Meriden—Hillside Park, Hillside Am. Co., prop.; W. J. L. Brown, mgr. and mgr. attractions; plays bands and local vaudeville. Milford—Lakeside Park, John H. Lawler, 5 Pond St., prop. and mgr. and mgr. attractions; plays local bands but no vaudeville. Milford—Oak Grove Park (Waquoit Beach), John J. Bennett, mgr. Assonet, Conn. New Haven—Lakeside Beach Park, East Shore Am. Co., prop.; Louis B. Stanley, mgr.; plays bands; no vaudeville. New London—Ocean Beach Amusement Park, Ocean Beach Realty & Am. Co., prop.; M. Ponzinger, mgr. Rockville—Crystal Lake Park, Louis Kosterch, prop., mgr. and mgr. attractions; plays bands; no vaudeville.

South Norwalk—Roton Point Park, Gorge Seenie Water Kete Co., prop.; Neville Bayley, mgr.; does not play vaudeville or bands. Waquoit Beach—Little Concy, Bell & Richards, prop.; H. S. Bell, mgr.; vaudeville booked by Fally Markets; no bands. Warehouse Point—Piney Ridge, Jos. Mihill, mgr.; park plays vaudeville and bands; books independently. Waterbury—Lakewood Park, Dr. S. A. DeWalt, prop. and mgr. attractions; plays bands; vaudeville on Sundays. Waterbury—Lake Umbagog Park, The Connecticut Co., prop.; Michael F. O'Connell, lessee.

CUBA

Havana—Habana Park, Jos. A. McKee, supt.

DELAWARE

Rehoboth Beach—Royal Park, Chas. S. Horn, prop., mgr. & mgr. attractions; plays vaudeville and bands. Wilmington—Shellpot Park, Mrs. Dorothy McHenry, prop., mgr. and mgr. attractions; plays bands, no vaudeville.

DISTRICT OF COLUMBIA

Washington—Arlington Amusement Beach, Arlington Beach Am. Co., prop., 504 Wilkins Bldg. Washington—Suburban Gardens (Colored), Universal Development & Loan Co., 1835 11th St. N. W., prop.; W. W. Fraction, mgr. and mgr. attractions; plays vaudeville and bands. Washington—Glen Echo Park, Glen Echo Park Co., prop.; Leonard R. Schloss, gen. dir. and mgr. attractions; plays bands occasionally; vaudeville booked by John C. Jackel.

FLORIDA

Clearwater—Clearwater Beach, Clearwater Island Bridge Co., Inc., prop.; W. H. Schooley, mgr.; plays bands, but no vaudeville. Cocoa—Cocoa Beach, Cocoa Beach Casino Corp., prop.; P. L. Kershaw, pres. Daytona Beach—Daytona Beach Amusement Park, Daytona Beach Am. Co., prop. Jacksonville—Amusement Pier (Pablo Beach), Shads Amusement Pier, Inc., mgrs., 221 W. Adams St. Miami—Elder Pier, Maxwell & Higleyman, prop.; Fred W. Maxwell, mgr. and mgr. attractions; plays orchestras, vaudeville occasionally. Miami—Luna Park, Herbert H. Pattee, mgr. Pensacola—Bay View Park & Saunders Beach, J. H. Bayless, mgr. and mgr. attractions; plays vaudeville and bands occasionally. Tampa—Sunset Beach Park, J. B. Hendershot, gen. mgr. Tampa—Sulphur Springs Amusement Park, Address Secy, P. O. Box 152 Tampa—Ballast Point Park, Tampa Electric Co., prop.; L. A. Hippenmeier, mgr. and mgr. attractions; local bands; no vaudeville.

GEORGIA

Atlanta—Lakewood Park, Southeastern Fair Assn., prop.; R. M. Striplin, mgr. and mgr. attractions; plays bands, no vaudeville. Gainesville—Chattahoochee Park, Gainesville Ry. and Power Co., prop. and mgr.

Macon—Lakeside Park, Homer Harris, mgr. and mgr. attractions; plays bands; no vaudeville. Macon—Recreation Park, W. T. Rengau, mgr. and mgr. attractions; plays bands; no vaudeville. Savannah—Linhaven (Colored Park), Henry Bursey, prop. and mgr.; Wm. Armstrong, mgr. attractions, plays bands; vaudeville occasionally. Savannah—Lincoln Park (Colored), W. J. Whiteman, prop.; W. J. Whiteman, Jr., mgr. attractions; plays vaudeville; has own orchestra.

HAWAII

Honolulu—Aloha Park, W. A. Cory, mgr.

IDAHO

Boise—White City Park, Natatorium Park Am. Co., prop.; G. W. Hull, mgr. and mgr. attractions; plays bands, but no vaudeville. Weiser—Heron Trail Park, Standard Am. Co., Inc., prop.; Frank Mortimer, mgr.; no vaudeville or bands.

ILLINOIS

Aurora—Exposition Park, Central States Fair & Expo. Inc., prop.; C. R. Trimble, secy.; plays vaudeville and bands. Bloomington—Lake Park, Fred Wolkau, Jr., mgr. Charleston (between Charleston & Mattoon)—Beverly Gardens, S. & D. Amusement Enterprises, owners; F. W. Sinsabaugh, mgr.; P. O. Box 43; plays attractions. Charleston—River View Park, Edie Threlkeld, prop., mgr. and mgr. attractions; plays open-air acts occasionally; has own band. Chicago—Riverview Park, Riverview Park Co., prop.; Geo. A. Schmidt, gen. mgr.; A. R. Hedge, asst. mgr.; plays bands; no vaudeville. Chicago—White City Park, White City Am. Co., prop.; Herbert A. Ryfield, pres.; Hubert W. Plain, mgr.; plays reviews and bands. Cicero—Hawthorne Park, Hawthorne Park Co., prop.; Edward Tanel, mgr. and mgr. attractions; plays vaudeville and bands. East Moline—Campbell's Island, Tri-City Ry. Co., prop.; Robert Pierce, mgr.; plays outdoor attractions; bands occasionally. Galesburg—Highland Park, D. McAfee, mgr.; park does not play vaudeville; plays bands. Homer—Homer Park, Inc., C. B. Burkhardt, mgr. and mgr. attractions; plays bands and vaudeville, Sundays only. Joliet—Dellwood Park, Dellwood Park Co., prop.; J. P. MacCallister, mgr. and mgr. attractions; no vaudeville or bands. Kankakee—Kankakee Electric Park, A. J. Reber, owner, mgr. and mgr. attractions; plays vaudeville and bands. Kewanee—Windmont Park, Galesburg & Kewanee Elec. Ry. Co., prop.; W. T. Lamb, supt.; plays bands; no vaudeville. Macomb—Holmes Park, L. L. Butterfield, prop., mgr. and mgr. attractions; plays vaudeville and bands. Monaca—Fair Grounds Park, Monaca Dist. Fair Assn., prop.; H. J. Conrad, secy.-mgr.; plays bands; vaudeville at times. Monaca—Oakdale Park, Geo. Geuther, Manhattan, Ill., prop.; plays bands.

Ottawa—Illini Beach, Chicago, Ottawa & Peoria Ry., prop.; W. F. Fisher, mgr. and mgr. attractions; plays open-air acts and bands. Paris—Twin Lakes Park, Twin Lakes Am. Assn., Inc., prop.; J. E. Foote, mgr. and mgr. attractions; plays vaudeville and bands. Peoria—Al Fresco Park, United Am. Co. Prop.; E. C. Marohn, mgr. and mgr. attractions; plays vaudeville; no bands. Peru—Minerva Park, Robt. Hochguertel, mgr.; plays vaudeville; no bands. Plainfield—Electric Park, Chester G. Moore, mgr. Quincy—Highland Park, Quincy Am. Co., prop.; H. L. Breinlig, mgr. and mgr. attractions; plays bands; vaudeville occasionally. Rock Island—Watch Tower Park, G. R. Stephenson, prop., mgr. and mgr. attractions; plays vaudeville and bands. Rockford—Central Park Gardens, Central Park Co., Inc., prop.; Frank P. Johnson, mgr. and mgr. attractions; plays reviews, booked by James B. Stanton; no bands. Rockford—Harlem Park, C. O. Breinlig, mgr.; plays vaudeville and bands. Shelbyville—Forrest Park, Shelby Co. Fair Assn., prop.; F. R. Dove, mgr. and mgr. attractions; plays vaudeville and bands occasionally.

INDIANA

Anderson—Mounds Park, Union Traction Co., prop.; John Kittinger, mgr. and mgr. attractions; plays bands on Sundays and holidays; no vaudeville. Angoon—Lake James Beach, Waller & Goodrich, prop., mgrs. and mgrs. attractions; no vaudeville or bands. Eaton—Riverside Park, Union Traction Co., prop.; John A. Klme, mgr.; does not play vaudeville. Evansville—Pleasure Park, L. M. Humphrey, mgr.; plays bands; no vaudeville. Farmland—Mills Lake Park, Reard & Semans, prop.; J. M. Semans, mgr. and mgr. attractions; plays bands; no vaudeville. Ft. Wayne—River View Park, C. S. Aitschul, pres.; plays vaudeville, bands, tabs stock and opera. Hammond—Coy's Park, Wm. Coy, prop., mgr. and mgr. attractions; plays bands, but no vaudeville. Indianapolis—Broad Ripple Park, Jas. H. Makin, mgr. and mgr. attractions; plays bands; no vaudeville. Indianapolis—Riverside Amusement Park, Riverside Park Am. Co., prop.; Archie W. Colter, mgr. and mgr. attractions; plays vaudeville and bands. Kokomo—Exposition Park, Chamber of Commerce, prop.; W. H. Arnett, mgr. and mgr. attractions; plays bands; no vaudeville. La Fayette—Columbian Park, J. W. Clemens, mgr. and mgr. attractions; plays bands; no vaudeville. Marion—Wonderland Park, Mina Lent, prop., mgr. and mgr. attractions; plays vaudeville and bands. Michigan City—Washington Park, W. E. Greenebaum, care Chamber of Commerce, mgr.; plays vaudeville, but no bands. Miller—Miller Beach, Miller Beach Am. Co., prop.; J. C. Abbott, mgr. & mgr. attractions; plays bands occasionally; no vaudeville. Muncie—Westside Park, James Leitch, mgr.; park plays bands. Newcastle—Shively's Park, W. E. H. Marsh, prop., mgr. and mgr. attractions; no vaudeville or bands. Newcastle—Harvey's Park, M. D. Harvey, prop.; Ed L. Harvey, mgr. and mgr. attractions; no vaudeville or bands. New Albany—Glenwood Park, E. E. Monroe, prop. and mgr. attractions; plays bands; no vaudeville. Richmond—Glen Miller Park, J. Henry Fulle, supt.; plays bands; no vaudeville. Rochester—Long Beach Amusement Park, C. H. Shank, Sr., prop. and mgr.; R. M. Edwards, mgr. attractions; plays vaudeville; bands occasionally. South Bend—Springbrook Park, George Doc Owens, mgr. Vincennes—Lakewood Park, S. F. Dralm, mgr. and mgr. attractions; plays bands; no vaudeville. Washington—Eastside Park, Palmer & Armstrong, prop.; plays bands and independent free acts.

IOWA

Albia—Urban Park, Albia Light & Ry. Co., prop.; C. A. (Happy) Hill, mgr. mgr. & mgr. attractions, plays independent vaudeville & bands. Anthonis Park—Anthonis Park, A. L. Peck, prop., mgr. and mgr. attractions; plays bands; vaudeville booked by C. A. Tennant. Anthonis Park—Benit's Amusement Park, C. P. Benit, prop., mgr. and mgr. attractions; does not play vaudeville or bands. Cedar Rapids—Cedar Park, C. O. Breinlig, prop.; mgr. & mgr. attractions; plays bands; no vaudeville. Clear Lake—Bayside Park, Clear Lake Park Co., prop.; Chas. Ritz, mgr.; O. S. Durr, mgr. attractions; plays vaudeville and bands. Clinton—Eagle Point Park, Clinton St. Ry. Co., prop. Council Bluffs—Manawa Park, Omaha & Council Bluffs St. Ry. Co., prop.; F. B. Stewart, mgr. Davenport—Forest Park, Tobe Watkins, prop., mgr. & mgr. attractions; plays bands, but no vaudeville. Des Moines—Riverside Park, Omer J. Kenyon, mgr. and mgr. attractions; plays bands, no vaudeville. Dexter—Deafield Park, Deafield Park Co., prop.; A. M. Thurtle, pres. & mgr.; W. E. Snyder, mgr. attractions; plays vaudeville & bands. Dubuque—Union Park, Dubuque Electric Co., prop.; O. H. Simonds, mgr. Lake City—Stanlow Park, W. S. Fulkerson, prop.; Loren L. Border, mgr.; Jas. F. Findlay, mgr. attractions; plays bands & vaudeville occasionally. Mason City—Banyole Amusement Park, Roy B. Stanfield, mgr., 100 The Kirk Apts. Nevada—Dayton's Amusement Park, A. L. Dayton, prop., mgr. & mgr. attractions; plays bands & vaudeville occasionally. Oklawaha—Wildwood Park, J. M. Miles, prop., mgr. and mgr. attractions; plays bands; no vaudeville. Ruthven—Electric Park, J. G. Manning, mgr.; plays vaudeville and bands. Sioux City—Riverside Park, Carl H. Edwards, prop., mgr. & mgr. attractions; plays local vaudeville & bands.

(Continued on page 162)

PICKERING PLEASURE PIER Largest Pleasure Pier in the World! OCEAN PARK, CALIFORNIA. HEART OF SANTA MONICA BAY, 14 MILES FROM LOS ANGELES, THE LARGEST CITY IN THE WEST. WRITE NOW FOR 1923 LOCATIONS. SPACE FOR Rides-Games-Shows

FOR SALE! MINIATURE RAILWAY Good running order. Engine, three coaches (2 in each), 2,400 feet rails (or 1,200 ft. track). Address ELWOOD C. POTTER, Vineland, N. J. O. K. STUART KING OF ALL AERIAL KINGS High Tight Wire Comedy Act. Address Billboard Cincinnati, O. or 8090 East Washington St., Indianapolis, Indiana. Uses for Parks, Street and County Fairs. Aerials made for Indiana, Illinois, Michigan, Ohio and Kentucky. I will make 9 Aerials if you will pay for materials. CONCESSIONS TO RENT RIVERVIEW PARK, ELYRIA, OHIO. Write for location for Rides of all kinds. People who learn to make money. Free Attractions and help you make money. 807 187, Elyria, Ohio.

YOU CONCESSIONAIRES!

DO YOU KNOW THAT LAMPS ARE SELLING
FASTER THAN ANY OTHER ARTICLE?

And Do You Know That

OUR LAMPS ARE MORE IN DEMAND
THAN ANY LINE SHOWN THIS SEASON?

OUR SUMMER SPECIAL!



No. B/3.
Height, 11½ in.

These are real
lamps, not some
foolish substitute.

THIS ONE:

Sample, \$2.25
100 lots, 2.00

They move because
they can be used
anywhere, in
any home!

THIS ONE:

Sample, \$2.00
100 lots, 1.75



No. A/1.
Height, 11½ in.

By their illumina-
tion they add life
and flash to your
stand.

THIS ONE:

Sample, \$2.00
100 lots, 1.75



No. C/1.
Height, 11½ in.

All Lamps in ivory,
gold or polychrome
finish.

THIS ONE:

Sample, \$2.00
100 lots, 1.75



No. B 2.
Height, 11 in.

All lamps and shades made of special alloy metal. Rugged, yet light in weight
ALL PRICES F. O. B. NEWARK, NEW JERSEY



No. H/6—IVORY OR GOLD FINISH.

Height, 14½ inches. Shade diameter, 7 inches.
Socket, six-foot cord and plug, with Jap. silk or parcholine
shade filler.

	SILK	PARCHOLINE
Sample price, -	\$3.50 each	\$3.00
100 lots, - - -	3.00 "	2.75

These Lamps are
specially packed
for you. One in a
box. No breakage.
No package charge.

THIS ONE:

Sample, \$2.75
100 lots, 2.25



No. G/5.
Height, 14 in.

Look over the assort-
ment. They're all
profit makers for you.

THIS ONE:

Sample, \$2.75
100 lots, 2.25



No. E/4.
Height, 13½ in.

We're filling orders
in the order received.
Send yours today.

THIS ONE:

Sample, \$2.75
100 lots, 2.25



No. F/4.
Height, 13½ in.

Artistic Metal Products Corp., 134 Lafayette St., Newark, N. J.

WESTERN REPRESENTATIVE:
HELM & SOUKUP, 19 N. Wabash Ave., Chicago, Ill.

WEST COAST REPRESENTATIVE:
R. E. BAUM, 180 N. Montgomery St., San Francisco, Calif.

PARK LIST

(Continued from page 160)

Slout City—Crystal Lake Park, T. F. Lacey, mgr.

KANSAS

Atchison—Forest Park, W. O. Vance, mgr.; plays vaudeville & bands.

KENTUCKY

Lexington—Blue Grass Park, Blue Grass Park Co., props.; Arthur R. Wilbur, mgr. and mgr. attractions; plays free acts and cabaret.

LOUISIANA

Lake Arthur—Lake Arthur Pleasure Pier, J. B. Ferguson, prop. and mgr.

MAINE

Auburn—Lake Grove Park, Wm. P. Gray, Lewiston, Me., mgr.

MARYLAND

Baltimore—Wonderland (Colored) Park, Mason Amusement Co., owners; other, 4820 Druid Hill avenue; plays everything.

SHIMMERY

Silk Sweaters



Everybody goes wild about 'em. From maker direct to you. Ask Ed. Hill, Riverview Park, Chicago; he knows.

\$42.00 Dozen

25% cash deposit required on all C. O. D. orders. Better qualities at \$5, \$7.50, \$9 and \$12 each.

Tri-Tex Knitting Mills

119-121-123 S. Market Street, CHICAGO.

AMUSEMENT DEVICES

Advertisement for Amusement Devices featuring various games and miniature railways. Includes text: 'Electric Monkeyland', 'Mechanical Looping the Loop', 'Gasoline Engines', 'Roller Bearing Cars'.

Springfield—Doling Park, Springfield Am. Corp., props.; W. H. Jozard, mgr. and mgr. attractions; plays free attractions and bands.

MONTANA

Absarokee—Midnight Frolic Park, Dave A. Martin, mgr. & mgr. attractions; plays vaudeville & skating acts, but no bands.

NEBRASKA

Beaver City—Riverview Park, S. J. Franklin, prop., mgr. and mgr. attractions; plays vaudeville and bands occasionally.

NEW HAMPSHIRE

Berlin—Cascade Park, J. J. Tellington, prop., mgr. and mgr. attractions; does not play vaudeville or bands.

NEW JERSEY

Absecon—Lily Lake Park, Lily Lake Am. Co., Inc., props.; C. M. Kesler, mgr.; plays bands; no vaudeville.

MINNESOTA

Duluth—Lester Park, L. A. Gunderson, prop. Fairmont—Interlaken Park, Interlaken Improvement Assn., props.; H. E. Wade, mgr. and mgr. attractions; plays vaudeville and bands.

MISSISSIPPI

Jackson—Livingston Zoological Park, City of Jackson, prop.; I. E. Bennett, mgr. and mgr. attractions; plays vaudeville and bands.

MISSOURI

Hannibal—Hotel Park, Hotel Am. Co., props.; Harry Drebing, mgr. and mgr. attractions; plays vaudeville; no bands.

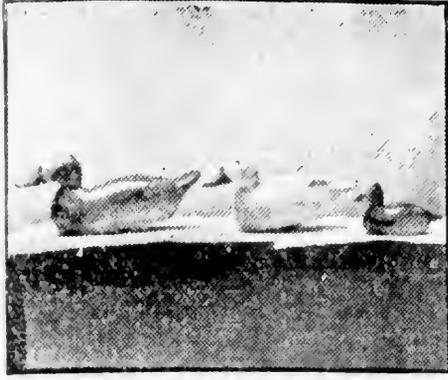
MEXICO

Tampico—National Park, Husted & Saggiante, mgrs., Box 476.

MICHIGAN

Bay City—Wenona Beach, Wenona Beach Co., props.; Dave Wright, mgr. and mgr. attractions; plays bands; no vaudeville.

Massachusetts—Amelia Park, Northampton Park Co., props.; W. S. Stearnman, mgr. and mgr. attractions; vaudeville booked by Keith Exchange; no bands.



No. 1—\$12.00 per Doz. 2—\$11.00 per Doz. 3—\$6.50 per Doz.

Toy Ducks

Assorted Colors. Three Sizes. Big seller for seashores and parks. Concessions get top money. Guaranteed to float in water six months. Sample prepaid \$1.50.

Newest and Best Items for Concessions.

ROLL-O POOL CO., Inc., 933 Main Street, STAMFORD, CONN.



\$18.00 Per Dozen

Anyone can learn to play. Instruments are well made in six assorted woods. Beautiful in tone and appearance. Sample prepaid \$2.25. We make Drums from \$23.00 to \$28.00 per doz. No catalog.

Ocean City—Fogg's Ocean Pier, Frank H. Platt, mgr.; park plays vaudeville.

Palisades—Palisades Amusement Park, Schenck Bros., mgrs.

Penns Grove—Olympia Amusement Park, M. E. Luff, mgr. and mgr. attractions; plays vaudeville and bands.

Plymouth—Allyn Park, H. F. Stetser, mgr. and mgr. attractions; plays bands; no vaudeville.

Trenton—Woodlawn Park, Hildinger & Bishop, props.; Geo. D. Bishop, mgr.; Chas. C. Hildinger, mgr. attractions; plays bands; no vaudeville.

Verona—Verona Lake Park, Judson W. Parker, prop., mgr. and mgr. attractions; no vaudeville or bands.

Wildwood—Ocean Pier, Wildwood Pier & Realty Co., props.; L. A. Johnson, mgr. and mgr. attractions; no bands; vaudeville booked by Nixon Nirdlinger.

Wildwood—New Wildwood Excursion Pier, Frederick H. Luff, prop.; T. E. Luff, mgr.

NEW YORK

Albany—Troy—Mid-City Park, Mid-City Park Corp., props.; K. B. Hassard (Albany), mgr. and mgr. attractions; plays spectacular free acts and bands.

Amsterdam—Crescent Park, M. Brown, prop.; plays bands; no vaudeville.

Auburn—Lakeside Park, Auburn & Syracuse Railroad, props.; Chas. Parker, mgr.; plays bands; no vaudeville.

Bladell—Hay View Beach, A. Busch, park mgr.; park plays bands and free acts.

Brooklyn—Brighton Beach Park, Brighton Recreation Co., props.; Chas. J. Kean, mgr.; plays bands, but no vaudeville.

Brooklyn—Golden City Amusement Park, Rosenthal Bros., props.; Irving Rosenthal, mgr.; Jack Rosenthal, mgr. attractions; plays vaudeville and bands.

Buffalo—Erle Beach Park, F. V. E. Bardol, prop. and mgr.; Wm. H. Conboy, mgr. attractions; plays local band; no vaudeville.

Buffalo—Crystal Beach, Lake Erie Excursion Co., owners; J. H. Nagel, supt.; M. J. McAlpine, mgr. attractions; plays vaudeville and bands.

Canaseraga—Electric Park, E. I. Swart, mgr. Cleo—Van Antwerp Beach Park, Boyesen Bay Am. Co., Inc., props.; W. G. Rubenstein, mgr. and mgr. attractions; plays bands; no vaudeville.

Coney Island—Luna Park, Luna Amusement Co., props.; A. B. Wallace, mgr.; Herbert Evans, mgr. attractions; plays vaudeville and bands.

Coney Island—Steeplechase Park, Edward J. Tilson, mgr.; plays bands, but no vaudeville.

Corning—Bijou Park, S. H. Clark, mgr.; park plays vaudeville & bands.

Dunkirk—Point Gratiot Park, Jos. Promen-schenkl, mgr.

Elmira—Eldridge Park, owned by city; Edward J. Northrup, mgr. & mgr. attractions; plays vaudeville and bands.

Elmira—Rorie's Glen Park, Elmira Water, Light & E. R. Co., props.; F. G. Maloney, mgr. & mgr. attractions; plays bands, but no vaudeville.

Esopus, I. I.—Playland Park, Playland Park Co., Inc., props.; D. B. Sanneman, gen. mgr. "Indisquot"—Sea Breeze Park, B. E. Wilson, mgr.

Jonestown—Colon Park, George E. Malthy, mgr. and mgr. attractions; plays free acts and bands.

Kingston—Kingston Point Park, Kingston Cons. R. Co., props. mgrs. and mgrs. attractions; does not play vaudeville or bands.

Middletown—Midway Electric Park, Midway Electric Park, Inc., props.; plays local bands; free acts booked by Wirtz Blumenfeld & Co., Inc., New York City.

Midland Beach—Midland Beach, Midland Beach Co., props.; Daniel W. Leonard, mgr. and mgr. attractions; plays bands, but no vaudeville.

Monticello—Monticello Park, Monticello Am. Co., props.

Newburg—Orange Lake Park, Orange County Traction Co., props.; B. Bryant Odell, mgr.; W. LeRoy, adv. mgr.

New York (Bronx)—Clason's Point Park, A. E. Lewis, mgr. park does not play vaudeville; plays bands.

New York—Dreanland Park at 143d St. & Harlem River, Hugh A. Robertson, mgr.; Laurin P. Williams, mgr. attractions; plays bands; vaudeville booked by Driscoll's Agency.

New York—Starlight Amusement Park, Capt. E. T. Whitwell, mgr.; Wm. Frank Cook, asst. mgr.; plays vaudeville and bands.

Orbit Beach—Orbit Amusement Park, Klein & Sullivan, props. and mgrs.; no vaudeville or bands.

Ocean—Rock City and Riverhurst Park, W. P. Bailey, mgr.; does not play vaudeville; plays bands.

Oswego—Summit Park, Cole, Van Doree & Cole, mgrs.; Aden J. Cole, mgr. attractions; plays bands; no vaudeville.

Oswego—Beach (Oswego), S. F. Gokoy, prop.; plays bands at times.

Oswego—Ontario Lake Park, Morton, Miller & Morton, props.; Harry E. Morton, mgr.; Fred W. Miller, mgr. attractions; plays vaudeville, booked by Edwin A. Norton, but no bands.

Penn Yan—Electric Park, Penn Yan & Lake Shore Ry., props. & mgrs.; does not play vaudeville or bands.

Free Gate. Big Crowds. Amusement Park. Cleveland, O.

Gordon Gardens

In the heart of Cleveland, adjoining Gordon Park. Largest and most popular Public Park on Lake Erie. Fine Bathing Beach for rent; good terms; long lease.

Best Opening in America for Good Concessions

<p>Already Installed</p> <p>Dance Hall Giant Roller Coaster Merry-Go-Round Whip Aerial Swing Shooting Gallery High Striker</p> <p>Already Contracted for</p> <p>Aerodrome Caterpillar Ride</p>	<p>We Want Several Additional</p> <p>GOOD RIDES AND DEVICES</p> <p>GOOD TERMS—LONG LEASES</p> <p>A Chance of a Lifetime for Good Concessioners</p> <p>We also want several good, clean Games of Skill and honest Operators. Good reference along with applications.</p>	<p>Features Wanted</p> <p>Ferris Wheel Dodgem Fun House Walk-Thru Old Mill Shoot the Chutes Skating Rink Fenny Arcade Racing Derby and other Good Devices</p>
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CLEVELAND, OHIO

Expert park men who have investigated our park and its future possibilities all agree with us that this is an exceptionally fine amusement park location and its drawing capacity is unexcelled in America.

Allegheny—Rockhill Park, Wesley Rockhill, mgr. Allentown—Scholar's Globe Park, Andy Barth, mgr.

Ashtabula—Woodland Beach Park, E. L. King, mgr.

Birmingham—Serenity Park, R. A. Jelly, mgr. and mgr. attractions; plays free acts and bands.

Canton—Meyers Lake Park, Northern Ohio Traction & Light Co., props.; E. H. Booth, mgr. and mgr. attractions; plays musical comedies and bands.

Cedar Point—Cedar Point-on-Lake-Erie, The G. A. Boeckling Co., props.; G. A. Boeckling, mgr.; E. A. Smith, mgr. attractions; plays outdoor attractions and bands.

Chippewa Lake—Chippewa Lake Park, A. M. Beach, mgr. and mgr. attractions; plays orchestras, no vaudeville.

Cincinnati—Zoological Garden, Cin'tl Zoological Park Assn., props.; C. G. Miller, mgr. and mgr. attractions; plays bands, but no vaudeville.

Cincinnati—Chester Park, M. M. Wolfson, mgr.; plays Sun vaudeville; no bands.

Cincinnati—Coney Island, John W. Hubbard, prop.; L. Riesenberger, mgr. and mgr. attractions; plays vaudeville; no bands.

Cleveland—Euclid Beach Park, D. S. Humphrey, mgr.

Cleveland—Luna Park, Luna Park Am. Co., props.; Chas. N. Zimmerman, gen. mgr.; plays musical revues and bands.

Cleveland—Georga Lake Park, W. J. Kublman, prop., mgr. and mgr. attractions, 8514 Broadway; no vaudeville or bands.

Cleveland—Gordon Park Gardens, Gordon Gardens Am. Co., props., 429 National City Bank Bldg.

Cleveland—Paritas Springs Park, J. E. Good-luz, prop. and mgr. (Address 11 F. D. 2, Berea, O.)

Columbus—Indiana Park, Shields Bros., props.; B. P. Sanders, mgr. and mgr. attractions; plays bands and vaudeville.

Columbus—Oleantary Park, Duesenbury Bros., props.; Jacob Luff, mgr. and mgr. attractions; plays vaudeville and bands.

Lebanon—Lake View Park, Lake View Park Co., Inc., props.; J. VanBurskirk, mgr. and mgr. attractions; no vaudeville, local bands.

Dayton—Lakeside Park, Lakeside Park Co., props.; B. J. Landwehr, mgr. and mgr. attractions; plays bands; no vaudeville.

Dayton—Forest Park, Willie Markey, prop. and mgr.; W. Turner Markey, mgr. attractions; plays vaudeville and bands.

E. Liverpool—Rock Springs Park, C. A. Smith, owner; Chas. Smith, Jr., mgr.

Elyria—Riverview Park, Riverview Am. Co., props.; I. L. Worthington, mgr. and mgr. attractions; plays vaudeville and bands.

Findlay (Arcadia)—Midway Park, Findlay-Foster Am. Co., props.; C. S. Whipple, mgr. and mgr. attractions; plays vaudeville and bands.

Findlay—Riverview Park, C. B. Ludwig, mgr., Box 516.

Fremont—White City Beach, V. Ernberger, mgr. and mgr. attractions; P. O. address, Port Clinton, O.; plays vaudeville and bands.

Kenton—Lake Idlewild, H. D. Duckham, prop., mgr. and mgr. attractions; no vaudeville or bands.

Lakeside—Lakeside Park, Arthur B. Jones, prop., mgr. and mgr. attractions; plays bands and vaudeville.

Lima—McCubough Lake Park, Mrs. G. M. McCubough, prop.; W. J. Hoffmann, lessee & mgr. attractions; plays free acts and bands.

Mansfield—Casino Park, Casino Park Am. Co., props.; V. A. Bates, secy.

Monticello—Tourist Park, E. Grimsbaw, mgr.; M. Grimsbaw, mgr. attractions; plays bands; no vaudeville.

Burlington—Harden Park, Alsmance Ry. Co., owners, Edw. C. Cuthbert, mgr., P. O. Box 347.

Charlotte—Lakewood Park, W. S. Orr, mgr.

Durham—Lakewood Park, Durham Public Service Co., props.; Thos. C. Foster, mgr. and mgr. attractions; plays bands, but no vaudeville.

Goldsboro—River View Park, C. D. Waters, mgr.

Hendersonville—Laurel Park, W. A. Smith, prop., mgr. and mgr. attractions; plays vaudeville occasionally and bands occasionally.

Raleigh—Pullen Park, City of Raleigh, prop.; W. A. Howell, mgr. and mgr. attractions; does not play vaudeville or bands.

Wilmington—Lumbina, Wrightsville Beach, Alfred E. Townsend, mgr.

Wilmington—Lakeside Park, Howard & Wells Am. Co., props.; B. H. Wells, mgr.

Wilmington—Carolina Beach, Shepard Bros., props.; Lem Davis, mgr. & mgr. attractions; plays bands, orchestras and cabaret acts.

Winston-Salem—Piedmont Park, F. J. Lipfert, secy.; does not play vaudeville or bands.

OHIO

Akron—Summit Beach Park, Summit Beach Park Co., props.; E. C. Manchester, gen. mgr.; Wm. Hoffman, secy-treas.; plays free circus acts.

Alliance—Lake Park, R. D. Williams, mgr.

New Philadelphia—Mt. View Park, F. E. Angel, prop. and mgr.; J. J. Flood, mgr. attractions; plays stock companies; no vaudeville or bands.

Put-in-Buy—Rosenfeld Concessions on the Midway, D. Rosenfeld, mgr.

Ravenna Kent—Lake Brady, D. G. Hartman & F. B. Gardner (Kent, O.), props., mgra and mgrs attractions; play free acts; bands on Sundays and holidays.

Sandusky—Lakeside Park, A. B. Jones, mgr.; park does not play vaudeville; plays bands and orchestras.

Springfield—Avalon Park, Cities Amusement Co., props.; C. J. Cooper, mgr. and mgr. attractions; does not play vaudeville or bands.

Steubenville—Stanton Park, Stanton Park Am. Co., props.; W. J. Martin, mgr. and mgr. attractions; plays bands occasionally; no vaudeville.

Toledo—Casino Park, A. C. Van Driesen, mgr.

Toledo—Walbridge Park, T. M. Harton Co., props.; H. P. Covode, mgr. & mgr. attractions; plays bands occasionally; no vaudeville.

Toledo—Toledo Beach, Toledo Beach Am. Co., props.; John C. Reid, mgr. and mgr. attractions; plays vaudeville; no bands.

Vermilion—Crystal Beach, G. H. Blanchat, prop., mgr. and mgr. attractions; plays bands; no vaudeville.

Warren—Avon Park, W. E. Genno, prop., mgr. & mgr. attractions; plays vaudeville, but no vaudeville.

Warren—Leavittsburg—Mahoning Park, Jack Herhold, prop., mgr. and mgr. attractions, Leavittsburg, O.; plays orchestras; no vaudeville.

Youngs Bay—Idora Park, Idora Park Co., props.; Rex D. Billings, mgr. and mgr. attractions; plays free acts and bands occasionally.

Zanesville—Moxahala Park, W. D. Brookover, mgr.; Mae Brookover, mgr. attractions; plays bands, no vaudeville.

OKLAHOMA

Enid—Wien's Jungle Park, Kate Tell, prop., mgr. and mgr. attractions; plays vaudeville and bands.

McAlester—Sans Souci Park, C. W. Bridges, mgr.; plays vaudeville and bands.

Miami—Iverside Park, owned by city; M. W. Krieger, mgr.; plays bands occasionally; no vaudeville.

Oklahoma City—Belle Isle Park, Belle Isle Boating Co., props.; C. G. Pickering, mgr. and mgr. attractions; plays vaudeville and bands.

Okmulgee—Joyland Park, Pitchford Am. Co., props.; S. L. Owen, gen. mgr.

Sand Springs—Sand Springs Park, Sand Springs Am. Co., props.; E. M. Monsell, mgr. and mgr. attractions; plays bands; no vaudeville.

Sapulpa—Metropolitan Amusement Park, J. W. Adams, prop.; Martin J. McAlpine, mgr. and mgr. attractions; plays bands; no vaudeville.

Shawnee—Henson Park, A. L. Blackwell, mgr.

Tulsa—Sunset Park, R. C. Alder & F. A. Fink, props.; R. C. Alder, mgr.; no vaudeville or bands.

Tulsa—Electric Park, Electric Park Am. Co., props.; J. W. Bryan, mgr. and mgr. attractions; plays bands; no vaudeville.

OREGON

Bayocean—Bayocean Park, T. B. Potter Realty Co., prop. & mgr.; park does not play vaudeville; bands once a week.

Portland—Oaks Amusement Park, United Am. Co., prop.; J. F. Conroy, mgr. & mgr. attractions; plays bands and vaudeville.

Portland—Columbia Beach Park, Joseph M. Rieg, prop., mgr. and mgr. attractions; no vaudeville or bands.

Portland—Council Crest Amusement Park, Finley Am. Co., 611 Sweetland Bldg., props.; C. A. Finley, mgr.; H. S. Finley, mgr. attractions; plays bands at times; no vaudeville.

PENNSYLVANIA

Allentown—Central Park, Central Park Am. Co., props.; H. H. Hearn, mgr. and mgr. attractions; plays bands; no vaudeville.

Allentown—Dorsey Park, F. S. Kinsey, mgr.; park does not play vaudeville; plays local bands.

Altoona—Lakemont Park, J. M. Shneck, mgr. and mgr. attractions; plays stock and bands.

Bellefonte—Ilecia Park, W. C. Rowe, prop., mgr. and mgr. attractions; does not play vaudeville or bands.

Chambersburg—Red Bridge Park, E. F. Goetz, mgr. and mgr. attractions; plays dance orchestras; no vaudeville.

Chester—Chester Fair & Amusement Park, James McDevitt, mgr. and mgr. attractions; plays bands; no vaudeville.

Chester—Keystone Park, James E. McDevitt, mgr. and mgr. attractions; plays vaudeville and bands.

Conneaut Lake—Conneaut Lake Park, H. O. Holcomb, mgr. & mgr. attractions; plays bands, but no vaudeville.

Connellsville—Shady Grove Park, B. E. Miller, prop., mgr. & mgr. attractions; plays bands, no vaudeville.

Danville—Riverside Park, Robert G. Hancock, mgr.

Erie—Waldameer Beach Park, Jacob Roth, prop.; F. W. A. Moeller, mgr.; F. E. Taylor, asst. mgr.; plays vaudeville and bands.

Free—Four Mile Creek Park, H. T. Foster, prop & mgr.; plays vaudeville.

Greensburg—Oakford Park, West Penn. Ry. Co., props.; O. C. Hartley, mgr.; plays bands.

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Start your season right by dealing with us. A firm that will give you the best merchandise and best service. You can be proud to handle our line. The biggest money-getters. Will give exclusive of our line to reliable person with any show.

Flower Pot, in ivory finish, with beautiful artificial flowers. Stand, 14 in. over all. (Packed 1 dozen to a barrel.)
Best grade of 36 in. Tinsel Dresses.
Kewpie Dolls, 13 in., without hair.
Kewpie Dolls, 13 in., with hair.

Bathing Girls, 11 in., with hair, assorted painted bathing suits.
Splash-Me Dolls, 6 1/2 in., with hair, assorted painted bathing suits.
Beach Vamp, 10 in., with hair, assorted painted bathing suits.

SPECIAL INDUCEMENT—We will send you one sample of each of the nine (9) items listed in this advertisement for Five (\$5.00) Dollars.

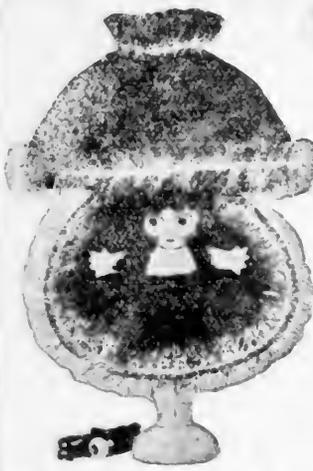
TERMS—One-third cash with order, balance C. O. D. f. o. b. Chicago.

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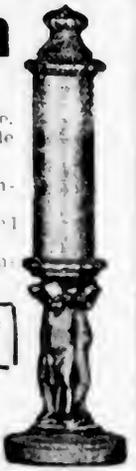
North Side Statuary Co.

1316 Clybourn Avenue,

CHICAGO, ILLINOIS



Doll Lane, 21 in. High. Best doll or magnet, with best shade and dress, curly hair. (Packed 40 to a barrel.)



The Latest Beautiful Electric Torch. Stands 21 in. High, with real mica chimney, 6 ft. of cord. Very attractive finish. The hit of the season.

Hanover—Eichelberger Park, E. M. Grumblin, mgr. & mgr. attractions; plays bands; no vaudeville.
Harrisburg—Laxtang Park, Tom E. Kerstetter, lessee and mgr.; address, 16 Johnson ave., Newark, N. J.
Hazelton—Hazel Park, Tom E. Kerstetter, mgr.
Hershey—Hershey Park, Hershey Chocolate Co., props.; John R. Zell, mgr. and mgr. attractions; plays vaudeville, stock and bands.
Jersey Shore—Nippono Park, C. B. McCullough, mgr.; park does not play vaudeville or bands.
Johnstown—Luna Park, I. Spe, mgr.; does not play vaudeville or bands.
Kittanning—Lenape Park, West Pa. Traction Co., prop.; O. C. Hartley, of McKeesport, supt.; va bands.
Lancaster—Maple Grove Park, Chas. Orr, mgr.; Jackson Amusement of Lebanon, Pa., mgrs. attractions; plays bands, but no vaudeville.
Lansdale—Zeller Park, Leroy Krauss, mgr. attractions; no vaudeville or bands.
Lebanon—Mt. Gretna Park, Fred Gremminger, prop.; John A. Jackson, mgr. and mgr. attractions; plays bands; no vaudeville.
Leedsburg—Allison Park, located between Apollo and Vandergrift, West Pa. Traction Co., prop.; O. C. Hartley, of McKeesport, supt.; plays bands, no vaudeville.
McKeesport—Olympia Park, O. C. Hartley, H. E. Hampe and John P. Hickey, mgrs.; plays vaudeville and bands.
Mahanoy City—Lakewood Park, Camplan, Logan & Eckert, props.; Leon Eckert, mgr.; M. E. Guinan, mgr. attractions; plays bands occasionally; no vaudeville.
Mauch Chunk—Flag-Staff Park, Mauch Chunk & Lehigh Traction Co., props.; Harry L. Solomon, mgr. & mgr. attractions; plays bands, but no vaudeville.
Milton—Riverside Park, H. R. Deeter, mgr.; does not play vaudeville, plays bands.
Mt. Carmel—Maple Grove Park, Shannan & Mt. Carmel Trans. Co., props.; J. Edgar Reed, mgr.
Mt. Gretna—Mt. Gretna Park, Ferdinand Gremminger, prop. mgr. and mgr. attractions; plays bands, no vaudeville.
New Brighton—Junction Park, Paul R. Engle, lessee, mgr. & mgr. attractions; plays bands, no vaudeville.
New Castle—Cascade Park, Pa. & Ohio Electric Co., props.; E. D. McKibbin, mgr. & mgr. attractions; plays bands; no vaudeville.
North Tonawanda—Idle Horse Beach, Robt. T. Elliott, prop., mgr. and mgr. attractions; plays vaudeville and bands.
Phoenixville—Bonnie-Brae Park, Berger & Bucklen, mgrs.
Philadelphia—Augustine Beach and Park on Delaware Bay, Baker Amusement Co., props.; 3 Arch st.
Philadelphia—Point Breeze Park, John Komic, prop. mgr. & mgr. attractions; plays vaudeville occasionally; no bands.
Philadelphia—Woodside Park, Woodside Real Estate Co., Props. Norman C. Alexander, pres. & gen. mgr.; plays bands, but no vaudeville.
Philadelphia (Willow Grove)—Willow Grove Park, Willow Grove Park Co., prop.; John R. Davies, pres. mgr. & mgr. attractions; plays bands, but no vaudeville.

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Have location for Whip, Old Mill, Crystal Maze, Penny Parlor or any new and novel Riding Devices.

WHITE CITY COMPANY, :: O. B. BLANKINSHIP, Pres.-Mgr.

ATTENTION PARK AND CARNIVAL PEOPLE, DON'T OVERLOOK OUR REAL BARGAINS FOR SALE—NICKEL SLOT PIANOS

6 Regina Sublima Electric Pianos	\$150.00 Each
6 41 Peerless Electric Pianos, including 10 rolls music	200.00 "
2 Spring Motor Sublima Pianos	200.00 "
10 Rock Spring Motor Phonographs, play penny or nickel	40.00 "
2 Peerless Style D Keyboard Pianos (electric)	250.00 "
1 North Tonawanda Band Organ	350.00 "
2 \$300.00 Saxtona Electric Pianos, play 12 pieces	550.00 "

P. S.—Don't forget to write for a list of our real bargains.
GRAND RAPIDS ELECTRIC PIANO COMPANY
337-339 MONROE AVE., GRAND RAPIDS, MICH.

Pittsburg—Kennywood Park, Kennywood Park Corp., props.; plays bands; no vaudeville.
Pittsburg—West View Park, F. H. Tooker, mgr. & mgr. attractions; plays bands, but no vaudeville.
Pottstown—Ringing Rocks Park, Ringing Rocks Realty Co., props.
Pottsville—Tumbling Run Park, C. F. Crane, mgr.; plays vaudeville & bands.
Pottstown—Saratoga Park, Pottstown Transit Co., props.; Harry Swinehart, mgr.; C. Taylor Leland, mgr. attractions; plays vaudeville and bands occasionally.
Pottsville—Schuykill Park, Schuykill Am. Co., props.; L. F. Guntrup, mgr. and mgr. attractions; plays bands; vaudeville occasionally.
Reading—Carsonia Park, Carsonia Park Co., props.; Edw. E. Rhoads, mgr. and mgr. attractions; plays bands; no vaudeville.
Red Lion—Fairmount Park, Red Lion Boro, props.; R. M. Spangler, mgr. and mgr. attractions; plays vaudeville and bands.
Riverside—DeWitt's Park, W. O. DeWitt & Bro., props.; W. O. DeWitt, mgr. and mgr. attractions; does not play vaudeville or bands.
Sayre—Keystone Park, W. E. Case, mgr.; plays stock; no bands.
Scranton—Northern Electric Park, R. S. Chamberlin, mgr.
Shannon—Edgewood Park, Edgewood Elec. Ry. Co., props.; Mrs. Sarah W. Kelly, mgr.
Spring City—Bonnie Brae Park, Daniel H. White, mgr.; R. D. No. 1, Norristown, Pa.
Sunbury—Belling Green Park, Sunbury Ry. Co., props.; John U. Cummings, mgr. and mgr. attractions; vaudeville booked by M. Rudy Heller, Philadelphia; plays bands.
Uniontown—Shady Grove Park, R. S. Coyle, mgr.; plays bands, but no vaudeville.
Washington—Wa-Mo-Ho-Beach Park, Chas. Kramer, pres.; Amos E. Kenestrick, supt.
West Chester—Lenape Park, Norbert B. Hamilton, prop. & mgr.; park does not play vaudeville; plays Sunday concerts occasionally.
Wilkes-Barre—Sans Souci, G. K. Brown, mgr.; plays vaudeville and bands occasionally.
Wilkes-Barre—Fernbrook Park, owned by and on line of Wilkes-Barre Ry. Co.; leased and operated by Fernbrook Park Assn.; General offices, 536 Miners Bank Bldg.; plays attractions and bands.
Wilkes-Barre—Traction Park, Harvey Lake, Pa., owned by and on line of Wilkes-Barre Ry. Co.; leased and operated by Fernbrook Assn.; General offices, 536 Miners Bank Bldg.
Williamsport—Sylvan Dell Park, Sylvan Dell Park Assn., props.; Geo. M. Sutton, mgr.; Leon Miller, mgr. attractions; plays bands; no vaudeville.
Williamstown—Midway Park, Edgar D. Bank, mgr.; park plays vaudeville and bands.

RHODE ISLAND

Newport—Atlantic Beach, Atlantic Beach Corp., props.; Max Kramer, mgr. & mgr. attractions; does not play vaudeville or bands.
Oakland Beach—Oakland Beach Amusement Park, Oakland Beach Am. Co., Inc., props.; plays bands, but no vaudeville.
Providence—Rocky Point, Paul Castiglione, mgr. and mgr. address, Warwick, R. I., has own band, no vaudeville.

Providence—Oakland Beach, Oakland Beach Am. Assn., props.; Frank C. Stender, mgr.; has band and orch.; no vaudeville.
Riverside—Crescent Park, Charles Loeff, prop. mgr. & mgr. attractions; plays bands, but no vaudeville.
Warwick—Rocky Point Park, Rocky Point Am. Co., lessee & mgrs.; Alfred Castiglione, mgr. attractions; plays vaudeville occasionally and bands.
Woonsocket—Doris Park, Emile P. Gauvin, prop. mgr. and mgr. attractions; plays bands; no vaudeville.

SOUTH CAROLINA
Anderson—Buena Vista Park; Furman Smith, mgr.; park plays vaudeville and bands.
Charleston—Folly Beach, Folly Beach Am. Co., mgrs.; 69 Broad st.; does not play vaudeville or bands.
Charleston—Isle of Palms, Isle of Palms Traction Co., props.; James Sotille, pres.; W. W. Fuller, gen. supt.; plays bands, but no vaudeville; all attractions booked by James Sotille.
Columbia—Victory Amusement Park, L. Shafkin & B. H. Berkman, props.; Louis Shafkin, mgr. & mgr. attractions; plays bands; no vaudeville.

SOUTH DAKOTA
Forestburg—Ruskin Park, H. H. Millard & R. E. Dowdell, props.; R. H. Millard, mgr. & mgr. attractions; does not play vaudeville or bands.
Madison—Lake Herman Park, G. W. Van Laningham, owner; plays vaudeville, bands and tent shows.
Sioux Falls—West Soo Amusement Park, Wagner Phillips, prop. mgr. and mgr. attractions; plays vaudeville and bands.
Yankton—Wildwood Park, Adolph Schwank, mgr.

TENNESSEE
Chattanooga—Warner Park, Chas. Ziegler, mgr.; H. B. French, mgr. attractions; municipal band concerts; no vaudeville.
Knoxville—Chilhowee Park, E. Tenn. District Fair Assn., props.; H. T. Lucas, mgr. and mgr. attractions; plays bands; no vaudeville.
Nashville—Glendale Park, Nashville Ry. & St. Co., props.; Clare Lovett, mgr. & mgr. attractions; plays bands, but no vaudeville.
Nashville—Greenwood (Colored) Park, Dr. Preston Taylor, prop.

TEXAS
Austin—Deep Eddy Bathing Beach, George Rowley, mgr.; plays bands; no vaudeville.
Coleman—Coleman Park, B. F. Robey, mgr. & mgr. attractions.
Dallas—Fair Park.
Dallas—Cyclo Park, Gene Lewis Olga Worth Co., props.; Dave Hellman, mgr.; Gene Lewis, mgr. attractions; plays dramatic stock; no bands.
Galveston—Arcade Park, C. E. Beafeld, prop. and mgr.; plays bands; no vaudeville.
Galveston—Crystal Palace, G. K. Jorgensen, prop. mgr. & mgr. attractions; plays orchestra, no vaudeville.
Galveston—Joyland Park, J. E. Stratford, mgr. & mgr. attractions, does not play vaudeville or bands.
Galveston—Crystal Park & Mountain Speedway, Gladly Ingersoll, mgr.
Galveston—Galveston Beach, Galveston Beach Assn., props.; does not play vaudeville or bands.
Houston—Bay Shore Park, Bay Shore Park Co., props.
Houston—Sylvan Beach Park, Ed Eiseman, owner.

Port Arthur—Port Arthur Pleasure Pier Park, Sandefur & Ericson, lessees; plays free attractions and bands.
Ranger—Shamrock Park, L. S. Black, prop. mgr. & mgr. attractions; no vaudeville or bands.
San Marcos—Rogers Park, A. B. Rogers, mgr. and mgr. attractions; plays bands occasionally; no vaudeville.
Sulphur Springs—Meagher Park, T. Coleman, mgr.; park does not play vaudeville or bands.
Texarkana—Spring Lake Park, Thos. B. Harris, mgr. and mgr. attractions; plays bands; no vaudeville.
Wichita Falls—Lake Wichita Park, Earl C. Fogburn, mgr.

UTAH
Farmington—Lagoon Resort, Bamberger Electric Co., props.; A. C. Christensen, mgr.; H. H. Robinson, mgr. attractions; plays bands; no vaudeville.
Salt Lake City—Saltair Beach, Saltair Beach Co., Inc., props.; Joel Richards, mgr. & mgr. attractions; does not play vaudeville or bands.

VERMONT
Bellows Falls—Barber Park, B. F. & S. R. St. Ry. Co., props.; E. A. Pierce, mgr. and mgr. attractions; plays vaudeville and bands.
Brattleboro—Island Park, E. J. Fenton, lessee, mgr. and mgr. attractions; plays vaudeville and bands.

VIRGINIA
Cape Henry (suburb of Norfolk)—Ocean Shore Park; plays orchestras.
Norfolk—Little Bay Beach (Colored), Lem Bright, owner; W. C. Brown, mgr.; plays free attractions.
Norfolk—Ocean View Park, Va. Ry. & Power Co., props.; Otto Wells, mgr. and mgr. attractions; plays bands, but no vaudeville.
Norfolk—Virginia Beach, T. J. Long, mgr.; plays musical comedy, operas and dramatic attractions; no vaudeville; plays band and two orchestras.
Petersburg—Lakemont Park, C. B. Taylor, mgr. P. O. Box No. 1.
Phoenix—Bay Shore Annex Park on Chesapeake Bay (Colored), Dr. W. E. Elmibia, mgr.
Richmond—Forest Hill Park, Va. & Power Co., props.; Ed Berger, mgr. and mgr. attractions; plays bands for special events; no vaudeville.
Richmond—Dreamland Park (Colored), Dreamland Park Am. Co., props.; M. Green, mgr., 750 N. 3rd st.
Salem—Lakeside Park, Lakeside Inn Corp., props. (Address, Route 1.)
Virginia Beach—Va. Beach Casino, Va. Beach Casino Corp., props.; A. Padis, mgr.; plays bands; no vaudeville.

WASHINGTON
Aberdeen—Electric Park, Grays Harbor Ry. & Light Co., props.
Bellingham—White City Park, W. F. Gwynne, mgr.
Spokane—Nataratorium Park, Spokane United Ry., props.; H. A. Willson, mgr.; does not play vaudeville or bands.
Spokane—Liberty Lake Park, Lew Hurtig, prop. and mgr. (address, Liberty Lake, Wash.); does not play vaudeville or bands.

WEST VIRGINIA
Charleston—Luna Park, S. A. Moore & S. A. Lewis, props. and mgrs.; Liord Jeffries, gen. mgr.; W. Fredericks, mgr. attractions; plays vaudeville and bands.
Charleston—White City Park, J. Shirley Ross, mgr.
Chester—Rock Springs Park, Chas. Smith, Jr., mgr.; no vaudeville or bands.
Parkersburg—Norwood Park, Edmund Denham, prop.
Fairmont—Ravine Amusement Park, Reno Fleming, mgr. and mgr. attractions; plays vaudeville occasionally; no bands.
Huntington—Camden Park, Camden Seaplane Co., props.; H. O. Via, mgr. and mgr. attractions; plays bands on Sundays; no vaudeville.
Mannington—Eureka Park, H. C. Anderson, prop. mgr. and mgr. attractions; plays vaudeville, and bands occasionally.
Martinsburg—Rosemont Park, Rosemont Park Co., Inc., mgr.
Parkersburg—Terrapin Park, J. Paul Crane, mgr.; park plays bands and vaudeville.
Sistersville—Paden Park, S. & N. M. Traction Co., props.
Wheeling—State Fair Park, W. Va. Expo. and State Fair Assn., props.; Bert H. Swartz, mgr. and mgr. attractions; does not play vaudeville or bands.

WISCONSIN
Appleton—Waverly Beach, John Steidl, prop. mgr. and mgr. attractions; plays vaudeville and bands.
Beaumont—Yost's Park, John A. Yost, mgr.; park plays vaudeville and bands.
Bellevue—Waverly Beach, Muncie, Whipple & Munger, props, mgrs. and mgr. attractions; W. H. Munger, secy; plays vaudeville and bands.
Chippewa Falls—Wisnola Beach, J. E. Pannier, prop. and mgr.; plays bands; no vaudeville.

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New Amusement Park in
Main Center of Ocean
Beach, New London,
Conn.

Fine Beach. Large Summer Resort. No other within 50 miles. Big drawing population. Will rent street front Concessions for any business and Legitimate Games. Will also entertain proposition for any Riding Devices on a rental or percentage basis.

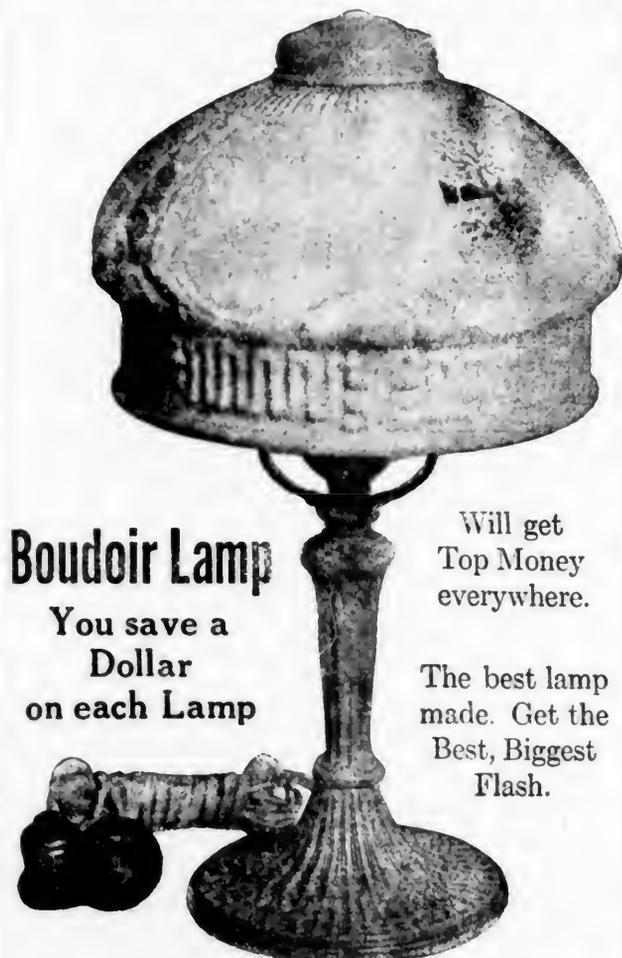
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PRICES THAT CANNOT BE BEAT — YOU SAVE DOLLARS HERE, NOT PENNIES
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Boudoir Lamp
 You save a
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Will get
 Top Money
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The best lamp
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 Best, Biggest
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Height, 14 inches; diameter shade, 8 inches; 2-piece key socket, 7 feet silk cord. Assorted colored shades—Pink, Blue, Buff. Price, \$2.50 Each in Quantities. Samples, 50 Cents Extra.

Original Cayuse Blankets

25 to bale. No two alike. \$4.75 each.

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New pattern. Assorted. 40 to case. Size 64x78. \$2.85 each.

Esmonds, 2-in-1 Blankets

Our best seller. Assorted. 40 to case. Size 66x80. \$3.50 each.

Beacon Wigwam Indian

Blankets. Assorted. 50 to case, boxed. Size 60x80. \$3.50 each.

Write for our new catalogue for the following items: Dolls, Blankets, Lamps, Silverware, Clocks, Beaded Bags, Overnight Cases, Manicure Sets, Parasols, Chinese Baskets, Cats, Aluminum Ware, Serial Tickets, our own make Baltimore Wheels (new improved, hand painted).

BIGGEST ITEM IN ALUMINUM AT FACTORY PRICES



OVAL ROASTER

Polish finish. Heavily tinned. Cool, steel handles. Sturdy, uncountersunk rivets. Self-basting, snugly fitting cover. Raised bottom to prevent burning and warping.

18½ inches, Price per Dozen.....\$22.80
 15½ inches, Price per Dozen.....\$16.00

For Fruit and Grocery Wheels, the best made Preserving Kettles. Eight quarts. Paneled shaped. \$10.80 per Dozen. All aluminum packed half dozen to carton.

25% Deposit Required on All Orders.

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415 Market St.

BELL PHONE
 MARKET 5193

Philadelphia, Pa.

Eau Claire—Electric Park (between Eau Claire and Chippewa Falls), A. E. Manley, mgr. Plays bands, but no vaudeville.
 Green Bay—Ridge Point Park, William Brendemuhl, mgr.; park does not play vaudeville nor bands.
 Janesville—Riverside Park, B. J. Jones, mgr.
 Kaukauna—High Cliff Park, M. H. Niesen, prop. mgr. & mgr. attractions; plays bands; no vaudeville.
 Kenosha—Anderson Park, Andrew Anderson, prop. and mgr.; free acts; no bands or vaudeville.
 Kenosha—Central Park, Peter Galles, mgr.; plays bands, but no vaudeville.
 Marinette—Bay Shore Park, Wm. Hasenfus, prop. mgr. and mgr. attractions; plays bands; vaudeville occasionally.
 Marinette—Lakeside Park, Edward Beziallon, mgr. and mgr. attractions, plays bands on Sunday; no vaudeville.
 Milwaukee—Waukesha Beach, Waukesha Beach Am. Co., props.; Jos. C. Vogt, mgr.; Edwin A. Wirth, mgr. attractions; plays bands; no vaudeville.
 Oshkosh—Eveco Park, Eastern Wis. Electric Co., props.; B. W. Arnold, mgr. and mgr. attractions; plays vaudeville and bands.
 Racine—Klinkert's Park, Arnold F. Fahl & Son, mgrs.; park plays vaudeville at times; also plays bands.

Sheboygan—Lake View Park, Eastern Wis. Electric Co., props.; A. Kolste, supt.
 Wausau—Koltschid Park, C. A. Christianson, lessee, mgr. and mgr. attractions; plays bands; no vaudeville.
 Wisconsin Rapids—Mocassin Pavilion, N. E. Nash, mgr.

WYOMING

North Glenrock—Riverside Park, Eddie Woods, prop.; Robt. E. Lanquelin, mgr. and mgr. attractions; plays vaudeville and bands.

CANADA

Calgary, Alta.—Bowness Park, R. A. Brown, mgr. and mgr. attractions; plays bands; no vaudeville.
 Fort Francis—Point Park, Thos. Nacle, prop. and mgr.; plays vaudeville, outdoor attractions and bands.
 Grimsby Beach, Ont.—Grimsby Beach Park & Port Dalhousie Park, Canada Ry. News Co., Ltd., props.; George Hyams, mgr.; does not play vaudeville or bands.
 Hamilton, Ont.—Wabasso Park, P. J. Peer, mgr.; Burke Bros., mgrs. attractions; plays vaudeville and bands.
 Kingston, Ont.—Lake Ontario Park, Hugh C. Nickle, mgr.; plays vaudeville; no bands.
 Leamington, Ont.—Sea Cliff on the Lake Park, Zimmerman & Lewis Amuse. Co., props.; 9 Pitt st., West Windsor, Ont., Can.
 London, Ont.—Springbank Amusement Park, D. H. Walsh mgr., care Victor Amusement Co., 163 Dundas st.
 Montreal, Que.—Dominion Park, Dominion Park Co., Ltd., props.; M. M. Hannaford, mgr. and mgr. attractions; plays bands; vaudeville occasionally.
 Port Stanley, Ont.—Port Stanley Park, J. E. Richards, care London & Port Stanley Ry., London, Can., mgr.; Arthur C. Carty, mgr. attractions; plays bands and free outdoor acts.
 Quebec, Que.—Exhibition Park, City of Quebec, props.; Georges Morisset, mgr. and mgr. attractions; plays vaudeville and bands.

Sarnia, Ont.—Lake Huron Park, John A. Dalziel, prop. mgr. and mgr. attractions; no vaudeville or bands.
 St. Catharines, Ont.—Lakeside Park, Colonial Am. Co., props.; G. B. Odium, mgr.; W. J. Malcolmson, mgr. attractions; plays vaudeville booked by Bertram & Griffith, Buffalo, Y., and bands.
 St. Thomas, Ont.—Pinafore Park, F. L. Brinkman, mgr.; plays bands.
 Toronto, Ont.—Scarboro Beach Park, Toronto Ry. Co., props.; F. L. Hubbard, mgr.; E. G. Rust, asst. mgr.; plays vaudeville and bands.
 Toronto, Ont.—Hanlan's Point Park, Toronto Ferry Co., Ltd., props.; Lawrence Soosman, mgr. and mgr. attractions; plays vaudeville and bands.
 Toronto, Ont.—Sunnyside Beach, J. T. Betties, mgr. and mgr. attractions; plays bands; no vaudeville.
 Victoria, B. C.—Gorge Park, Al Fielding, lessee & mgr.; plays vaudeville and bands.

SHEET WRITERS, DEMONSTRATORS

We are again in a position to supply you with our genuine leather 7-1 BILLFOLDS. The following for immediate delivery:

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 Get Your Present Organ Repaired.
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Dancing big attraction. On State road between Boston and Lowell, Mass. Tremendous auto traffic. Drawing population 500,000. Summer residents immediate vicinity, 10,000. 12½ acres on river. Beautiful picnic grounds. Ice Privilege. Dance Hall. Band Stand. Refreshment Booths, etc. Auto parking space. Good location for theatre and other attractions. More land available. Interested parties communicate with
 J. JOS. McHUGH, Real Estate, Woburn, Mass.

WANTED—AMUSEMENT PARK MANAGER
 One with experience. Also Space to rent for 100 Midway Concessions for season. Address
 EARL MESKIMEN, R. R. 6, Vincennes, Ind.

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 For sale in Dayton's largest Park. Building and complete equipment, with four-year lease.
 L. M. PIERCE, care Forest Park, R. R. 13, Dayton, O.

WANTED
Novelty Acts, Bands and Orchestras.
 Capable of getting the crowd and satisfying. Others save postage. Write
L. F. GUNTRUP, Manager,
Schuylkill Park, Pottsville, Pa.

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LIST OF CONVENTIONS CONCLAVES AND ASSEMBLIES

Compiled by Means of The Billboard's Unequaled Facilities and of Special Interest to Novelty Manufacturers and Dealers, Street Men, Fair Followers, etc.

ALABAMA
Birmingham—Degree of Pheasant, May 1.
Birmingham—State Dental Assn. April 3. G. A. ...

Denver—Un. Com'l Travelers, June 8-9. I. J. Schuss, 1437 Cleveland Pl.
Denver—Western Congress of Otoplasts, June 4-8. E. McCormick, 1620 Arapahoe st.
Estes Park—Sigma Sigma Sigma Sorority, June 25-30. F. McLean, 515 Brussevain ave., Norfolk, Va.

Atlanta—State Eclectic Med. Assn. April 13-14. Dr. J. A. Powell, Natl. Bank Bldg.
Atlanta—State Educational Assn. April 19-21. Gordon G. Singleton, Cordley, Ga.
Atlanta—General Fed. Women's Clubs, May 8-11. Mrs. H. S. Godfrey, 1766 Gerard ave., S. Minneapolis, Minn.

Muncie—P. M., Order Odd Fellows, June 25. H. E. Rosener, 404 State Life Bldg., Indianapolis.
Terre Haute—Tribe of Ben Hur, State Congress, May 9-10. Mary E. Artman, Decatur.
Warsaw—Knights Templar of Ind. June 1. Wm. H. Swintz, Masonic Temple, Indianapolis.

Phoenix—State Medical Assn. April 1. Dr. D. F. Harbridge, 67 Goodrich Bldg.
Phoenix—Rebekah State Assembly, April 16. Mrs. N. Scott, 110 North Eleventh ave.
Phoenix—Order of Odd Fellows, April 16. W. K. James, Box 825.

Bristol—Daughters of Amer. Revolution of Conn. March 27-28. Anna M. G. Stevens, 1482 Irastaban ave., Bridgeport (no badges).
Danielson—P. M. Order of Odd Fellows, June 16. J. B. Pierson, 173 Howard ave., New Haven.
Hartford—State Dental Assn. April 19-21. Dr. S. E. Armstrong, 792 Chapel st., New Haven.

Alton—Un. Commercial Travelers, May 17-19. J. H. Foster, 326 W. Madison st., Chicago.
Aurora—State Sunday School Assn. June 20-28. G. N. Burnie, 128 N. Wells st., Chicago.
Chicago—American Assn. Nursesmen, June 27-30. Chas. Sizemore, Louisiana, Mo.

Ames—State Bankers' Assn. June 12-14. Frank Warner, 600 Observatory Bldg., Des Moines.
Burlington—Un. Commercial Travelers, June 7-9. S. M. Dunsmuir.
Cedar Rapids—Retail Harness Makers' Assn. June 13-15. Frank Froehdolt, Manilla, Ia.

Hot Springs—American Library Assn. April 23-25. Carl Mahan, 78 East Washington st., Chicago, Ill.
Hot Springs—State Medical Soc. May 2-4. Dr. W. R. Bathurst, 810 Boyle Bldg., Little Rock.
Lake Village—Press Assn. of Ark. June 7-9. C. Harper, Box 618 Little Rock.

New Haven—Sons of Veterans, April 1. T. J. Jenks, Box 1223.
New Haven—Ind. Order B'nai B'rith, May 6-7. M. Levy, 2307 Broadway, New York, N. Y.
New Haven—State Medical Soc. May 23-24. Dr. C. W. Comfort, 27 Elm st.
New Haven—State Fed. of Labor, June 4-7. E. M. Orburn, Box 1728.

Chicago—Internat'l Assn. Garment Mfrs. May 22-24. A. F. Allison, 395 Broadway, New York, N. Y.
Chicago—Natl. Assn. Brass Mfrs. Mar 20-22. Wm. M. Webster, 139 N. Clark st.
Chicago—Homeopathic Med. Assn. of Ill. May 1-3. A. P. Hedgcock, 5506 Wintthrop ave.

Des Moines—State Retail Jewelers' Assn. April 1. L. Major, Perry, Ia.
Des Moines—State Dental Soc. May 1-3. E. S. Smith, 613 E. Court st., Iowa City.
Des Moines—Order Un. Workmen, May 8-9. W. H. Stowell, 219 Grand ave.
Des Moines—Ind. Telephone Assn. of Iowa, April 24-26. Chas. C. Deering, 409 Un. Bank Bldg.

Little Rock—Knights of Pythias, May 22. M. M. Moore, 230 1/2 Center st.
Little Rock—Natl. Oil Mill Supts' Assn. May 9-11. P. P. Morris, Purcell, Ok.
Pine Bluff—Knights of Columbus, May 7-8. L. J. Cecil, Box 377, Ft. Smith.
Texarkana—Elks' Assn. of Ark. June 1. A. Parke, Little Rock.

Washington—Elks' Assn. of Wash. D. C. May 14-15. R. C. Sheldon, 290 Fifth ave., New York, N. Y.
Washington—Natl. Conf. Social Work, May 16-23. W. H. Parker, 25 E. 9th st., Cincinnati, O.
Washington—Natl. Probation Assn. May 14-16. Chas. L. Chute, 570 Seventh ave., New York, N. Y.

Chicago—Natl. Fire Protection Assn. May 8-10. F. H. Wentworth, 40 Central st., Boston, Mass.
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Dubuque—Iowa Funeral Dir. Assn. June 13-15. R. C. Smith, 300 Washington st., Burlington.

Los Angeles—American Protogeloc Soc. June 22-23. Dr. R. W. Jackson, 251 Cherry st., Fall River, Mass.
Los Angeles—Southern Calif. Dental Assn. Last week in June. Dr. B. Boyd, 1010 Story Bldg.
Sacramento—Foresters of America, May 17-20. L. B. Riboli, 104 Callaghan Bldg., San Francisco.

Washington—Elks' Assn. of Wash. D. C. May 14-15. R. C. Sheldon, 290 Fifth ave., New York, N. Y.
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San Francisco—American Hotel Assn. of U. S. & Can. May 9-10. J. K. Blatchford, 1404 Auditorium Tower, Chicago, Ill.
San Francisco—Order of Odd Fellows, May 8-12. H. D. Richardson, 7th & Market sts.
San Francisco—Rebekah State Assembly, May 8-11. Mrs. E. M. Cyrus, 7th & Market sts.

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Dubuque—Iowa Funeral Dir. Assn. June 13-15. R. C. Smith, 300 Washington st., Burlington.

New Orleans—Rice Millers' Assn. May 3. F. R. Wise, Box 1289.

MAINE

Portland—Sons of Veterans of Me. June 13-14. C. P. O'Brien.

MARYLAND

Baltimore—Rebekah State Assembly. April 3. Mrs. S. Jones, 706 North Gilmer st.

MASSACHUSETTS

Boston—State Assn. Master Plumbers. April 3. W. Russell Goudey, 21 Harvard st.

MICHIGAN

Little Creek—Odd Fellows' Encampment. May 13. R. J. B. Reynolds, Ann Arbor.

Detroit—Amer. Water Works' Assn. May 21-25. J. M. Diven, 153 W. 71st st., New York, N. Y.

MINNESOTA

Bemidji—State Fire Dept. Assn. June 12-13. J. A. Gross, Red Wing.

MISSISSIPPI

Columbus—Knights of Pythias. May 9. M. B. Herndon, Pythian Bldg., Meridian.

MISSOURI

Carthage—R. & S. M. & R. A. Masons. April 23-25. R. F. Stevenson, 911 Locust st., St. Louis.

St. Louis—Grain Dealers' Assn. of Mo. April 1-4. D. L. Boyer, Mexico, Mo.

MONTANA

Deer Lodge—Knights of Columbus. May 21-22. A. J. Clemen, 412 Getchell st., Helena.

NEBRASKA

Fremont—Order Eastern Star. May 8-10. Rose M. Owens, Masonic Temple, Omaha.

NEVADA

Fallon—Order of Eagles. June 21-23. W. Kennett, 43 State Capitol, Carson City.

NEW HAMPSHIRE

Concord—G. A. R. of N. H. April 12-13. Frank Battles, State House, Concord.

NEW JERSEY

Asbury Park—Order Red Men. May 3-4. H. P. Steiner, 549 Federal st., Camden.

Atlantic City—State Bar Assn. June 15-16. Lelloy Loder, Bridgeton.

NEW MEXICO

Albuquerque—State Medical Assn. June 19-21. J. W. Elder.

NEW YORK

Buffalo—Knights Templar. June 18-20. J. H. Bonnington, 189 Montague st., Brooklyn.

W. Leigh—Sons & Daughters of Liberty May 22-25 A. W. Cole, 615 E. Davis st., Birmingham.

Backus—Mount—Travelers' Protective Assn May 10-12. D. O. Crutchfield, Box 1842 Winston-Salem.

Soldberg—Patriotic Order Sons of America May 22-23. W. A. Daniel, 301 N. Main st.

NORTH DAKOTA

Bismarck—State Bankers Assn June 27-29. C. MacLadden, Box 938, Fargo.

Bismarck—State Dental Assn June 3-7. Dr. C. B. Price, 533 E. Landreke Bldg., Fargo.

Grand Forks—Knights of Columbus May 11-12. S. W. Callahan, Williston, N. D.

Grand Forks—State Firemen's Assn. June 1-11. L. Reade, Box 222 Bismarck.

Grand Forks—Order United Workmen May 16-17. J. J. Moore, A. O. F. W. Bldg.

Grand Forks—F & A Masons June 19-21. W. L. Stockwell, Masonic Temple, Fargo.

Grand Forks—Order Eastern Star June 21-22. Mrs. M. E. Rose, Box 214, Fargo.

Grand Forks—Knights Templar May 17-18. W. L. Stockwell, Box 575, Fargo.

Grand Forks—State Medical Assn May 31-June 1. H. J. Row, Soldiers Home, Lakota.

Jamestown—State Sunday Sch. of Assn. June 20-22. C. A. Armstrong, 1117 11th st., N. Fargo, N. D.

Minot—Odd Fellows Encampment June 5. Chas. H. Lee, Box 1, Wahkaha, N. D.

Minot—State Nurses Assn April 26-27. E. Teichman, 811 Ave. C, Bismarck, N. D.

Minot—Order of Odd Fellows June 6-7. Don J. Donald, Box 624, Grand Forks.

Minot—State Retail Grocers Assn June 13-15. W. A. Berneilly, Box 328, Fargo.

New Rockford—State Fed. of Labor May 6-8. N. M. Aune, Box 299, Grand Forks.

Valley City—Pythian Sisters June 20-21. Lucy M. Lewis, Neche, N. D.

OHIO

Cedar Point—State Funeral Directors Assn June 19-21. S. M. Barnhart, 112 S. Main st., Findlay, O.

Oklahoma City—Un Commercial Travelers May 11-12. Geo. T. Pemberton, Tulsa, Ok.

Okmulgee—State Assn P. O. Clerks May 30. Edw. Mulhall, Clerks' Box, Tulsa.

Ponca City—Knights Templar May 22-23. G. W. Spencer, Masonic Temple, Oklahoma City.

Shawnee—State Assn Letter Carriers May 30-June 1. H. Berry, 1904 F. 7th st., Oklahoma City.

Shawnee—P. M. Odd Fellows May 14. Col. L. H. Kerr, Enid, Ok.

Shawnee—Odd Fellows Encampment May 15-16. H. W. Herwig, Guthrie, Ok.

Tulsa—State Medical Assn May 15-17. Dr. C. A. Thompson, 505 Com. Nat'l Bk. Bldg., Muskogee.

OREGON

Grants Pass—G. A. R. Encampment June 20. Geo. C. Metraff.

Newport—Patrons of Husbandry State Grange June 5-8. Bertha J. Beck, R. 3, Albany.

North Bend—Odd Fellows Encampment May 22-23. E. E. Sharon, 217 Chamber of Commerce Bldg., Portland.

North Bend—Rebekah State Assembly May 22-23. Mrs. Ora Casper, Box 87, Dallas, Ore.

North Bend—Order Odd Fellows May 23. E. E. Sharon, 217 Chamber of Commerce Bldg., Portland.

Portland—State Letter Carriers Assn June 30. F. P. Hulm, 422 Blackstone st., Portland.

Portland—Order Eastern Star June 1-11. Miss N. N. Kinley, Pittuck Bldg.

Portland—F & A Masons June 13. J. F. Robinson, Multnomah Hotel.

Portland—Nat'l Park to Parks Highway Assn. June 16-17. G. Holmes, 1608 Broadway, Denver, Col.

Portland—R. & S. Masons April 11. J. H. Richmond, 145 East Thirty-third st.

Portland—Ancient Order United Workmen April 17. D. C. Herrin, 415 Oregonian Bldg.

Portland—Forerunners of America May 16. F. Leinenweber, Court House, Astoria, Ore.

Seaside—State Laundry-owners Assn June 15-17. V. A. Spoor, 405 Oregon Bldg., Portland.

PENNSYLVANIA

Allentown—Travelers' Protective Assn April 27-29. A. McGulkin, 1212 Walnut st., Philadelphia.

Camden—R. A. Masons April 10. O. Frank Hart, Columbia, S. C.

Charleston—State Medical Assn April 17-19. Dr. Edgar A. Hines, Seneca S. C.

Charleston—Travelers' Protective Assn May 1-11. Jos. P. Nohlitt, Box 451, Anderson, S. C.

Columbia—Degree of Pocahontas April 10. Mrs. B. Livingston, Newberry, S. C.

Columbia—Hardware Assn of Carolinas May 8-11. T. W. Dixon, Box 728, Charlotte, N. C.

Greenville—Order Eastern Star June 29. Mrs. H. L. Willson, Redville, S. C.

Greenville—State Pharmaceutical Assn June 27-29. J. C. Armstrong.

Greenville—U. S. Good Roads Assn April 16-21. J. A. Rountree, 1021 Brown Marx Bldg., Birmingham, Ala.

Merritt Beach—State Dental Assn June 1-11. Ernest C. Dye, Mansion House, Greenville.

Newberry—Rebekah State Assembly May 10. Mrs. T. W. Danleisen, 1413 Pendleton st., Columbia.

Newberry—Order Odd Fellows May 9. S. F. Killingsworth, Columbia, S. C.

SOUTH DAKOTA

Huron—Order Un Workmen May 22. Henry Neill, Box 177, Aberdeen, S. D.

Mitchell—F & A Masons June 12-13. G. A. Pettigrew, Masonic Temple, Sioux Falls.

Mobridge—Rebekah State Assembly May 16-19. Mrs. H. Borland, 221 1st st., S. E. Madison.

Mobridge—Odd Fellows Encampment May 15. H. J. Rice, I. O. O. F. Bldg., Huron, S. D.

Sioux Falls—Un. Com'l Travelers June 7-8. N. J. Lund, Box 883, Rapid City, S. D.

Sioux Falls—State Laundry-owners Assn May 7-8. E. J. Barnett, Barnett's Laundry.

TENNESSEE

Chattanooga—State Assn. Master Plumbers April 2-3.

Chattanooga—G. A. R. of Tenn. May 9-15. Chattanooga—Order Red Men May 15. O. R. Jackson, 315 Wilburn st., Nashville.

Alexandria—Order Fraternal Americana April 17-18. J. H. Mansfield, 106 North Pitt at Alexandria—Royal Arcanum April 17-18. C. V. Jones, 3410 Second ave., Richmond, Va.

Ballston—Daughters of America May 15. Mrs. M. Daywalt, 2528 Bainbridge st., Richmond.

Charlottesville—Odd Fellows Encampment June 10. E. M. Bunch, Lynchburg.

Danville—State Fed. of Labor April 24. H. D. Moffitt, 1602 1/2 Summit ave., Richmond.

Newport News—Travelers' Protective Assn May 1-11. H. L. Harwood, 720 E. Grace st., Richmond.

Norfolk—State Funeral Directors Assn June 12. A. C. Nelson, 600 State st., Richmond.

Norfolk—American Assn. E. g'neers May 7-9. C. E. Drayer, 63 E. Adams st., Chicago, Ill.

Norton—Order Odd Fellows May 8. T. W. Davis, Jr., 401 Lyric Bldg., Richmond.

Norton—Rebekah State Assembly May 15. Mrs. O. L. Bunch, 1114 16th st., Lynchburg.

Richmond—Nat'l Retail Hardware Dirs' Assn June 15. H. P. Sheets, Argos, Ind.

Richmond—Order Red Men May 16-17. A. M. Tomlin, Box 485, Hampton, Va.

Richmond—Amer. Cotton Mfrs' Assn May 16-17. W. D. Adams, Charlotte, N. C.

Virginia Beach—State Pharmaceutical Assn June 25-27. A. L. L. Winn, 108 N. 9th st., Richmond.

WASHINGTON

Anacortes—State Order of Eagles June 15-19. Frank Dowd, Eagle Hall, Seattle.

Bremerton—P. of H. State Grange June 5-8. F. W. Lewis, Tumwater, Wash.

Seattle—Pacific N. W. Golf Assn. Third week in June. J. H. Dreher, care The Times.

Spokane—Order United Workmen April 10. J. H. Heimer, 1409 Ninth st., Seattle.

Spokane—Inland Empire Sunday School Assn May 16-18. E. C. Knapp, 426 Peyton Bldg.

Spokane—Scandinavian Fraternity of America June 12. Frank Burman.

WISCONSIN

Baraboo—State Pharmaceutical Assn June 19-22. E. G. Raeuber, 49 Biddle st., Milwaukee.

Eau Claire—Pythian Sisters June 18-20. Mrs. O. Jung, 697 33rd st., Milwaukee.

Eau Claire—Knights of Pythias June 19-20. M. Gillet, Goldsmith Bldg., Milwaukee.

Fond du Lac—Order Odd Fellows June 5-7. R. Hoe, 191 10th st., Milwaukee.

Fond du Lac—Rebekah State Assembly June 5-7. Mrs. Emory Perry, Box 154, Rosendale, Wis.

Jefferson—State Volunteer Firemen's Assn June 13-15. Benj. R. Burl, 1110 'center st., Madison.

Madison—Un. Commercial Travelers May 31-June 2. L. G. Emerson, 1240 1-2 Island ave., Milwaukee.

Milwaukee—Credit Service Exchange June 19-22. J. R. Truesdale, 1310 Wick Bldg., Youngstown, O.

Milwaukee—Junior Chamber of Commerce of U. S. June 28-30. H. B. Mortimer, 106 Mason st.

Milwaukee—State Bankers Assn June 19-20. Geo. D. Bartlett, 208 Caswell Block.

Milwaukee—Ill. State Eclectic Med. Soc. June 18. E. G. Trowbridge, 29 E. Madison st., Chicago.

Milwaukee—Nat'l Eclectic Med Assn June 19-22. Wm. P. Best, 610 Bankers' Trust Bldg., Indianapolis, Ind.

Milwaukee—North American Star League June 17-17. O. E. Schwemer, 83 Oneida st.

Milwaukee—F & A Masons June 14-16. W. W. Perry, 470 Van Buren st.

Milwaukee—Retail Credit Men's Nat'l Assn June 19-22. D. J. Woodcock, 314 N. 6th st., St. Louis, Mo.

Milwaukee—Western Cannery Assn April 11. J. A. Lee, 12 East Grand ave., Chicago, Ill.

Milwaukee—Utilities Assn. of Wis. March 25-23. John N. Cadby, 415 Washington Bldg., Madison.

Milwaukee—Nat'l Commandery Military Order Foreign Wars May 17-18. Capt. O. D. Wilkinson, Bellevue Stratford, Philadelphia.

Milwaukee—Nat'l Firemen's Assn May 15-17. Capt. J. E. Merach, 750 Chicago ave., Evanston, Ill.

Sheboygan—Travelers' Protective Assn April 1-11. W. F. Schad, 724 M. & M. Bank Bldg., Milwaukee.

Stevens Point—State Laundry-owners Assn. Last week in May or first in June. A. Fransway, 413 Exchange st., Kenosha.

Wausau—Order of Eagles June 20-23. Roy A. Chellis, care City Hall.

WYOMING

Laramie—State Medical Soc June 19-21. Dr. Earl Whedon, Sheridan, Wyo.

Laramie—State Dental Assn., June 19-21. Earl C. Andrew, Box 233, Cheyenne.

CANADA

Edmonton, Alta.—Orange Lodge of Alberta, March 21-23. J. Outram, 301 1. O. O. F. Temple, Calgary.
Hamilton, Ont.—Canadian Under Chosen Friends, June 6. Wm. F. Montague, P. O. Drawer 359.
Levis, Que.—Knights of Columbus, May 24. Denis Martin, Lachine, Que.
Montreal, Que.—Royal Arcanum, April 21. W. T. Anglin, 592 Union ave.
Montreal, Que.—Amer. Soc. Mechanical Engrs., May 28-31. C. W. Rice, 29 W. 39th st., New York, N. Y.
Montreal, Que.—Foot & Shoe Workers' Union, May — C. L. Balne, 246 Summer st., Boston, Mass.
Montreal, Que.—American Ry. Assn., Freight, May 18-19. May 20-21. Lewis Fisher, 431 S. Dearborn st., Chicago, Ill.
Montreal, Que.—Canadian Medical Assn., June 11-16. Dr. J. W. S. Lane, 834 University st.
Montreal, Que.—Canadian Electrical Assn., June 21-23. L. K. McMillan, 101 College ave.
Montreal, Que.—Order of Odd Fellows, June 13. G. M. Baird, 2229 15th ave., Regina, Sask.
Montreal, Que.—Rebekah Assembly, June 13. Mrs. E. Mackenzie, 2604 Osler st., Regina, Sask.
Mississauga Lakes, Ont.—Internat'l Circulation Mgrs. Assn., June 19-21. Clarence Eyster, Toronto, Ont.
Nelson, B. C.—Knights of Pythias, May 9. Ernie Pfender, Box 220, Victoria, B. C.
New Westminster, B. C.—Odd Fellows' Encampment, June 12-13. Fred Davey, 1323 Douglas st., Victoria, B. C.
New Westminster, B. C.—Rebekah Assembly, June 12. Mrs. F. A. Walker, 3153 Italia st., Victoria, B. C.
Ottawa, Ont.—Canadian Order of Foresters, June — A. P. Van Someren, 81 Market st., Bradford, Ont.
Toronto, Ont.—Orange Lodge of Ontario, East, March 21. F. M. Clarke, Belleville, Ont.
Toronto, Ont.—Retail Merchants Assn., last week in June. W. L. McQuinn, Box 166, Saskatoon, Sask.
Saskatoon, Sask.—United Commercial Travellers, June 1-2. W. H. McKibbin, 2163 Victoria ave., Regina, Sask.
Scherbrook, Que.—Rebekah Assembly, May 16. Mrs. E. Spencer, Box 696.
Toronto, Ont.—Order of Odd Fellows, June 20-21. Wm. Brook, 229 College st.
Toronto, Ont.—Canadian Assn. Stationary, Ebers, June 25-28. G. Keith, 51 Wellington st., W. Toronto.
Toronto, Ont.—Ontario Educational Assn., April 2-5. Robt. W. Donby, 306 Walmer road.
Toronto, Ont.—Canadian Fraternal Assn., May 10-11. W. F. Montague, Box 349, Hamilton, Ont.
Toronto, Ont.—Rebekah Assembly, June 10-20. Miss V. Pearce, 534 Roxton rd.
Winnipeg, Man.—O. F. & A. Masons, June 13. J. A. Ovas, Masonic Temple.

SUMMER RINKS

ALABAMA

Gadsden—Pavilion Rink, Louis Hart, mgr., plays attractions.

CALIFORNIA

Fresno—(Zapp's Park) Roller Rink. Los Angeles—Lincoln Park Rink, Intherford & Polch, mgrs.
Oakland—Idora Park Skating Rink. San Diego—Kalkbrenner's Broadway Roller Rink, Edw. A. Kickham, mgr.

COLORADO

Denver—Broadway Roller Rink, J. R. Crabb, mgr.; plays attractions.

CONNECTICUT

Meriden—Hanover Park Rink, Hanover Am. Co., Inc., props.

IDAHO

Boise—White City Skating Rink, G. W. Hull, mgr.

ILLINOIS

Bloomington—Lake Park Rink, Fred Wolkan, Jr., mgr.
Charleston—Urban Park Roller Rink, Adkins Bros., mgrs.; plays attractions.
Chicago—White City Roller Rink, White City Am. Co., prop.; Herbert A. Byfield, pres.
Homer—Homer Park Roller Rink, Homer Park Co., Inc., mgrs.
Moline—Holmes Park Rink, L. L. Butterfield, mgr.; plays attractions.
Rockford—Rockford Skating Rink, C. M. Tilton, mgr.; plays attractions.

INDIANA

Anderson—Mounds Park Rink, J. E. Baldwin, mgr.; plays attractions.
Brazil—Metropolitan Rink, J. W. Lytle & Son, mgrs.
Canton—Riverside Park Roller Rink, James H. Gibson, mgr.; plays attractions.
English Lake—Roller Rink, Pat Welch, mgr.
Evansville (Expo. Park)—Roller Rink, W. M. Overfield, mgr.; plays attractions.
Huncle—Wash. Side Skating Rink, Jas. Lutch, mgr.; plays attractions.

IOWA

Alma—Urban Park Roller Rink, "Happy Hi" Hubbard, mgr.; plays attractions.
Arnolds Park—Park Roller Rink, L. & J. Demuth, mgrs.
Arnolds Park—Majestic Rink, C. P. Benit, mgr.; plays attractions.
Coral—Country Club Roller Rink, George O. Stog, mgr.
Des Moines—Riverview Park Skating Rink, L. R. Lowe, mgr.; plays attractions.

KANSAS

Wichita—Lowe's Roller Rink, C. M. Lowe, mgr.; plays attractions.

MAINE

Old Orchard Beach—Arcade Roller Rink, Maine Investment Co., Ltd., props.; plays attractions.
Peaks Island—Majestic Skating Rink, O. P. Farr, mgr.

MARYLAND

Baltimore—Curtin Park Skating Rink.
Cumberland—Narrowa Park Roller Rink, Brice Amusement Co., props.; A. C. Brice, mgr.; plays attractions.

MASSACHUSETTS

Agawam—Riverside Park Rink, plays attractions.
Sicaburg—Whalom Park Rink, W. W. Sar- gen, mgr.; plays attractions.
Lowell—Willowdale Park Rollaway Rink, Chas. Clark, mgr.
Oak Bluffs—Pastime Skating Rink, Monahan & Wheelan, mgrs.; plays attractions.
Revere—Casino Roller Rink, Frances E. Diehl, mgr.; plays attractions.
Salsbury Beach—Roller Skating Rink, Jos. McHenry, mgr.
Southbridge—Hippodrome Rink, Blanchard Bros. Co., prop.; plays attractions.
Springfield—De Luxa Riverside Park Rink, Mrs. Marie Oettinger, prop.
Worcester—Lincoln Park, Roller Rink, Coburn & Irwin, mgrs.

MICHIGAN

Battle Creek—Liberty Park Roller Rink, J. T. Heffernan, mgr.
Bessemer—Londome Skating Rink, F. T. Thebert, mgr.; plays attractions.
Detroit—Palace Gardens Rink, R. McLean, mgr.
Flint—Lakeside Park Coliseum Rink, J. D. Stuart, prop.; Albert Light, mgr.; plays attractions.
Jackson—Hague Park Rink, J. Albert Odell, mgr.; plays attractions.
Kalamazoo—Oakwood Park Rink, Smith & Schell, mgrs.
Midland—Pastime Roller Rink, F. Heintzelman, mgr.; plays attractions.
Muskegon—Lake Michigan Park Rink, H. P. French, mgr.
Muskegon—Merrill Roller Rink, Wm. E. Merrill, mgr.; plays attractions.
Orion—Park Island Rink, Thomas M. Reid, mgr.; plays attractions.
Saginaw—Riverside Park Rink, Fred Jenks, mgr.
Sault Ste. Marie—Palace Skating Rink, Wm. H. Godfrey, mgr.; plays attractions.
St. Ignace—Grand Rolle Rink, Wm. Albright, mgr.

MISSISSIPPI

Jackson—Livingston Park Rink, C. W. Payne, mgr.

MISSOURI

St. Charles—Fairland Skating Rink, S. K. Chapman, mgr.
Springfield—Dolling Park Roller Rink, W. H. Jezzard, mgr.

MONTANA

Absarokee—Midnight Frolic Skating Rink, Dave A. Martin, mgr.; plays attractions.

NEBRASKA

Omaha—Collins Golden Gate Skating Rink, R. L. Collins, mgr.; plays attractions.

NEW HAMPSHIRE

Manchester—Pine Island Park Rink, Bill O'Brien, mgr.

NEW JERSEY

Asbury Park—Steeplechase Roller Rink.
Atlantic City—Million-Dollar Pier Rink, W. B. Shafer, mgr.
Atlantic City—Lakesworth Ice Palace, Wm. Thomsen, mgr.; plays attractions.
Newark—Hillside Park Rink, N. O. Walters & Lucky Mason, mgrs.
Newark—Olympic Park Rink, Herman Schmidt, mgr.

NEW YORK

Albany—Mid-City Park Skating Rink, Ray Moody, mgr.
Blauvelt—Bay View Beach Rink, Adolphus Beach, mgr.
Buffalo—Malottia Roller Rink, Edward Scott, mgr.; plays attractions occasionally.
Buffalo—New Palace Roller Rink at Brannan Park, E. R. Sherlock, mgr.
Lake Chautauqua—Midway Park Rink, Harry Teets, mgr.
Maneth. L. I.—Juniper Park Rink, Harry Friedland, mgr.
Ogdensburg—Sandy Beach Rink, James Briatow, mgr.
Olcott—Skating Rink, Howard H. Clark, mgr.
Penn Yan—Penn Yan Rolling Palace; plays attractions.
Richfield Springs—Canadara Park Rink, J. S. Fox & Son, mgrs.; plays attractions.
Rochester—Stratford Roller Rink, Frank E. Solomon, mgr.; plays attractions.
Rochester—Genesee Roller Rink, 110 South ave., plays attractions.
Rye—Rye Beach Rink, E. P. Barnes, mgr.
Sea Breeze—Liberty Roller Rink, Jack Wythe & Jacob Diehl, mgrs.; plays attractions.

NORTH CAROLINA

Burlington—Harden Park Skating Rink, Edw. C. Cobbert, mgr., Box 347.
Newbern—Ghent Park Rink, C. J. McCarthy, mgr.

OHIO

Akron—Park Roller Rink, B. F. Thomads, mgr.; plays attractions.
Akron—Summer Beach Park Roller Rink, Lloyd Leather, mgr.; plays attractions.
Cincinnati—Zoo Ice Rink, C. G. Miller, mgr.; plays professional ice skaters.
Cleveland—Puritas Springs Park Roller Rink, J. E. Gooding, mgr., R. F. D. 2, Berea, O.
Cleveland—Euclid Beach Park Skating Rink, the Humphrey Co., props.; F. E. Kilby, mgr.
Cleveland—Luna Park Rink, Luna Park Am. Co., prop.
Coshocton—Auditorium Rink, Fatriawa Park, Tarney & Ogil, mgrs.
Lorain—Glens Beach Rink, A. W. Glendenning, mgr.
Toledo—White City Rink, Mr. Foley, mgr.

OREGON

Portland—Oaks Park Rink, John F. Cordray, mgr.

PENNSYLVANIA

Butler—Alameda Park Rink, George A. Wil- lama, mgr.; plays attractions.
Jeannette—Park Skating Rink, Joe Tibirio, mgr.
Lancaster—Rock Springs Park Rink, Chas. De Phillipi, mgr.
New Castle—Cascade Park Rink, Harry Teats & W. E. Gunno, mgrs.
New Brighton—Junction Park Dreamland Rink, Paul H. Engle, mgr.
Philadelphia—Philadelphia Ice Palace, 45 Mar- ket St.; plays attractions.
Philadelphia—Adelphi Skating Rink.
Pittsburg—Homestead Park Rink, John Daven- port, mgr.
Reading—Carlsona Park Rink, Jesse Carey, mgr.; plays attractions.
Red Lion—Fairmount Park Rink, R. M. Spang- ler, mgr.

TENNESSEE

Chattanooga—Rollaway Rink, Warner Park, Theo. French, mgr.
Jackson—West End Skating Rink, G. W. Trullinger, mgr.
Knoxville—Rollaway Rink at Chithowee Park, H. P. French, prop.; Jasper Drum, mgr.

TEXAS

Oallas—Fair Park Roller Rink, P. G. Cameron, mgr.; plays attractions.
Oallas—Gardner Park Roller Rink, Gardner Park Am. Co., props.; plays attractions.
Texarkana—Spring Lake Park Skating Rink, Theo. B. Harris, mgr.

UTAH

Salt Lake City—Mammoth Skating Rink at Saltair Beach, H. Williams, mgr.

WASHINGTON

Seattle—Koller's Rink, H. G. Koller, mgr.; plays attractions.

WEST VIRGINIA

Charleston—Luna Park Rink.
Huntington—Camden Skating Rink, F. E. Good- ing, prop. & mgr.; plays attractions.
Sistersville—Paden Park Skating Rink, S. & N. M. Tractor Co., mgrs.

WISCONSIN

Menasha—Brighton Beach Roller Rink, Jos. Steidl, mgr.
Milwaukee—Marigold Gardens Skating Rink, Joseph W. Munch, mgr.; plays attractions.
Suring—Community Park Skating Rink, P. W. Briggs, Mgr., R. No. 2.

CANADA

Eric Beach, Ont.—Eric Beach Skating Rink, J. T. Sherlock, mgr.
Hamilton, Ont.—The Arena Ice Rink, H. P. Thompson, mgr.
Montreal, Que.—Forum Roller Rink, George F. Lum, mgr.
Toronto, Ont.—Riverside Skating Rink, C. W. Smith, mgr.; plays attractions.
Peterboro, Ont.—Brook St. Rink, John Meherry, mgr.
Westmont, Que.—Ice Rink, Montreal Arena Co., prop.; plays attractions.

COMING EVENTS

ARKANSAS

Mammoth Spring—Soldiers, Sailors & Marines' Reunion, Aug. 13-15. E. E. Sterling, secy.

CALIFORNIA

Santa Rosa—Luther Burbank Anniversary and Prune Festival, May 17-20, H. J. Waters, secy.

FLORIDA

St. Augustine—Ponce de Leon Celebration, Apr. 4-8.

KANSAS

Toia—Spanish War Veterans' Encampment, June 5-7. W. T. Smiley, dir.
Salina—Isa Tom's Shrine's Frontier Round- up, May 23-26. John A. Stryker, dir.

MASSACHUSETTS

Boston—Business Show, April 2-5. James F. Tate, mgr., 50 Church st., New York, N. Y.

MICHIGAN

Ypsilanti—Centennial Celebration, July 1. C. Eckley, secy., care of Board of Commerce.

MINNESOTA

Bluth—Auto Show, March 19-24. A. R. Kent, mgr.
Minneapolis—American Kennel Club Show, April 4-6. G. S. Hagen, secy., Box 1626.

MONTANA

Great Falls—State Sportsmen's Assn. (State Shoot), June 21-24.

NEW JERSEY

Mountain View—Firemen's Carnival, July 14-21. C. C. Striker, secy., 387 Fourth ave., New York, N. Y.

NEW YORK

New York—Natl. Merchandise Fair, ansp. Natl. Retail Dry Goods Assn. (Grand Central Palace), July 23-Aug. 3.

OHIO

Akron—Kennel Club Show, March 24-25. S. L. J. Lescarbeau, mgr., 1121 Jefferson ave.
Cincinnati—Fall Festival, Aug. 23-Sept. 8. W. C. Cukins, secy.
Cincinnati—Kennel Club Show, March 16-18. Dr. G. Adams, mgr., 628 Elm st.
Defiance—Elks' Home Coming and Jubilee, July 27. E. T. Runyon, chm.
Quaker City—Home Coming, Aug. 30-Sept. 1. L. Cline, secy.

PENNSYLVANIA

Philadelphia—Natl. Championship Athletic Meet, April 28-29. Dr. G. W. Orton, secy., 322 S. 43rd st.

RHODE ISLAND

Providence—Auto Show, April 5. R. P. Lord, mgr., 617 Industrial Tr. Bldg.

TEXAS

San Antonio—Fiesta San Jacinto Week of April 21. Dr. Harry Leap, mgr., City Nat'l Bank Bldg.
Wichita Falls—Maskat Circus, May 5-12, ad- dress Maskat Shrine Temple.

WASHINGTON

Spokane—Sportsmen's Tourists' Fair, May 22-25.

WISCONSIN

Milwaukee—Kennel Club Dog Show of Wis., April 1-2. J. H. Hoffmann, secy.

INDEPENDENT CHAUTAUQUA DATES

Many a Chautauqua has been damaged by lack of publicity in regard to the time of holding its session. It is bad business for one enterprise to encroach upon the time of another. Carnival companies, fairs and entertainment attractions of all kinds should make note of these dates and keep clear of these towns during the times set for their Chautauquas. The following list is not com- plete. Additional lists will follow:

- Abingdon, Ill., Aug. 12-18.
Arapahoe, O., July 22-29.
Allerton, Ia., Aug. 14-19.
Attica, Ind., Aug. 20-26.
Barry, Ill., Aug. 16-21.
Brazil, Ind., Aug. 20-Sept. 2.
Charleston, Ill., Aug. 5-12.
Dixon, Ill., July 29-Aug. 11.
DeWitt, Ia., July 13-18.
Freeport, Ill., July 15-22.
Fairfield, Ia., Aug. 19-26.
Farmington, Ia., Aug. 11-19.
Flora, Ind., Aug. 5-9.

Gallatin, Mo., Aug. 18-26.
Geneseo, Ill., Aug. 19-26.
Grandview, Ind., July 29-Aug. 5.
Gault, Mo., Aug. 22-26.
Hannibal, Mo., Aug. 12-19.
Hamilton, Ill., Aug. 12-19.
King City, Mo., Aug. 19-26.
Ligonier, Ind., Aug. 13-19.
Lakeside, O., July 13-Aug. 15.
Jacksonville, Ill., Aug. 17-28.
Leona, Ill., July 15-22.
Lincoln, Ill., Aug. 10-22.
Lindington, Mich., July 1-Aug. 15.
Lancaster, O., July 22-Aug. 18.
Middleport, O., July 22-Aug. 5.
Maysville, Mo., Aug. 12-19.
Macomb, Ill., Aug. 20-Sept. 2.
Miami Valley, O., July 28-Aug. 18.
Merom, Ind., Aug. 23-Sept. 2.
Meadville, Mo., Aug. 18-24.
Madison, Ind., Aug. 23-Sept. 2.
Madison, S. D., early July.
Moore's Hill, Ind., Aug. 4-9.
McConnellsville, O., July 28-Aug. 5.
Noblesville, Ind., Aug. 5-12.
Oskaloosa, Ia., Aug. 10-19.
Petersburg, Ill., Aug. 12-21.
Paxton, Ill., Aug. 24-Sept. 2.
Pontiac, Ill., July 27-Aug. 3.
Plattsburg, Mo., Aug. 19-26.
Pana, Ill., Aug. 11-19.
Rockville, Ind., Aug. 11-19.
Romington, Ind., Aug. 5-19.
Richmond, Ind., Aug. 19-Sept. 2.
Rushville, Ind., Aug. 12-19.
Shelbyville, Ind., Aug. 5-12.
Shelbyville, Ill., Aug. 5-12.
St. Peter, Minn., July 1-10.
Tecumseh, Neb., Aug. 21-26.
Tama, Ia., Aug. 16-22.
Valley City, N. D., July 24-July 1.
Vevay, Ind., Aug. 5-19.
Winona Lake, Ind., July 1-Aug. 20.
Wabash, Ind., Aug. 26-Sept. 2.
Washington, Ia., Aug. 14-22.
Worthampton, Minn., July 8-15.

RACING DATES

KENTUCKY

Latonia—June 5-July 7.
Lexington—April 28-May 9.
Louisville—May 12-June 2.

MARYLAND

Bowie—Nov. 17-20.
Havre de Grace—Apr. 16-30.
Havre de Grace—Sept. 19-20.
Laurel—Oct. 2-27.
Pimlico—May 1-12.
Pimlico—Nov. 1-14.

(GRAND CIRCUIT)

Cleveland, O.—July 2-6.
Toledo, O.—July 8-13.
Kalamazoo, Mich.—July 15-20.
Columbus, O.—July 27-Aug. 3.
Windsor, Can.—Aug. 1-5 and Aug. 6-8.
Toledo, O.—Aug. 11-17.
Cleveland, O.—Aug. 20-24.
Readville, Mass.—Aug. 27-Sept. 1.
Hartford, Conn.—Sept. 3-7.
Syracuse, N. Y.—Sept. 10-14.
Columbus, O.—Sept. 17-23.
Lexington, Ky.—Oct. 1-13.

(OHIO SHORTSHIP CIRCUIT)

Marion, O.—May 25-June 2.
Cleveland, O. (Brooklyn Park)—June 4-9.
Akron, O.—June 11-16.
Canton, O.—June 18-23.
Cleveland, O.—(New Cranwood track)—June 25-30.
Grove City, O.—July 2-7.
Cleveland, O. (Brooklyn Park)—July 3-11.
Findlay, O.—July 10-21.
Sandusky, O.—July 30-Aug. 1.
Marion, O.—Aug. 6-11.
Cleveland, O. (New Cranwood track)—Aug. 13-18.
Cleveland, O. (New Cranwood track)—Aug. 27-Sept. 1.
Wheeling, W. Va.—Sept. 3-8.

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TRADE SHOWS AND INDOOR EXPOSITIONS

INDOOR CIRCUSES, INDUSTRIAL EXPOSITIONS, MUSEUMS, ARCADES, DEPARTMENT STORE AMUSEMENTS, STORE ROOM SHOWS, BAZAARS, RADIO SHOWS

PLANS GOING FORWARD

For Elks' Indoor Circus at Harrisburg, Pa.

Harrisburg, Pa., March 7.—Exhibits valued at many thousands of dollars are planned to be displayed at the indoor circus planned by Harrisburg Elks for the week of April 2. Plans for the big exposition, probably the most expensive of its kind ever attempted in this section of Pennsylvania, are already well underway and committees are now at work arranging additional attractions which will include vaudeville acts and an orchestra.

The show will be staged at the Coliseum, just completed by Peter Magaro, manager of the New Regent, moving picture theater. The Coliseum will accommodate 3,200 people. The "Million Dollar Indoor Circus" will be the first event to be staged in the new auditorium. Local Elks plan to inaugurate a State-wide advertising campaign of the circus next week, and it is believed that Pennsylvania from all over the State will be in attendance.

JOHN AGEE CONCLUDING INDOOR ENGAGEMENTS

Sioux Falls, S. D., March 8.—Concluding his appearance in Sioux Falls March 8, and then going to Omaha for a week, John R. Agee and his big indoor circus, which has been playing the leading cities of the Northwest the past month, will go into Madison Square Garden to join the Ringling Bros. Barnum & Bailey Circus, according to Mr. Agee, who is equestrian director of the Ringling show.

It is estimated that between 15,000 and 20,000 people witnessed the show during the five performances given in three days here. Among the acts were Lillian Kincaid, in her Golden Whip number; Hooley, who balances in mid-air; Prof. Huling and his sea lions and seals; Gene DeVie, veteran clown and acrobat, accompanied by Fred Sterling, comic; The Curtis Trained Dog Family; The Clarkonians, barrel riders; John Carra, Albert the Great, the Seven Royal Brothers, who do hand-to-hand balancing, and the All Hassen Arabian Acrobatic Troupe. Mr. Agee had three elephants and their trainer, Al Langdon, in the ring at each performance, which proved to be one of the hits of the show.

SHRINERS IN CHATTANOOGA TO HOLD INDOOR CIRCUS

Chattanooga, Tenn., March 7.—Shriners of Alhambra Temple, this city, will stage a "Fun Festival and Mammoth Indoor Circus" here in the Tabernacle for ten days, starting March 20, according to announcement of Potentate Meek today.

The Tabernacle is to be all "dressed up" in a Arabian nights for the occasion with the Joe Rich Production Company of Chicago in charge of the festivities. Included in the amusements will be the Portia Sisters, contortion and balancing feats and acrobatic dancing, and the Three Kinuwa Japs in mid-air thrills. The Bell Trio of clowns will also be here.

The Temple brass band will be on hand together with an orchestra for dancing, and there will be cabarets, fashion revues, singers and dancers, set in a cauldron of gorgeous scenery.

Potentate Meek emphasizes that no games of any kind will be allowed to operate during the carnival.

ARTISTE HAS NARROW ESCAPE

Sioux Falls, S. D., March 5.—While several hundred spectators stood at a street intersection watching for the thrill, Providence, by ten seconds, saved Lillian Kincaid, "The Girl of the Golden World", from sudden death last Friday noon. Miss Kincaid, circus performer, was to give a free exhibition of her act in behalf of the Elks Shrine indoor circus here.

The 175-foot extension ladder of the Sioux Falls Fire department had been hoisted into mid-air, and rested at an angle stretching over the pavement. Miss Kincaid was to be hoisted to the top while hanging by her teeth to a special attachment. As she was raised ten feet from the ground, the big ladder broke close to the trunk, and crashed to the paving. Several persons in the crowd were injured, while Miss Kincaid suffered only from the shock.

FOOD AND STYLE SHOW BIG

Zanesville, O., March 7.—Attendance at the Merchants and Manufacturers' Food and Style Show was above expectations and the Kiwanis Club, which organization fostered the show, received handsomely. The musical programs each night added highly entertaining together with the vaudeville offerings. Merchants claim the exposition was the most successful event of its kind held here in recent years.

BETTER HOMES EXPOSITION

Canton, O., March 8.—Preparations for the Better Homes Exposition to be held in the city auditorium for four days commencing next Tuesday are well advanced. The exposition, under the name of the Canton Retail Furniture Dealers, has been organized. It is planned to offer entertainment of some form and musical features throughout the week. Most all furniture dealers in the city will have booths.

BIG THINGS EXPECTED

At Masonic Fraternity's Fashion Exposition at Madison Square Garden

The second annual Fashion and Home Exposition to be conducted at Madison Square Garden, New York, by the Masonic Fraternity of the State of New York and for the benefit of Masonic free hospitals, week of May 14, will not only present a glittering array of designs in the decorative and exhibitional features of the show, but it is expected that the week's attendance will be among the greatest ever recorded at the famous garden. It is predicted by those in charge that about 200,000 tickets for the exposition will be sold in advance.

Announcement is also made that more than 300,000 Masons are behind the exposition project, determined to make it a monster success. The Scottish Rite bodies, Knights Templar, Royal Arch Masons, Mystic Shrine, The Grotto, Tall Cedars of Lebanon and daughters of the order of the Eastern Star, are a unit in the army of workers, all with the aim of providing funds to establish a free hospital in New York City, not only for members of Masonic families, but for the needy, regardless of who or what they may be.

AKRON'S FIRST FOOD SHOW

Akron, O., March 8.—Sponsored by 450 commercial travelers, members of Akron Council U. C. T., the Akron Pure Food Show opens at the Armory Monday and continues afternoon and evening through the week. Household appliances have been eliminated from the show and the exposition will be confined to exhibits of food concerns. Practically all display booths have been assigned. Educational exhibits also will be a feature. The committee in charge announces that in addition to vaudeville offerings the famous Ladies' Band will provide the musical program each evening and Al Wilson's Orchestra, of Pittsburg, will play at each afternoon performance. Irene Bailey, of Buffalo, and Larry Kenneth, of Chicago, have been engaged as special soloists. It will be Akron's first big food show.

WINTER CIRCUS AT TOLEDO

Good Program Being Arranged Under Direction of Veteran Showman

Toledo, O., March 8.—An elaborate Winter Circus, proceeds of which will go toward the support of the Toledo Zoo, is scheduled to be held in the Terminal Building, March 26 to April 1. Extensive plans are being made and co-operation of Toledo citizens, officials and business men and women is manifest in the affair.

The entertainment program is being arranged, including the circus performance by the widely known circus man, Pete Sun, who was one of the operating heads of the Sun Brothers' Circus and catered to the amusement-loving public for many years. Under Mr. Sun's direction there is every assurance that the show will be an outstanding success, artistically and financially.

Besides the circus acts, there will be side-shows and other attractions to aid in entertaining the thousands of people from Toledo and vicinity expected to be present during the week. The affair is being heavily advertised and Mr. Sun has already arranged many bookings for the show.

PITTSBURG SHRINE PROGRAM

The program for the Shrine Circus, Syria Mosque, Pittsburg, Pa., week April 9, has been completed and includes the following acts: John Robinson's Military Elephants, Eight Mangleans, Castello Troupe, Jordan Girls, Aerial Solits, Lester, Bell and Griffin, Howard Girls, Karl and Kathryn, Five Terrible Terrys and Homer Romaine, with Frank Stout as producing clown assisted by many jocks. The street parade will be held Saturday, April 7. The show is under the direction of James N. McGrath, Jr., and Harry C. Thomas.

INDOOR FAIR AT TROY, O.

The entire membership of the Red Men's Lodge of Troy, O., is boosting for the success of its indoor fair to be held March 26, 27, 28, 29, 30, 31. The committee is working hard to make it the biggest affair ever held in Troy.

EXPOSITION BUILDING PLANNED

Harrisburg, Pa., March 7.—Plans for a large community building to be used for trade shows, conventions, indoor circuses and the like, are well under way here, it became known today. The project is being sponsored by the Harrisburg Chamber of Commerce, the Harrisburg Motor Dealers' Association and other local civic clubs. Two meetings in the interest of the proposed structure, which were attended by two score or more Harrisburg business men, have already been held, and another is planned for the very near future. While no figures as to the cost of the proposed building have been made public, it is understood that it is planned to spend upwards to \$500,000 for its erection.

OWLS TO GIVE BAZAAR

Marquette, Mich., March 7.—A four-day benefit bazaar at Kirkwood's Hall, here, will be held the first week following the close of Lent, by officers of the Order of Owls. The program will include dancing, a beauty contest and many other novel and entertaining features, with prizes awarded visitors each evening. It has been announced that the affair will not be conducted as a commercial enterprise for profit, and that practically all the proceeds, excepting sufficient to defray expenses, will be turned over to the committee to be used in securing prizes given in the various special events. The last bazaar given here by the Owls was in 1920 and proved immensely popular.

ATTENDANCE RECORDS BROKEN

Harrisburg, Pa., March 6.—All previous attendance records were shattered last week at the annual Business Show of the Harrisburg Kiwanis Club.

The exposition opened on Monday afternoon with a record-breaking crowd, and on Thursday afternoon it was necessary to refuse admittance to several hundred people who had lined up outside the building in which the show was being staged.

Fifty or more local business houses displayed their wares. The interior decorations were elaborate. The exposition, which was held in Willis Garden here, closed Friday night.

HARRISBURG AUTO SHOW

Harrisburg, Pa., March 10.—Harrisburg's thirteenth annual Automobile Show, promoted by the Harrisburg Motor Dealers' Association, closed tonight. The exposition was in progress all week at the Studebaker Building. So large was the list of exhibitors this year that it was necessary to obtain a larger building, the Overland Building having been used in previous years. The committee in charge of the event declares the attendance was exceptionally good, the inclement weather taken into consideration. Seventy-five local dealers displayed automobiles, trucks and accessories.

BOOKED AT ROCKFORD SHOW

Rockford, Ill., March 8.—Tebala Temple, Shrine, sponsoring an all-Rockford merchandise exhibit, is assembling great entertainment features for the week of March 12 during which the indoor circus runs. For the first half of the week David J. Jarvis, head of the entertainment committee, has booked LaSalle Trio, Eugene Brothers, the Rasaires, Dainty Frances and Choy Car Duo; the latter half of the week, Del Ruth, Leon Trio, Okura's Japs, the Great Josephine, Australian Barrel Jumpers and Hazlett's Circus.

DRAWS BIG ATTENDANCE

Oklahoma City, Ok., March 7.—The Home Builders' Exposition has just closed a very successful two weeks' exposition here. The attendance was over 50,000 and the business very good. The amusements were varied, consisting of vaudeville, band music and dancing.

ATTRACTING INTEREST

Mitchell, S. D., March 7.—An event attracting a great deal of interest in this section of South Dakota is "Mitchell's 1923 Automobile Show", to be held in the famous Corn Palace, April 20 and 21. Announcement has been made that the local dealers' association recently called on Eastern manufacturers, receiving assurance that cars of various makes would be found in space provided for the displays.

S. ASCH

EXPOSITION BUILDER and DECORATOR, 383 Canal Street, New York

Booths and Decorations. Special Features designed and built. Largest Exposition Builder in the East. Largest Stock of Booth Furniture in the U. S. Recent installations, Nat. Merchandise Fair, Masonic Fashion Show, Madison Square Garden Pool Demonstrations, Closed Car Show, Physical Culture Exposition.

READ OUR AD IN THE PARKS, PIERS AND BEACHES SECTION. SCENIC BALL RACER COMPANY.

Double Boiler, 2 quarts.

Preserving Kettles, 4, 6, 8, 10, 13 qts.

Covered Convex Kettles, 3, 4, 6, 8, 10 qts.

Self-Basting Roaster, 1 1/2-inch.

Water Pails, 8 and 12 quarts.

Percolators, 8 and 10 cups.

Round Dish Pans, 10 and 14 quarts.

Lipped Sauce Pans, 1, 1 1/2, 2, 3, 4, 6 qts.

Round Roaster, 19 1/2-inch.

Tea Kettles, 4 1/2 and 6 quarts.

99% PURE ALUMINUM WARE FOR Concession Stands

STAPLE UTENSILS
Always in demand by housewife.

YOUR ORDER
Will be shipped day received.

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A 2c stamp will save you Hundreds of Dollars.

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QUALITY == SERVICE == PRICE

In Placing Your Orders One Should Consider That We Import Direct and Always Have on Hand Large Stocks From Which We Are Able to Fill Orders Quickly. Prices and Quality Are Right.

A REAL DOLL



16-19-24-Inch Dolls. Unbreakable. Made of wood fiber. Has the real doll expression. Dressed in silk with marabou trimmings. Assorted colors. 6 doz. to case. These Dolls are the flash and got top money last year.

GENUINE CHINESE BASKETS



Hanging or Tub Basket. Got top money on fruit and grocery wheels last season.



COME AS FOLLOWS:

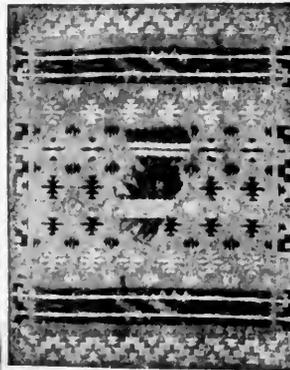
5 Baskets to Nest, 5 Rings, 5 Tassels. 5 Baskets to Nest, 8 Rings, 8 Tassels. These Baskets are made strong and are stained and trimmed the Oriental way. Have Beautiful Silk Tassels, shiny Beads and Rings and Oriental Coils.



The Four-Legged Baskets (come four to a nest) are of split bamboo, dark mahogany finish, and are trimmed with beads coils, 2 rings and 2 silk tassels on each basket. Top money getter last season.

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If you want "BLANKETS" we have them. Our line is most complete. We always carry a large stock and have beautiful patterns. Write for prices.

SIZES:

- 64x78 Inches, in 7 Colors.
- 66x80 Inches, in 3 Colors.
- 66x90-In. Navajo, in 3 Colors.
- 66x81-In. "2-In-1" Blanket.
- 30x10-In. Crib Blanket.
- 60x90-In. Beacon Blanket.

FLAPPER DOLL



The Genuine Flapper Doll. Dressed in Genuine Ostrich Plumes. Expressive eyes and very life-like. Packed six doz. to case.

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Many New Items and Very Attractive Prices.

25% Deposit required on all orders, Ship same day order received.

All Our Goods Are Clean, New, Bright and Packed Well. They Attract Attention.

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New York Address: 87 Eldridge Street.

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Outdoor Celebrations

STEADILY INCREASING

is Interest in Cincinnati Fall Festival, Starting Latter Part of August

Local interest is increasing weekly in the coming Cincinnati Fall Festival, which event is to be resurrected this year, the dates being set for August 28 to September 8, and from all indications on a much larger scale than any of its predecessors. The last Cincinnati show of this nature was held in 1906. At a Booster Luncheon meeting held recently at the Chamber of Commerce representatives of many business and professional organizations of the city were in attendance and plans were formulated with them for the cooperation of their organizations with the Chamber of Commerce and Fall Festival Committee toward making the forthcoming affair one long to be remembered by Cincinnati and her visitors.

Far greater space than previously is to be utilized in the giving of the exposition, embracing Washington Park the covered surface of the old canal, the bed, of which is now a car-loop subway (not yet in use), now known as Parkway; the old hospital site at Twelfth and Central avenue, the main auditorium and both wings of Music Hall, and in fact, practically all the available space and buildings in three or four blocks, between Twelfth and Thirteenth streets, from Vine westward. Thousands of dollars are being subscribed by Cincinnati organizations, business men and public spirited citizens to assure the covering of all necessary expenditures. It seems not far-fetched to predict that on the dates above mentioned the Queen City will "come into her own" in the way of furnishing a world of entertainment, attracting out-of-town visitors by the thousands.

HENRYETTA'S KOAL KARNIVAL

Oklahoma City, Ok., March 7.—Committees have been named by the Henryetta, Ok., Chamber of Commerce and a campaign among the coal mine operators has started for the holding of another Klug Koal Karnival at Henryetta, this year. The exposition, which has been held for the past two years, has received the sanction of citizens as the most effective measure of advertising the resources of Henryetta that has been adopted by the Chamber. It is expected that this year's Karnival will be a third larger than either of the two previous years.

Date Changed from March 24th to April 7-14th.

LOOK! LOOK! READ! READ! BIG SPRING AND STYLE CIRCUS

Second Week in April—Opens on Saturday, April 7-April 14.

WANTED—Circus Acts and Vaudeville Acts. Nothing too large. Will rent blues to seat 5,000 people. People will rent tent for this event. Twenty-five thousand miners, all working. Auspices Central Labor Union, Morgantown, W. Va. Address all mail care M. B. Allen, 344 High St. Wire to office.

St. Marys, Ohio, Centennial Exposition

AUGUST 20TH-26TH, 1923

WANTED—High-class United Shows, including Free Acts, for the week. Your proposition first letter. Address CHAMBER OF COMMERCE, St. Marys, Ohio.

SPRING FESTIVAL

At Lawrenceburg, Ind., Starting Late in April

Lawrenceburg, Ind., March 9.—The Big Spring Festival and Exposition will be held on the fair grounds here April 28 to May 5, under the auspices of Tawana Tribe, No. 301, Improved Order of Red Men. Committees already busy with plans and the securing of attractions, and are leaving nothing undone to make it one of the greatest events of its kind ever staged in Eastern Indiana. G. R. Miller, secretary of the executive committee, advises that in addition to the various exhibits, etc., there will be a midway, on which will be found many amusements, including shows, riding devices and concessions.

"FOURTH" AT CAIRO

Cairo, Ill., March 8.—The Cairo Rotary club has announced that Fourth of July in Cairo will be observed this year with an old-time celebration. The club has begun to advertise the event and it is expected to bring to this city a large crowd from a wide area, including towns in Illinois, Kentucky, Arkansas and Missouri. Motorboat racing on the Ohio river and a grand display of fireworks on the river front will be features of the celebration.

9-DAY SHOW AT NEW ORLEANS

New Orleans, March 9.—Jerusalem Temple, Nobles of the Mystic Shrine, is planning for a nine-day circus beginning April 5, to be located on the old circus grounds at Canal and White streets. The Morton Circus has been engaged to furnish the attractions. The Shrine will handle all concessions. Charles Weinberger has been appointed general chairman.

TO CELEBRATE JULY FOURTH

Marshfield, Wis., will, as usual, celebrate the Fourth of July, and Fred Reeths, Jr., has again been engaged to promote this event which will be a one-day affair, as last year. This makes Reeths' third consecutive year to promote this celebration. This year's celebration will be staged under the auspices of the American Legion.

AK-SAR-BEN TWO WEEKS LATER

Omaha, Neb., March 8.—The Ak-Sar-Ben celebration this year will be held two weeks later than in previous years. The carnival and parades will be from September 25 to October 6. The carnival grounds will again be on downtown streets, and it is not likely that any amusements other than races will be given at the field.

AUGMENTED PLANS IN ORDER

For Postponed Centennial at Eufaula, Ala.

Eufaula, Ala., March 8.—Following the postponement of Eufaula's Centennial, which was to have been held February 23, to early in May, because of the current uncertain weather, bad roads, spring illness, etc., augmented plans for the coming event are manifest and it is now planned to make the centennial the "greatest day in Eufaula's history". Among the features scheduled is a mammoth parade in which it is expected more than a hundred floats will make their appearance. There is to be "Queen of Eufaula" chosen, and the oldest native-born citizen and the latest-born baby will ride with the Queen in her chariot. Prominent State, county and city officials will address the people on the celebration day, and the high school and the seven elementary grades of the city schools will depict the era of progress, 1823 to 1923. The Commercial Club, Rotary Club, Kiwanis Club, City Council, American Legion, Elks and several women's clubs together are managing the event.

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

\$100 REWARD

To any Concessionaire or Jobber who was disappointed on any single shipment of our Dolls last season through delay on our part.

Our enlarged factory will enable us to handle a greater volume of business this season. Send for our 1923 Folder illustrating our new styles.

COLUMBIA DOLL & TOY CO., Inc.

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WE WILL PRINT YOUR NAME

AND TRADE NAME ON LABELS AND CARTONS TO YOUR ORDER

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COLUMBUS, OHIO, U. S. A.

NEW OF THE OUTDOOR AMUSEMENT WORLD

J. F. MURPHY'S NEW IDEA

Some Details as to Operation of Organization Announced

Norfolk, Va., March 8.—Saturday, April 7, will mark the opening of the Indian Circus and Bazaar, backed by seven thousand Red Men of Norfolk. The location for the event will be at Granby and Ninth streets. This is the site owned by the city upon which the huge city auditorium will be erected this summer and has never before been used for show purposes.

This also marks the advent of J. F. Murphy a new idea in outdoor amusements, under whose company the circus, bazaar and merchants' industrial exposition has been promoted and produced. As a precedent in this field it is considered the most drastic step ever attempted on a large scale in the outdoor show world.

While the many details of promotions and general business policy are not given out for publication, it can be observed these are the strong features around which the organization came into existence: This offering will operate exclusively in a canvas amphitheater, 250x600 feet. Almost without exception every part of paraphernalia and canvas, from the stakes up, will be new. Directly behind the huge electric arch front will be the merchants' industrial exposition auditorium (50x240 feet), cleverly and artistically arranged to care for one hundred booths for both local and national advertisers and exhibitors. Next will be the usual line of concessions on either side, owned and operated by the management. Thru the center there will be distributed four new, modern riding devices, featuring the Caterpillar, which is due in Norfolk from the manufacturers April 1. Another outstanding feature pertaining to the concessions is that all are to be housed under one continuous top, with scenery and other decorations to harmonize. All this paraphernalia has been built to fit the new wagons, all of which are exactly alike in body and size.

The only attraction offered along the lines of the old J. F. Murphy shows will be the wild animal arena under the management of Captain Fred Delvey, veteran showman and builder. This will be operated as an educational feature only. Captain Delvey has built a front for his attraction the like of which probably has never been seen and is a creation of his own brain.

Having been for years a great believer in free acts and clean, wholesome amusement, Mr. Murphy has gathered together one of the greatest collections of recognized artists in America. These acts will take place on a six-wagon stage, with accommodations for from five to ten thousand people. Directly to the right of this stage will be the band stand, where Frank Meeker's All-American Band will offer the musical program, assisted by a vocal soloist.

Among the many features contracted to date are The Mangan Troupe, eight acrobats, considered among the best in the business; Prince Nelson, famous high-wire artist; The Five

Flying Moores, well-known park and fair flying trapeze free act; Five Terrible Terrys, comedy acrobats; Four Hiss Brothers, four aerial bar performers; Frank Lemon and his Globe of Death, looping the loop on a motor-cycle; The Parontos, European gymnasts; Arthur Burson, Jerry Alton and several clowns with a number of other lesser acts. Four of

the numbers take place from forty to eighty feet high, and the balance on the stage.

Mr. Murphy's executive and business staff, besides himself as general manager, includes Tom Terrill, director of advance; R. F. McLendon, secretary and treasurer; Harry E. Bonnell, director of advance promotions and publicity; Dave Sklower, manager of concessions; Fred A. Danner and Ben F. Wolcott, special promoters, with two others to be selected; Fred Delvey, general superintendent; Frank Meeker, musical director; Jerry Alton, equestrian director; James Mooney, trainmaster; R. A. Martin, chief electrician.

While April 7 marks the opening of the show, the official opening will take place Monday, April 16, at Portsmouth, Va., under the combined Pythian lodges of Tidewater,

Virginia. Advance work for both weeks are going forward with a rush, and advertising matter is now going up. After the Portsmouth engagement the show will take the road for the regular summer season. All of the above information was obtained from an executive of the J. F. Murphy Producing Company.

SAM E. SPENCER SHOWS TO OPEN AT BROOKVILLE, PA.

The Sam E. Spencer Shows will open their season in Brookville, Pa., on the fair grounds about April 28. The executive staff will comprise the following: Sam E. Spencer, owner and manager; Bert English, assistant manager; Mrs. Sam E. Spencer, secretary and treasurer; Ben Kline, auditor; Frederick DeConroy, general agent; Al Miles, general superintendent; Martin Maley, superintendent concessions; Bernard Kline, musical director; Lee McDaniel, trainmaster and superintendent of lights; Frank Scribner, legal adjuster; Al Miles, general announcer.

The Sam E. Spencer Shows will have ten cars to start with, enlarging to fifteen as the season nears its fair dates. The shows and managers follow: Al Miles, Athletic Show; Cyril Vanlander, "The Most Talked of Show"; J. H. Dixon, 5-in-1; George Borwick, Circus Side-Show; Doc Thompson, Crystal Maze; Joe Gagers, Dog and Poo Show; Fred Kridler, Working World. Four riding devices: C. E. Burchfield, manager carousel; Walter Ulrich, manager Big Hill wheel, owned by Sam E. Spencer; John Scribner, Sealpauze, and Caterpillar, managed by Scotty Erb. Concessionaires: Cyril Vanlander, one; Al Miles, two; Fred Kridler, one; Ike Hyman, formerly with Lee Brothers, nine; P. J. Littlefield, two; Martin Maley, two; Fred Harris, two; Ben Chappel, two; G. W. Bracken, one; Frank Scribner, four; Scotty Erb, one. Free outdoor attraction will be furnished by Dare-Devil Henderson.

At the present time there are seven shows, four rides and twenty-seven concessions booked and contracted for the opening at Brookville. FREDERICK DE COURSEY (for the Show).

KNICKERBOCKER SHOWS

New Aggregation Rapidly Rounding Into Form for Spring Opening

New York, March 7.—Strides are being made in arranging the multitude of details incidental to the formation of a new carnival attraction such as the Knickerbocker Shows will be. Very shortly a full list of the features and a complete summary of the plans of the management will be announced.

At the present time the show offices at 215 West 47th street present busy scenes with visiting showmen, concessionaires and callers. Felix Beel will be general agent, while Maurice R. Lagg will remain back on the show as general manager. Chas. (Doc) Pronto will be superintendent, J. W. Ostrander secretary, Walter A. Schilling press agent, and Tommie (Stickers) Kennedy will handle the bills.

Among the concessionaires will be Mack Harris, Louis Sandler, Charlie Goodman and Frank Griffin. Larry Lampies will have the cafeteria. WALTER A. SCHILLING (Press Representative).

LAST CALL! L. J. HETH SHOWS

OPEN SATURDAY, MARCH 17, NO. BIRMINGHAM, ALA., DOWNTOWN ON THE STREETS. AUSPICES CIVIC LEAGUE, FAIRFIELD, ALA., DOWNTOWN ON THE STREETS, TO FOLLOW.

Will make liberal proposition to good Midlet Show or any other good Platform Show of merit. Want Musicians on all instruments. Workingmen in all departments.

Opening for any new and novel Riding Devices. Will look on liberal terms and furnish wagons to load on.

All Concessions open except Corn Game and Cook House. Exclusive Palmistry Concession open.

Fair Secretaries in Kentucky, Alabama and Georgia, we have some open time. We extend a cordial invitation to Secretaries in our territory to pay our shows a visit at our expense. This is a 25-car show. Address

L. J. HETH SHOWS, P. O. Box 97, No. Birmingham, Ala.

High Striker
 Best on Earth, 24 feet High Improved Base. Ask those who know. Price Complete, \$65.00

Headquarters

FOR
 Wheels, Amusement Devices, Games, Serial Paddles, Dials, Aluminum Ware, Candy, Chinese Baskets, Silverware, Pillow Tops, Sateens, Market Baskets, Pennants, Jewelry, Paper Hats, Vases, China Ware, Novelties, Artificial Flowers, Decorations, Sales Boards.

Celebration and Carnival Goods of all kinds at the Right Prices.

PROMPT SERVICE

Send for Catalogue.

SLACK MFG. CO.
 128 W. Lake St., Chicago, Ill.

PADDLE WHEELS
SLACK BICYCLE CENTER
 Light, run on Ball Bearings, 32 inches in diameter. Beautifully painted.

60-Number Wheel \$ 9.00
 90-Number Wheel 10.00
 120-Number Wheel 11.00
 180-Number Wheel 12.00

COLOR WHEELS
 12-Number, 7-Space Wheel \$11.00
 15-Number, 7-Space Wheel 12.00
 20-Number, 7-Space Wheel 12.50
 30-Number, 5-Space Wheel 13.50

BEST YET
 Greatest Wheel ever made. Wheels made of one piece three-ply silt dried lumber. Can not warp Run on ball bearings 30 inches in diameter. Beautifully painted.

60-Number Wheel \$12.00
 90-Number Wheel 13.00
 120-Number Wheel 14.00
 180-Number Wheel 15.00

COLOR WHEELS
 12-Number, 7-Space Wheel \$15.00
 15-Number, 7-Space Wheel 15.50
 20-Number, 7-Space Wheel 16.50
 30-Number, 5-Space Wheel 17.50

WANTED—WESTCHESTER AMUSEMENT CO.—WANTED

BIG SPRING CELEBRATION in the heart of the BUSINESS SECTION OF YONKERS, N. Y.

Eight Days April 6 to 14, Inclusive Four Big Pay Days

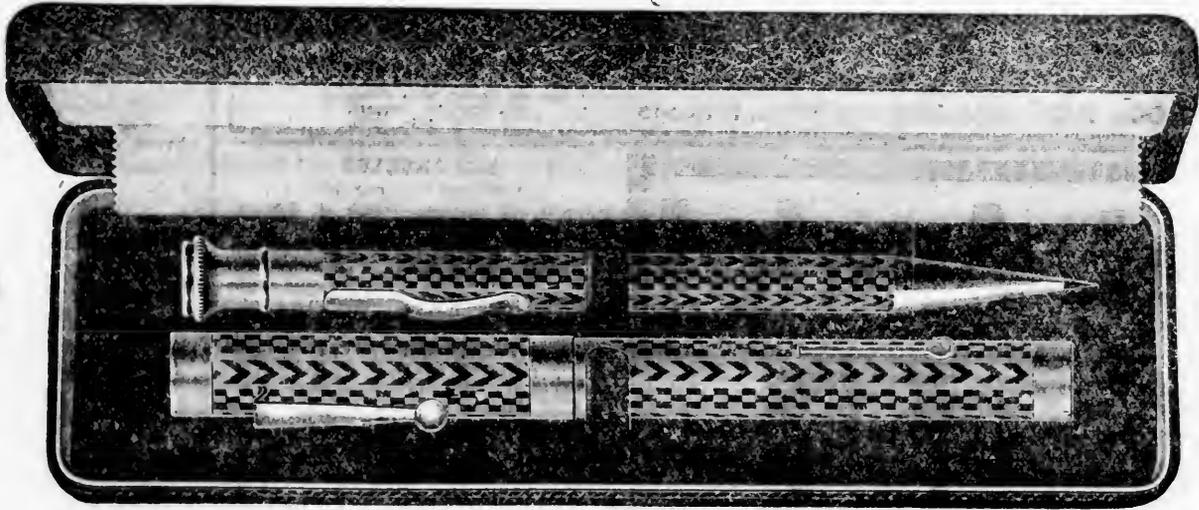
Location on John and James Streets, a stone throw from GETTY SQUARE. WANTED—Good, clean Cook House and Juice Joint, will give exclusive on same to reliable party for entire season. WANTED—Concessions of every description, including Merchandise Wheels (no joints or p. c.). Can place two Sensational Free Acts, also a small Uniformed Band. WANTED—Experienced Ride Men for our own FOUR NEW RIDING DEVICES, consisting of Carousel, Whip, Big Hill Ferris Wheel and Venetian

Swings; also TWO experienced Electricians; must know how to run Ford Trucks. Opening for good Second Man; also a few more Wheel Agents that are not afraid to work. We are booked solid. Our next spot is on the streets, so act quick. FOR SALE—Fifty Wheels, all different makes, a few Concession Tops, also a Good Set of Swings, which has five Boats. Address all ZUNDEL & SLOCOMB, Square Hotel, Yonkers, N. Y. Phone 872.

COMBINATION SETS PENCILS—FOUNTAIN PENS

PENCILS

Propel,
Repel,
Expel
with
erasers and
extra leads.
Lowest
Prices in
the World.



PENS

14-kt.
Points,
Gold Filled
Mountings,
Non-
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Self-filling.
Lowest
Prices in
the World.

OUR LINE IS COMPLETE

We make the new little Midget Pens and all sizes up to the largest Manifold Pen.

MR. SALESBOARD DEALER—MR. WHOLESALE—MR. PREMIUM BUYER

Buy your next order of Pens, Pencils or Sets from us. Our prices are the Lowest in the World. Let us send you samples and quotations. Get on our mailing list. Drop us a card today.

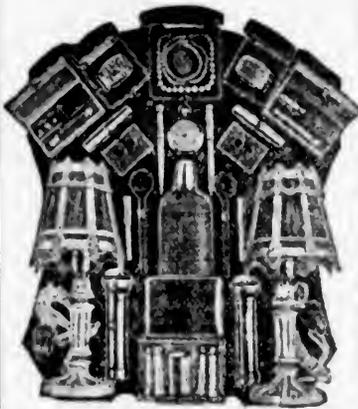
BUTLER

Manufacturing Company

19 ELBOW STREET,

PROVIDENCE, R. I.

MONEY



No. V-130.

Will flow into your pockets when you sell our Premium Assortments and Special Outfits.

OUR NEWEST ASSORTMENT

Consisting of 23 FINE PREMIUMS, such as Fine Electric Lamps, Handsome Indestructible Pearls, Guaranteed Watch, Fine Safety Razors and other attractive and desirable Articles. Displayed on a velvet pad, with a 1,200-Hole Salesboard.

No. V-130.

PRICE \$16.75 COMPLETE

We Are Headquarters for Transparent Celluloid 1200-Hole "KOMPACT OUTFITS"

- No. E-66—2 Fine Elgin Gold Watches and 1 Sterling Silver Belt Buckle, Set \$25.00 (110c)
 - No. D-99—3 Solid Gold Diamond Scarf Pins (10c) 25.00
 - No. P-11—2 Fine 14 kt. Pen and Pencil Sets (5c) 8.00
 - No. P-33—2 High-grade 24-in. Indestructible Pearls, Gold Clasp (5c) 7.00
- 25% Deposit on all C. O. D. Orders.
REAL Jobbers and Operators, write for our Catalogue.

LIPAULT CO., Department "B", 1028 Arch St., Philadelphia, Pa.

RADIO CORN GAME

Up to date. 100 Cards, \$15.00; 50 Cards, \$10.00. Six Adv. Cards. C. A. GODING, Genoa, Illinois.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

GORDON-HOWARD COMPANY

Located in New Home in Kansas City

Kansas City, Mo., March 6.—One of the most important transactions for Kansas City, in a business way, and to the show world, establishing more firmly this city's claim to not only being the "heart of America" but favorable to the show world, is the removal of the entire plant of the Gordon Howard Company, manufacturer of the well-known novelty packages, Snappy Snaps and Polyanna package, from its former location in Minneapolis to Kansas City, the first of March, with all its shipments from here effective with that date. This company, which has had a remarkable growth during the past several years, is now occupying its new, modern three-story building at 310 Delaware street, and is getting all orders out promptly, and receiving many calls from showfolk. Snappy Snaps and the Polyanna package will be used on many of the large shows (circus and carnival) this season, and also carried with repertoire shows and in theaters.

In locating in Kansas City the officials of the company feel that the large expense incurred in moving their plant and offices will be well repaid, as they will be situated in a much more advantageous shipping point and that they will be in better shape than ever to supply their customers in all sections of the country.

L. C. Zelleno, who has been representing this company on the West Coast for the past two years, has come to Kansas City to help the firm in getting settled in its new home and again will be identified with it this year. A large organization will cover the entire country in an efficient manner and many innovations are to appear in the introduction of the products. Charles Hugo, who represents this company in the Orient, has contracted for some unusual articles, which will prove a decided surprise when introduced in conjunction with these popular packages of the Gordon-Howard Company.

WADE & MAY SHOWS

Rushing Work at Winter Quarters

Detroit, Mich., March 7.—One of the busiest places in Detroit at present is the winter quarters of the Wade & May Shows. Several extra painters, carpenters and decorators have been added to the force and work is being rushed, the repainting and overhauling being personally supervised by Mr. Wade. Mr. May recently returned from a trip, and after a consultation with General Agent Pitheam and Mr. Wade left on another trip.

Grant Vanmier called at the office last week and contracts were closed for his Wild West Show. This will be his second season here. Mr. Vanmier is enlarging the show, and plans to have fourteen head of stock. A new hundred-foot canopy and several sets of blues just arrived at winter quarters. Jim Lynch will manage the show for Mr. Vanmier. Red

BUY FROM HEADQUARTERS

Reduced prices on Fountain Pens. We handle the only original Austrian Manos Pen. Why buy inferior pens when you can buy the original?



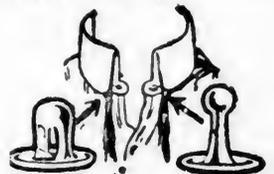
Superior grade of nickel finished wire arm bands. Guaranteed not rusty. PER GROSS PAIR, \$5.00.



7-in-1. The original Opera Glass. Celluloid frame, not tin, with real magnifying lenses, not window glass. PER GROSS, \$18.00.



A SNAP TO CLOSE



Spring is here, so is the button package season. Get connected right. 4-Piece Duplex Button Set, consists of Duplex Front, Fit-Tie Back and Snap-Apart Links. Very good assortment. Wonderful sellers. From \$12.00 to \$15.50 per Gross Sets. Now is the time to send in your order.

Specialists in supplies for Streetmen and Pitchmen. One-third deposit required on all orders. All goods shipped same day order is received.

BERK BROTHERS, 543 Broadway, New York City

SOUTHERN TIER AMUSEMENT CO., Inc.

WANT GOOD TALKER FOR A GOOD TEN-IN-DNE

We own Merry-Go-Round and all Shows. Want legitimate Concessions. We play good territory and already have the best fairs in New York State. Everything open except Cook House, Juice Stand, Cigarette Shooting Gallery and Duck Game. Write

JAMES STRATES (Known as Young Stranger Lewis), Box 251, Bath, N. Y.

Ostrander has also arrived and a regular work-out is being staged daily getting all stock and people in shape.

The Wade & May Shows will carry only eight shows this season. A Circus Side-Show will be one of the features, and same is being whipped into shape. Marvelous Melts, an old-timer under the white tops, is getting to gether a oneering circus, and in connection with it he will run a monkey circus in the form of a managerie. No girl shows or Hawaiian shows or any form of girl show will be carried. There will be about forty concessions. Frank Allen, with the Brown & Dyer Shows last year, has contracted for six; Dan Leslie, three; W. W. Potts, five (this is the fourth season for W. W.); Frank Wrightman, shooting gallery; Daddy Morrison, two; T. Seifer of Dayton, Penny Arcade. A James Watson of Dayton, Penny Arcade. A twelve-piece band will be carried. Mr. Wade and Mr. May are both very optimistic about this season.

JAMES MACKIE (Show Representative).

RED HOTS

BIG PROFITS

made with this new highly polished, nickel-plated copper

Red Hot Steamer

Burns gasoline. Smokeless Burner. Separate compartments for Red Hots and Buns. Also Other Styles at New Low Prices. Light weight. Easy to carry. For full particulars write



H. SCHMIDT & COMPANY, 451 So. Clark St., Chicago, Ill.

THREE HOT WHITE STONE SPECIALS

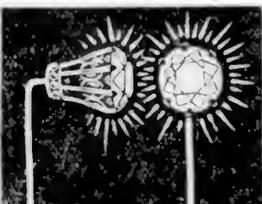


No. 333—Imitation Platinum, set with extra fine 2-karat white stone brilliant. Fancy engraved shanks. Heavy box mounting.

Per Doz., \$4.00
Per Gross, \$45.00

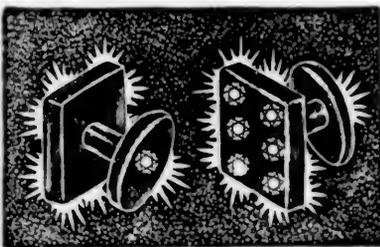
Sample, Prepaid, 50¢

No C. O. Ds. without deposit. Our White Stone Circular free for the asking.



No. 1383
1-KARAT PLATINOID FINISH

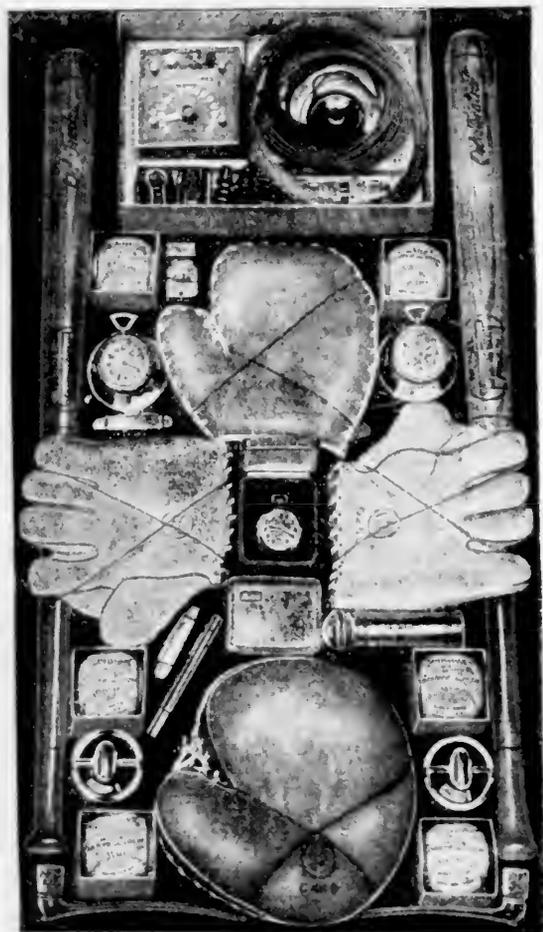
Sample Dozen, 75¢
Per Gross, \$8.00



No. 711
Lucky "7" Cuff Links. These Dice Cuff Links are made of highly polished black ivory, with seven fiery cut flashing white stones.
Per Pair, 50¢, Prepaid.
Per Dozen Pair, \$5.00.

S. B. LAVICK & CO., INC., 404-406 S. Wells St., Chicago

First Again!



No. R960

Radio Assortment

A complete RADIO RECEIVING OUTFIT with all necessary attachments, aerial wire, ear phone, etc. Can be set up in 20 minutes, ready to "Listen In". This set is manufactured by the largest Radio Company and guaranteed.

In addition to the Radio Set other fine Premiums are used. High-grade, fine quality Base Ball Gloves, American League Base Balls, Bats, fine 7-Jewel Gold-Filled Watch, Clocks, Flashlights—26 Articles in all. Handsomely displayed on a 36-inch Velvet Pad, complete with a 3,000-Hole Salesboard.

Price, \$50.00

**DO YOU WANT a rush of business?
DO YOU WANT more profits?
DO YOU WANT the newest, greatest, fastest selling salesboard proposition?**

IF SO—HERE IT IS

RUSH YOUR ORDERS BY MAIL OR WIRE, QUICK.

Jobbers and Operators! Here is your opportunity to clean up with an outfit that practically sells itself. C. O. D. orders shipped when 20% deposit is included.

LIPAULT CO., Dept. B 1028 Arch St., PHILA., PA.

WE'RE BOOSTING YOUR GAME, BOOST OURS—MENTION THE BILLBOARD.

LOS ANGELES

(Continued from page 98)

vision of Sid Grauman, Joseph M. Schenck, Sol Lesser and Adolph Zukor.

Charles H. Smith is doing a big business on Main street in his Wonderland Circus Side-Show. The attractions are many and being changed every two weeks.

"The Life of Christ", a pilgrimage play, will open its fourth season here in July. It is announced The California Club was the scene of a meeting for this purpose, and the exact dates are to be announced shortly. S. P. Wetherell is in town for the arrangements.

Wm. E. Carmichael has started another season with his Great Western Dog and Pony Show. They will tour Southern California and later the northern section. The show has added a number of new acts.

Mary Newcomb is proving herself to be an actress of great worth in the new production of the Majestic Stock Company here in the premiere production of "The Poppy Kiss". Dress and public have been loud in their praise of her work. Dealing with dope traffic, she has a very difficult role to handle and foreign to any work she has yet done. The attendance has been exceptionally good.

Frank J. Morgan is handling the desk at the headquarters of the Soldiers' Show to be held in Exposition Park this month. Frank was in the same capacity at the Grotto Circus.

Fritz Brunette, who appeared in "While Satan Sleeps", has signed a contract to play the leading character role in Hugh Dierker's special all-star production of "The Other Side."

The Pacific Coast Showmen's Association has set March 16 as the date for their farewell to members leaving for summer engagements and on that night will give them a big dance party at Eagle Hall.

Dorothy Morrell, world's champion cowgirl, is to come to Los Angeles to star in the Wild West Rodeo at the Soldiers' Show, March 10 to 18. Edythe Sterling was responsible for her leaving Cheyenne for this purpose.

The annual automobile races held recently drew a crowd of over 60,000 to the Speedway at Beverly. The races were successful from every standpoint.

Corinne, while playing the Orpheum Circuit here, purchased real estate in Los Angeles.

John Miller, who is regularly found at Salt Air Park, in Salt Lake City, during the summer months, is contemplating buying a home in Los Angeles or Venice. He spends his winters here.

Mack Sennett announces that he has added Gus Meins and Scott Darling to his staff of comedy creators.

George Donovan captured the first prize offered by the Pacific Coast Showmen's Association for bringing in the most members during the month of February.

Ten motion picture employees who were painfully burned and narrowly escaped death while filming a scene at the Universal Studios here last week are recovering at their homes. The injured persons were burned in by flames that swept a "cabin" set in which the scene was being taken. Those injured were Esther Helston, Cathleen Calhoun, William Desmond, Robert F. Hill, Lewis Sargent, Eddie Dodds, Buddie Harris and three electricians. An employee holding a burning flare with the flame exposed brushed against a lace curtain and in a moment the entire interior of the cabin was in flames.

GET THE MONEY, BOYS, WITH

The Little Wonder Radio Phone

Has a radius of 25 miles and guaranteed to receive all local concerts. **NO DETECTORS TO SET.** Simply attach to telephone, light socket or radiator. Any child can operate this. It's always tuned in.

Write for Prices in Quantities. Made with Frost 2000 Ohm Head Phones.

F. & B. BROKERAGE CO. MFRS.,
1126 Locust St., KANSAS CITY, MO.
The Heart of America.

ATTENTION, IMPORT BUYERS

We represent 100 of the best European manufacturers of Dolls, Toys, Carnival and Premium Goods, Jewelry, Pearls, Ivory and Leather Goods, Glassware, Smokers' Articles, Cut Stones, Ivory Specials, Tools and other Products and Special Advertising Machines, etc.

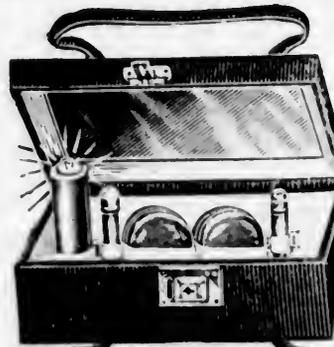
\$3.50 SPECIAL FOR THIS ISSUE, POSTAGE PREPAID.

- 1 Dozen assorted Cigarette Holders, with ejectors, 50¢ per dozen..... \$2.50
 - 1 only, Monte Carlo Game, with layout in box, Each..... 1.00
 - 3 only, Toto Horse Race Game, 10¢ each..... .30
 - 100 Gold Letters, gummed, Big money-makers, to each..... 1.00
 - 1 only, Golden Needle Threader, with case..... .25
 - 2 Catalogues and Prospectuses of all..... .35
- Total..... \$5.40
Complete list sent on receipt of \$3.50.

MOONEY-SPIRO COMPANY

51 North 6th St. PHILADELPHIA, PA.

SOMETHING NEW



Large Size Ivory Lined Electric Lighted Vanity Case—This is the latest idea in Vanity Cases. Full-sized mirror with ivory frame. Double set of fittings and full length double handles, tacked with gold finished nails and gold finished trimmings. Gold finished lock and key. Looks like a \$20.00 article. **BIG FLASH.**

\$36.00 Per Doz. Prepaid \$3.50

Large Size Octagon Shape, Electric Lighted Vanity Case—With large size mirror, large size gold finished fittings, beautifully gold lined; looks like a \$19.00 article.

\$36.00 Per Doz. Prepaid \$3.50

All orders shipped same day as received. ¼ deposit, balance C. O. D.

Cambridge Leather Goods Mfg. Co.
400 Cambridge Bldg., CHICAGO, ILL.



Silk Knitted TIES

SPECIAL \$3.00 DOZEN \$30.00 Gross

Wonderful Value Splendid Assortment, Beautiful Designs. Every Tie Guaranteed First Quality.

Send today for an assorted dozen at this low price. All orders shipped same day received. 25% deposit, balance C. O. D.

Mac Manufacturing Company
93 Thompson Street, NEW YORK

WHIP FOR SALE

Low Price of \$2,500

Post Office Box 826, San Francisco, Cal.

1923. **MAKE IT A BANNER YEAR!** 1923

WITH THE SUBMARINE RACE
A pat. game device that is attractive; exciting for young and old; a proven success; holds the crowd. Capacity, from 12 to 60 players. Write for testimonials and particulars.

WOOD & SAND, Keansburg, N. J.

FOR SALE—A FEW GAMES
Never again used, just like new, at very low price. For information inquire at L. GROSHENS, 455 35th St., Milwaukee, Wis.

SAV "SAW IT IN THE BILLBOARD"

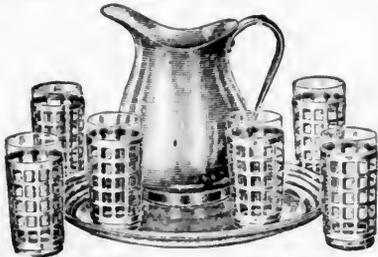
SPECIAL ANNOUNCEMENT TO CONCESSIONAIRES

We take this occasion to announce our removal to larger quarters and are now in a position to supply you with the very best merchandise at prices that will astonish you.

We do not hesitate in telling you that our line of Beacon Indian Blankets this season will consist of the most beautiful colors and patterns in America, and our service will be even better than in the past.



OUR 1923 CATALOGUE WILL BE READY APRIL 1ST. SEND YOUR COPY FREE. IT WILL PAY YOU.



We carry a complete line and tremendous stock of the following merchandise at all times:

ALL ORDERS POSITIVELY SHIPPED SAME DAY AS RECEIVED REGARDLESS OF HOW LARGE YOUR ORDER MIGHT BE.

BEACON INDIAN BLANKETS, CRIB BLANKETS, MOTOR ROBES, ALUMINUM WARE, UNBREAKABLE DOLLS, LAMP DOLLS, CANDY, BASKETS, MANICURE SETS, GIVE-AWAY-SLUM, ETC.

GELLMAN BROS., 118 North Fourth Street, MINNEAPOLIS, MINN. "ALWAYS AT YOUR SERVICE"



SPRING and FAIR MONEY GETTERS

Big Stock AUSTRIAN SELF-FILLERS
at \$14 per gross, in boxes. Send 25c for sample.

AUTOMATIC GERMAN INDELIBLE PENCILS,
at \$3.50 per gross. All workers, not rusty, long leads. Also others from \$5.50 per gross and up.

RAZORS
From \$6.50 per dozen and \$4.00, Double shoulders, highly polished. They are going fast.

OPERA GLASSES
White celluloid (not tin), all perfect lenses, every one magnifies. Positively best glass on the market.
\$18.00 Per Gross. Big stock on hand.

CHAS. J. MacNALLY,
"The House Which Will Eventually Serve You"
21 Ann St., New York City.

JUST LIKE A CASH DRAWER CANVASS COMPARTMENT MONEY PURSE
Pocket for each denomination. No sorting or re-counting. Saves time making change and mistakes. Useful to all classes of merchants & cashiers.

All canvass, 9x6 inches	\$0.75
Imitation leather outside	1.25
All canvass, 11x7 inches	\$1.00
Imitation leather outside	1.50

BOSWORTH SPECIALTY CO., ROCHESTER, N. Y.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

GOLDEN RULE SHOWS

April 28 Set as the Opening Date

Logan, O., March 6.—The plans of the management and the winter quarters work necessary for the preparing of the Golden Rule Shows for their spring opening are now in full swing. Manager C. A. Clarke has just returned from Miami, Fla., near which city he owns a fruit grove on which he spent a very enjoyable winter and where he expects to winter in the future.

The management states that the show this year will be one of the cleanest in the road, as there is to be nothing carried in the way of attractions that any woman or child cannot visit in all propriety. Neither will there be "grift", the majority of the concessionaires being straight merchandise wheels, etc. The lineup will include seven shows, three rides and about twenty-five concessions. There will be a number of new faces with the company this season.

Mr. Clarke has again secured the services of Prof. Ben F. Ogles and his "Superlative Band." Lou Bartell will be in charge of the Athletic Arena, while the Monkey Showway, Minstrel Show, Vaudeville Show, Fair Show and Temple of Mystery will also be under capable management. The shows will open in the coal fields of Ohio April 28. Mr. Clarke will do the greater part of his advance work himself in which capacity he is quite capable.

S. KING (Show Representative).

MAHONING'S NEW TRIMMINGS

Warren, O., March 9.—Fresh trimmings for the 1923 season at Mahoning Park, Leavittsburg, are being applied in abundance, according to Manager John L. Herbold. The opening is set for Decoration Day. A new maple floor is being installed in the dance hall, which is 60 by 100 feet; all buildings are being painted in white and a circus yellow; many tables and kitchen facilities are being added to the mammoth picnic grove; up-to-the-minute apparatus is being installed in the athletic field and children's playgrounds and the hundreds of canoes are being overhauled. Boating and bathing is a big feature at Mahoning Park.

MORE TRADE ACTIVITY IN OUTDOOR SHOW FIELD

The Morelec Electric Company, of Baltimore, Md., has previously this season not entered the outdoor amusement field to any great extent with its products, but this year the firm is to extend its activity in that line, especially with its Morelec Portable Electric Flood Light, which has not long been on the market.

In describing this flood light, an executive of the firm informs that it is constructed on an "upright", on a good base, and can be raised to an elevation of about seven feet, can be operated in any position and at any angle, and can "angle" down to ten inches from the ground, thus making it a convenience as well as asset for the "flood lighting" of show fronts, or whatever purpose it is needed.

Notice To Buddha Workers!

BE INDEPENDENT!
Make your own ORIGINAL MAGIC WAND AND BUDDHA, best invisible Developing Papers, Hosesopes and Pictures in Thousands of Copies in your spare time and save money. We propose to sell you dependable instructions, our invisible ink and developer of non-objectionable color for \$5.00 set with order. Pat. App. for. MONEY BACK IF NOT AS REPRESENTED.

TOLMAN'S
64 Lafayette St., New York, N. Y.

ALL READY BOYS

For a Big Profitable Season

These Walking Dolls will make money faster for you than anything you ever handled. A beautiful attractive novelty that has a lasting appeal. Very highly lithographed in five bright colors. Stands 13 inches high. Handle stick measures 24 inches long. Sells for a quarter in the stores.

In One Gross Lots \$9.00 a Gross
In Three Gross Lots or More 7.20 a Gross
SAMPLE, 25 CENTS.

25% cash required on all orders.
Come packed one gross to carton. Weight, about 30 pounds.

CHICAGO NOVELTY COMPANY,
17 NORTH WABASH AVE., CHICAGO, ILLINOIS.

Something New Under The Sun

WRITE FOR OUR CATALOGUE BEFORE BUYING ELSEWHERE

Hair Dolls, with tinsel dresses, complete. Each.....20c
Unbreakable Plume Dolls, height in all, 21 inches. Per Dozen..\$8.50
Unbreakable Dolls, in all sizes and all styles
21-Piece French Manicuring Set. Per Dozen\$14.00
8-Quart Aluminum Preserve Kettles. Per Dozen.....\$8.00

ONE OF THE LARGEST
We occupy the entire building. Our prices are lower than any other Doll manufacturer in the United States.

E. C. BROWN CO.
119 West Second St., Cincinnati, Ohio.

FOR SALE

TWO GENUINE KENTUCKY DERBYS—One Portable For \$450.00 Each

One Portable Game of Aces, manufactured by the M. A. Louf Co. of Niagara Falls, N. Y., cost \$3000.00. Fourteen units. Used one season only in park. Beautiful, spectacular, fast, mechanically perfect. Will sacrifice for \$750.00 cash. Above games F. O. B. Eastern points.

For particulars address
MRS. JESSIE SMITH, 138 Funston Ave., San Francisco, Calif.

MENTION US, PLEASE—THE BILLBOARD.

THE FLAPPER-25c



25c

Denny Pugh, Doll Concessioner on the "John Wortham Shows", opened the season last week at Brownsville, Texas, with our **FLAPPER FEATHERS** 15 flashy colors

Boys, He Knocked 'Em Dead

The "Sawdust Shows" at Phoenix, Ariz., last week filled the town with dolls and our Feather Flappers. "Dutch Schue", the California Whirlwind, threw out over 1,000 the first two nights

Why Not Wire Today for 100 at 25c

THE FAMOUS "FLAPPER"

Ostrich Plume Shade and Dress IS NOW

25c

These are Real California OSTRICH PLUMES

not those fake moth-eaten and inferior feathers. DON'T BE FOOLED by others imitating our goods in fake ads. We are the only manufacturer of the CALIFORNIA REAL OSTRICH PLUME

25c

25c

FLAPPERS

25c 25c



THE FLAPPER-25c



25c

OR STAR PLUME. 25c

Dolls are selling now from 12 1/2c to 25c each. Put on our famous "FLAPPER" Plumes. The whole layout costs 35c to 40c. It's a cinch to Knock 'Em Dead. Smart Concessions are closing Ham and Bacon Grocery Jewels and even silverware and putting on CORENSEN'S FAMOUS FLAPPER PLUME DOLL STORES.

\$25.00 investment puts you in line to fill your pockets with coin. Boys, imagine a dealer who has inferior feathers from ours trying to get us to get together with him to boost the prices on our fellow brothers and friends, the Doll Concessioners.

"NEVER"—We won't combine with anyone to do the Boys harm.

COME ON, FRIENDS, DON'T WAIT Spend 25 Bucks with us to start your fortune this season.

CORENSEN OSTRICH PLUME CO., 825 Sunset Boulevard, Los Angeles, Calif.

Don't waste postage; we answer no letters. Send \$1.00 for samples. THEY TALK.

CAMPBELL BROS.' CIRCUS

Personnel Will Be Practically Same as Last Season

The Campbell Bros.' Trained Animal Circus will go out this season with very few changes in the personnel from that of last season. Nearly all the artists who helped make this show a success last year will be on hand at the opening at New Egypt, N. J., April 28.

The show will have brand-new tops throughout. All the stock and animals have wintered nicely. Several new attractions are being purchased from the recent arrivals in New York for the cages. Henry Newmeyer has been breaking the lions into some new stunts never before attempted with a cat act. Beniah Taylor will replace Russell Hall in handling the pony and dog acts. Mr. Hall having joined his brother in putting out their own show. Frank Mosier will have charge of the band as last season. Last season this show was called by some the "aristocrat" of the smaller railroad shows and intends to live up to its reputation this season. The motto of the show is: "Advertise what you have and have what you advertise, and give the people their money's worth." By so doing you leave behind you a welcome to come again.

W. C. KLINE (Press Representative).

DYKMAN & JOYCE SHOWS

With the advent of mild, spring-like weather, work in the winter quarters of the Dykman-Joyce Shows is being rushed to early completion.

Manager Dick Dykman is personally supervising the rebuilding and repainting of the various rides and shows, also seeing to the making of two contracts for spots to be played at an early date that may be of importance to the shows.

Several concessionaires are appearing upon the show and making ready for the opening. It is the aim of the management and personnel of the show to make it the best ten-cent organization in the business and the attractions carried are all excellent and of undisputed merit.

The caravan is to carry three rides and eight shows, and move in ten days, routing thru Southern Illinois and North as the season advances. HARRY MARTIN (for the Show).

CHAS. R. STRATTON A BILLBOARD VISITOR

Chas. R. Stratton, operating head of the Famous Lorman-Rosen Show, was a visitor to The Billboard while passing thru Cincinnati last week. Mr. Stratton, who spent the winter in New York City, was heading to Atlantic City where his shows have wintered and in which city they are scheduled to begin their season engagements, the opening date being set for March 17. Mr. Stratton stated that his organization will

The "O W A" Automatic Pistol is the only 25-Cal. Automatic with the "BREAK-OPEN-FEATURE"

We are the exclusive representatives of the famous OWA Automatic Pistol, made by the Austrian Government in the Austrian Arsenal, Vienna, Austria. Made of blue steel, with safety attachment. Can be opened and closed with one press of the thumb and without any tools.

7-Shot, 25 Cal. O W A Automatic Pistol - - - - \$5.00

In lots of 6 at \$4.50 each

GENUINE LUGER AUTOMATIC PISTOL, 765 mm., .30 Cal. \$12.50

GENUINE MAUSER AUTOMATIC PISTOL, .25 and .32 Cal. (10 shot) \$9.50

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SPANISH .32 CAL. AUTOMATIC PISTOL (9-shot), with extra Magazine FREE 7.00

GERMAN OPERA GLASSES \$4.00 per Doz., \$45.00 per Gross

HIGH-GRADE READING GLASSES, 3 1/2-inch lens, nickel-plated frame, ebonized wood handle 6.00 per Doz.

IMPORTED FOLDING POCKET MAGNIFYING GLASSES, nickel-plated frame, 2-1/2 inch lens \$1.75 per Doz., 18.00 per Gross

WHITE CELLULOID COMBINATION 7-IN-1 OPERA GLASSES, \$1.75 per Doz., 18.00 per Gross

NO GOODS SHIPPED WITHOUT DEPOSIT.

NEW YORK CENTRAL SUPPLY CO., Dept. B.

64 THIRD AVENUE,

NEW YORK, N. Y.

J. J. Steblar, Mgr. Geo. W. Adams, Gen. Agt. Vera Steblar, Sec.

...STARLIGHT SHOWS... FIFTH SEASON.

WANTED—The more shows. Will furnish outfits for good, clean, shrewd men. Big and heavy and light shows. WANTED—A good store, Cook House, Juice and all wheels sold. Show from April 28 to New York, N. Y., Two Saturdays. This show moves every week. Big good season shows. If you are interested (N. Y. City) Address all mail to J. J. STEBLAR, 12 School St., Stamford, Conn., or FWARD KOJAN, Aracoe Doll & Supply Co., 417 Lafayette St., New York, N. Y.

be found somewhat enlarged for 1923, introducing some innovative features, and that he would speed up the work of preparation at his winter quarters immediately upon his arrival at Atlanta. He predicted a good year for outdoor shows.

HE BUILDS 'EM EVERY WINTER

I've owned a thousand circuses In forty years of time. Built mainly in the winter And mostly in my mind. I've owned four hundred dapple grays And harness trimmed in brass; Six great, big gold-leaf tableaux, Believe me, boy, 'twas class.

I had the best of sleeping cars, Steel flats and everything. And, unlike other circus men, Was ready in the spring. My parade had countless open dens And mounted gals galore; It was indeed a spectacle, How my name and fame did soar!

It is a most inspiring work When the ground is white with snow, To sit up near a red-hot stove And dope out such a show. They make all kinds of money, Every day a turn-away, You can't keep people from this show, Every night is pay-off day.

I built one only yesterday, I'm building one tonight, I build one nearly every day, I've done it all my life. I can build you any kind of show For the price of a postage stamp, One hundred cars, right down the line To a modern "Gypsy camp".

I've known a lot of other guys, Big showmen of my class Who build them every winter, But they're always filled with gas, But we should worry, we should fret, We have a lot of fun; We'll build them just the same next year And till our time has run.

And then I'll build one up above Along the Milk White Way, And open for a "cousin" And have exclusive sway. I'll have Solomon stage a mighty "spec", The greatest of all times, Ben Hur will drive a chariot race And Daniel work his lions.

Moses will have the side-show, "Old Tim" will have the pits; Their stuff is new—never shown before— So we'll shoot off for six bits. We'll make a lot of money, For there'll be no "nut" at all, So I'll meet you in the gloaming And we'll celebrate next fall.

—ANONYMOUS

SAM REICH

CHAS. REICH

NOW WITH THE

Beacon Doll & Toy Corp.

695 Broadway

(LOCAL AND LONG DISTANCE PHONE)
SPRING 8288

New York City

Manufacturers of Dolls and Lamps of all descriptions. We also carry a complete line of items used for the Fair and Carnival Trade.

HAVE NEW ITEMS ON HAND. WRITE FOR PARTICULARS

THE CORRAL

(Continued from page 83)

bring along his own judges." The foregoing are a few of the remarks one hears daily among some of the so-called contestants. The association will settle the arguments. Others, similar, are: "I can't go to that contest to meet him, I'm making more jack at another place, on contract, those dates." "Sure, I'm the champion, see that medal?" "Yep, I am the real champion, so why should I go to that dinky contest, they won't give me a contract to work?" All of these things will also be done away with when a REAL ASSOCIATION is formed—and NOT until then.

Among the folks that we would like to find attending the meeting at Cheyenne: G. M. Sparks, from Prescott; Guy Wendick, Calgary; Roy Raley, Pendleton; Tex Austin, Fox Horn Clancy, from Ft. Worth; Fred Bebee, from San Antonio; Phil LeNoir, from Las Vegas; Joe Bartles, from Deway; John Stryker, from Nebraska; representatives from the Frontier celebrations and cowboy contests held at Salinas, Livermore and San Jose, Calif.; Tucumcari, N. M.; Phoenix, Ariz.; Hope, N. M.; Garden City, Kan.; Bozeman, Mont.; and Miles City, Mont.; Belle Fourche, S. D.; Glendive, Mont.; Havre, Mont.; Cody, Wyo., and Sheridan, Wyo., and, of course, the Cheyenne folks, and any and every committee and promoter interested in the advancing of the business.

We feel that an association and its members would go on record for once and for all as to the status of lady bucking horse riders and their work at frontier contests. This even has caused much argument and talk in the past. The Billboard thinks that "hobbled-stirrup" riding should not be tolerated as a competitive number on ANY contest program. If there is to be lady bucking horse riding, make it "sleek", with suitable rules to govern it, and award suitable prizes. If, however, any committee desires to use ladies' "hobbled-stirrup" riding as simply an exhibition, it should be so announced and printed in the program, so that the public will KNOW the difference between "hobbled" and "sleek" riding. By passing the "hobbled" stunt off as a "sleek" one in the past, many contests have cheapened their own riders and as a rule to the general disadvantage to the contest.

Dear Rowdy—I have been putty busy the last few weeks, but am sure tickled to see so many of the contest committees comin' to the front sayin' they'er for the association, that will put the contest bizness where it belongs—up in front.

No doubt they'll be a meetin' called soon, and when it is held, they'll be a good crowd there, 'cause I've talked with several men around the country who have put in good money in the past, to put on a contest, an' they all say that it's got to be put where there is sum of 'ficial heads and talk to it as a bizness. They're sure tired of gettin' letters from sum fellers on fancy paper claimin' that him an' his friends are the best in the bizness, and that if they'll pay him a hull lot of coin, he'll cum and be the feature act fer 'em. That day is over. From now on it's gotta be CONTEST—cash prizes up, with no strings on 'em; open to the world of contestants; best feller on his actions an' ability takes the money, and square judges, who ain't throwin' everything in the way of friends who divvy up with 'em after-ward. That's what the new contest association has got to do. Away with all the fakera an' fixers! Anybody that's on the square, knowin' the judges are square, will take a chance on winnin'. 'Course, the boys who has to get "guarantees" fer their end won't like it.

When I wuz in South Dakota not long ago I heard that Belle Fourche wuz willin' to join a new, real association when it wuz formed. The majority of these yer contest committees have about decided to run their own outfit from now on, and see that contestants compete and WIN, and not talk themselves an' friends into the money, or try to handle the committee's bizness. An' the world knows that is the way it should be. Well, I'll be a-lookin' fer the dope on the new association, 'cause I feel she's a goin' over and do a hull lot fer the best interest of all honest folks in the bizness, contestants an' committees both. I see where Tex, Sherman says he's tryin' to form a circuit, fer ropers to play durin' the winter months. Good fer Sherman, he's startin' early enough in the season on it. Adios.

"SOBER SAM".

At last something definite is to be started in the proper direction, and something that Rowdy Waddy has increasingly urged and pointed out the necessity of, especially during the past two or three years—at invitation for all actively interested in the FRONTIER SPORTS CONTESTS to gather at one of the most significantly important cities of the West, at a get-together meeting, to discuss plans toward a NATIONAL ORGANIZATION.

The invitation is being officially sent out by the Cheyenne Frontier Days Association, thru its manager, Dr. Ben F. Davis. Further than that, the application recently published in this de-



"BIG SIX" A SURE \$1.50 WINNER AT 1 THROW

COST YOU ONLY 50c

MAKE \$25 A DAY EASY

Six classy articles, all full Drug Store size. Retail value, \$27.50.

SPECIAL OFFER To those who know a good thing when they see it. We will send 20 Boxes "BIG SIX" with sample outfit (1 Box Big Six and Display Case), free, for only \$10.00. Sell them out in an hour and pocket \$20.00 profit. Better still, send for 100 sets at once today, and we will throw in 10 Boxes and 5 Display Cases Free. \$15.00 deposit is enough, balance C. O. D.

SAMPLE OUTFIT, including Display Case, Postpaid, for \$1.00.

For more proof, send for our 1923, 16-page, complete descriptive catalogue of over 100 money makers.

Snap into it. Act at once.

UNITED PERFUME CO.,

89-91 Warren Street,

NEW YORK CITY

LAST CALL

LAST CALL

Roscoe's Imperial Shows OPENING MARCH 31st

In the Heart of Detroit, Michigan

Two Saturdays and Sundays on Opening Location

WANT—Few more legitimate Concessions. Lamp Dolls, Candy and Poultry sold exclusive. Good opening for Ball Games and Grind Stores.

CAN PLACE any good money-getting Shows, with or without own outfits, for following shows: Hawaiian, Plantation and Snake Shows. Can offer good proposition to a real Hawaiian troupe or Five or Ten-in-One Show that has something inside. Address all correspondence to

ROSCOE T. WADE

Telephone 1267

149 Chestnut St., ADRIAN, MICH.

CANADIAN ATTRACTIONS, REG.

Opening in Montreal, Canada

Then all virgin territory to follow. **WANTED**—Shows, Freaks, Animal or Wild Animal or any show of merit. Will furnish outfit to known showman. All Concessions open. Good Cook House wanted. Could use one more Ride, Girl Shows and grift not wanted. Will advance transportation on Rides if necessary. Address **FRANK A. ROBBIN**, General Representative, Canadian Attractions, Reg., National Bank Building, 182 St. Catherine's, East, Montreal, Canada.

WANTED—2 Merry-Go-Round Foremen
2 Eli Wheel Foremen and

other help. Also want Concessions to play City Lots and Fairs and Celebrations.

CHAS. OLIVER, St. Francis Hotel, ST. LOUIS, MO.

partment, neither Rowdy nor any other member of The Billboard staff has received any other correspondence from Dr. Davis or the Cheyenne association until a letter from Manager Davis was received early last week, dated March 2. Therefore, Rowdy is not familiar with any of the preparations, plans or intentions relative to the announced meeting (alho he feels that it is all for the welfare of the contest bizness in general) and it is probably best to reproduce Dr. Davis' letter herewith, as it seems quite explanatory, as follows:

"Dear Rowdy Waddy—As a result of a call from many, and with the approval of the Cheyenne Frontier Committee, I have deemed it advisable to call a convention for all those interested in forming an association of Western cowboy sports. This convention has been called for Monday, April 30, at Cheyenne, Wyo., and an ad will appear in the Spring issue of The Billboard, same being paid for by the Frontier Committee. In addition to this, I will extend personally a written invitation to everyone I can locate and believe would be interested.

"I now have a list of fifty-one Roundups, Stampedes, etc. I have been assured the cooperation of many in this movement, otherwise I would not undertake it. I believe at the time set a proper organization can be effected. Will you please read carefully the wording of my ad and I requested that it be placed, if possible, near your column (The Corral).

"We are inviting all interested, and I am sponsoring this movement in order that correspondence be directed to me and I will take charge of all arrangements up until the time the convention is called to order.

"We will meet at the Chamber of Commerce. The city and the Chamber of Commerce, together with the Frontier Committee, will extend a welcome to all who attend. Our local committee favors this call and will support it."

At the conclusion of his letter Dr. Davis extended an invitation to Rowdy Waddy and Sober Sam to attend the meetings, which is greatly appreciated by both of these writers, and it may be that one or the other can have the pleasure of being on hand in person—but can not promise certain at this time. Rowdy hereby hopes for the best, all around, for everybody, and, doubtless, "Sam" will impressively join in that sentiment. More power to SOMETHING DOIN'!

AGENTS, SALES BOARD, PREMIUM HOUSES

Get Our Leader No. 711

Big Profits

Special value; box and gold label guarantee with \$10.00 Price Card.

\$1.75

Complete in quantity lots only. Send \$2.00 for Sample.

Marie Antoinette Pearle Co., 392 5th Ave., NEW YORK.



A GYPSY SONG

By SAM J. BANKS

Gypsies, we, on pleasure quest—
Yo-ho-ho, of the Open we sing;
'Tis the life that we love best—
Yo-ho-ho, ev'ry man is a king.

King of all his eye surveys—
Yo-ho-ho, 'tis indeed golden truth;
King of many winding ways—
King, yo-ho, whether old man or youth.

In the dew of summer's morn—
Yo-ho-ho, how our hearts with joy fill;
When a spring-time day is born—
Yo-ho-ho, thru our souls what a thrill!

In the autumn of the year—
Yo-ho-ho, with its colors sublime;
To the Southland, for its cheer—
Yo-ho-ho, we repair for a time.

Love we winter? Yes, we do—
Yo-ho-ho, 'tis a glorious time;
But we leave snowtime to you—
Yo-ho-ho, we must seek a warm climate.

For we live beneath the blue—
Yo-ho-ho, the rich blue of the sky;
To the Open we are true—
Yo-ho-ho, 'neath the stars we would lie.

We are each both rich and poor
(Yo-ho-ho, an anomaly odd);
How can we be rich, tho poor?
Yo-ho-ho, thru the goodness of God.

For He gives us eyes to see—
Yo-ho-ho, sing we praise to His Name;
And He gives us souls of glee—
Yo-ho-ho, with deep love our hearts flame.

Poets, we, thru God's good grace—
Yo-ho-ho, what a piping life 'tis.
WE are His own chosen race—
Yo-ho-ho, what a poet GOD is.

**M. G. DODSON SPENDS
A FEW HOURS IN CINCY**

General Representative M. G. Dodson, of Dodson's World's Fair Shows and brother of Manager C. G. Dodson, of that organization, stepped off between trains in Cincinnati March 7 and was a visitor at the "home" of The Billboard.

Mr. Dodson, since resuming the duties of general agent for the World's Fair Shows a few weeks ago, after a two years' absence from that position, has been constantly active and successful with his booking of engagements. Among his contracts is one for the appearance of the World's Fair Shows in Washington, D. C., which he but recently was awarded, and on his scouting trip westward from that city he landed several more, the location of which he was not yet ready to make public.

"M.G." looks forward to a very remunerative season and stated that his show will this year outdo all its previous showings with an excellent and enlarged list of attractions. His stay in the Queen City was of but short duration, as he was hastening back to the winter headquarters of the show in Baltimore, Md.

THE PERRYS THRU CINCY

Mr. and Mrs. Bert Perry, and their bright three-year-old son, Edwin Herbert Perry, were callers at the Cincinnati office of The Billboard March 8. They were en route from Toledo, O., where they wintered, to Savannah, Ga., to join the show family of the Rubin & Cherry Shows, with which they will be connected this season, Bert in charge of the Esie Strik attraction, and Mrs. Perry as an assistant.

The Perrys were accompanied on their visit to "Billyboy" by Johnny Nichols, who formerly, including last season, "Bluey-Blueyed" at fairs, celebrations, etc., under Bert's management. The diminutive Johnny is doing a clown advertising stunt, in Cincy for a few weeks, for a brand of cigarettes.

REMINISCENCES OF 1908

Recalled by E. W. ADAMS

Barnum & Bailey Greatest Show on Earth gave its first street parade since the show's return from Europe at Brooklyn, N. Y., Monday, April 20. The season opened at Madison Square Garden, New York City, Thursday, March 19, and closed at Clarksdale, Miss., Thursday, November 5.

The last season Buffalo Bill's Show was known as Buffalo Bill's Wild West and Congress of Rough Riders of the World, as it was combined with Lawrence Bill's Wild West and Great Far West season 1907. Season closed at Madison Square Garden, New York City, April 21, and closed at Memphis, Tenn., Thursday, November 19. Lawrence Bill's Wild West and Great Far West was not on the road this season.

John B. Johnson 10 Big Shows Combined played Cincinnati one week April 27-May 2. The season was a very hard one, which closed at Houston, Miss., Thursday, November 19.

"Mother Goose," 101 Ranch Real Wild West Show organized and put on the road this season. The season opened at Bliss, Ok.

**Concessionaires,
Sales Board Operators, Quantity Users
PLEASE TAKE NOTE**

Give the public what they are looking for. Displayed below are the three most popular dolls on the market. We want your business and intend to get it, and to gain our objective we have made a drastic cut in price. You cannot afford to overlook your best bet. Your Jobber carries a stock of our dolls. Get in touch with him.



Nos. 202-204.

HULA AND HAWAIIAN DOLLS.

Dressed in Hawaiian costume and executes the hula-hula dance, and she shakes a wicked hip. Specify color desired when ordering. Hula, flesh tint, Hawaiian, colored.



No. 205.

BIMBO.

Flesh or colored. Attired in very appropriate costume and does the hootchie kootchie dance. A remarkable item of merit. Specify color desired.



No. 203.

SOCIETY SHIMMIE.

Dressed in assorted colors of organdie trimming, with gold and marabou. Executes the popular shimmie dance. Shakes a wicked shoulder.

In addition to above numbers we have added a 20-inch beauty of perfection, consisting of five numbers.

WRITE FOR DESCRIPTIVE CIRCULARS AND PRICES

25% deposit required on all C. O. D. orders.

THE ZAIDEN TOY WORKS, Inc.

Main Office and Factory, 66-72 Water St., BROOKLYN, NEW YORK.

Phone Main 6746

New York Office,
307 6th AVENUE,
Phone Watkins 10401

Pacific Coast Office,
ASSOCIATED MERC. CO.,
630 Mission St.,
San Francisco, Calif.

**NOTICE
TO CANADIAN CONCESSIONAIRES**

We wish to inform all our friends and customers that we have moved to our new factory which has been fitted out with the most up-to-date machinery so we can take care of all the business that will come and some more.

We are making now Dolls from 12 inches to 26 inches, also large variety of Lamps. We carry large stock of Blankets, Teddy Bears and MAMA DOLLS.

Our new catalogues will soon be ready. Write for one.

CANADIAN TOY & NOVELTY CO.

39 Vitre St., West, Montreal, Que.

which opened at the Coliseum, Chicago, Thursday, April 2, and closed at Macon, Miss., Wednesday, November 11.

The Great Sells-Floto Shows Consolidated opened on the Pacific Coast at Santa Monica, Calif., Sunday, April 5, and closed at Dalhart, Tex., Tuesday, October 20.

The Carl Hagenbeck & Great Wallace Shows Combined played in the International Theater at Chicago Monday, October 5, to Sunday, October 18, inclusive. The season opened at Peru, Ind., Saturday, May 2, and closed at Chicago Sunday, October 18.

NEW TRIAL GRANTED

To Moore and Orcott, Convicted of Holding Up Pay Truck of Sells-Floto Circus

Vancouver, Wash., March 8.—Roy Moore and Bert Orcott, convicted of holding up the pay truck of the Sells-Floto Circus on the night of September 10, 1921, have been granted a new trial by the State Supreme Court, according to a telegram received by Sheriff Thompson.

TABLETS, MEDICINE MEN, SPECIAL

We specialize on Tablets for Streetmen and Live Salesmen. Our 20 years' experience has taught us to make what you want—good sellers, repeaters, bright colors, reliable Tablets. We have shipped thousands of orders, all the way from 5,000 to contract for 50,000,000. Please write us and save yourself real money. Our suggestions are full of snap and pep, and our Tablets will please you. We manufacture all shapes and all colors. Your formula is absolutely private with us. We make thousands of formulas and all are private.

SPECIAL TABLET CO.

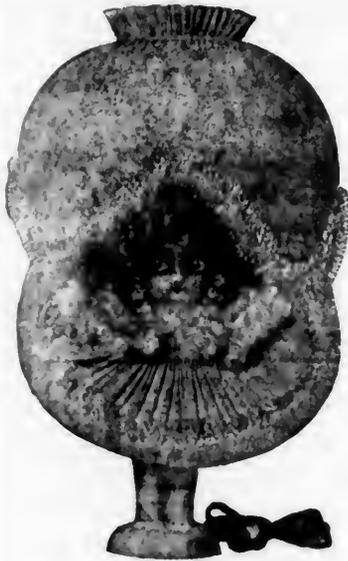
P. O. BOX 455, DAYTON, OHIO.

Wednesday, April 17, and closed at Mexico City, Mex., Saturday, December 25.

The Greater Sells & Jones Circus (The Pride of the West) and Miller Bros' 101 Ranch Real Wild West Show played day and date at Butte, Mont., Saturday, July 4.

The Ringling Bros' World's Greatest Shows and Miller Bros' 101 Ranch Real Wild West Show played day and date at Nashville, Tenn., Friday, October 2.

This was the twenty-fifth anniversary year of the Ringling Bros' World's Greatest Shows,



IMPROVED 1923 LIGHTWEIGHT
“CELL-U-PON”
 Unbreakable
DOLLS and LAMPS



WRITE FOR CATALOG

Illustrated in Beautiful Colors, With Price List. It's FREE.
 ANNOUNCING
10 NEW DESIGNS IN
 Shades and Dresses, and our New Sensational
“TWIN-LITE” — LAMP DOLL
 The biggest flash ever shown on the Midway. Three Lamps combined
 in one.

SAVE EXPRESS: “Cell-U-Pon” Dolls are three times lighter in weight than those made of plaster. You save two-thirds of the express charges. Below is a table showing the saving on express charges to Dallas, Texas, the official express rate being \$6.16 per hundred pounds:

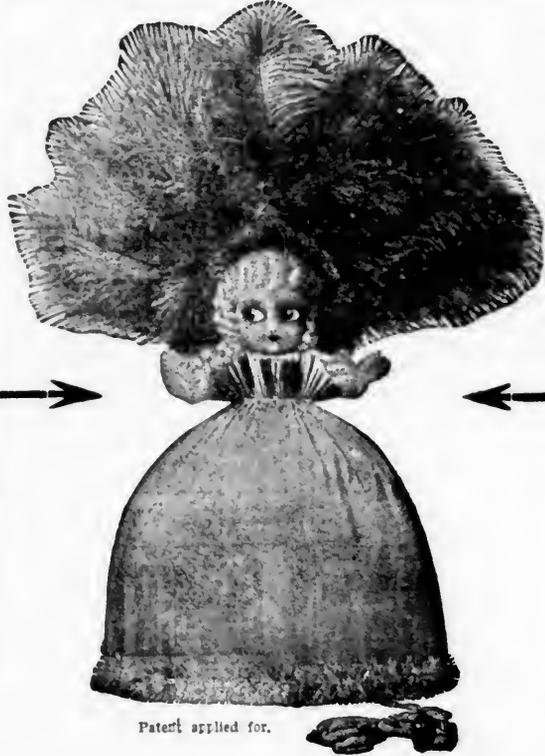
100 Plaster Dolls, Weigh 200 lbs.—	Charges	\$12.32
100 “Cell-U-Pon” Dolls, Weigh 64 lbs.	“	3.94
SAVING AMOUNTS TO OVER 8c PER DOLL		\$ 8.38
100 Plaster Lamps, Weigh 400 lbs.....	Charges	\$24.64
100 “Cell-U-Pon” Lamps, Weigh 140 lbs.	“	8.62
SAVING AMOUNTS TO OVER 16c PER LAMP		\$16.02

BESIDES — YOU WILL HAVE NO LOSSES DUE TO BREAKAGE !!

1923
SENSATION
“TWIN-LITE”
LAMP DOLL

This Lamp has two sockets and two shades. One socket is on the head of Doll and the other socket under the lower shade. Made in three styles of shades.

Stands 25 in. High



CELL-U-PON
“TWIN-LITE”
LAMP DOLL

Can Be Used 3 Ways.

1. With globe in both sockets. Used in this way it lights up the entire room.
2. With globe in top socket only. Used as a reading lamp.
3. With globe in bottom socket only. Used as a night lamp.



PROTECTION—We will protect any capable concessionaire operating two or more stands with “CELL-U-PON” Dolls and Lamps.

SAMPLES—Send \$10.00 for complete assortment of Dolls and Lamps.

— **WRITE FOR CATALOG** —

UNGER DOLL & TOY CO.
 509-511 Second Avenue
MILWAUKEE - WISCONSIN



CON T. KENNEDY SHOWS

With Opening Date Set All Is Activity at Waco, Tex.

Now that the date set for the opening engagement of the Con T. Kennedy Shows is rapidly approaching, there is unusual activity in evidence around winter quarters at Waco, Tex. Under the efficient direction of Superintendent McFarland the show is being rapidly whipped into shape and, with apologies to Dr. Cope, every day in every way it is growing bigger and better. With the wisdom born of long experience, Mr. McFarland has delegated the work to be done to the various department heads and it is astonishing the volume of work this method has accomplished. Under the guidance of the shows' transportation manager particular attention has been paid to the rolling stock, for many long runs will be made by the Kennedy organization this season in the fulfillment of their fair contracts. So when the caravan takes the road this spring it will represent about the last word in alert and enterprising showmanship, complete in equipment and carrying many advanced ideas in out-of-door amusement.

The Kennedy Shows will enter the amusement field this season as a 35-car show, with the most complete and imposing lineup of attractions and riding devices ever attempted in the history of this organization. Four brand-new shows will grace the midway, the character of which the writer will not divulge at this writing. In addition to the old and ever-popular rides there will be found several novelties that will tickle the palate of the seeker after thrills and excitement. In addition to the Butterfly and Caterpillar recently purchased by Mr. Kennedy, there will be two rides especially constructed and adapted to the entertainment of the "kiddies". These with other innovations not yet ready for publication, will place the Kennedy caravan in the front rank of tented amusements.

The personnel of the staff includes the following: Con T. Kennedy, general manager; Walter F. Stanley, assistant manager; E. C. Talbot, general agent; F. H. Kressman, secretary-treasurer; Wm. X. MacCollin, director of publicity; Harry Brown, superintendent of concessions; H. A. Shing-shang, master of transportation; Lyman F. McFarland, lot superintendent; John Draughon, chief electrician; J. N. Striffler, musical director, and Joe Schlioba, Ernest Lehnen and J. C. Donahue, agents in charge of promotions and special events.

The opening stand will be made at Waco, week of April 2 and as the caravan has made Waco its winter-quarters city this year, there is much interest and curiosity in evidence among the citizens regarding the opening engagement. At this writing Mr. Kennedy is busy with his interests at Miami Park, Fla., but is due at winter quarters in a few days. General Agent Talbot and Secretary Kressman are on the road in the interests of the organization.

WM. X. MACCOLLIN
(Director of Publicity).

BERNARDI PREPARING

Chicago, March 8.—Felix Bernardi, who has nine fairs on the Canadian ("B.") circuit, has been in Chicago for the past ten days shaping up his outfit for the opening.



AGENTS WANTED.

WRITE FOR OUR COMPLETE CATALOG OF MEN'S, WOMEN'S AND CHILDREN'S RAINCOATS.

BIG PROFITS For LIVE WIRES

Selling Our BRAND NEW Line of

Goodyear Whipcord Raincoats \$2.25 EACH.

Medium weight, every coat has our Goodyear label and guaranteed waterproof. This coat has never been on the market. Be one of the first to order this coat and make big money.

IN DOZEN OR GROSS LOTS.

INDIVIDUAL SAMPLE SENT UPON RECEIPT OF \$2.40

GOODYEAR GAS-MASK RAINCOATS \$1.90 EACH.

These coats are made of diagonal bombazine cloth rubberized to a pure India rubber. Every coat has our Goodyear guarantee label.

IN DOZEN OR GROSS LOTS

INDIVIDUAL SAMPLE \$2.00

PROMPT SHIPMENTS — DIRECT FROM OUR FACTORY

20% On Deposit—Balance C. O. D.

REMIT MONEY ORDER OR CERTIFIED CHECK.

SILBER RUBBER 10 Stuyvesant St., Dept. W. COMPANY New York

REASONABLY PRICED

KRISPY PEANUT ALL ALUMINUM POPCORN MACHINE

PERPETUAL-PROFIT-PRODUCERS

KRISPY MACHINE COMPANY
CROUNSE BUILDING OMAHA, NEBRASKA



UNBREAKABLE FOLDING CHAIR

The only steel folding chair that positively cannot tip.

Weighs but little more than the wood folding chair, but lasts ten times as long.

Folds almost flat.

Write for low quantity prices

ROYAL METAL MFG. CO.

2308-2328 S. Western Avenue, Chicago, Ill.

Nothing like it ever before patented.



Has eight exclusive selling features.

Agents, Double Your Money Distributing Our

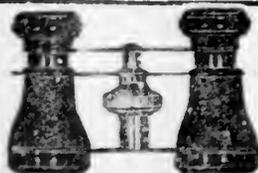
NEW PATENTED HIDDEN END BELTS

Do not class with cheap rubber or leather belts, but compare with same.

[Send postal for particulars or twenty-five cents for samples.]

B. C. MATHES CO.,

Box 82, Rochester, N. Y.



IMPORTED OPERA GLASSES

1 1/2 Ligo, in Hard Leatherette Cases.

\$4.00 per Dozen. Sample, 50 Cents.

1/2 cash, balance C. O. D. A full line of Premium Goods, Street-men Supplies and Novelties.

J. C. MARGOLIS, 159 Canal St.

New York City.

MENTION US, PLEASE—THE BILLBOARD.

CASH IN ON RADIO—NOW! BE FIRST IN YOUR FIELD

COMPLETE RADIO RECEIVING SET, \$15.00

50% DISCOUNT TO QUANTITY USERS.

Complete as shown in illustration. Range—25 miles guaranteed. Receivers—2100 Chima Detector—glass enclosed. Only crystal set manufactured not using slider or taps, hence nothing to wear out. Guaranteed as long as seals remain unbroken. Write at once for particulars and sample.

G. D. BROWN & CO., INC., 150 W. Washington St., Chicago, Ill.



ROBERTSON & JENNINGS SHOWS

Open April 21st.—2 Saturdays.

UNDER STRONG AUSPICES PARK AND BUSINESS MEN'S ASSN.

We own our own Rides. This company has no Concessions of its own. WANT SHOWS—Athletic, Huston, Fire-in-One. Lowest rate. We can furnish tops to reliable people.

HAVE A FEW CONCESSIONS OPEN.

Ball Game, Aluminum Ware, Blankets, Candy or any new Novelties. Have booked Dolls, Cook House, Juice, Palmist, Baskets, Country Store. Flat rate. We furnish all after joining. We will play West Virginia this season. Making two real towns in Ohio. Address

C. L. Jennings, Mgr., ROBERTSON & JENNINGS SHOWS, FAIRMOUNT, INDIANA.



Biggest 10c Seller Gas Lighter

An absolute necessity in every home. Eliminates possibilities of fire from matches. Will light your gas 3,000 times before changing the flint. Just hold it over the gas and squeeze the handle. If the matches are all gone you need not worry, as the gas lighter will take their place. No burning the hands. No scratching the walls. No sparks to fly into someone's eyes. CLEAN UP ON THIS FAST-SELLING NECESSITY. Sample, 10c.

50, \$2.50; 100, \$4.00; 200, \$6.00; OVER 200, \$3.00 PER HUNDRED. CHENEY & DEIBTUNG COMPANY, 509-514 North Dearborn Street, Chicago, Ill.

EDWARDS NOVELTY CO.

OCEAN PARK, CALIF.

MANUFACTURERS OF THE FAMOUS

EDWINA DOLLS AND EDWINA CHOCOLATES

PROMPT SERVICE

NO PACKING CHARGES

EDWINA LAMP DOLL

No. 15—CHENILLE FRINGE



18 Inches High

'A Pippin!'

Daintiest Doll of the Season

ONLY \$1.75

OUR LATEST CREATION READING LAMP

No. 20



A FLASH EXCELLED BY NONE

Big Shade. All Colors, Chenille Fringe. A Real Comfort Lamp.

\$2.25

EDWINA MARABOU LAMP DOLLS

No. 14



Best Value for the Money

ONLY \$1.25



FANCY DRESSED

PLUME DRESSES ONLY 15c. AND QUITE THE BEST 65c

THE SURPRISE OF THE SEASON. A SURE KNOCKOUT!



No. 50

EDWINA SPECIAL LIBRARY LAMP

Stands 2-feet high on a large base 4 inches wide, Chenille Fringe. Classiest Doll ever sold. A positive hit!

\$2.75 The Dainty Edwina

EDWINA FEATHER STARS



Plume Dresses. Only 15c. A Cunning Peach Within Your Reach, Only 40c

DOLLAR BABY

No. 12-D



Fancy Dress and very attractive.

Complete With Plume Shade, \$1.00

EDWINA ASSORTED CHOCOLATES

—IN— FLASHY CLASSY BOXES

¼-Lb. Boxes (8½x3½)	Per Doz., \$1.35
½-Lb. Boxes (12x4)	" " 2.50
1-Lb. Boxes (14½x6)	" " 4.80

MANUFACTURERS ATTENTION

IMPORTED MOHAIR, - \$2.50 Per pound
CHENILLE FRINGE, - - 45c Per yard

SPECIAL PRICES ON QUANTITY ORDERS.

Our New Sensation THE "SHEIK" DOLL

No. 5

Ostrich Plumes Dress on a flashy 12-inch Doll.



Complete For ONLY 35c



No. 672

No. 679

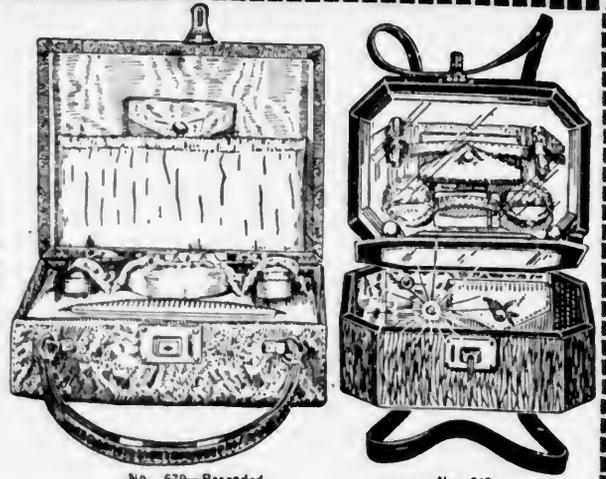
THE UNIVERSAL LEATHER GOODS CO.
Manufacturers, 442-448 N. Wells St., CHICAGO, ILL.

100% Premium

We are the inventors and manufacturers of this wonderful novelty, which has proven an absolute necessity to the well-dressed lady. The brilliant electric feature draws the crowd. Equipped with National Mazda bulb and highest grade battery. Write for catalog and prices today. Immediate delivery.

THE PAN AMERICAN DOLL & NOVELTY CO.

South Western Distributer
1115 Broadway Ave., Kansas City, Mo.



No. 679—Braided.

No. 618

WANTED FOR SEASON 1923!

MONTICELLO PARK, MONTICELLO, NEW YORK.

The following concessions are still open: Wanted Ferris Wheel, Pony Track, Penny Arcade, Shooting Galleries, Japanese Roll-Downs, Root-Beer and Space for Games of Skill and any new Riding Devices. This Park is in the heart of the Catskill Mountains, at Monticello, New York, and is a real money-getter, as there is no other amusement place within thirty miles. Write, Call or Wire

MONTICELLO AMUSEMENT COMPANY,

MONTICELLO, N. Y. Telephone, Monticello 111 or Monticello Amusement Company,
776 BROAD STREET, PHONE MARKET 0232, NEWARK, N. J.



RADIO COMPLETE \$6.50

No Aerials or grounds needed.
A Child Can Operate.
Connect to telephone, light or gas fixture, etc.
Special deals open to agents.

Write or wire.

MACONI RADIO CO.

General Offices: Coca Cola Bldg., Kansas City, Mo



"FREE HAND TELEPHONING."

Real Salesmen

MAKE BIG PROFITS.

NEW INVENTION gives the maximum of utility and convenience in the use of the telephone.

HOBAN

'Phone Receiver Holder.

"The Arm of Humanized Steel" Leaves both hands free while 'phoning.

EVERY 'PHONE A PROSPECT. Nationally advertised, patented. No competition. Adopted by large industrial and city departments everywhere.

A LIVE ITEM FOR LIVE MEN.

Write at once for details of our liberal offer.

HOBAN RECEIVER HOLDER

CORPORATION,

SOLE MANUFACTURERS

347 Fifth Ave., New York City.

BILLIE CLARK'S SHOWS

Busy Scene at Wilmington (N. C.) Winter Quarters

Wilmington, N. C., March 7.—The winter quarters of Billie Clark's Broadway Exposition Shows is a scene of bustle and bustle on the part of carpenters, blacksmiths, painters and scenic artists. The elaborate wagon front for the Wild West Show is about finished and is a beauty. Three more new box wagons have been completed, making fifty-two real circus wagons, all of which are painted red with silver letters, the running gears being a pleasing shade of yellow.

Contracts are being received from new shows, etc., and also for engagements, including fair dates, and when the lists are completed they will make a fine showing. Within two more weeks everything will be in shape for the opening bell to ring.

Among the late bookings of concessions were J. B. Fuhram, ham and roasters; Fred Newman, umbrella wheel and score ball; Susie Neese, five concessions, and Arch Harrison, which will make forty in all. Gar Shetrone has built two of the prettiest soft-drink stands ever seen on a midway, practically everything being white, even the tops, which have pretty fringed borders. Johnny Wallace has ordered a complete new outfit for his big attraction from the Norfolk Tent & Awning Co. and is expecting its arrival daily. Lee Manskey will act as assistant manager and handle the office the coming season, which for this company will start Saturday, April 7. All of which is according to an executive of the above shows.

"BUSIEST CORNER" IS TOO SMALL FOR BEARD

Chicago, March 8.—A. F. Beard, manager of The Direct Sales & Service Co., has advised The Billboard that he has leased big warehouse space at 24-26 West Washington street. His former location, 7 West Madison street, called the busiest corner in the United States, has become too small to handle his greatly increased business and as larger space at this place was not available Mr. Beard will move one block north to the address above, where he will carry a full line of concession and carnival supplies, including one of the most extensive lines of aluminum cooking utensils ever carried by any supply house in America.

The Direct Sales & Service Co. will combine the salesboard and concession business. Mr. Beard also stated that neither he nor his firm would operate either directly or indirectly any concession this season. Beard has already sold most of his space at the various fairs and will devote his entire attention to the supply business.

Mr. Beard has had fourteen years' experience as a concessionaire and remarked that he had seen many changes take place. Eight years ago, he said, John Auche astonished everyone by springing the first 240-number wheel. Last year, at a big State fair, Beard says he put on the first 1,000-number wheel and it proved a winner. He further said that his experience and from all reports, was that people desired the legitimate merchandise wheel, and that when operated as it should be, that it was one of the best sales promoters ever given a concessionaire.



ELECTRIC BEARS

22 inches high, like cut, with leather strap around neck, with hand around body and electric eyes. Something New.

SITTING DOG, 15 inches high, electric eyes, ribbon around neck. This was a big number last year. Write for prices.

We Are Manufacturers.

ATLAS TOY MFG. CO.

207 Greena St., New York.



Compressed Air Dial Striker

A Certainty for Big Money Everywhere. Good for Parks, Fairs and Carnivals.

FOR SALE OR RENT

An up-to-date, compressed air, portable, High Dial Striking Machine. Weight of machine, 350 lbs.; 5-ft. dial; 5-ft. stand. Height of machine from base to top of bell, 12 ft. Can be placed in 5-ft. front space. Cylinder is made of cast steel. Cylinder head in bronze metal. 2,800 numbers on dial. Every blow is registered on inside of machine. Portable. Take down and set up in 15 minutes.

APPOINTMENT BY MAIL. WRITE FOR PRICES.

D. N. KUCHTA & COMPANY,
113 Ridgewood Avenue, BROOKLYN, N. Y.

NEW LOW FOUNTAIN PEN PRICES



Coin Fillers, \$18 up. Lever Fillers, \$24 up. Send \$1 for four returnable samples.
W. C. BLICK, 862 Sunset Blvd., LOS ANGELES, CALIF.

MAHONING PARK, WARREN, OHIO

THE ONLY AMUSEMENT PARK BETWEEN YOUNGSTOWN & AKRON. Open for RIDES, GAMES, LUNCHEES, Ice Cream and Confection. A 24x36-ft. Building to Lease for Box Ball or Pool. Address JACK HERBOLD, Mgr.-Prop., Leavittsburg, Ohio.

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

Look thru the Letter List in this issue. There may be a letter advertised for you.

"RADIO" CAN OPENER



The best and most practical Can Opener, surpassing all others at present in the market. Cuts square, round and oval cans, no matter with or without rolled edge. No gliding off or slipping of the tool after once set. No damaging the edge of the can, avoiding metal splinters getting in. Clean and smooth cutting—easily handled. No injuring the hands while taking out contents.

FASTEST 50c SELLER FOR STREET CORNER and HOUSE TO HOUSE MEN. SAMPLE, 35c. 1 DOZEN \$2.40. 6 DOZEN \$12.96. 12 DOZEN \$21.60. MAKES SNAPPY DEMONSTRATION.

CHENEY & DEISTUNG COMPANY

510 North Dearborn St., CHICAGO, ILL.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

ATTENTION Concessionaires! **ATTENTION Wheelmen!** **ATTENTION Salesboard Operators!**

AT LAST

*Something New!
Something Different!!
Something Original!!!*

"THE ROSE BUD ELECTRIC LAMP"

Stands 20 inches high, with eight electric roses to each vase. Flowers and foliage finished with a waterproof coating and will last indefinitely. Vases are attractively finished in beautiful colors.

"The Rose Bud Electric Lamp"

Is all wired complete with bulbs ready to attach to your socket. Packed one to carton, ready for shipping. Shipping weight 5½ lbs.

*This will be the Greatest Money-Maker on the market.
It has a real appeal to those who like beautiful things.*

ORDER YOURS NOW!

S. E. SCHONWASSER CO.
420 MARKET STREET, SAN FRANCISCO, CAL.



SAMPLE SENT
Prepaid on Receipt of
\$6.25
Write for Quantity Prices.

(1)

International Amusement Co. Wants HELP FOR SHOW AND FOLLOWING RIDES

GOOD SALARY, BUT MUST BE GENTLEMEN.

Don't tolerate others. New Three-Abreast Spillman Carousel, Traver Seaplane, Mangels Whip, Venetian Swing, No. 5 Ell Wheel. No Concessions wanted of any kind. We do not carry any Concessions or Girl Shows. **WANT**—Shows. Must be good. Yes, we are booked solid with Fairs in Canada from June 25th to October. Want to hear from Fairs in South after October 1st. Apply

P. O. BOX 921, Moose Jaw, Saskatchewan, Canada.

FOR SALE CAPITAL CITY FOR SALE SHOWS FOR SALE

RETIRING FROM SHOW BUSINESS.

Positively the Biggest Bargain Ever Offered

PRICE \$6,000—\$3,000 Cash Will Handle—Easy Terms on Balance, or

20% DISCOUNT FOR ALL CASH—20%.

Consisting of six 50-foot Flats, one Box Car, one Private Living Car, one Combination Day Coach and Stateroom Car. Twelve big, roomy Baggage Wagons, one Mechanical Walk-Thru Show, complete, on wagon; four Tents, including Stakes, Seats, Fronts, Stages and Electrical Equipment, etc. Outfit was on the road last season and is complete. Equipment is in excellent condition. Show and train stored in St. Paul, where it can be seen

By Calling on
H. L. HINE,
515 Wabasha St., ST. PAUL, MINN.

Or Address
LEW HOFFMAN,
1010 Grand View St., Los Angeles, Calif.

TAGGART SHOWS

SHOWS—Want two or three more clean, attractive Shows. Small Wild Animal Show, Circus Side-Show, Illusion Show, Platform or Walk-Through Show, Marionettes, Fat People or Midgets. Preferably Shows with own outfits. **WILL FURNISH OUTFIT FOR GOOD SMALL MINSTREL SHOW.**

CONCESSIONS—Cook House, Juice, Corn Game, Blankets, Lamp Dolls, Pop Corn and Taffy Candy already sold exclusive. Everything else still open.

TAGGART SHOWS, M. C. Taggart, Mgr., WOOSTER, OHIO.

..BALLOONS..

OUR COMICAL

Laughing, Dancing Clown Dolls

Sell better and better every day.

PER GROSS, \$12.00

TOY DOLL BALLOON CO., WILLARD, OHIO.

WANTED MERRY-GO-ROUND, CLEAN SHOWS and CONCESSIONS

TO OPEN IN MIAMI, OKLA. IN APRIL.

Playing the Lead and Zing Mines, then the Oil Fields. Have a nice life of Fairs and Celebrations booked, starting in June. All Seaplane Help, write. **MIAMI, OKLAHOMA.**

ED. A. EVANS GREATER SHOWS.

YATES COUNTY FAIR, PENN YAN, N.Y.

DAY—AUGUST 28, 29, 30, 31—NIGHT

RACES—\$1,000.00 Stakes and \$300.00 Class. Good opportunity for Concessioners. **JAS. O. TURNER, Secretary.**

GREAT PATTERSON SHOWS

Winter Quarters' Work Progressing—
Manager Brainerd "On Job"
at Paola

Paola, Kan., March 8.—Even the accounts of the progress of the Great Patterson Shows have not been provided for publication very frequently of late, nevertheless work on the equipment, such as building, repairing, painting, etc., has been progressing very satisfactorily to the management. By the time that this article appears in print all work will be nearing completion and when the show opens its door for the season of 1923 it will positively rank among the largest and the best carnival companies of America.

Arthur T. Brainerd, manager of the Great Patterson Shows, has established headquarters in Paola and has closed the winter office of the organization, which he had conducted during the winter months in Kansas City, and is now devoting his entire time to supervising the numerous details necessary to maintain the high standing which the show has established in years past. Mrs. Brainerd is also of valuable assistance in looking after the many details in the office, and is on the job early and late, attending to the large volume of correspondence which comes to the executive offices. All of the rolling stock has been thoroughly overhauled, and when necessary repairs have been made and when the train leaves Paola it will be one of the very finest of show trains.

Several new fronts have been built and the old ones are being redecorated. Contracts have been received from several of the most prominent showmen, which assures the midway of all attractions being of very high caliber. The riding devices are being thoroughly overhauled and both Mr. Brainerd and Mr. Patterson are elated over the progress which has been made to date.

The advance department, under the direction of General Representative Charles E. Watmuff, has been busy for several weeks and contracts received at the offices of the show indicate that the route will be over territory which has not been visited by the Patterson Shows for several years. Mr. Watmuff has been successful in booking several very good celebrations and a splendid line of fairs will be played in the fall.

FRED HENRY (Press Representative).

Pure Fibre Silk Knitted Ties
\$4.50 PER DOZEN

Knit Bow Ties (elastic band).....\$10.50 Per Gross
Graduate Bow Ties (elastic band).... 15.00 Per Gross
Terms: 25% with order, balance C. O. D.

MELTSNER NECKWEAR CO.,

24 East 21st St., New York City.

Incandescent Lamps

MAURICE LEVY

406 Lyceum Bldg., Pittsburgh, Pa.
QUALITY PRICE SERVICE

MEDALLION AGENTS

Make 200% and more profit selling our new line of Photo-Medallions. Sell on sight. Also Buttons and Jewelry. Send for our new catalog.

MEDALLION NOVELTY CO.

Dept. B, 208 Bowery, NEW YORK CITY.

**BIG MONEY MAKER FOR
SUMMER RESORTS**

Come and see the Latest, Fastest and Most Attractive Game, or write for information.
O. HOFMANN, 27 Morrell St., Brooklyn, N. Y.



Buy Direct From the Manufacturers
GET QUALITY MERCHANDISE

- Leatherette Sport Coats.....\$2.95 Each
- Leatherette, Suede Collar, double stitched, pleated back\$3.35 Each
- Gas Mask Raincoats, cemented buttons, brass buckles\$2.00 Each
- Ladies' Coats, fancy collar.....\$2.75 Each
- Boys' Coats\$1.65 Each
- Hats to Match......65 Each } Sizes, 6 to 16.
- Leatherette 2.25 Each }
Hats to Match......75 Each }
- Girls' Coats 1.65 Each } Sizes, 4 to 14.
- Leatherette Capes 1.65 Each }

ALL SAMPLES, 15c EXTRA.

Immediate shipments. 20% deposit, balance C. O. D.
Send Money Orders or Certified Checks.

MANHATTAN RAINCOAT CO., Inc. 70 Morrell St., BROOKLYN, NEW YORK.

GALENA, ILLINOIS, FAIR
August 21, 22, 23, 24.

Want to book Merry-Go-Round, Ferris Wheel or any other good ride. Exclusive privileges given. Address
WALTER A. HOMRICH, Secy., Galena, Ill.

DO YOU MENTION THE BILLBOARD WHEN YOU ANSWER OUR ADS?

SOME SELLER AT \$2.00

Looks Like \$5.00 Worth. Costs You Only 90c

OVER ONE DOLLAR PROFIT ON EACH SALE



Nine nifty articles, all full Drug Store size. Retail value, \$3.75; you sell for \$2.00. Costs you only 80c to 90c, according to quantity, giving you at least \$1.00 profit on every sale. Improved quality, with dazzling labels. Women go into ecstasies over this stunning array. Show them and the sale is made.

\$12 AN HOUR

W. H. Marion, a beginner, made 36 sales in three hours, \$36 profit! How? Our representatives introduce our products with a first sale of beautiful combination sets of Toilet Articles, Soaps, etc. You sell at half store prices—no fancy talk—sell on sight. Make 20 to 30 sales a day with DOLLAR profit on each. Easy to average \$100 a week. Could you ask more while introducing line, establishing a permanent business for yourself?

9 High Grade Toilet Articles Retail Value of - - \$3.75
You sell for - - - 2.00 } Over \$1.00 Profit
COSTS YOU ONLY .90 } ON EACH SALE

20 BOXES A DAY MEANS \$22 PROFIT!

You are not a live "Billy Boy" reader if you can't average 20 sales a day. It's dead easy! And every sale means \$1.00 clear profit to you. If you don't find this the easiest game you ever tackled, we miss our guess. Plenty of the boys are making good at it.

One plan calls for no deliveries, no investment, no delays. You bank quick profits. Also a winning plan where you give a premium with each sale. Write quick for full details.

FORD FREE! No contest. Every producer gets a Ford Car absolutely free. Most amazing offer ever made. Don't waste a minute. Get letter into mails right now!
30 OTHER COIN COAXERS FOR CREW MANAGERS, CARNIVAL WORKERS, SHEET WRITERS, Etc., costing from 25c up.
E. M. DAVIS COMPANY, Dept. 9333, CHICAGO.

COUPON FOR QUICK ACTION.

E. M. DAVIS COMPANY, Dept. 9333, Chicago:

I am on. I know a good thing when I see it. I enclose \$9.00 for 10-Box Offer with Display Case, Free (or \$2.00 for Sample in Display Case, sent post-paid).

Name
Street No.
City State

KEEP SMILING IN YOUR BUSINESS

AUTOMATIC COUNTER VENDER

.. With latest unbreakable or SAFTEE straight glass tops. Big and valuable, with many other improvements, which make the easiest and strongest constructions on the market.

MINTS
1,000 Packs.....\$20.00
2,000 Packs.....\$30.00
F. O. B. Beaumont, Tex.
Send for Sample.



MACHINE

The best mechanism on the market.
PRICE, \$100.00
\$25.00 with order, bal. C. O. D. F. O. B. Beaumont, Texas.
WITHIN THE LAW.

Will enter into a partnership with any reliable person wishing to open a territory.

THE TEXAS NOVELTY COMPANY, 1160 Laurel Avenue, BEAUMONT, TEX.

SOMETHING NEW UNDER THE SUN

The MIRACLE BOY

A NOVELTY THAT WILL POSITIVELY BE GREATER THAN THE KEWPIE. No cut published now for fear of imitations. Concession Men, send for samples while it is new. Postpaid, 60 cents. THE DALLAS POTTERY, Dallas, Texas.

THE D. D. MURPHY SHOWS

WANT SHOWS

WANT CONCESSIONS

First-class Wild West, Ten-in-One or any other first-class show. We will furnish first-class top for same.

We have the following Fairs already booked:—Harrisburg, McLeansboro, Murphysboro, Greenup, Jerseyville, all Illinois; also Kennett, Mo., and several others that we will publish later. Punch Allen, write.

The following concessions sold:—Cook House, Pop Corn, Candy Floss—all others open. Grind Stores, twenty-five dollars; Wheels, thirty-five dollars.

The Murphy Shows will have their own cars, ten in all. Wagons for everything. Shows open March 24, in St. Louis.

Address all mail to: **D. D. MURPHY SHOWS**, 212 North Second St., St. Louis, Mo.

P. S. Grift Joints, Stealem Stores, save stamps. **L. BROPHY**, General Manager. **EDDIE VAUGHAN**, General Agent.

17 MILLION PLEASURE. SEEKERS PASS OUR GATES

AMERICA'S GREATEST AMUSEMENT PARK,
In America's Greatest Amusement City.

All Year Round SEASON

SOMEWHERE in FRANCE

"There Is Money For You"

SITES AVAILABLE FOR ALL KINDS OF Rides, Shows and Concessions

Nothing Too Big Nothing Too Good.

NOVELTIES, ANIMAL SHOWS, WILD WEST, INDIAN AND HAWAIIAN VILLAGES.

FOOD, DRINK AND GAME CONCESSIONS TO LET

WE WANT 10 DIVING GIRLS AND 50 CHORUS GIRLS WHO SWIM

TREMENDOUS **BIG FREE** ATTRACTIONS

Opens With The Colossal Spectacle

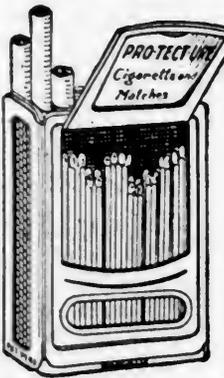
WAR

200 PEOPLE
50 Horses
50 Musicians

27 ACRES OF FUN, MYSTERY AND THRILLS

ALLIED AMUSEMENT CO., J. Arthur Nelson, Gen'l Dir., Wright-Callender Building, Los Angeles, Cal.

NEW ITEMS JUST OUT.



Combination real leather cigarette case, 3 in one—Protect the cigarettes—hold the matches—and match striker. Send 10c in stamps for a sample. 80c per doz. delivered, or \$9.00 per gross delivered.

NEW No. 18 KAZOO. Best for the money. For all occasions, parties or entertainments. Send 7c in stamps for a sample. \$4.50 per Gross, delivered.



NEW No. 19 KAZOO. Wonderful seller. Money refunded if you do not get satisfaction. Send 7c in stamps for a sample. Ask for catalogue and quantity prices. We make 14 kinds.



KAZOO CO., Inc. 535 E. UTICA STREET BUFFALO, N. Y.

WOULD YOU LIKE TO BUY

highly successful game at fraction of cost? Real aristocrat of park games. Splendid flash and great money getter. Other business interests prevent operation this season. Cahill Yacht Race, "Sport of Kings". Address **CAHILL**, 519 W. 45th St., New York City.

MACK'S FEARLESS FLYERS CO. PLANE CHANGERS-BALLOONISTS

Have still some open time left after Sept. 10th for Balloon Races, also last three weeks of August for Races or Single Ascensions. Time in October for same. Open for Southern Fairs after October 1st. Special rates to Fair Circuits and Pageants. This is the best Balloon Act in the country. We are booked for the largest fairs in the country, including the Michigan State Fair. Played Masonic's mammoth Pain The Last Days of Pompeii last season to 120,000 one-dollar paid admissions. Largest balloons and best balloon methods used by us. 1, 2, 3 or 4 drops. Also plane changing, plane to plane, using three planes; stand on top while it loops-the-loop, hanging by their teeth, trapeze performing; in short, if it's done on plane or balloon, we do it. Let us send you prices and a program to meet your needs and swell your gate receipts. Time going fast. Write now. State your dates.

MACK'S FLYERS CO. Write or Wire **D. McDANIEL**, 767 19th St., Detroit, Michigan.



BUY DIRECT FROM MANUFACTURERS

GOODYEAR RAINCOATS

Men's Gas Mask Coats, \$1.90

Men's Leatherette Coats,.....\$3.00

Our Gas Mask Coat is made of Diagonal Bombazine rubberized to a heavy India rubber. Every coat has a Goodyear Label and is made in U.S.A. Sample Coat, \$2.00. Immediate shipment on all orders. 20% deposit, balance C. O. D. Send money order or certified check. Send for our complete price list.

MERCHANTS RAINCOAT CO., Inc.,

30 EAST BROADWAY, NEW YORK CITY

Reference—Chatham & Phenix National Bank.

THE "MAINE STATE FAIR,"

Where **THOROUGHBREDS MEET.** LEWISTON, ME. **SEPTEMBER 3-4-5-6, 1923**

CARNIVAL SPACE LET Concessions Open. No Gambling. **J. S. BUTLER, - Secretary.**

MAPLE LEAF ATTRACTIONS WANT

MERRY-GO-ROUND and TEN-IN ONE

A few good Concessions still open for this premier Canadian Circuit Carnival to open early in May. Positively no Grifters wanted. A few open dates for first-class Fairs and Celebrations in Ontario.

M. MITCHELL, Owner.

W. J. MALCOMSON, Mgr. Care Grand Th. Bld., St. Catharines, Ont.

MENTION US, PLEASE—THE BILLBOARD.

CARNIVAL CONCESSIONNAIRES

HERE IS YOUR LINE FOR A SUCCESSFUL SEASON

Stop buying your candy from jobbers and so-called "manufacturers." Buy direct from the actual manufacturers and make your dollars go farther. We manufacture all our candy and cater exclusively to Concessionaires. Therefore, we know just what you need.

Our Candy Is Pure, Delicious and Wholesome, Packed in Flashy Boxes, and Will Create a Big Play Wherever Shown. AND REMEMBER IT COSTS YOU LESS.

A Few of Our Big Money Savers for the Season of 1923.

- LOVE LASS—THE GIVEAWAY SUPREME.** Packed 250 boxes to the case, Per 1,000. \$10.00
- No. 5. OUR LEADER—A Real Flash.** Size 9 1/2 x 3. Packed with 15 pcs. Chocolates, 12 ass't. designs—Bathing Girls, Show Girls, etc., Per Dozen. 2.25
- No. 16. CARNIVAL SPECIAL—1-pound, 2-layer Box of Delicious Chocolates.** A Big flash at a low price. Per Dozen. 3.00

- No. 17. DANDY PACKAGE—15 pcs. Chocolates,** packed in fancy partition box. Looks like a big pound package. Per Dozen. \$ 1.80
- No. 18. NIFTY PACKAGE—1 oz. of high-grade Chocolates,** packed in large neat package. Per Dozen. 1.20
- No. 20. SUMMER-TIME PACKAGE—A flashy little box of Assorted Chocolates** that every Concessionaire needs. Size, 5 1/2 x 3 1/2 x 1 1/2. Per Dozen. .85

SEND FOR OUR 1923 PRICE LIST, JUST OFF THE PRESS. "IT TELLS THE STORY."

BANNER CANDY COMPANY, MANUFACTURING CONFECTIONERS, 117-119 N. Desplaines Street,

CHICAGO, ILLINOIS.

Local and Long Distance Phone: MONROE 7288



ROY GRAY, Mgr.

BETTER AND BETTER EVERY DAY—IT WILL PAY TO BOOK WITH GRAY

LAST CALL

GRAY SHOWS

SPRING OPENING

KENNER, LA., MARCH 19

GRAY SHOWS

GRAY SHOWS

In center of Strawberry and Vegetable Section. 50,000 people to draw from. On I. C. R. R., L. R. & N. R. R., O. K. Traction Line and Miss. River. **Wanted**—Attractions of all kinds for A-1 Pit Show, capable man to take charge of same. Can place Performers for Minstrel Show. Concessions all open except Cook House and Juice. Have two new Platform Shows for good attractions. Musicians, address **Lyle Richmond**. **Wanted**—Workingmen in all departments. We have the following Fairs booked, starting at Carthage, Tenn., August 8, 9, 10, 11; then Cookeville, Gallatin, Alexandria, Lebanon and McMinnville. **Fair Secretaries**—Have some open time dates in October and November. Wire or write.

Address **ROY GRAY, Manager, Kenner, La.**

CLEAN SHOWS, LEGITIMATE CONCESSIONS, 3 RIDES, 2 BANDS, 2 FREE ACTS



Stop sales on French Knot or PUNCH NEEDLES long enough to get the NEW

AUTO RUG NEEDLE

A REAL \$1.00 Seller. A 100% Demonstrator.

It works like the Punch Needle—up and down—but measures its stitch automatically, follows any design just as easily, and LOCKS its loop.

Thread adjusted in 2 seconds.

Use Rags or Yarn, single, double or 4 colors at once—think of that—it covers work in a flash. You'll make a 24 by 36 rug in 4 hours and it's more beautiful than any rug made with small needles—light, pliable—NO BULK, easy to sell. Chair back Tapestries bring \$8—quickly made.

AUTO Needle and details, 50c. My NEW 4 POINT Punch Needle is more perfect than any other. Sells for \$1. Sample 30 cents. My 50 Needlework Books create Needle sales and get the dimes. Three sample books for 15 cents. Large, high-grade Tinted Top and burlap rug—2 samples—70 cents.

SAVE THIS AD.

My quantity price is RIGHT.

ED. SPUEHLER CO., 463 Laurel St., St. Louis, Mo.



EDDIE VAUGHAN

Engaged as General Agent for D. D. Murphy Shows

St. Louis, Mo., March 8.—Eddie Vaughan, who has been connected at different times with the World at Home, Johnny J. Jones, O. A. Wortham and the World of Mirth Shows during the past ten years, has been engaged to handle the advance for the D. D. Murphy Shows, of St. Louis.

The Murphy Shows will have their own train and are now working almost night and day in order to get ready for the opening here in St. Louis next month.

Ted Reed, who has charge of winter quarters, has built ten big box wagons, Murphy's Alley (a new creation) and two new fun houses that will be a "surprise". The shows will go out with a very fine outfit and if the "sun shines" on the show this season Mr. Murphy will have twenty-five cars next year, according to an executive of the above organization.

ANIMALS ARRIVE IN NEW YORK

New York, March 8.—One of the largest collections of wild animals ever brought in a single day to New York came on the Hamburg American liner Bayein, yesterday. In the cargo were nine camels, four tigers, seven monkeys, sixteen horses, four polar bears, two performing dogs, three deer, seven snakes, one python sixteen feet long, one antelope, seventeen ducks and forty-nine partridges. A deer and a dog died coming over. The animals were consigned to the Hagenbecks at Hoboken.

Big Titusville Fair

September 11, 12, 13, 14.

Day and Night.

Grand Free Attraction. Program, Horse Racing, Fireworks.

WANTED—Shows and Rides. Concessions, address C. C. Fritts.

R. P. FOWLER, Secretary, Titusville, Pa.

JASPER COUNTY FAIR

SEPT. 4, 5, 6 & 7, 1923

C. G. BATMAN, Sec'y, NEWTON, ILL.

THURSTON COUNTY FAIR AND SPEED ASSN.

Wants to book good CARNIVAL for SEPTEMBER 12th to 15th, inclusive. Address

K. C. GIFFORD, Secy., Walthill, Neb.

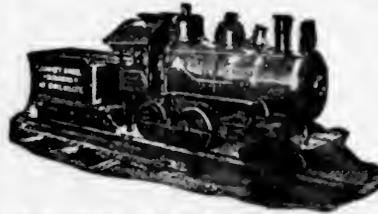
FOR SALE
SPECTACULAR FIREWORKS EXHIBITIONS. 600 Feet Sea Scenery on canvas, Bells, Mortar Guns for shells, all apparatus necessary. Good exhibitions can be given for \$100.00 up. Big money-maker for individual, County and State Fairs. Complete outfit cheap. Western Fireworks Company, Denver, Colorado.

CAGNEY BROTHERS MINIATURE RAILROAD CO.

ORIGINATORS AND MANUFACTURERS OF MINIATURE RAILROADS SINCE 1892

395 Ogden Avenue, Jersey City, N. J.

Local and Long Distance Phone Webster 5268.



SANDY'S AMUSEMENT SHOWS

Five weeks already booked right near Pittsburgh, Pa., the best ride and show territory in the whole United States. Millions of People to play to. **WANTED**—Merry-Go-Round, Ferris Wheel, Whip and Aeroplane Swings. Also first-class Shows, with or without outfit. Concessionaires, write. I will try and place you. Show opens April 14th. Two Saturdays in Pittsburgh, greatest money spot. Here's where you will get your bank roll to put you on your feet. Address S. A. TAMARGO, P. O. Box 111, N. S., Pittsburgh, Pa. Winter Quarters, 923 Irwin Ave., N. S., Pittsburgh, Pa. Phone, Cedar 9736.

GREAT ELKHART COUNTY FAIR AND PAGEANT OF PROGRESS EXPOSITION

THE GOLDEN JUBILEE

SEPTEMBER 10 TO 15, 1923. GOOSHEN, IND.

The most gigantic undertaking ever attempted by any County Fair Association. No gambling or low performances. **WANTED**—A few very high-class Admission Shows and Riding Devices for the great model midway. We follow the Indiana State Fair.

E. B. WILLIAMSON, Secretary and Director-General, Goschen, Ind.

1 80-Ft. ROUND-TOP

With two 40-ft. middle pieces, 10-ft. side walls. This top used three weeks, side walls never used. \$1,400. One 30x50, with 8-foot side walls, \$100. One 20x40, \$75. A number of smaller Tents reasonable. All above canvases like new.

D. F. PAYNE, 1466 W. 3rd St., Cleveland, Ohio.

COREY SHOWS

OPENS LEWISBURG, PA. APRIL 26.

WANTED—Motordrome, Talkers, Grinders, Concessions, Slide Help, Manager for complete Athletic Show (Ed Harknessmith, write), Feature Freak, Palmist, Merchandise Wholes and Legitimate Concessions. Address E. S. COREY, Elmora, Pa.

THE LOGICAL BEVERAGE IS FRUIT JUICE OR CIDER
Not artificially colored and flavored carbonated waters. People demand and enjoy the true fruit juice. We have invented a process whereby a fresh fruit juice or cider just like it comes from the press can be secured instantly and at any time simply by adding our CONDENSED CITRUS OR FRUIT JUICES with plain water, 1 part to 10. No chemicals or preservatives. Healthy and delightfully palatable. Made in Apple, Orange, Grape, Raspberry, etc. 1 pound, prepaid, for 60 cents makes 1 1/4 gallons, ready for drinking. At five cents a glass yields \$2. Exclusive rights. AMERICAN BEVERAGE CO., St. Louis, Mo.



CAN MAKE MONEY WITH THESE GOODS

- Nail Files. Per Gross.....\$1.75, \$2.00, \$2.50
 - Court Plaster. Per Gross.....1.50
 - Sachet, large size. Per Gross.....1.75
 - Sachet, small size. Per Gross.....1.35
 - Needle Books. Per Gross.....7.00
- F. O. B. New York. Deposit required on C. O. D. orders. Also carry a line of Household Goods. Send for Price List if interested.

CHAS. UFERT, 133 W. 15TH STREET, NEW YORK

CATE AMUSEMENT CO.

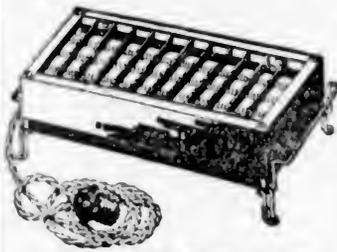
Will open latter part of April for a seven days' engagement in a New Hampshire town, with two virgin spots to follow. Playing New Hampshire, Maine and Vermont towns and celebrations, with a long list of the best New England Fairs to follow. We own our own Bides. **WANT**—Dog and Pony Show, Athletic Show, or any clean, money-getting Show. **WANT**—Cookhouse, Juice, High Striker, Popcorn, Hoop-La, Ball Game, Shooting Gallery, Pitch-Till-You-Win, or any other legitimate shows. No Girl Shows, '49 Camps or Grift. Territory given to those interested. Address all communications to

GEO. A. CATE, 22 So. State St., Concord, N. H. Telephone, 652-M.

A LIVE, WIDE-AWAKE BUSINESS GETTER

Wishes to connect with a park or amusement resort in a managerial capacity. State full details in answering. Not interested in "craft" parks. BOX D-17, care Billboard, Cincinnati, Ohio.

To Anyone
Who Knows the Game
OF HOUSE TO HOUSE SELLING
GET THIS



THE LITTLE GIANT
Electric Table Stove
IS THE BEST HOUSE TO HOUSE PROPOSITION IN THE WORLD.

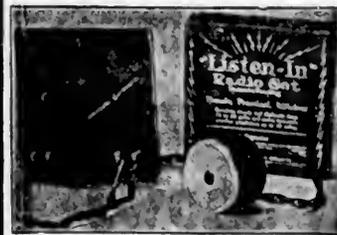
IT HAS EVERYTHING
Flashy, attractive appearance, which permits a perfect approach. Captivating demonstration inside. Immediately evident utility. Pronounced economic value. Surprisingly low price. A \$3.00 article for \$2.98. An unequivocal guarantee to the purchaser.

If you have successful house to house experience, send \$1.90 for sample, selling talk and proposition. Don't wait! Some live wires may beat you to exclusive rights in your territory. Address

WALDVOGEL & CO.
622 Shelby Street, INDIANAPOLIS, IND.

Big Money

THE "LISTEN IN" RADIO SET
Consists of a Receiver Coil (in box), an Ear Phone, one live tested Crystal and instruction sheet.
Sample Upon Receipt of \$2.18, Prepaid.



AM GUARANTEED to give as good results as many \$15.00 to \$25.00 Radio Sets.

PRICES
Sample Set, prepaid, \$2.18 Each.
Dozen Sets, \$18.00 per Dozen.
Cash With Order

Write or Wire for Exclusive Territory
HAMBURGER FACTORIES, Inc.
36 South State St., CHICAGO, ILL.

"APEX"
DART WHEELS

WILL GO WHERE ONLY GAMES OF SKILL ARE ALLOWED. SET UP AND OPERATED SAME AS PADDLE WHEEL. IS FASTER. WILL DRAW A LARGER PLAY—AND HOLD IT.
Handomely finished in four colors. Diameter, 20 inches. Easy running. Darts cannot hit "on the line," spaces being divided by steel wires; thus no dispute as to winning numbers. 20, 24 or 30 numbers, \$12.00 EACH, INCLUDING ONE DOZEN DARTS.

"APEX" DARTS
Strong reshipping case. If desired \$1.50 extra. Terms Cash, or one-third cash, bal. C. O. D.
The Points will not pull out.
\$12.00 a Gross, or \$1.10 a Dozen, postpaid.
Cash with order.

APEX MFG. CO., 134 Elm St., Norristown, Pa
MAKERS OF "APEX" DART BOARDS.

Magic Needle Threader

The only one threading fine or coarse sewing or hand needles, also darning cotton. Demonstrated in all the large expositions in the world. The blind find it to be the threader to sell. Ask any of the old-timers, they all sell my threader. Agents wanted. Sample, 25c; \$3.50 per gross. E. D. ENEY, 2829 Abbott Ct., Chicago, Illinois.

PITCH TILL YOU WIN!
10x10 frame and black top, red back curtain, trunk, plenty flash and GOOD jewelry slum, \$75; also 7 1/2 Down, \$25. 3-ft. Reversible Bicycle Wheel (20x30) for \$10. Some Chickens Game, \$15. One-third cash, balance C. O. D.
PASTRE, 1066 71st Street, Brooklyn, N. Y.

READ OUR DISPLAY AD
in this issue if you want a live proposition, which will enable you to more than double your money
B. C. MATHES CO.

To Managers of
PARKS, FAIRS, SHOWS
and **CONCESSIONS**

A Hartford Rain Insurance Policy

gives you security for credit as well as protection from loss. With a Rain Insurance Policy you know that the bad weather danger is removed. Other factors that make for the success of any enterprise are largely in your own control.

Your success depends on crowds, whether your event is held indoors or out.

There is a Hartford agent near you. Let him explain how RAIN INSURANCE can help you, or write direct to the Company.

HARTFORD FIRE INSURANCE CO.

HARTFORD, CONN.

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Look for this trade mark on your policy

1/2 Price
To Introduce
SEND NO MONEY

IF YOU CAN TELL IT FROM A GENUINE DIAMOND, SEND IT BACK

Dealers and agents all over the country are reaping a harvest by selling our Mexican Diamonds. They look just like the finest South African Diamonds SIDE BY SIDE—the same dazzling, rainbow fire and full diamond cut. Our free catalogue tells you of our 20-year brilliancy guarantee. To prove these statements and convince you that it will pay you to start with our line, we offer to sell you any of our quick selling designs below. SEND NO MONEY. Mail your order, a post card will do, and state sizes wanted. We will mail your order at once, C. O. D. If not fully satisfied return in two days for money back, less nominal shipping charges. Get started and speak for your territory quickly.



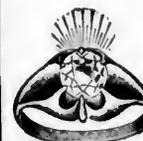
No. 1001—Ladies' High-Set Solitaire, with 1-carat extra brilliant blue-white Mexican diamond, in best guaranteed 12-karat g. f. Ring. Cat. price \$1.53, for... **\$2.50**

No. 1042—Ladies' Fancy Solitaire Ring, set with 1-carat extra brilliant blue-white Mexican Diamond, in new engraved basket style; our finest platinum finish. Cat. price \$3.00, for... **\$3.95**



No. 1043—Ladies' Fancy Three-Stone Ring, set with 1-carat extra brilliant blue-white Mexican Diamonds; very fine. Cat. price \$12.50, for... **\$5.65**

No. 1036—Exquisite Opal Cluster Ring, Fine Mexican Fire Opal, with 12 extra brilliant blue-white Mexican Diamonds, in finest 12-karat g. f. mounting. Cat. price \$10.00, for... **\$4.98**



No. 1017—Gents' Latest Style Tooth Belcher Ring. Best 12-karat g. f. mounting, set with extra brilliant 1-carat blue-white Mexican Diamond. Cat. price \$6.25, for... **\$3.10**

No. 1022—Gents' Very Fine Fancy Ring, rose gold finish, English box setting, set with 1-carat extra brilliant blue-white Mexican Diamond. Cat. price \$3.00, for... **\$3.95**



No. 1023—Gents' Extra Heavy Rose Finish Fancy Ring, English box setting, new design, set with 2-carat extra brilliant blue-white Mexican Diamond. Cat. price \$12.00, for... **\$6.00**



No. 1034—Ladies' Fine Opal Ring, Best 12-karat g. f. mounting, set with genuine Mexican Fire Opal. Cat. price \$5.00, for... **\$2.55**



No. 1035—Ladies' New Style Ring, Finest 12-karat g. f. mounting, set with three beautiful Fire Opals. Cat. price \$7.00, for... **\$3.58**



SPECIAL OFFERING—One each of all the Rings offered above, total catalogue price \$73.74, with fine Sample Case, a complete outfit, all for \$30.00, plus 5% War Tax.

DO NOT MISTAKE THIS OFFERING with cheap plated jewelry. Our mountings are the finest money can buy in the quality stated. Our Mexican Diamonds are backed by our 20-year guarantee and 16 years' record for square dealing.

WRITE FOR FREE CATALOGUE and copy of free testimonials from satisfied customers. Here is one out of hundreds: Manchester N. H.: "About a year ago I bought a Mexican Diamond and had it set in solid gold ring, and all my friends think I have a \$200.00 diamond. It looks so like the real thing."

We also sell genuine Mexican Resurrection Plants to the trade. See our advertisement elsewhere in this Billboard.

THE MEXICAN DIAMOND IMPORTING COMPANY
Dept. NB. LAS CRUCES, NEW MEXICO



CHICAGO FLAPPER DOLL
The Biggest Flash Ever Produced.

26 in. high, made of fiber composition, with assorted colored wigs, dressed in silks, velvets, velour and crepe dresses, trimmed with real plumes, lace-trimmed pants and a real hat to match dress. This Doll got top money at Riverview Park. Ask Mr. Ed. Hill. We guarantee our Doll to be superior in design and dress to any Doll of this kind. Write and we will convince you.

UNGER DOLL MFG. CO.

Phone: Haymarket 4824.

OFFICE and SHOW ROOM,
600-610 Blue Island Avenue,
CHICAGO, ILL.

AT
LAST



NOTICE.

We have no Milwaukee connections. Our Doll is entirely different.



UNBREAKABLE LAMP DOLL

The Most Beautiful Lamp Doll Made.

At last we can give you the great news that we have perfected an Unbreakable Composition Lamp Doll superior to any Lamp Doll ever produced, and we wish that all the Lamp Doll users that have been disappointed in buying inferior Lamp Dolls, whether in plaster or composition, would get in touch with us at once, as we have great news for you.

COMPOSITION PRODUCTS CO.

J. E. UNGER, Mgr.

Musical Alarm Clock
\$3.98
Plays Assorted Songs.



Other Good PREMIUM Items

BEADED BAGS

Latest Parisian Designs.

\$4.75

WHITE HOUSE CLOCKS

American Movement. Extended Pillars.

\$2.25

New Mahogany Clock



8 inches high, 5 inches wide. American Make, 3 1/2 in. dial, movement guaranteed, dark mahogany finish.

\$2.25

A Deposit Required on All Orders. Above Prices Include Postage. WRITE FOR OUR NEW BARGAIN CIRCULAR.

SINGER JEWELRY & NOVELTY CO.

22 W. Quincy St.,

CHICAGO, ILL.

THIS IS A BIG ONE.

LAFAYETTE PARISH CENTENNIAL CELEBRATION AND PAGEANT

LAFAYETTE, LOUISIANA, APRIL 1-8.

Want to hear from good Shows, Rides and Legitimate Concessions. Legitimate Wheels open. Wire or write for space.

COMMUNITY SERVICE,

H. B. SKINNER, Director.



\$15.00 Per Gross Men's Rubber Belts \$15.00 Per Gross

Black, brown and gray, smooth finish, stitched and corrugated, with an exclusive design, adjustable buckles. Our Belt is in greater demand this year than ever before. Get next to the quickest-selling proposition on the market today. Orders filled same day received. \$3 required with each gross order.

Sample, 25c

OSEROFF BROTHERS, Rubber Product Distributors, AKRON, OHIO.

Miller Midway Shows

OPENING APRIL 14 NEAR WICHITA, KANSAS

WANTED—Man to take charge of Parker Two-Arrest Swing, also man to take charge of Condemner Ferris Wheel.

HAVE complete outfit for Pit Show. Want man that has a Feature Attraction.

WANTED—Wrestler, to take seat-framed Athletic Show.

WANTED—One more Best Show. Will furnish top and front for good Platform Show.

WANTED—Man to take charge of Cookhouse. Jack Jones, write.

All Concessions open. Juice, Lamp Dolls, Candy, Baskets, Blankets, Ham and Bacon, Silverware, Cotton Candy, Ice Cream, Pastry, Poultry, Hair Dolls, Knife Rack, Ball Games, High Striker, etc. NO GIFT NOR GIRL SHOWS.

This is a two-car gilly show, and we own our own rides and have an air callope to help get the crowds.

I have several Concession Tops and Frames for sale.

WILL BUY GOOD Flat Wheel for cash or book case.

WILL BOOK any Clean Show with their own outfit.

Address all mail and wires to

F. W. MILLER, Conway Springs, Kansas.

THE NAT REISS SHOWS

WANTED Will furnish Wagon Front for high-class Bullyhoo Attraction. Also complete Ten-in-One to responsible showmen. Can place Auto or Motordrome. Have good proposition for Caterpillar Ride or will buy half interest.

This Show will open at Streator, Ill., April 26, and have already contracted some of the best spots in Illinois, Indiana, Wisconsin and Ohio. Our Fair season of nine weeks will start August 6.

CONCESSIONAIRES—Only Legitimate Grind Store open.

HARRY G. MELVILLE, Gen. Mgr., Streator, Ill.

NOTICE—Nate Miller wants capable Concession Agents.



The Smallest Deck of Cards in the World

52 Cards in Deck. Over 100,000 sold in the United States. \$1.50 per Gross. Sample Deck, 10c. NEEDLE HOOK—Big seller for Streetmen and Cartrovers. \$4.50 per Gross. No. 510—Best Flying Birds, with long colored sticks. \$6.00 per Gross. No. 70—Gas Balloons (assorted colors). \$2.50 per Gross. Reed Sticks, 35c per Gross. 25% deposit with all C. O. D. orders.

NADEL BROS., 128 Ludlow Street, New York City.

STAR AMUSEMENT COMPANY

NOW BOOKING FAIRS AND INDEPENDENT CELEBRATIONS

Will play for Lodges, Bands and Homecomings. Parker's Three-Arrest Carry-Us-All, a new No. 5 Ell Ferris Wheel, white enameled seats and special decorations, en route McLean Co. Agricultural Fair, Lestoy, Ill., week of August 13 to 18; Loman Co. Agricultural Fair, Atlanta, Ill., week of August 21 to 24; Mason Co. Agricultural Fair, Mason, City, Ill., week of August 28 to 31. All other dates open except Sept. 29 to Oct. 6.

W.M. HOFFNER, 520 No. Adams St., Peoria, Ill.

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Kilpatrick's, Inc., Rookery Bldg., Chicago.

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R. Galanti & Bros., 71 3d ave., N. Y. C.

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Warehouses: 136 Whitehall, Atlanta, Ga.; 2122 Ave. E., Galveston, Tex.; 1914 Live Oak, Dallas, Tex.

Alum. Alumnim Co., Milwaukee, Wisconsin.

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Amelia Grain, 519 Spring Garden st., Phila.

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Direct Sales & Service Co., 24-26 West Washington st., Chicago, Ill.
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Sunlite Aluminum Service means money in your pocket. By placing deposit with Sunlite, shipments are guaranteed to move at once. Write for our specials today.

SUNLITE ALUMINUM CO., Milwaukee, Wis.

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Dayton Fun House & R. D. Mfg. Co., Dayton, O.
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Bartels, 44 Cortland st., New York.
Henry Bartels, 72 Cortland st., N. Y.
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Pianta's Reptile Farm, North Waterford, Me.
Max Geisler Bird Co., 28 Cooper sq., N. Y. C.
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Capt. Geo. M. McGilre, Santa Barbara, Calif.

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Aquarium Stock Co., 174 Chambers st., N. Y.

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Wm. Lehmborg & Sons, 138 N. 10th, Phila., Pa.
Philadelphia Badge Co., 942 Market, Phila., Pa.

BADGES FOR FAIRS AND CONVENTIONS
Cammall Badge Co., 363 Washington, Boston.
Hodge Badge Co., 161 Milk st., Boston, Mass.
Philadelphia Badge Co., 942 Market, Phila., Pa.

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N. Stafford Co., 96 Fulton st., N. Y. City.

BALL CHEWING GUM
Mint Gum Co., Inc., 27 Bleecker st., N. Y. C.

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(For Exhibition Flights)
Northwestern Balloon Co., 1635 Fullerton, Chgo.
Thompson Bros. Balloon Co., Aurora, Ill.

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Bastian-Blessing Co., 125 W. Austin ave., Chgo.

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The Fantastics Rubber Co., Ashland, Ohio.
S. S. Novelty Co., 255 Bowery, New York.

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Fabricius Merc. Co., 1823 Wash. ave., St. Louis.
Globe Nov. Co., 1206 Farnam st., Omaha, Neb.
Goldberg Jewelry Co., 816 Wyandotte, K.C., Mo.
E. G. Hill, 423 Delaware st., Kansas City, Mo.
Kindel & Graham, 785-87 Mission, San Fran.
Moulder Trading Co., 274 2nd st., Portland, Ore.
Newman Mfg. Co., 1289 W. 9th, Cleveland, O.
Novelty Nook Co., 1010 1/2 Houston, Ft. Worth.
Pan-Am. Doll & Nov. Co., 1115 B'way, K.C., Mo.
Singer Bros., 536 Broadway, New York.
Tipp Novelty Co., Tippecanoe City, O.
H. W. Tammen Co., Denver, Colorado.

BAND INSTRUMENTS
Nusa Mfg. Co., 11th & Mulberry, Harrisburg, Pa.

TRADE DIRECTORY

A Buyers' and Sellers' Guide and Reference List for Show World Enterprises and Allied Interests

RATES AND CONDITIONS
Your name and address, if not exceeding ONE LINE in length, will be published, properly classified, in this Directory, at the rate of \$12, in advance, per year (52 issues), provided the ad is of an acceptable nature.

COMBINATION OFFER
One year's subscription to The Billboard and one line name and address inserted in 52 issues, properly classified, for \$15.

RATES FOR TWO-LINE NAME AND ADDRESS
If a name and address is too long to insert in one line there will be a charge of \$9.00 made for a whole or part of second line used, or \$21.00 a year. The Billboard and two-line name and address, under one heading, \$24.00 a year.

BAND INSTRUMENT MOUTH-PIECES
A. E. Mathey, 62 Sudbury st., Boston, 14, Mass.

BAND ORGANS
A. Christman, 4627 Indep. ave., Kan. City, Mo.
N. T. Musical Inst. Wks., N. Tonawanda, N. Y.

BANJOS AND SAXOPHONES
Geo. B. Stone & Son, Inc., 5 Elm st., Boston.

BANNERS
Cin'tl Regalia Co., Textile Bldg., Cin'tl, O.

BASKETS (Fancy)
S. Greenbaum & Son, 105 Lewis st., N. Y. C.
Marriott Basket Co., 816 Progress, Pittsburgh.
Desire Marabout, 1127 N. Front, Phila., Pa.

BEACON BLANKETS
James Bell Co., 34-36 Green, Newark, N. J.
Carnival Supply Co., 122-124 5th ave., N. Y. C.
Fair Trading Co., Inc., 307 6th ave., N. Y. C.

CAMERAS FOR ONE-MINUTE PHOTOS
Chicago Ferrottype Co., Chicago, Ill.

CAMERAS FOR PREMIUMS
Seneca Camera Mfg. Co., Rochester, N. Y.

CANDY
Banner Candy Co., Successor to J. J. Howard, 117-119 N. Desplines st., Chicago, Ill.
E. G. Hill, 423 Delaware st., Kansas City, Mo.
Premium Supply Co., 177 N. Wells st., Chicago.

CANDY IN FLASHY BOXES
Edwarda Novelty Co., Ocean Park, Calif.

CANDY FOR WHEELMEN
Puritan Chocolate Company, Cincinnati, Ohio.

CANVAS
R. H. Humphry's Sons, 1022 Callowhill, Phila.

CANVASSING AGENTS
Haleyon Songs, 307 E. North, Indianapolis, Ind.

THE TRADE DIRECTORY IS A DAILY REMINDER OF FIRMS AND THEIR PRODUCTS

MAKING it easy for a prospective buyer to find your name and address and the class of goods you sell is fully 50% towards a sale. The Billboard Trade Directory is a big list of manufacturers and supply houses that specialize in certain lines; in other words, Trade Leaders.

The busy man who is in need of a special article used or sold in the show world and does not know the dealer's name, can quickly turn to a heading in The Billboard Trade Directory and find one or more names under the caption. Getting new customers depends primarily on making it easy to find your address the minute the reader is in need of your products. The Trade Directory does that. It is a quick reference buyer's guide.

The value of Directory advertising is apparent. It keeps your name constantly before the buying public for a year at a low rate that means more profit on sales.

Now is as good a time as any to insert your name in the Directory under one or more headings of your leading line of goods.

THE BILLBOARD PUB. CO.,
Cincinnati, Ohio:

If my name and address can be set in one line under (name heading), insert it 52 times in The Billboard Trade Directory for \$12. If it cannot be set in one line, write me about rate.

BEADED BAGS
Fair Trading Co., Inc., 307 6th ave., N. Y. C.
A. Koss, 2012 N. Halsted st., Chicago.
L. & P. Notion Co., 227 Market st., Phila., Pa.
Products of American Industries, Inc., 17 E. 33d st., New York City.
Rachman Nov. Co., Inc., 34 E. 28th st., N. Y.

BEADED NECKLACES
Rachman Nov. Co., Inc., 34 E. 28th st., N. Y.

BEADS
(For Concessions)
Mission Factory Co., 2121 Smith, Detroit, Mich.
National Bead Co., 21 W. 31th st., N. Y. City.

BELL DOOR PLATES AND SIGNS
(Eng. aved)
V. H. Robillard Co., 134 Davis, N Bedford, Mass.

BIRDS, ANIMALS AND PETS
Bartels, 44 Cortland st., New York City.
Breeder's Exchange, 4th & Lake, Minneapolis.
Max Geisler Bird Co., 28 Cooper sq., N. Y. City.
Greater St. L. P. S. Co., 1100 Market, St. Louis.
Pan-American Bird Co., Laredo, Texas.

BIRD CAGES
Nat'l Pet Shops, 2355 Olive, St. Louis, Mo.
Nowak Importing Co., 84 Cortland st., N. Y. C.

BLANKETS (Indian)
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.

BOOKS FOR SHOWMEN
J. L. Ogilvie Pub. Co., 37 D. Rose st., N. Y. C.

BURNT CORK
Chicago Costume Wks., 116 N. Franklin, Chgo.

CALCIUM LIGHT
St. L. Calcium Light Co., 516 Elm st., St. Louis.

CALLIOPES
Tangley Mfg. Co., Muscatine, Ia.

CARDBOARD MUSIC
Boston Cardboard Music Co., Boston, Mass.

CARRY-US-ALLS
C. W. Parker, Leavenworth, Kan.

CARNIVAL GOODS AND CONCESSIONAIRES' SUPPLIES
Advance Spec. Co., 440 S. High, Columbia, O.
James Bell Co., 34-36 Green, Newark, N. J.
Bestyet Fair and Carnival Supply Company, 784 Broad, Newark, N. J.
Cole Toy & Trading Company, 412 S. L. A. st., Los Angeles, Calif.
Midway Jobbers, 306 W. Eighth st., K. C., Mo.
T. H. Shanley, 452 Broad, Providence, R. I.
Singer Bros., 536 Broadway, New York City.
O. Schwarz & Co., 404 W. Baltimore, Baltimore.

CARS (R. R.)
Houston R. R. Car Co., Box 223, Houston, Tex.

CAROUSELS
M. O. Illions & Sons, Coney Island, New York.
C. W. Parker, Leavenworth, Kan.

CHAIRS, GRAND STANDS, CIRCUS SEATS (For Rent or Sale)
Chair Exchange, cor Sixth and Vine, Phila., Pa.

CHEWING GUM MANUFACTURERS
Baltimore Cheewing Gum Co., 1602 Asbland ave., Baltimore, Md.
The Helmet Gum Shop, Cincinnati, O.
Toledo Cheewing Gum Co., Toledo, O.
Zulu Mfg. Co., 339 St. Claire, Chicago.

CHIMES AND XYLOPHONES
Kohler-Liebleh Co., 5553 Lincoln ave., Chl., Ill.

CHINESE BASKETS
Amer. Sales Co., 817 Sacramento, San Francisco.
Brown & Williams, 1514 8th ave., Seattle, Wash.
Carnival Supply Co., 122-124 5th ave., N. Y. C.

A. Koss, 2012 N. Halsted st., Chicago.
Fair Trading Co., Inc., 307 6th ave., N. Y. C.
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.
Sing Fat Co., Chinese Bazaar, San Francisco.

CIGAR LIGHTERS AND MOISTENERS
Drake Mfg. Co., 280 E. Water, Milwaukee, Wis.

CIGARETTES
Liggett & Myers Tobacco Company, 212 Fifth ave., New York City.

CIRCUS WAGONS
Begga Wagon Co., Kansas City, Mo.

COFFEE URNS AND STEAM TABLES
H. A. Carter, 400 E. Marshall, Richmond, Va.
Talbot Mfg. Co., 1317 Pine st., St. Louis, Mo.

COIN OPERATED MACHINES
Exhibit Supply Co., 509 S. Dearborn, Chicago.

COLLECTIONS AND INVESTIGATIONS
Collins & Co., Hartford Bldg., Chicago, Ill.

COMMERCIAL PRINTING
Blade Pub. Co., Elmwood Place, Cincinnati, O.

CONFETTI AND SERPENTINES
Kindel & Graham, 785-87 Mission, San Fran.

CONVENTION DECORATORS
Hagerstown Decorating Co., Hagerstown, Md.

COSTUMES
Bayer-Schumacher Co., Inc., 69 W. 46th, N.Y.C.
Brooks-Mahieu, 1437 Broadway New York City.
Chicago Costume Wks., 116 N. Franklin, Chicago.
Harrison Costume Co., 910 Main, K. City, Mo.
Kammann Costu. Wks., S. High, Columbia, O.
E. Monday Costume Co., Inc., 147 E. 34th, N.Y.C.
Pichler Costume Co., 511 3d ave., N. Y. City.
A. W. Tams, 318 W. 46th st., New York City.
Van Horn & Son, 921 Walnut St., Phila., Pa.

COSTUMES (Minstrel)
Chicago Costume Wks., 116 N. Franklin, Chicago.
Hooker-Howe Costume Co., Haverhill, Mass.

COUNSELORS AT LAW
Leon A. Berenzlak, 7 W. Madison, Chicago.

CRISPETTE MACHINES
Long Eskins Co., 1976 High st., Springfield, O.

CRYSTAL AND METAL GAZING BALLS
Crystal Gazing Co., 300 Sta. B., K. C., Mo.
B. L. Gilbert, BB, 1135 S. Irving ave., Chicago.

CUPID DOLLS
Cadillac Cupid Doll & Statuary Works, 1362 Gratiot ave., Detroit, Mich.

CUPS (PAPER) DRINKING
The Chapman Co., Bergen ave., Jersey City, N.J.

CUSHIONS—GRAND STAND
Pneumatic Cushion Co., Room 369 Coma Bldg., 443 So. Dearborn st., Chicago.

DOLLS AND TEDDY BEARS
James Bell Co., 34-36 Green, Newark, N. J.
Fair & Carnival Supply Co., 126 5th ave., N.Y.C.
Fair Trading Co., Inc., 307 6th ave., N. Y. C.
Kindel & Graham, 785-87 Mission, San Francisco.

DOLLS
Arance Doll Co., 417 Lafayette st., New York.
Brown & Williams, 1514 8th ave., Seattle, Wash.
Capitol City Doll Co., 1018 W. Main, Oklahoma City, Ok.
Carnival Supply Co., 122-124 5th ave., N. Y. C.
Charles Doll Mfg. Co., 190 Greene st., N. Y. C.
Columbia Doll & Toy Co., Inc., 44 Lispenard, N.Y.
Diamond Tinsel Dress Co., 3474 Rivard, Detroit.
Dallas Doll Mfg. Co., 2218 1/2 Main, Dallas, Tex.

DOLL ACCESSORIES
ROBT. DAVISON, 600 Blue Island Avenue, Chicago.

Jack Gleason Doll Co., 18 1/2 N. Lee, Okla. City.
Heller Doll Sup. Co., 779 Woodward, B'klyn, N.Y.
Ill. Art Statuary Co., 1431 W. Grand, Chicago, Mich.
Baby Doll Co., 3746 Gratiot ave., Detroit.

THE HOME OF CALIFORNIA CURL DOLLS.
MIDWEST HAIR DOLL FACTORY
1720-22-24-26 Cherry St., Kansas City, Mo.

Mineral Doll & Nov. Co., 15 Lispenard St., N.Y.
Monkey Doll Mfg. Co., 18 N. Lee st., Okla. City

DOLLS—DOLL LAMPS
California Dolls, Tinsel Dresses, Plumes, etc.
PACINI & BERNI, 1424 W. Grand Ave., Chicago.

DOLLS FOR CONCESSIONAIRES
In 3 sizes, 14, 16 and 19-inch in 30 styles.
PHOENIX DOLL CO., 134-36 Spring St., New York.

Reisman, Barron & Co., 121 Greene st., N.Y.C.
Silver Doll & Toy Co., 9 Bond st., N. Y. C.
U. S. Doll Co., 34 Fulton st., Brooklyn, N. Y.

DOLL DRESSES
A. Corenson & Co., 825 Sunset Blvd., Los Angeles.
Edwarda Novelty Co., Ocean Park, Calif.

DOLL HAIR—DOLL WIGS

K. C. NOVELTY MANUFACTURERS
510 Broadway, Kansas City, Missouri.
Wigs. Write for prices. Imported Kewpie Waved Hair.

Mutual Hair Goods Co., Inc., 1252-54 Bedford, Brooklyn, N. Y.
Phoenix Doll Co., 134-36 Spring, N. Y. City.

DOLL LAMPS
Edwarda Novelty Co., Ocean Park, Calif.
Kindel & Graham, 785-87 Mission, San Francisco

The Home of the California Curl Doll Lamp.
MIDWEST HAIR DOLL FACTORY
1720-22-24-26 Cherry St., Kansas City, Mo.

DOLL SHOES
Phoenix Doll Co., 134-36 Spring, New York City.

DOLL VEILINGS
Phoenix Doll Co., 134-36 Spring, New York City.

DOUGHNUT MACHINES
Talbot Mfg. Co., 1317 Pine, St. Louis, Mo.

DRUMS (Band and Orchestra)
Acme Drummers' Supply Co., 218 N. May, Chl.
Barry Drum Mfg. Co., 3426 Market st., Phila., Pa.
Ludwig & Ludwig, 1611 1613 and 1615 North Lincoln st., Chicago, Ill.
Geo. B. Stone & Son, Inc., 5 Elm st., Boston.
Wilson Bros. Mfg. Co., 222 N. May st., Chicago.

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DIRECTORY

(Continued from page 189)

ELECTRIC LIGHT BULBS
Gershon Electric Co., 907 E. 15th, K. C., Mo.
ELECTRICAL STAGE EFFECTS
Chas. Newton, 305 West 10th st., N. Y. City.

ELECTROS AND ENGRAVINGS
J. Dochnahl, 2014 Grove st., Brooklyn, N. Y.
ENGRAVERS, STENCILS, STEEL STAMPS

Fred O. Kautz & Co., 2633 W. Lake, Chicago.
FAIR ADVERTISING SPECIALTIES
U. O. Colson Co., Colson Bldg., Paris, Ill.

FANCY BASKETS
Sing Fat Co., Chinese Bazaar, San Francisco.
FEATHER FLOWERS
Brandau Flower Co., 439 So. Irving, Chicago.

FELT RUGS
Eastern Mills, 425 B'dway, Everett, 49, Mass.
FILMS
(Manufacturers, Dealers in and Rental Bureaus)

Peerless Film Laboratories, Oak Park, Ill.
FIREWORKS
Amer. Fireworks Co., 739 Ill. Est., Trust Bldg., Phila.

American-Italian Fireworks Co., Dunbar, Pa.
Barnaba Fireworks Co., New Rochelle, N. Y.

Byrna Display Fireworks Co., 127 N. Dearborn st., Chicago.
Columbus Imperial Fireworks Co., Joa. Caccavello, mgr.: 832 St. Clair ave., Columbus, O.

Contl. Fireworks Co., New Castle, Pa.
Fabricius Merc. Co., 1523 Wash. ave., St. Louis.
Gordon Fireworks Co., 190 N. State st., Chicago.

Hudson Fireworks Mfg. Co., Hudson, Ohio.
Illinois Fireworks Display Co., Danville, Ill.
International Fireworks Co., Main Office Jr. Sq. Bldg., Summit Ave. Station, Jersey City, N. J.

Jr. Br. Office 19 Park Place, New York City.
Liberty Fireworks Co., 440 S. Dearborn, Chgo.
Martin's Fireworks, Fort Dodge, Ia.

Masten & Wells Fireworks Mfg. Co., Boston.
Fred C. Murray, 1 Park Place, New York.
Newton Fireworks Co., 25 N. Dearborn, Chgo.

Pain's Manhattan B'h Fireworks, 18 Pl. Cl., N. Y.
Pan-American Fireworks Co., Ft. Dodge, Ia.
Potts Fireworks Display Co., Franklin Park, Ill.

Schenectady Fireworks Co., Schenectady, N. Y.
Thearle-Duffield Fireworks Display Company, 36 So. State st., Chicago, Ill.

THE TIPP FIREWORKS COMPANY
Special Display Fireworks.
TIPPECANOE CITY, OHIO.

Unexcelled Mfg. Co., 22 Park Pl., N. Y. City.
Vital Fireworks Mfg. Co., New Castle, Pa.
Weigand Fireworks Co. Office and Factory, Franklin Park, Ill.

FITTED LEATHER CASES
Jayvee Leather Spec. Co., 351 Canal st., N.Y.C.
FLAGS
Chicago Carvas & Flag Co., 127 N. Dearborn, Ch.

THE CHICAGO FLAG & DECORATING CO.
Manufacturers of Flags and Decorations for All Occasions.
1315 South Wabash Avenue. CHICAGO, ILL.

R. H. Humphrys' Sons, 1022 Callowhill, Phila.
C. E. Lindb, Inc., 512 N. 9th, Philadelphia, Pa.
H. O. Stensbury Co., 415 Commerce st., Phila.

FLAGS AND FESTOONING
Annin & Co., 99 Fulton st., New York City.
Fabricius Merc. Co., 1523 Wash. ave., St. Louis.

FLOWERS, FEATHERS & MARABOU
Aaron Michel, 15 W. 35th st., New York.
FOOT REMEDIES
Peter's Manufacturing Co., Ridgewood, N. J.

FORMULAS
(Trade Wrinkles and Secret Processes)
S. & H. Mfg. Laboratories, Boylston Bldg., Chi.

FOUNTAIN PENS
Ira Barnett, 306 Broadway, New York.
Fair Trading Co., Inc., 307 6th ave., N. Y. O.

STANDARD PEN CO., Evansville, Ind.
FRUIT AND GROCERY BUCKETS
Fair Trading Co., Inc., 307 6th ave., N. Y. O.

GAMES
Diamond Game Mfg. Co., Melts, Ohio.
H. C. Evans & Co., 1528 W. Adams, Chicago.

GASOLINE BURNERS
H. A. Carter, 400 E. Marshall, Richmond, Va.
Talbot Mfg. Co., 1317 Pine st., St. Louis, Mo.

Waxham Light Co., 550 W. 42nd st., N. Y. C.
GASOLINE LANTERNS, STOVES AND MANTLES
Waxham Light Co., 550 W. 42nd st., N. Y.

GLASS BLOWERS TUBING AND ROD
Dowry Glass Co., Vinceland, N. J.
Kimble Glass Co., Vinceland, N. J.; Chicago, Ill.; New York, N. Y.

GLASS DECORATED NOVELTIES
Lancaster Glass Co., Lancaster, Ohio.
GLASS EYES FOR ALL PURPOSES
G. Schoepfer, 106 E. 12th st., New York City.

GOLD LEAF
Hastings & Co., 517 Filbert, Philadelphia, Pa.
GREASE PAINTS, ETC.
(Makeup Boxes, Cold Creams, etc.)
Zauder Bros., Inc., 113 W. 48th st., N. Y. O.

HAMBURGER TRUNKS, STOVES, GRIDDLES
Talbot Mfg. Co., 1317 Pine, St. Louis, Mo.
HAIR FRAMES, ETC.
R. Schesblum, 47 W. 42nd, New York.

ICE CREAM CONE MACHINERY
Kinery Mfg. Co., 420 E. Pearl, Cincinnati, O.
INCANDESCENT LAMPS
Maurice Levy, 406 Lyceum Bldg., Pittsburg, Pa.
INCOME TAX ADVISER
Albert B. Holecck, 8 So. Dearborn, Chicago.

INDIANS AND INDIAN COSTUMES
W. H. Barten, Gordon, Neb.
INVALID WHEEL CHAIRS
G. F. Sargent Co., 138 E. 35th st., N. Y., N. Y.
JEWELRY
Averbach Bros., 705 Penn ave., Pittsburg, Pa.
Singer Bros., 536 Broadway, New York.

J. J. WYLE & BROS., INC.
Successors to Siegman & Weil, 18 and 20 East 27th Street. NEW YORK CITY.

KEWPIE DOLLS
Florence Art Co., 2500 21st st., San Francisco.
KNIVES
Hecht, Cohen & Co., 201 W. Madison, Chicago.

LAMPS
Aladdin Mfg. Co., Muncie, Indiana.
C. F. Eckhart & Co., 315 National, Milwaukee.
LAWYERS
Leon A. Berenzak, 7 W. Madison, Chicago.

F. L. Boyd, 17 N. LaSalle st., Chicago.
LEECHES (For Medicinal Use)
Aquamum Stock Co., 174 Chambers st., N. Y.
LIGHTING PLANTS
J. Frankel, 224 North Wells st., Chicago, Ill.

Little Wonder Light Co., Terre Haute, Ind.
Washington Light Co., R. 15, 500 W. 2nd, N.Y.C.
Windhorst Supply, 1416 Chestnut, St. Louis.
MAGIC BOOKS
Adams Press, 240 Broadway, New York City.

MAGIC GOODS
Carl Brems & Son, Mfrs., 524 Market, Phila., Pa.
Chicago Magic Co., 140 S. Dearborn st., Chicago.
B. L. Gilbert, B.B. 11135 S. Irving ave., Chicago.

Petrie-Lewis Mfg. Co., New Haven, Conn.
MAGIC PLAYING CARDS
S. S. Adams, Asbury Park, N. J.
H. C. Evans & Co., 1528 W. Adams, Chicago.

MARABOU TRIMMINGS
Amer. Marabou Co., 67 5th Ave., N. Y. City.
Columbia Marabou Co., 69 E. 12th, N. Y. C.

MARABOU AND OSTRICH
Direct From Manufacturer.
BEN HOFF, 3 Great Jones St., New York.
"The House of Marabou and Ostrich."

MEDALLIONS (Photo)
Benjamin Harris Co., Inc., 229 Bowery, N.Y.C.
MEDICINE FOR STRETMEN
Allen Drug Co., Huntersville, N. C.

Amogen Chemical Co., San Antonio, Tex.
Beache's Wonder Remedy Co., Columbia, S. C.
Becker Chemical Co., 235 Main st., Cin'ti, O.

Cel-Ton-Sa Rem. Co., 1011 Central ave., Cin., O.
Nu-Ka-Na Remedy Co., Jersey City, N. J.
The Puritan Drug Mfg. Co., Columbus, O.

The Quaker Herb Co., Cincinnati, O.
Dr. Thornber Laboratory, Carthage, Illinois.
Washaw Indian Med., 329 N. Brighton, K.C., Mo.

MERRY-GO-ROUNDS
C. W. Parker, Leavenworth, Kan.
MEXICAN DIAMONDS AND RESUR-RECTION PLANTS
Mexican Diamond Imp't. Co., D.S.La-Cruces, N.M.

MOVING PICTURE SUPPLIES AND ACCESSORIES
Movie Supply Co., 844 So. Wabash, Chicago.
Stebbins Picture Supply Co., Kansas City, Mo.

MUSIC COMPOSED & ARRANGED
Chas. L. Lewis, 429 Richmond st., Cincinnati, O.
MUSIC PRINTING
Rayner, Dalheim & Co., 2054 W. Lake, Chicago.

Stark, W. P., 3804a Laclede ave., St. Louis, Mo.
The Otto Zimmerman & Son Co., Inc., Cin., O.
MUSICAL BELLS & SPECIALTIES
R. H. Mayland, 54 Willoughby, Brooklyn, N.Y.

MUSICAL GLASSES
A. Branness, 9512 109th st., Richmond Hill, N.Y.
MUSICAL INSTRUMENTS
(Automatic and Hand Played)
Crawford-Rutan Co., 1013 Grand, K. C., Mo.

CARL FISCHER, Headquarters for Everything in Music.
We specialize in Drummers' Outfits.
46-54 Cooper Square, New York.

Jenkins Music Co., 1015 Walnut, Kan. City, Mo.
Kohler-Liebig Co., 3531 Lincoln ave., Chi., Ill.
Vega Co., 155 Columbus Ave., Boston, Mass.

NEEDLE BOOKS AND SELF-THREADING NEEDLES
Kindel & Graham, 785-87 Mission, San Fran.
Lee Bros., 143 E. 23d st., New York.

Mills Needle Co., 692-694 B'way, New York.
NOISE MAKERS
The Sells Mfg. Co., Toledo, O.
NOVELTIES
Goldberg Jewelry Co., 516 Wyandotte, K.C., Mo.

Joseph Goldstein, 7 Duke street, Aldgate, London, E. C. 3.
Newman Mfg. Co., 1289 W. 9th, Cleveland, O.
Schmeltzers, 1216 Grand Ave., K. C., Mo.

NOVELTIES AND SOUVENIRS
Toy World Novelty Co., 32 Union Sq., N. Y. O.
OOZE COW HIDE LEATHER GOODS
Bernard S. Michael, 150 E. 125th, N. Y. C.

OPERA HOSE
Chicago Costume Wks., 116 N. Franklin, Chic'o.
ORANGEADE
Talbot Mfg. Co., 1317 Pine, St. Louis, Mo.

ORGANS AND CARDBOARD MUSIC
B. A. B. Organ Co., 349 Water st., New York.
ORGANS AND ORCHESTRIONS
Johannes S. Gebhardt Co., Tarrytown, Phila., Pa.

Max Heller, R. P. D., Macedon, Ohio.
Tonawanda Music Inst. Wks., North Tonawanda, New York.
ORGAN AND ORCHESTRION RE-PAIR SHOPS
A. Christman, 4627 Indep. ave., K. C., Mo.

H. Frank, 3711 E. Ravenswood ave., Chicago, Ill.

PADDLE WHEELS
H. C. Evans & Co., 1528 W. Adams, Chicago.
Fair & Carnival Sup. Co., 126 5th ave., N.Y.C.
Fair Trading Co., Inc., 307 6th ave., N. Y. O.
Wm. Gretsinger, 562 East st., Baltimore, Md.
Jas. Lewis, 417 Lafayette st., N. Y. C.

PAINTS
Pheian-Fanst Paint Mfg. Co., St. Louis, Mo.
PAPER CARNIVAL HATS
Advertising Novelty Co., Sta. F., Baltimore, Md.

The Beistle Co., 33 Burd, Shippensburg, Pa.
PAPER CUPS VENDING MACHINES
Dixie Drinking Cup Co., Inc., 220 W. 19th, N. Y. C.

PAPER DECORATIONS FOR PARADES
Adler-Jones Co., 208 S. Wabash ave., Chicago.

PARACHUTES
Northwestern Balloon Co., 1635 Fullerton, Chgo.
Thompson Bros., Ballton Co., Aurora, Ill.
PARASOLS
Frankford Mfg. Co., 906 Filbert st., Phila., Pa.

Kindel & Graham, 785-87 Mission, San Fran.
PEANUTS, ALL VARIETIES
Bayle Food Products Co., St. Louis, Mo.
PEANUT ROASTERS
Holcomb & Helke Mfg. Co., 912 Van Buren, Indianapolis, Ind.

Kingery Mfg. Co., 40 E. Pearl, Cincinnati, O.
PENCILS
Souvenir Lead Pencil Co., Cedar Rapids, Iowa.

PENNANTS AND PILLOWS
American Pennant Co., 63 Hanover st., Boston.
Greenwald Bros., 92 Greene st., New York City.
PHOTO ENGRAVING AND HALF-TONES
Central Engraving Co., 137 W. 4th, Cincinnati.

Repro. Engraving Co., 5th and Elm, Cincinnati.
PHOTO REPRODUCTIONS AND SLIDES
C. F. Gairing, 128 N. LaSalle, Chicago, Ill.

Motion Picture Products, 3233 W. Harrison, Chi.
Tom Phillips Slide Co., 232 W. Ontario, Chicago.
PILLOW TOPS
M. D. Dreyfack, 452 Broome st., N. Y. C.

Muir Art Co., 19 R. Cedar st., Chicago, Ill.
Western Art Leather Co., Denver, Colorado.
PILLOW TOP FILLERS
Peoria Bedding & Supply Co., Peoria, Ill.

POLICE WHISTLES, REGULATION
Harris Co., Inc., Benjamin, 229 Bowery, N.Y.C.
POPPING CORN (The Grain)
Bradshaw Co., 258 Greenwich st., N. Y. City.

Iowa Popcorn Co., Schaller, Ia.
National Sales Co., 714 Mulberry, Des Moines, Ia.
POPCORN FOR POPPING
Bennett Popcorn Co., Schaller, Iowa.

POPCORN MACHINES
Kingery Mfg. Co., 420 E. Pearl, Cincinnati, O.
Long Eakins Co., 1976 High st., Springfield, O.

National Sales Co., 714 Mulberry, Des Moines, Ia.
Peerless Sales Co., 411 Highland, Houston, Tex.
Pratt Machine Co., 2 Bissell st., Joliet, Ill.

Talbot Mfg. Co., 1317 Pine st., St. Louis, Mo.
POPCORN SPECIALTIES MFRS.
Wright Popcorn Co., 1905 Geary, San Francisco.

PORTABLE SKATING RINKS UNDER CANVAS
Tramill Portable Skating Rink Co., 18th and College ave., Kansas City, Mo.

POSTCARDS
Gross & Onard Co., 425 E. 14th st., N. Y. O.
Photo & Art Postal Card Co., 444 B'way, N.Y.C.

Williamsburg Post Card Co., 25 Delancy, N.Y.C.
PREMIUM GOODS
Singer Bros., 536 Broadway, New York.

PROPERTIES
Chicago Costume Wks., 116 N. Franklin, Chgo.
PUNCH AND JUDY FIGURES
B. L. Gilbert, B. B., 11135 S. Irving, ave., Chi.

PUSH CARDS
Peerless Sales Co., 1160 E. 55th st., Chicago.
RAG PICTURES
B. L. Gilbert, B. B., 11135 S. Irving, ave., Chi.

RHINESTONES AND JEWEL PROPS.
The Littlejohns, 226 W. 46th st., New York City.

ROLL AND RESERVED SEAT TICKETS
Hancock Bros., 25 Jennie st., San Francisco, Cal.
Revs Ticket Co., 10 Hamby st., Omaha, Neb.

Trimount Press, 115 Albany st., Boston, Mass.
ROLLER SKATES
Chicago Roller Skate Co., 4458 W. Lake, Chgo.

The Samuel Winslow Skate Mfg. Co., Worcester, Mass.
RUBBER BANDS
The Dykema Co., 1023 Liberty, Pittsburg, Pa.

RUBBER STAMPS (And Accessories)
Hisa Stamp Co., 53 E. Gay st., Columbus, O.

Will T. Crissler, 536 Main, Cincinnati, O.
SALESBOARD ASSORTMENTS AND SALESBOARDS
Dixie Sales Co., Bainbridge, Ga.

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Hecht, Cohen & Co., 201 W. Madison, Chicago.

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(Continued on Page 192)

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MUSICAL MOUNTAINEERS, AFTER MARCH 15th will be available for theatre act, dance halls, hotels, etc. A really high-class eight-piece orchestra, five doubling. Featuring vocalists and special arrangements. Glad to have offers for steady Southern engagement. Write HARRY BLUSTEIN, Director, 1562 Quarrier Street, Charleston, West Virginia. mar17

THE VERMONT SERENADERS—AT LIBERTY after March 15. Snappiest dance orchestra of men on the road. GEORGE SELECK, Mgr., 727 Third Street, Verona, Pennsylvania.

AT LIBERTY—High-class Orchestra, after June 1, for summer resort or hotel. Can furnish any combination for dance or concert. Address ORCHESTRA LEADER, Biograph Theatre, 2433 Lincoln Ave., Chicago, Illinois. mar17

CHANCEY CLARKE'S BLUE STREAKS (col) wish steady work after June 1. Piano, Saxophone, Cornet, Trombone, Drums. Saxophonist doubles Clarinet, Drummer Sings. Play latest music. Sober and reliable. Contract? Yes. References. CHANCEY CLARKE, 711 North 6th St., Waco, Texas. apr7

AT LIBERTY FOR CIRCUS AND CARNIVAL 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

At Liberty—For Side-Show. Handless mechanic. Uses all tools. Does road work without hands. Feature working act. Good banner. Address MILLARD TURNER, 2413 Lister Avenue, Kansas City, Missouri.

At Liberty—Trainmaster. 15 years' railroad experience; 5 years trainmaster. Do all repairs on cars, wagons. Have own tools. Address PETE SUTTON, ELKS' CLUB, Kansas City, Missouri.

Contortionist and Handbalancer at Liberty. Would like to hear from high class circus act. Best wardrobe and apparatus. Write or wire ROLAND JONES, 79 West Erie Ave., Corning, New York.

AT LIBERTY AFTER APRIL 15, S. S. George, Magic, Tent and punch. Address R4-118 Lawrence St., Lowell, Massachusetts.

AT LIBERTY—FIRST AND SECOND PORTERS for troupers' train. Best of service. Making conditions to troupers homelike. JAMES BROWN, care Billboard, Chicago.

AT LIBERTY FOR COMING CIRCUS SEASON—The Miller Trio. Acrobats and aerialists. Do three good circus acts. Address THE MILLERS, 1825 Kansas St., Springfield, Missouri. mar24

AT LIBERTY—MAN AND WIFE. FOR wagon or truck shows. Wife does ground contortion and flying contortion stunts. (2) good acts. I sell tickets, talk on front, legal adjusting, etc. Sober, steady and clean. Good appearance. Lifetime experience. MR. AND MRS. R. H. RICHARDS, 1344 North First St., Abilene, Texas.

ONE-MAN BAND AND FIRE EATER AT Liberty. Sensational and entertaining for ballrooms and inside. Hindoo act. DOC GIBSON, Box 251, Eaton, Ohio.

TWO HIGH-CLASS ANIMAL ACTS. 10 DOGS and Cats, one Pony, for circus or carnival. Go any place. Address ANIMAL ACT, care Billboard, New York City.

AT LIBERTY—Energetic, reliable, willing worker does second man work or utility work. Overland about, wife can drive truck. V. HOUTON, care Billboard, St. Louis.

AT LIBERTY—Tex and Flo Chenette. Bronk Riding, Trick Riding, Trombone in Band. Wife, Ride Parades, etc. Have complete outfits. State salary. Join immediately. Need tickets. TEX CHENETTE, 788 N. 30th St., Omaha, Nebraska.

AT LIBERTY—Fast Counter Man for Carnival Cook House (no griddle). Can take charge ordinary carnival show top, keep same in repair. Like to hear from Dramatic Tent Show in need of good Property Man. Tell everything first letter. Available at once. WILLIAM F. SHEEHAN, 61 Free St., Portland, Maine.

JUGGLING RAYMOND—World's greatest baton juggler; a feature act; no show too big or too small; when all I'm worth to you. Address FRANK RAYMOND, care Billboard, Chicago, Illinois.

OPEN FOR CIRCUS SIDE-SHOW—Illusion Show or Ten-in-One. King Cole and Wife, presenting five sensational acts, complete with banners. Strong operators. Ballrooms and lecture. Salary and percentage. Address KING COLE, 400 S. Halsted St., Chicago, Illinois.

TATTOOED MAN wants position with straight large circus or carnival. I would like to hear from those I have worked for before. T. A. McLENDON, Durmid, Virginia. mar17

AT LIBERTY COLORED PERFORMERS 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

At Liberty—Ten-Piece Organist. Colored. Band with six-piece orchestra. Carnival preferred. Address VERLON EWING, Natickville, Missouri. mar17

Comedian, Producer, One-Man Band. PERCY HOWELL, Billboard, Cincinnati.

WANTED POSITION—FIRST-CLASS BAND director at Liberty. Can furnish reference. A member of K. of P., and F. and A. M., and also have a band at liberty. Address WALTER J. CANNON (colored), Federalsburg, Maryland.

AMATEUR DANCER AND SINGER (colored), with talent for stage, desires position with theater. Also light acting part. M. C. FORD, 438 5th Ave., N., Nashville, Tennessee.

AT LIBERTY—The Chicago Ramblers. Fast seven-piece Colored Orchestra for hotels, resorts and dance halls. All young, sober and reliable. Guarantees real dance music. No good offer turned down. L. I. HARRISON, 421 East 43rd Place, Chicago, Ill.

AT LIBERTY—Stappy Colored Orchestra of five or six pieces. Now booking engagements parks, resorts, etc. Can deliver the goods. Address communication JAMES WINDSOR, 1177 W. 7th St., Des Moines, Ia. mar17

COLOR DRUMMER AT LIBERTY—A. F. of M., No. 305. Head, full of pep. Consider Dance Orchestra only. Address X. Y. Z. DRUMMER, care Billboard, Cincinnati, Ohio.

AT LIBERTY DRAMATIC ARTISTS 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

AT LIBERTY FOR PERMANENT STOCK OR coming tent season—ROBERT HANZLIK. Play heavies, characters or general business. Age 32, 5 ft. 9 in., 150. Reliable, capable of playing responsible line of parts. Good study and wardrobe. Sing leads, baritone or bass in quartette. Go anywhere. Equity. State all in first letter. Address 88 West Morton St., St. Paul, Minnesota.

YOUNG AMATEUR DESIRES PART IN comedy or dramatic sketch or school act. Willing worker. TOM O'HARE, 152 East 124th St., New York City.

"A SLOP OVER" THE printer has a language and expression of his own that is peculiar and humorous. Technical and coined words were born to emphasize situations and conditions in the daily course of his work. In this instance we were compelled to make room for more classified advertising than the space previously allotted, a very substantial increase; in other words, "A Slop Over". The Billboard leads all other publications devoted to Shows in the total number of classified ads carried. In this section, there are 1,203 classified or want advertisements. It indicates that advertisers greatly favor The Billboard because it outranks all other papers of the show world in the matter of results. For the advertiser who wants to start in a small way and test the merits of his proposition with a small sum of money, how better can the amount of money be spent than to reach directly Showfolk, supply them with your products and reap the benefit of your advertising in other connecting fields thru classified advertising? Thus, by using The Billboard for your want or sales messages, exchange or "want to buy" advertising, your ad will reach thousands of Show-World Folk. Consider therefore the low rates of classified advertising in The Billboard and spend your money where you can get an immediate return. The volume of advertising ought to convince you that it's a good advertising medium. Yes! a very good medium.

AT LIBERTY—Juvenile or general business man. Age 27. Height, 5 ft. 9 in. Weight, 145. All essentials. Tuba or alto in band. Have tuba. Wife—Age, 23. Height, 5 ft., 2 in. Weight, 110. Small parts, tickets or candy. PAUL C. BROWN, Knox City, Texas.

YOUNG MAN—Age 23, talented, experienced, pleasing personality, dramatic, good singing voice. Wishes to join reliable stock company or vaudeville act. Will submit photo. Don't write unless you are all-casa and mean business. GUY GRAY, 424 W. 31st St., Norfolk, Virginia. mar24

YOUNG MAN—Tall, with good personality, would like to join a Stock or Burlesque to learn show business. Willing to do anything while learning. Will be satisfied with small salary and expenses. Photo sent if desired. H. R. G., care Billboard, New York.

AT LIBERTY MAGICIANS 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

At Liberty—Buerger and Daughter. Miss Buerger does Magic Coins, Cards, Marvelous Escapes. Mr. Buerger, Crystal Gazing and Magic. Wonderful act, excellent wardrobe and drops. Address care "Billboard", Hotel St. Denis, Detroit, Michigan.

AT LIBERTY—AMERICAN MYSTO, MAGICIAN and crystal gazer. I have two high-class acts as long as you want them up to one hour and forty-five minutes. You will be satisfied with them. Address AMERICAN MYSTO, care Billboard, Chicago, Illinois.

AT LIBERTY—STEPHENS, THE MAGICIAN and escape artist. Will go anywhere. Address 715 Fountain St., Allentown, Pa.

RAJAH-RAY, MAGICIAN, STRAIGHT OR Hindoo. Reliable, married man. State your proposition. Address T. COMBS 694 1-2 E. Spring St., St. Marys, Ohio.

AT LIBERTY MISCELLANEOUS 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

At Liberty—Expert Candy and Cracker Jack maker. Will consider partner or employment. Have complete outfit. FRANK TAGOART, 2207 N. E. St., Richmond, Indiana.

Porter Wants Carnival Cars to take care of; first class. Also A-1 chef. LESLIE JONES, 2935 Morgan St., St. Louis, Missouri.

AT LIBERTY—EXPLOITATION MAN. Young man, experience, would like position with theater and employees. Best of recommendations. Write for terms. ARCHIBALD, care Billboard, Cincinnati.

AT LIBERTY—COMMISSARY MAN, CLOSE buyer, to manage cookhouse. Satisfaction to employer and employees. GEO. Z. BROWN, care Billboard, Chicago.

WANTED—POSITION AS STENOGRAPHER. Timekeeper or Ticket Seller with circus. H. W. FISHER, 240 So. 3d St., Steubenville, Ohio.

AT LIBERTY—Living Skeleton or work Buddha. Husband works in hand, comest. M. E. HASKELL, 802 1/2 East 5th St., Room 26, Los Angeles, Calif.

LEGLESS MAN, 23 years old, wants to make connections. Am handy and lively. Work at anything. HENRY BRUNNER, Ocean City, Florida.

AT LIBERTY M. P. OPERATORS 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

At Liberty—First-Class Moving picture operator. Any machine. Eight years' experience. Locate anywhere. GEORGE STITES, 18 East Locust St., Shelbyville, Ind.

At Liberty—Motion Picture Operator; reliable; any equipment. Will go anywhere. C. L. SANDERSON, 319 Broadway, Cincinnati, Ohio. mar24

Operator at Liberty on Two weeks' notice. Ten years' experience; any make machines; make own repairs. Also handle stage. Address OPERATOR B. J. L., care The Billboard, Cincinnati.

AT LIBERTY—NON-UNION OPERATOR, EXPERIENCED and reliable. Any equipment, anywhere. Who wants good projectionist? A. T. DOUGLAS, Macomb, Illinois. mar17

EXPERIENCED OPERATOR WANTS POSITION with first-class theatre. Simplex, Powers or Motiongraph machines. Reference. Write or wire, State salary. D. W. LANGEN-HAGEN, Greene, Iowa. mar17

OPERATOR-ELECTRICIAN—UNION; 12 years' experience, any equipment; references and license. Satisfaction guaranteed; reliable. OPERATOR, 67 Mansfield St., Montreal, Canada. mar17

OPERATOR—EIGHT YEARS' EXPERIENCE any make machine; do own repairing; can also billpost and act as stage manager. State salary. M. G. McCALL, Anthony, Kan. mar17

OPERATOR—Ten years' experience. Locate anywhere. Wire or write. FRANK J. McNICROW, Jefferson St., Marion, Ohio.

AT LIBERTY MUSICIANS 3c WORD, CASH (First Line Large Black Type) 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Small Type) (No Ad Less Than 25c)

A-1 Dance Violinist at Liberty. Read at sight, fake, improvise. Loud, true tone; 22 years of age; sober and reliable; 4 years' experience. VIOLINIST, 1321 35th St., Milwaukee, Wisconsin. mar24

A-1 Dance Drummer, Doubling Marimbas and Bells. Young, single. Union, with reference. GLENN COOPER, 711 Union St., Lima, Ohio.

A-1 Drummer—Experienced. DRUMMER, Box 101, Effingham, Illinois.

A-1 Harpist at Liberty. Mlle. Marie Rosella, harpist of note and ability and entertainer. Can also furnish duo or trio, different musical combinations. A program of pop, variety and real merit. Appropriate for hotels, summer resorts and road work. Address Mlle. ROSELLA, care The Billboard, Kansas City, Missouri. mar21

A-1 Organist at Liberty. Good variety library; cue accurately; experienced. reliable. Union. JOHN NEFF, 127 S. Penn St., York, Pennsylvania. mar11

A-1 Trumpet—Good for Fast Dance Combination. Thoroughly experienced. Read, fake, memorize. American, 22, single, sober, reliable; union. Also theater. Go anywhere, anytime. E. S. WALLS, 309 Highland Ave., New Castle, Pennsylvania.

A-1 Violinist (Leader) and Pianist desire permanent position with high class picture theatre. Union. Absolutely guarantee services. Refined and first class. Fine library. Address G. K., care The Billboard, Cincinnati, Ohio. mar21

A-1 Violinist Would Like Connection with good orchestra at summer resort, or hotel in some city, after May 1. Long experience in orchestra work; good sight reader; fine tone; good personality. CLAY MALICK, 308 Kennard Bldg., Manchester, New Hampshire.

A-1 Violinist—Experienced in orchestra and solo work. Union; age 23; reliable. Wish position picture, vaudeville or hotel. Prefer Kansas, Oklahoma or Texas. At liberty upon two weeks' notice. PRINCESS THEATRE VIOLINIST, Cheyenne, Wyoming. mar21

Alto (Melophone) Trouper—Write. G. (Ely) ELLINGSWORTH, Box 394, Leavittsburg, Ohio.

Alto Saxophonist, Doubling clarinet, bass clarinet and trumpet. desires a change; age, 24; prefer location; dance work with a seven or more piece orchestra. Will accept best offer. Do not misrepresent, as I am a real dance musician and will do anything required of me. Address MUSICIAN, 2205 Morgan St., Tampa, Florida.

At Liberty—A-1 Dance Drummer, doubles on c-melode; young, neat appearance; union. Don't misrepresent. CHARLES HENDERSON, 518 E. Eighth St., Little Rock, Arkansas. mar24

At Liberty—A-1 Steel Guitarist, doubling mandolin and other string instruments. Address A. C. BEACH, 1013 Farland Street, Lansing, Michigan.

At Liberty—A-1 Violinist. Lead or side. Union; age, 29. Thoroughly experienced in vaudeville or picture. Best of references. Address BERNARD O. GRUBB, 217 S. 3rd St., Susbury, Pennsylvania. mar17

At Liberty After May 1st—A-1 Lady Pianist and Violinist. At present playing vaudeville and picture theater; wishes engagement, hotel or cafe, at summer resort. Pianist, leader or side; also double organ. Union. Address "PIANIST", 3825 Westminster, St. Louis, Missouri.

At Liberty—Clarinet. Locate, travel or pictures. LEO L. STERNBERG, 1426 East 63d Place, Chicago, Illinois.

At Liberty—Clarinetist and Pianist; man and wife; age, 25. Thoroughly experienced. Clarinetist doubles alto saxophone. Name your best salary. H. R. MOORE, 111 East Breckenridge St., Louisville, Ky. mar24

At Liberty—Competent, Experienced violinist; wishes engagement with first-class theatre or hotel orchestra. Double on viola. Ability as advertised. Union. Any location considered. Address BOX D-12, care The Billboard, Cincinnati, Ohio.

At Liberty—Dance Drummer, doubling hanjo. Strictly big-time man, with real reputation. Your job must be reliable. Soprano saxophone for quartette. Xylophones for park. Have everything. Young, union, etc. Write or wire. Don't misrepresent. Also double piano. DRUMMER, 28 South Grant St., Waynesboro, Pennsylvania.

At Liberty—Feature Trumpet Jazz Band or theater; sight-reader. Plenty fill in and can spread on the novelty. State full particulars in first wire. W. E. BEAN, Box No. 450, Tampa, Fla.

At Liberty—Organiste. 12 years' experience in cueing pictures correctly. Go anywhere; large library; improvise, read, fake. Prefer playing organ alone. Top salary. Can arrange for demonstration. State all in first letter. Write BEN KEYES, 820 Johnson St., Elmira, New York.

In Answering Classified Ads, Please Mention The Billboard.

At Liberty—Flutist. Experienced in band and orchestra, also solo work, wishes position in pictures, vaudeville or hotel, etc. Union. Reference if wanted. Address MUSICIAN, 35 McKinley St., Maynard, Massachusetts.

At Liberty—Flutist. Feature pictures. A. F. M. FLUTIST, Box 270, Flint, Michigan. mar17

At Liberty—French Horn. Experienced. For symphony, concert band or orchestra. Must be permanent. Address P. MACE, Tuxedo, Fort Osborne, Winnipeg, Canada.

At Liberty—Organist Wishes engagement with first-class theatre. Competent and experienced. Union. Any location considered. Address MISS WAINRIGHT, care The Billboard, Cincinnati, Ohio.

At Liberty—Singer, Trombone and bones player. Have played big vaudeville time. Consider offer from good musical company. TONI BOSSETTI, Taylorville, Illinois

At Liberty—Tym., Drums, Bells, etc. Union; twelve years' experience. WM. FIX, 1623 Carll St., Cincinnati, O.

At Liberty—Violin Leader with good library; experienced in vaudeville and pictures. Wire or write FRANK TONAR, 220 E. Tenth St., Topeka, Kansas.

Banjoist—June 10. Experienced; harmonics; read, fake; perfect rhythm; young, neat; tuxedo; desires position with snappy hotel or summer resort orchestra. TORRE, 736 State St., Schenectady, New York.

Banjoist (Long Neck) at Liberty for cafe, dance, or traveling orchestra. Young, single, congenial fellow. Not a wizard but a good, reliable man; union. Address W. F. STRASSBURGER, 1153 26th Ave., Milwaukee, Wisconsin.

Baritone Player, 20 Years' Experience on standard music, wishes long engagement with traveling concert band. Union. Location considered. Good habits and reliable. Address THOS. DANAKER, 1211 W. Kearsley St., Flint, Michigan.

Clarinetist at Liberty for Band and Orchestra. Address care J. J. BROWN, Gen. Del., Piqueton, Ohio. mar17

Clarinetist—B. and O. Union. Travel or locate. Anything considered. B. BIDDICK, Montfort, Wisconsin.

Clarinetist—First-Class. Clarinet. 18 Oakland St., Newton, Mass.

Celloist—Absolutely First-Class. Big tone; excellent sight reader; A. F. of M. Ten years' experience. Desires theatre engagement. MARY MARTIN, 371 N. Main St., Brockton, Massachusetts.

Cornet or Bass Drum—Want new engagement and contract for coming season. Band only. Single. Eight years a trouper. Play strong cornet and fast drum work. Write now. M. F. HOUSMAN, Edgewood, Illinois.

Drummer—Circus and Carnival experience; read the spots, either drum; reliable; join on wire. AL RICHARDS, Junction City, Arkansas. mar24

Experienced Trumpet—Prefer vaudeville house. Union. Young man. Wire TRUMPET, 409 Georgia St., Louisiana, Mo.

Experienced Violinist Desires immediate chance. Road Shows, Vaudeville, Pictures. Age 31. State offers. BOX C-2 Billboard, Opera Place, Cincinnati, O. mar17

First-Class Picture Organist open for engagement. Eight years successful repertoire. Prefer Wurlitzer double touch. Write, don't telegraph, and state particulars and top price. Union. MORTIMER JAY WALLACE, Gen. Del., Louisville, Ky.

First-Class Violinist (Leader) and an excellent Orchestra Pianist (man and wife) desire permanent engagement. Both experienced, reliable and absolutely competent musicians, having held long engagements in first-class theatres for the past ten years. Cue pictures correctly. Have large library. Union. Would prefer Central States, but will go anywhere for the right proposition. Address L. W. Violinist and Pianist, care Billboard, Cincinnati, Ohio.

First Violinist With Library (Federation) is open for engagement. Address WM. GOLDSMITH, 4239 W. Ashland Ave., Chicago, Illinois. mar17

Hawaiian Instrumentalists De Luxe. Steel Guitar, Standard Guitar and Ukulele. Soloists extraordinary. Our repertoire is complete and unexcelled. Address FREDRICKS & HANDLEY, 2252 31st Ave., Los Angeles, California. mar17

Hawaiian Musician Wants work with troupe for season 1923. Plays steel guitar; doubles on standard guitar. Address CARL L. WEBER, 404 S. Seneca St., Wichita, Kansas.

Lady Cornetist Open for Summer engagement. Address LADY CORNETIST, care The Billboard, New York. mar31

Musical Vickers—Martin, Cornet soloist, violin-director B. & O.; Victoria, piano, trombone, fancy dances; Dorothy, second business sister team to Victoria. 513 S. Tenth St., Minneapolis, Minnesota.

Organist at Liberty—First-class, experienced theater musician. Skillful cueing of pictures and artistic solo work a specialty. Play any make of pipe organ. Exceptionally fine library. Union. Good instrument and salary essential. Address ARTHUR EDWARD JONES, 501 North Mangum St., Durham, North Carolina.

Organist—Expert Picture Player. Young man, union, large library, seven years' experience; salary \$45. Go anywhere. Address WM. ROWE, Box 397, Asheville, North Carolina. mar24

Organist Desires Change on two weeks' notice. A-1 picture player. Hope-Jones preferred. Lowest salary \$65; wish to locate in the mountains. HELEN FITZPATRICK, Gen. Del., Greenville, S. C. mar31

Professional Slide Trombonist. Experience pictures, vaudeville; play cello parts on trombone and get results. Age 28; union. First-class engagement only. A. W. R., 571 Wilkinson, Cincinnati, Ohio. mar24

Trumpet Player at Liberty—Burlesque and vaudeville experience. Excellent tone; union. W. E. BROOKS, 54 West Bridge St., Oswego, New York.

Trumpet—Thoroughly Capable. Experienced theatre musician. Good tone and intonation. Use B-flat trumpet only. Age 23; union. State working conditions and salary. Wire W. R. PENLAND, 1011 East 41st Place, Chicago, Illinois.

Trumpet—Union. M. P. Theatres of vaudeville. Strictly reliable; know the game thoroughly; use the B-flat exclusively and play in tune. Communicate TRUMPET, 733 N. Walnut St., Lansing, Michigan.

Violinist—Age, 21; Union. Experienced all lines. Single. Write, stating what you have to offer. Address F. RODERICK, 22 Eastash St., Waterville, Maine.

Violinist—Conductor. Very large library. Expert musical settings. Former symphony violinist. Ten years in pictures, vaudeville and all lines. Feature overtures, solos, special jazz arrangements. Desire an early change and wish to connect with very first-class house employing orchestra of at least ten men, where good music, expert cueing, programming are essentials. Address H. V. B., care Billboard, Cincinnati, Ohio.

Violinist-Director at Liberty—Vaudeville, pictures. Two-thousand-dollar library. Sixteen years' experience. Reliable managers only answer. Cue pictures, solo work. Go anywhere. If you are looking for an A-1 man in the line, wire or write J. E. M., care The Billboard, Cincinnati, Ohio. mar31

Violinist—Union. Vaudeville or pictures; thoroughly experienced in all lines. Address VIOLINIST, 507 East Main St., Durham, North Carolina.

Wanted—Engagement for summer season. Band and orchestra leader. Cornet and violin; regular trouper. Or will double baritone. And tuxedo. GEORGE U. MILES, Petersburg, Illinois. mar21

A-1 VIOLIN LEADER, DOUBLE TRUMPET. Lead band in emergency, at liberty April 15th. Good library from jazz, including standard overtures. Reliable repertoire companies who feature orchestra without C melody saxophone write D. E. BRYANT, 4159A West Florissant, St. Louis, Missouri.

A-1 ALTO SAXOPHONIST DOUBLING CLARINET. Experienced dance and concert work. Young, congenial, union and tuxedo. Don't misrepresent. ANDY CROTA, 499 Mumford St., Schenectady, New York.

A-1 TRUMPET, THOROUGHLY EXPERIENCED vaudeville, pictures. Minimum salary, six days, forty, seven fifty. Can deliver. W. L. SHAFER, 6 Pine St., Binghamton, New York. mar17

AT LIBERTY—TRUMPET PLAYER. WISH to join good dance orchestra. Get good tone. Am single. Am also first-class barber. Would take good barber job and play as a side line. Wish to hear from some good orchestra. Am bandmaster trumpet player at TOM BRAUN, care barber shop, Greenwood, Minnesota.

AT LIBERTY—STRING BASS WHO HAS tone, ability and efficiency for high-class picture house or vaudeville; also symphony work if desired; only first-class theaters considered. Address JAMES EDDY, 272 Lincoln St., Wilkes-Barre, Pennsylvania.

A LIBERTY—A-1 FAST DANCE VIOLINIST. Wishes to join good dance orchestra that clean, powerful tone. Single. Congenial. Go anywhere. Would like to hear from good pianist, lady or gentleman, with view to form high-class combination for hotel and resort work. Address VIOLINIST, care The Billboard, Kansas City, Missouri.

A LIBERTY—VIOLIN AND PIANO. MAN and wife. Joint only. Thoroughly experienced all lines. Library; union. Open immediately. AL JAQUINS, 3 Floral, Cortland, New York.

AT LIBERTY—ORCHESTRA TRUMPET. Union; tuxedo; age 28; prefer hotel, theatre, dance. B. E. KEYES, Fairmont, Minnesota. mar21

AT LIBERTY—DANCE VIOLINIST, DOUBLES good melody saxophone. Read, improvise and memorize. Have tuxedo, good appearance and congenial. Can join at once; wire or write. VIOLINIST, 122 East 2nd St., Muscatine, Ia.

AT LIBERTY—A PUBLIC SCHOOL MAN OF wide musical experience wishes a position as soloist during July and August. A. P. IRVING, 77 Westford Ave., Springfield, Mass.

AT LIBERTY MARCH 20TH A-1 DRUMMER. Bells and xylophones; can read anything at sight; theatre or dance orchestra, experienced in both; will travel or locate anywhere. Address W. E. D., care of Billboard. mar17

C TENOR SAXOPHONE PLAYER WANTS place in dance orchestra. Reads orchestration of fakes. Good tone and experienced. Address JOHN MYERS, 20 S. 7th St., Miamisburg, Ohio.

CELLIST—HIGHLY ROUTINED. FOR PICTURES, hotel or vaudeville theatre. Age 28 years. Address CELLIST, 25 Seymour Ave., Newark, New Jersey.

CORNET SOLOIST. ALSO EXPERIENCED business player for band, orchestra, act, jazz band, anything that pays. Also double alto and soprano saxophone and violin. Address FRANK BRONSON, care Billboard, New York.

MARCH 5TH—TROMBONE. FOR THEATRE. Legitimate dance, concert band. Student of Peabody. A. F. of M.; Baltimore City. Wire. MARION C. BRUITT, care Powell Hotel, Norfolk, Virginia.

ORGANIST—THREE YEARS' EXPERIENCE. Wishes change to Western New York State. Invite correspondence from managers. Six-day houses. Not less than \$20. E. H. K., care Billboard, New York City.

PIANIST AND DRUMMER AT LIBERTY FOR vaudeville act or resort job. Just finished long vaudeville engagement preceded by dance engagement in East. Like to hear from reliable managers immediately. Write R. ALLEN, Billboard, Chicago.

TROMBONE AT LIBERTY—PREFERS HOTEL or dance orchestra. LOUIS PETACKA, 77 Ellison St., Paterson, New Jersey. Lambert 1397-M.

TROMBONE, DOUBLING CELLO AND SAXOPHONE (C melody) at liberty after April 15th. Twelve years' experience in all lines. Locate or travel with first-class organization. Address T. C. L., Billboard, New York City.

OPERA AND ACTING
WHAT is opera, anyhow—music or drama? someone wanted to know the other day. Neither, he was told. A correct answer, no doubt. It might be equally correct to say half and half, but the League for Preservation of the Rights of Dramatic Reviewers would never agree to it, for it would mean that eventually play reviewers would have to help out on opera when the theaters were slack. The popular idea is that opera is a sort of theatrical backdrop for the display of vocal agility. That form of opera is easiest to understand, and hence appeals to the box-office man. Wagner, as the world knows, long ago picked that artistic balloon; and the world may remember also that Wagner was not so much introducing a bright new idea as refurbishing an old one. The Greek drama, that is, was the real starting point of opera. The play was the thing with the Greeks, and music, scenery (what there was) and acting were joined to elucidate the drama. Probably it was fortunate that Wagner revived this theory. Otherwise it was bound to become increasingly difficult to make people take opera seriously. Perhaps there would always be a certain group who would be perfectly satisfied if only they were given plenty of trills and a high note at the end of each set piece. But intelligence must grow, and the number of those who demand something mentally more stimulating is bound to increase. It would be pleasant to be able to record signs of a rapid advance away from songs accompanied by a plot and toward music drama. But this progress seems rather slow in the United States. No doubt it has been stimulated by the coming to America from Germany of the Wagnerian Opera Festival. This company has not the resources of the Metropolitan; but what the Metropolitan, with all its powers, does not hasten to do, the visiting Germans, moved by tradition, undertake. The singers, to begin with, know their roles; know them not only in the sense of being familiar with the various vocal passages assigned them, but in the sense also of understanding the relation of these passages, musically and dramatically, to the rest of the music drama. There is with them little or none of the obnoxious watch-on-the-conductor that mars illusion; little or none of the meaningless gesture, or the shameless appeal to the audience for applause. Hence, despite handicaps in the way of orchestra and scenery, the Germans are able really to act their parts, as well as sing them, and under the direction of excellent conductors they produce unified works of dramatic art. Perhaps their visit will have a beneficial influence on opera in the United States. —CHRISTIAN SCIENCE MONITOR.

String Bass Player—Experienced in all lines. Age 35, union, reliable. Combination theatre preferred. Address GRISHKAT, 701 E. 14th, Sedalia, Mo. mar17

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Lionel Atwill on Working for the Play
"THE special mark of a good actor is his willingness to work all the time for the story of the play," said Lionel Atwill one recent evening in his dressing room while preparing for his performance in "The Comedian". "And working for the story of the play often means an exercise of unselfishness undreamed of by the play-going public. There have been many instances where the value of a star's work has depended nearly as much upon the unselfish work of the players in his support as upon his own efforts. Oftentimes the supporting players get little credit from press and public for shedding their light on the star that may shine the brighter, but the star knows what he is about, you may be sure, for you will note how they often carry the same supporting players along with them for years thru a series of plays. "But there is another side of the picture. Sometimes the star himself is required by the nature of the story to 'feed' his supporting actors instead of being 'fed' by them. Curiously enough I have had that experience in pronounced form twice in recent years. My first appearance in New York was in "The Lodger", in which my part was so written that I did a great deal of work in a long, hard role, and Beryl Mercer, who had little to do or say, got all the laughs. It was my job, according to the story of the play, to work up her laughs. She knew as well as I who was doing the work, but that performance gave her a standing on the American stage as a comedienne. "Perhaps it should be said in passing that Mr. Atwill before coming to America had long played leading roles in England and Australia. One of his last London parts was Arthur Prece in "Milestones", which he acted more than 600 times. "Now I have another 'feeding' part in "The Comedian", but this part has compensations aside from a satisfaction that one in working for the story of the play in turning the laugh on oneself pretty steadily thru the play. It is required in the very nature of the role that the Comedian shall exhibit the foibles of a strongly temperamental actor's character as well as his stage talents. We see the Comedian at various times dramatizing the momentary turn of events. Occasionally the role requires a multiple characterization, as in the first act where the audience sees the Comedian as the man he really is, as he appears in one of his favorite stage characters and as a stage romantic player performing for an audience of one, the stage-struck girl whom he elopes with and marries. Something of this multiple characterization runs thru the whole comedy and is especially brought out in the rehearsal scenes. "The Comedian" is one of those plays that hold a special delight for the actor because of the satisfaction they offer in getting over subtle effects to the audience. Then the whole play is in the nature of a tribute to the best there is in the art of the theater." —E. C. S. IN CHRISTIAN SCIENCE MONITOR.

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Admiral Trouble Light Device quickly installed on any Ford without special tools. Turns light on engine, rear tires, carburetor, spark plugs, timer or where you want it. Idea now used on Dodge, Maxwell and Jewett cars. Improves appearance of car. Good seller. Big profits. Sample and agents' proposition postpaid 75c. ADMIRAL COMPANY, 1607 Locust, Kansas City, Missouri.

Advertisers - Your 25-Word ad in 35 magazines, \$1.00. Nationwide circulation. Dime brings sample magazine. PALMER MFGS., Dept. A, 75 W. Palmer, Detroit, Michigan.

Agents (Both Sexes)-New article sells to everyone. Retail \$1.00, your profit 72c. Particulars free. Sample 50c. STEUBEN CHEMICAL CO., Box 547, Steubenville, Ohio.

Agents Coining Cash - Silk Sport Ties; cost \$1.50 dozen, sell for \$12.00. Send 50c for sample. DE-LIN ASSOCIATES, Haverdenville, Massachusetts. mar31

Agents-Make \$50 to \$150 weekly selling new Ford Gasoline Gauge. Just out-big demand. Sample free to workers. Act quick. JAMES C. BAILEY & CO., T-I, Chicago. apr7

Agents-Men and Women To sell direct to consumer, well-known line of Guaranteed Hosiery for ladies, men and children. All grades. We pay big commission and teach you how to sell immediate delivery. Write today. LYNX KNITTING MILLS, 72-C Leonard St., New York City.

Agents, Streetmen-Big Profits selling No-Kink to colored folks. Straightens kinky hair in one application. Sells like hot cakes for 50c. Sample, prepaid, 30 cents stamps. ISTERLING CHEMICAL CO., New Salisbury, Indiana.

Agents, Women and Men, To sell from house to house a new and useful bottle sprayer. Put to many uses and of the three sizes carried a sale is surely made to almost every housewife. A penny postcard will start you on the road to success. Write today. SALKEY TRADING CO., 2378 Eighth Avenue, New York City.

"All-Ways-Handy" Sells to everybody, everywhere, anytime, whole or part time. Send at once for our big money-making proposition and be the first in your field. MUTUAL SUPPLY CO., Bradford, Pennsylvania. x

Attention, Salesmen!-When a sale is completed and placed in its tin, if they'll put on a "Pie Tame" it will keep the juice in. The "Modern Priscilla" pronounces it prime. If you care for a sample just send us a dime. LISBON NOVELTY COMPANY, Dept. 13, Lisbon Falls, Maine.

Advertisers - Your 35-Word ad in 20 magazines, \$1.00. Nationwide circulation. Dime brings agent's magazine. PALMER MFGS., 75 W. Palmer, Dept. A, Detroit, Michigan.

Big Money Operating Four-in-One. \$50 combination portable folding self-seasoning Popcorn Popper, Hamburger, fruit and refreshment stand. Sixteen square feet table leaves, folds up size small trunk. Start in business, street corners, fairs, carnivals; make a mint money. PROCESS POPPER CO., Salina, Kansas. x

Chinese Pekin Blue, Latest sensational necklace. Retail five dollars. Sample sixty cents. SHANGHAI TRADING CO., San Francisco, California.

Endicott Back-O-Nec Collar Buttons are the best. Sample, 10 cents. BACK-O-NEC BUTTON CO., 27 Grant Ave., Endicott, New York.

Everlast Writing Pads - A money maker. Dozen, \$1.40; fifty, \$5.75; hundred, \$11.25. Disappearing Coin Folders. Dozen, \$9.75; fifty, \$39.00; hundred, \$59.00. Postage extra. H. F. KALSE, 1047 East 42nd St., Los Angeles, California.

Household and Office Articles. Live-wires only, write. Large profits. Fast sellers. No foreign inquiries answered. Write today. JOHNSON BROTHERS, 3319 Princeton Ave., Chicago, Illinois.

Housewives Buy Harper's Invention on sight. New business. No competition. Ten-Use Set is combination of ten indispensable household necessities. \$7.50 to \$30.00 a day easily. Write for free trial offer. HARPER BRUSH WORKS, 106 A St., Fairfield, Iowa.

Jazz Sport Silk Pocket Handkerchief. Miniature pair, ladies' bloomers. Riot seller. Biggest hit. Sample 50c or combination set \$1.00, prepaid, together with agent's proposition; spare time money maker, for billiard parlors, novelty men. Catalogue free. GUSTAVE COHEN & BRO., 741 Broadway, New York. x

Live Agents Make \$10 Day selling Eureka Strainer and Splash Preventer for every water faucet. Takes on sight. Widely advertised and known. Get details today. A. S. SEED FILTER COMPANY, 73 Franklin, New York. x

Men and Women Wanted - Big money sure and quick selling Dr. Blair's famous toilet and household preparations. Permanent business. Exclusive territory. Complete line. Remarkable selling outfit. Investigate. Write today. A. K. BLAIR LABORATORIES, Lynchburg, Virginia. x

Rummage Sales Make \$50 daily. We start you. Representatives wanted everywhere. Permanent business. "CLIFFORDS", 609 Division, Chicago.

Russian, German, Austrian banknotes. Greatest pitch in history. HIRSCHNOTE, 817 Huntspoint Ave., New York.

What You Need-Where To get it. Particulars free. UNITED DIG-MAIL DIRECTORY, Box 101, Madison Square Station, New York City.

Russian, German, Austrian Money - Pitchmen, hear our proposition. HIRSCHNOTE, 817 Huntspoint Ave., New York. mar24

MONEY IS NOT TO BE SNEEZED AT By DR. B. S. HERBEN, (Of the New York Tuberculosis Association) ANYBODY who sneezes (or coughs) at you is sneezing at your money, for anyone who sneezes or coughs without covering the mouth with a handkerchief is sneezing (or coughing) disease germs into the air for you to breathe. If you become ill you are going to have to pay a lot of money to the doctor or the hospital while you are trying to get well. Indeed, when you or your children are sneezed or coughed at, life itself is in danger. Judge for yourself. These are some of the diseases which are spread by coughing and sneezing and by the material expectorated upon the street: 1. Tuberculosis. 2. Diphtheria. 3. Measles. 4. Scarlet Fever. 5. Whooping Cough. 6. Mumps. 7. Bronchitis. 8. Pneumonia. 9. Infantile Paralysis. 10. Influenza. There is particular danger from pneumonia and the "flu" right now. Look out for people who sneeze and cough at you! Never cough or sneeze without covering your mouth with your handkerchief. Never spit upon the floor or the street. Cut out this article and carry it in your pocket. Show it to people who do not know about these things. You may save your money and your life by so doing, and, what is more precious still, you may save the life of your little son or daughter.

MUSICAL COMEDY SCRIPTS. Hour Show Acts, Sketches, \$10 each. Stamp for list. KLINE, 303 Putnam Bldg., New York.

PLAY WITH NEW PLOT-The thing for progressive stock companies. Four acts, thrilling. Price reasonable. G. DANIELS, Box 383, Marion, Kentucky.

PLAYS, BOOKS OF BITS, Opening Choruses, Special Numbers. List free. KEYSTONE PLAY BUREAU, 132 Rector St., Manayunk, Philadelphia, Pennsylvania. mar17

SONG WRITERS-One thousand-word Lecture on Song Writing and List of Music Publishers. Price one dollar. Address NOAH RICE, East Gastonia, North Carolina.

SONG PARODIES on "Tomorrow", "Georgette", "My Home Town", "Mister Gallagher and Mister Sneeze", "Bamboozle Babes", and 15 other 125 hits, all for \$1.00. OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.

SPONTANEOUS COMBUSTION-Pamphlet volcanic eruptions and accidents, 50c. RANDOLPH JORDON, 14 West Superior Street, Chicago, Illinois.

"TAB. SHOP"-The House of Everything. Tahold Musical Comedy manuscripts, \$2.00. Book of bits, \$5.00. Negro Acts, Monologues and Sketches, special prices. HARRY J. ANTHON, 116 West Grand Ave., Chicago, Illinois.

WE SUPPLY NAMES of Piano Players, Sheet Music Dealers, Jobbers, Composers, etc. WARNER C. WILLIAMS CO., Dept. II-J, Indianapolis, Ind.

WRITERS-Do you realize the importance of neat, accurate typing? Editors give such manuscripts a great deal more consideration than those improperly prepared. Write for terms. BUREAU OF MANUSCRIPT WRITING, Newton, Mass. mar24

YOUR SONG PRINTED-Words and music, 25 copies, \$3.00. Send silver dime for sample song, etc. WM. T. MURPHY, 406 E. 26th St., Baltimore, Md. mar24

Agents, Distr. and Streetmen order today. My 1923 Toy Aeroplane is a money getter, \$900 per 100. 25c seller. Guaranteed to fly or money back. Children are wild for it. Sample, 25c. JOY TOY MFG. CO., Chicago, U. S. A., 2961 1/2 Cottage Grove Ave.

Agents-Deal With Manufacturer. Save three profits, middle man, jobber and dealer. Quarter brings dollar sample and proposition. Nothing free. H. M. MFG. CO., 123 E. Baltimore St., Baltimore, Maryland.

Agents-Gold Sign Letters for office windows and store fronts. Anyone can put them on. Large profits. Enormous demand. Write for free sample. METAL LETTER CO., 421-R, North Clark, Chicago, Illinois. x

Agents-Latest Novelty Out. The Staley Waterpen. No Ink! No Fillers! Nothing to get out of order. Writes same as expensive pens costing ten times as much. It sells on sight! Sample and particulars, 50c. J. D. COKAN & CO., 1827 Madison Ave., New York City.

Agents-Sell Our New 20th Century Wonder. 10c brings sample now. CUFF SPECIALTY COMPANY, 2430 Clifford Street, Philadelphia, Pennsylvania. mar17

Best Out - Cutwell Pencil Sharpeners: \$8 gross; sample, 10c. Also Needle Threaders, Self-Threaders. HUTTER, Specialties, Milton, New York.

Side-Line Salesmen — Big
profits assured. National organization selling staple specialties to trade or consumer. Send for catalogue and winning sales plan. **OSTRA CORPORATION**, 114-M East 25th Street, New York. A-x

Specialty Salesmen Making
\$10.00 daily selling Ball Valve Non-Splash Water Filters on sight. Best canvassers' article ever put on market. Write for details. **C. B. SHINN**, Manufacturer, 73 Franklin, New York. x

Streetmen—Panzy Shampoo.
Big, beautiful bottles, wonderful stuff. Retail 50c. Red hot seller. "Talk" of every town. For quick start, send \$3 for dozen prepaid. Money-back guarantee. Lower prices in quantities. Particulars free. **DAINTY PRODUCTS CO.**, Atlanta, Georgia. x

The Agents' Guide — Tells
where to buy almost everything. The most wonderful list of Business Opportunities ever published. All up to date. Copy 25c. **WILSON, THE PUBLISHER**, 1400 Broadway, New York.

"World's Wonder" Foot Powder—Guaranteed cure for itching between toes, perspiration and odor. Saves stockings, shoes. Retail 35c. Start Quick—send \$2.10 for dozen prepaid and special offer. Money-back guarantee. Particulars free. **DAINTY PRODUCTS CO.**, Atlanta, Georgia.

"Yankee" Hand Soap, 3-lb.
Best, fastest soap seller on earth. Factorize, shop, printers use it. Live-wire agents with small car set in touch with us. Exclusive territory granted. Address **ARTHUR COHN**, Manager Crystal Chemical Company, Newark, New Jersey.

10c Starts You in the Mfg.
Business. 35 formulas with complete instructions. 10c. **SOUTHERN FORMULA CO.**, Lawrenceburg, Tennessee.

500 Two-Color Gummed Labels. \$1.00. Includes printing of name, address, phone number, business, size 1 1/2 x 3, 2 colors (red border, blue type). Cash with order. **EL-MAR PRESS**, 103 N. Sicksels St., Philadelphia, Pennsylvania.

"A PHYSICIAN IN THE HOUSE", 960-page illustrated color book sells at sight for \$2.50. Sample \$1.00, postpaid. **STEIN PUB. HOUSE**, 508 So. State St., Chicago, Illinois. mar24

AGENTS—Fastest selling household needs on the market. Unlimited possibilities. Free auto to live workers. Free sample case. **STANDARD SUPPLY CO.**, Bad Axe, Michigan. mar17

AGENTS make 500% profit handling Auto Monograms. New Pictures, Window Letters, Transfer Signs, Novelty Signs. Catalog free. **HINTON CO.**, Dept. 123, Star City, Indiana. x

AGENTS—\$10-\$20 daily; no experience needed; ready-made sign letters for Offices, Stores; free sample; particulars. **ATLAS SIGN CO.**, 1722 N. Wood, Chicago. x

AGENTS—Sell the Rapid Combination Brush Set. A complete outfit for every-day cleaning. Every household wants it. Big profit for you. Address **RAPID BRUSH CO.**, Dept. 8, Cedar Rapids, Iowa.

AGENTS—Our Soap and Toilet Article Plan is a wonder. Get our free sample case offer. **HO-RO-CO.**, 197 Louist, St. Louis. apr7

AGENTS—Sell Washing Tablets put up under your own name and brand. Household necessity and sure repeller. Send 15c for sample box and full particulars. **INTESTATE PRODUCTS CO.**, Box 818-B, Cincinnati, Ohio.

AGENTS—Sell leather saddle bag purses. A hit with ladies. Everyone wants one of these. Sample and prices 30c. postpaid. **EASTWOOD MFG. CO.**, 243 First St., Portsmouth, Ohio.

AGENTS—Send us your name and address. Biggest value for dollar combination set ever offered. **THE VEGE-LENE CO. INC.**, Manufacturing Chemists, A-15, Warsaw, New York. mar24

AGENTS—\$60 weekly. New, exceptionally useful, necessary article. Every home buys several immediately. Pocket sample. "FACTORY", Elizabeth, New Jersey. mar19

AGENTS—\$2.30 hourly; outfit to agents and part-time sales. 25 cents. **RICHBY SUPPLY CO.**, Weirton, Pennsylvania. mar24

AGENTS—\$10 weekly commission guaranteed selling guaranteed silk and wool hosiery. Part or full time. No experience necessary. **HELYX SELLS**, 100-A Broadway, New York. A-x

AGENTS—Send stamp for copy EVERYBODY'S BUSINESS DIGEST, Memphis, Tennessee.

AGENTS—Make sell own goods; one article costs 1c, sells 25c. Write **ELECTRO CO.**, B., Quincy, Mass.

AGENTS—A real money making plan. Write quick. **IRAWHA**, 150, El Reno, Oklahoma.

AGENTS—Sell household necessity; every house a prospect. Sells 25c. Cost 10c. Sample, 15c. **GEO. W. LAMBERT**, Potesu, Oklahoma.

AGENTS are making a clean up selling one to six new Patent Elastic Drawstrings. Sample, 15c. Particulars free. **RELIABLE SALES CO.**, 870 E. 172nd St., New York, N. Y. x

AGENTS: Ideal cement for mending clothing. \$7.20 gross. Circulars free. **LOUIS IRONS**, Terre Haute, Indiana.

AGENTS—Buy her than iron board covers 20x60—best padding size 22x90—4c. rubber aprons, 2c. cleaning bags, 2c. other fast sellers. **AMERICAN MANUFACTURING CO.** Mfrs., 329 N. Chicago, Illinois. mar24

AGENTS, the famous O'Gard O' Furniture Polish Formula is yours for \$1.00. **O. K. MATTHEWS**, Hempstead, New York.

AGENTS—Send for wholesale price list with sample offer my line of summer underwear, silk hose, silk shirts, knitted ties. **A. W. HOWEN**, 59 West 133rd, New York City.

AGENTS—100% sellers—Silk knitted ties, \$5.00 a dozen. Sample 50c. prepaid. Horsehide 7-11 bill-folds \$4.50 a dozen. Sample 50c. prepaid. **IMPERIAL MAIL-ORDER HOUSE**, 156 Collette St., New Bedford, Massachusetts.

AGENTS—Sell Cigarette Cases, \$3.00 per dozen. Sell for 75 cents each. Sample prepaid, 25c. **EASTWOOD MFG. CO.**, 243 Front Street, Portsmouth, Ohio.

AGENTS—100 letterheads 100 envelopes, 100 business cards, all three orders complete \$1.50. You sell for \$2.50. Make \$1.00 each one. **KING PRINTING COMPANY**, 3137 Pine St., St. Louis, Mo. mar31

AGENTS—Note these money makers: Powdered Herba (soluble), \$1 package, \$12.00 gross. Rubbing-Oil Lament, 50c each, \$7.20 gross. White Cocoa Soap (3-ounce cake) \$4.00 gross. Corn Cure (liquid) \$4.00 gross. **CHAS. FINLEY MED. CO.**, 4151 Olive, St. Louis, Missouri. mar31

AGENTS—Rubber Goods Manufacturer offers big opportunity selling household and personal comfort necessities such as "Everyday" Sanitary Napkin Supporters for women, Rubber Aprons for all purposes, Sanitary Aprons, Sanitary Belts, Shampoo-Shaving Haba, Baby Hibs, Baby Bloomers, Crib Sheets, etc. An exceptional line for both men and women agents. Write manufacturer, **AMERICAN RUBBER PRODUCTS COMPANY**, Dept. 301, Pittsburgh, Pennsylvania.

AGENTS—Something new. Fast-selling trade stimulator for retail stores. Sell itself. Re-orders plentiful. Butlers earning \$200 average weekly. **1307 Flatiron Bldg.**, New York. mar17

AGENTS—I pay \$1.25 an hour all or part time. Nineteen full-sized packages right out of stock carrying case, advertising matter, booklets, everything needed free. Pay starts when outfit arrives. Write quick for this offer. Dept. A-41, **HARLEY COMPANY**, Dayton, Ohio. mar17

AGENTS—Men and Women, to sell "Mothproof", full or part time, to protect furs, clothing and rugs. Available in every home. Absolutely new. Scientifically prepared. Results guaranteed. Agents' demonstrator, 50c. **GELHAAR**, Rockford, Illinois. mar17

AGENTS, DEALERS AND TRUST SCHEMERS—Cash in quick profit handling our new Self-Threading Needles. Big bargain Needle Assortments and Aluminum Thimbles. Sample and Price List 115 free. **FRANCIS J. GOODY**, Box 256, City Hall Station, New York. Established 1882. mar24

AGENTS—Mason sold 18 Comet Sprayers and Auto-washers one Saturday. Profits, \$2.50 each. Particulars free. Established 30 years. **RUSLER CO.**, Dept. 12-A, Johnstown, Ohio. mar24

AGENTS—Make and sell your own goods. Enormous profit. Send 10c for plan and copy of magazine. **STATE COMPANY**, Dept. D, 500 5th Avenue, Room 431, New York City. mar31

AGENTS—Best seller, Jam Rubber Repair for tires and tubes. Supercedes vulcanizer at a saving of over 800%. Put it on cold. It vulcanizes itself in two minutes, and is guaranteed to last the life of the tire or tube. Sells to every auto owner and accessory dealer. For particulars how to make big money and free sample, address **AMAZON RUBBER CO.**, Dept. 706, Philadelphia, Pa. mar24

AGENTS—Magic Sex Indicator! Europe's greatest novelty. Retail 25c up. 75c dozen, \$4.50 hundred. \$40 thousand. **FANTUS BROS.**, 1321 South Oakley, Chicago. mar31

AGENTS—Sell Wolverine Laundry Soap. A wonderful repeater and good profit maker. Free Automobile to hustlers. **WOLVERINE SOAP CO.**, Dept. C, Grand Rapids, Michigan. x

AGENTS—\$100-\$200 weekly putting on ready made Window Letters, easily applied. Samples, particulars free. **PERFECTION SIGN LETTER CO.**, 3733 N. Clark St., Chicago. apr1

AGENTS AND SOLICITORS WANTED—Sell small kitchen article. Great merit. No competition. Housewives buy on sight. Unsurpassed for fair, price and free sample, address **PREMIUMS, CANVASSERS**, BOX 897, Buffalo, New York. x

AGENTS AND STREETMEN to sell LePo (the trained) for \$ampia, 15c. **CENTRAL BROKERAGE CO.**, 817 N. 9th, St. Louis. mar31

AGENTS, CORN WORKERS—Three minutes gets corn cobs or butters \$4.00 per gross. Prepaid, 25 cents brings sample. **JOS. E. WHELAN**, 120 East Jefferson Ave., Detroit, Mich. apr1

AGENTS, CREW MEN, NOVELTY MEN—Gloo-Pen, a 50c mousetrap fountain pen. Everybody buys on demonstration. Write for big profit plan. **GLOO-PEN CO.**, 56-CC Pine St., New York. mar31

AGENTS, SALESMEN and House to House Canvassers—Make big money selling our latest patented "Nustie" Aluminum Combination Laidie and Strainer. The latest and best item on the market. No competition. Our agents are selling two dozen in four hours making \$12.00 profit. Send seventy-five cents for samples and full particulars. **S. ROSEN MFG. CO.**, Utica, New York.

AGENTS WANTED in every locality, to demonstrate and sell Starpo, the latest and clearest hand stropper for all kinds of safety blades. Holds them all and keeps them sharp without honing or grinding. Get your territory and particulars now. Sample, 30c. **SHARPO CO.**, 73 Laidge St., San Francisco, California.

AGENTS WANTED to sell sheet music in every town, coast to coast. Write for particulars. Two sample copies for ten cents. Write today and be the first one in your locality. Full time or spare time. **M. MUSIC CO.**, 1367 Broadway, New York. New York.

AGENTS WANTED—Hot Pot Lifters, Gas Lighters, Curtain Holders, etc. Attractive prices. **WEST PARK SPECIALTY CO.**, Box 4502, Philadelphia, Pa.

ANY MAN handy with paint brush can start needed business on nearly nothing, mostly all profit. **JOHN BLACKLAND**, 1453 So. Ninth, Philadelphia, Pennsylvania.

BE INDEPENDENT—Big money; make and sell Vanilla to consumer. Guaranteed Formula, \$1.00. Reserve rights in Butler Co. **M. M. FORMULA CO.**, P. O. Box 282, Butler, Pennsylvania.

CAN YOU SELL colored people? Write. **BECKER CHEMICAL CO.**, St. Louis, Mo. x

CANVASSERS—Sell a new tool to users of canned milk. Open can in one second. Pour out what you want, put back or can. Seals air-tight. Sample, 15c. **MULLANE STAMPING WORKS**, Dept. B, 1522 15th St., Meville, Illinois. apr7

CARBOARD AND PAPER SIGNS. Lists free. Sample, 1c. **STAB SALES**, Box 33, Sta. F, New York City.

CIGARS—Havana, 4 1/2-inch Corona, Mild, cool, pleasing, 10c seller. Good repeater. Box of 50, postpaid, \$3.25. **MANUFACTURER**, Box 34, J., New York. mar17

CLARKE MADE \$18 an hour selling Vest-pocket Windshield Cleaner with every autoist, motor-car, engineer. One rub keeps glass clear 24 hours. 60,000 sold. Amazing proposition free. **SECURITY MFG. CO.**, Department 688, Toledo, O. x

COIN MONEY selling books by mail. **C. K. MATTHEWS & CO.**, Hempstead, New York.

"EVERIGHT" PAD may be written upon hundreds of times. "Presto", writing disappears!!! Retail 25c, cost 10c. Distributors, get quantity prices. **AGENTS' SUPPLY COMPANY**, 1116-18 North 24th Street, Kansas City, Kansas. mar17

EXCLUSIVE MANUFACTURERS and patentee of Household Necessities request you to write for particulars and first-hand prices. Meritorious sight sellers. **LAKE MANUFACTURING COMPANY**, Roslyn, Virginia. mar24

FAST SELLER, sample and wholesale prices, 15c. **ORFHEUS CO.**, 1300 Cornell St., Chicago, Illinois.

FASTEST SELLING MEN'S Novelty Repeater. Agents wiring for gross lots. Sample free for 10c postage. **HOWARD**, 506 East Genesee St., Syracuse, New York. mar17

FREE SAMPLE—4 to 20 sold each house. **MODERN SPECIALTY CO.**, St. Louis, Missouri. mar24

GATHER IN QUARTERS faster than a merry-go-round with our new Knife Sharpener. Sample will convince you, 25c. **SOLDIER CO.**, 127 1/2 South 20th Street, Birmingham, Alabama. mar17

GET IN ON 1923 largest seller backed by large advertising. "Votro Beauty Clay" costs you 50c, retails for \$1.00. Send 50c for sample refunded on first order. **VOTRO PRODUCTS**, 59-6 Milwaukee Ave., Chicago.

GOLD LEAF SIGN LETTERS—Make and sell. Profits saved, 1,000 per cent. Particulars free. **B. JOHNSON CO.**, Quincy, Illinois. x

HEMSTITCHING AND PECOTING. Make money. Do work for others. Attachment with instructions by mail, \$2. Works on any machine. **REBBUS CO.**, Cohoes, New York.

HERE YOU ARE—Something new: ash tray for automobiles and for office or home, with a patented cigarette snuffer combined; extinguishes cigarette in 10 seconds. Made of heavy metal. Finished in glossy black baked-on enamel. Big discounts. Agents wanted. **S. F. PARKER CO.**, 963 Mitchell St., Milwaukee, Wisconsin.

IF YOU CAN PLAY PIANO you can make big profits selling our standard sheet music, 15 good sellers (all different) and proposition, 25c. **WARNER C. WILLIAMS & CO.** (World's Largest Publishers of Syncopated Waltzes), 914-950 E. D. W. Place, Indianapolis, Ind. Dept. 11-J.

INTRODUCE ROACHENE, guaranteed preparation for destruction of roaches, ants, waterbugs, bedbugs, etc. A large field to work from this spring. Used in hotels, restaurants, boarding houses, etc. 50-cent size for 35c. Postpaid, **C. L. RUSSELL**, 226 Lansing Bldg., Denison, Ohio.

IT'S HOT, BOYS—Grab it quick. High pitch, fair, carnival, window, street workers, agents and salesmen making \$25.00 to \$50.00 daily. Gets, holds crowds. Demonstration sells during 50c brings sample, instructions. If not worth \$5.00 to you return sample, back you 50c. No circulars. No free samples. Curiosity seekers by **IMPORT SPECIALTY CO.**, 408B Minnehaha, Minneapolis, Minnesota. mar24

LAOIES, do your own Hemstitching and Pecoting, attachment at 27c machine. Sell, collect \$2.00. Agents wanted. **COLORADO ATTACHMENT CO.**, Box 2210, Denver, Colorado.

LIVE WIRES WANTED in every town to sell Nelka, the only protective watch guard on the market. Every watch owner a prospect. Agents make big money. Sample, 50c. **CENTRAL BROKERAGE CO.**, 817 N. 9th St., St. Louis, Missouri. apr7

LODGE MEMBER SALESMAN for Home Lodge Emblems. Absolutely new, interest everyone. **FRATERNAL ART CO.**, 1150 Washington Ave., Huntington, West Virginia. mar17

MAGAZINE MEN—Write or wire **M. A. STEELE**, care Billboard, New York.

NEW INVENTION reduces gas bills 50%. Big money for agents. Write quick. **ALLIED PRODUCTS CO.**, Box 8625, Waterloo, Iowa. x

PHILADELPHIA MAILING ADDRESS, SHUMWAY, 2516 North 28th.

PICTUREMAN FRIEDMAN MADE \$50,000 pushing Bella. My "epic" brings out the family album with the tin types. You simply write 'em up. "It's the berries". Free book explains my chatter from "Good morning, lady, good night, madam" 24-hour service prints, Postcards, Frames. Samples free. **PICTURE MAN FRIEDMAN**, Dept. B, 673 Madison, Chicago. mar31

POLMET POLISHING CLOTH cleans all metals like magic. Sells fast at 25c. Sample free. **A. H. GALE CO.**, 15 Edinboro St., Boston, Mass. mar31

HERE IT IS—Fifty fast sellers. Everybody needs and buys. Fifty dollars weekly easily made. **B. & G. RUBBER COMPANY**, Dept. 247, Pittsburgh, Pa. mar31

IRON, RUST, INK, FRUIT STAIN REMOVER, sells all year round, no dull season. Combined with Self-Threading Sewing Needles brings the money selling both for 30c. Write; prices will astonish you. Include 30c and receive regular size of each. **HENDERSON**, Wether Court, Bronx, New York.

MAKE AND SELL Magic Rings, cost 3c. Sell for quarter. Particulars, address **H. FUNK**, 861 Mulberry Ave. A., Hagerstown, Maryland.

PUBLISH MAGAZINE start mail order business. Samples, 25c. **HARVEY TRIPLE**, Decatur, Indiana.

MEDICINE AGENTS and dealers write. **ZUMOTA REMEDY COMPANY**, Springfield, Mass. x

MEN AND WOMEN—200; make \$10 daily selling our silk and knitted grenadine ties for 50c; big profits. **NOROLK NECKWEAR EXCHANGE**, 205 Lyric Bldg., Cincinnati, Ohio. x

MEN'S SHIRTS—Easy to sell. Big demand everywhere. Make \$15.00 daily. Underwear stores. Complete line. Exclusive patterns. Free samples. **CHICAGO SHIRT CO.**, 9 South Clinton, Factory 207, Chicago.

ONE THOUSAND Dress Beads, package Finger nail Polish and How to Earn Money, package Premiums all for 10c. **ULBRICH'S**, 499 Marion St., St. Paul, Minnesota.

ORDER YOUR SAMPLE TODAY. "Twin-Heat", the fastest selling, lowest priced, guaranteed two-burner electric stove on the market. Any quantity, \$3.25 prepaid. **BENNETT-BLAIN CO.**, Columbia and Washington Sts., Utica, New York.

PITCHMEN—Sell Tricks. This week only we will send you seven complete Tricks, 25c. Two new sets. **CAESAR SUPPLIES**, 15 West Superior St., Chicago.

PREMIER PREMIUM PLAN FREE—Makes hustlers gladly sell your Sachet, Perfected Self-Threading Needles, Inklets. Easy, profitable, permanent. **PAT-TER PRODUCTS**, Box 372-B, Washington, D. C. mar24

QUICK SALES—Large profits. Homes buy 8 to 40. **NEW MFG. CO.**, St. Louis, Missouri. mar31

RADIUM washes dirtiest clothes in hardest water, fifteen minutes; costs 2c to make, sells 25c; demonstrates well. Formula \$1. **H. STEPHENS**, Tilton, Arkansas. x

SOLFOLITE—Agents, Streetmen, Solfolite makes a red-hot blaze by itself. Set it crating and it lights fire morning, or any time. Fully patented; big article; big demonstrator; big profit. Performs surprising stunts also. New thing; works alone, cigar size. Particulars free. Agents' sample, 25c. by request mail, postpaid. Money back if dissatisfied. Enormous sensation where smartly demonstrated. \$10.00 and upward a day. Manufactured exclusively by **KAYTWO MANUFACTURING CO.**, 195 Station A, Boston, Massachusetts. apr21

SELL ALUMINUM CLEANSER and Polisher. Retail 25c; cost \$1.00 dozen. 25c sample, postpaid. **J. MAYER**, Box 37, Colvin Station, Syracuse, New York.

SELL JOKERS' NOVELTIES—Outfit (18 samples), 10c. **WILCOX**, 3851 Michigan, Detroit, Mich.

SELL FAERY PATELLESS ENGRAVED STATIONERY, \$1.25 box; 43 sets, monogram on paper. Name and address on engr. Every man and woman buys. No delimiting. Free outfit. **BROWN CO.**, 834 E. 43rd St., Chicago, Illinois. x

SELL beautiful Silk Knitted Ties for 50-75c. Cost \$1.50 a doz. Associated Patent, direct from **MIL. WERTEN**, 104 E. 12th St., New York. mar17

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GENUINE BEADED INDIAN COSTUME, with accessories, headpiece, etc. \$25. RAY MILES, 435 Hopkins St., Cincinnati, Ohio.

LADIES' AND GENTLEMEN'S Street, Evening and Theatrical Clothing. Address PERRIN, 2934 Baltimore, or CRAYNE, 3311 Oak St., Kansas City, Mo. mar17

MARMOT FUR COAT, \$20.00—Sateen Chorus Sets, new Evening Dresses, High Silk Beaver Hats, \$4. \$1.50; 7c, \$2.00. Old-fashioned Waist silk \$1.00. Gold and silver cloth Slippers \$1.00 pair. Full Dress Coats and Vests \$5.00. English Walking Coats set of 3 Dresses, satin and lace \$15.00. Downman Coat \$3.00. Blue Uniform Coat and Cap \$2.00. Gent's Riding Boots English \$10.00; 2 blue Norfolk Suits, stage \$10.00; rose satin Chorus Dresses, with caps \$2.00 each; Satin Slippers \$1.00 pair. Military Cap gold braid belt and saber snap \$2.00; white Military Helmet, silver trimming \$3.00; Spanish Waist and corset set \$10. \$15.00. 13 Military Body Dress, \$15.00. satin BOTTLEVAULT PET SHOP, 1010 Vine St. Cincinnati, Ohio.

MACQUERADE COSTUMES, \$1.00 each. Ladies' Pompadour Jute Wig 75c each. Crepe Wool (for corsets, theatre, circus or carnival attaches, etc. Only \$1.50 each, \$36 dozen. Long Blue Uniform Orcoats, all wool, \$1.50 each, \$12 dozen. Terms, cash. FANTUS BROS., 1321 South Oakley Ave., Chicago. mar17

THE SAROFF STUDIO—Chorus Wardrobe, six to a set, satins, for \$8.00, in the most unusual Russian designs, complete with hats, etc. All different if you want. We design and create "different" Wardrobe. THE SAROFF STUDIO, 274 Boulevard, Springfield, Missouri.

TWELVE BAND COATS, blue with red trimming, good condition, \$18.00. JOHN FINGERHUT, Martins Ferry, Ohio. mar17

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UNIFORM COATS AT SACRIFICE—Fine quality wool, dark blue with green or red trimming. Five (5) for \$20.00, 10 for \$35.00, 15 for \$45.00. Long Blue Uniform Orcoats, all wool, \$1.50 each, \$12 dozen. Terms, cash. FANTUS BROS., 1321 South Oakley Ave., Chicago. mar17

VISIT the Northeast Bungalow Shop for high-class new and used Ladies' and Gentlemen's Clothing, Street, evening and theatrical wear. We can give you inside prices as we are out of the high rent district. Address: 128 South Oakley, Kansas City, Missouri. Phone: Benton 1995. mar24

WANTED—Costumes of all kinds. Highest prices paid; send bundle and we will send check. LOWELL DECORATING CO., Costume Dept., 249-251 Market St., Lowell, Massachusetts.

100 COSTUMES for sale for \$100.00. HARRISON COSTUME COMPANY, Kansas City, Missouri.

WE MAKE COSTUMES of all kinds. Our low overhead expense enables us to make costumes at 10 to 25 per cent lower than elsewhere...

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(No Filing or For Sale ads accepted under this head) 3c WORD, CASH. NO ADV. LESS THAN 25c. 7c WORD, CASH. ATTRACTIVE FIRST LINE.

AUTOMOBILE—Fire-passenger, 1921 model, cost \$1,500. five practically new tires, paint nearly good as new runs fine; complete in every way...

DIAMOND—2 1/2-karat blue-white; cost nine hundred dollars. For Counter Arcade Machines and Electric Piano. WM. DEVINE, St. Thomas, Canada.

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FORD TOURING, Kingery Popcorn Machine, Base Drum, Snare, Bells. Want tent about 20x40, moving picture machine, seats or what have you? Address SQUARE, care Billboard, Cincinnati, Ohio.

GLASS WAND BUDDHA OUTFIT—Complete papers for mail sack, strat-jacket. PROF. HILLS, Sylvania, Ohio.

LARGE ICE CREAM SANDWICH MACHINE—Like new, nickel-trimmed, two-brick size, worth \$50.00. Will exchange for 8-ft. Side Wall or Baby Piano. LOU J. PALMER, Poyette, Wisconsin.

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ROADMAN'S Automatic Electric Shooting Gallery. Complete. Nearly new 1014 Ray Connection Tent and Frame. New French aluminum Wheel and Stand. Large fiber Trunk. Nearly new H. & M. Wardrobe Trunk, Slide Jazz Corset, Sammie's Hat Mandolin, Super-tone old-style Banjo. Sell cheap or exchange for show goods or musical instruments. GRUTH BROS., Charter Oak, Iowa.

SWAP A \$25 KEROSENE BURNER for kitchen stove, first-class and new (the burner for Baldwin C. Pianos for radio, or what have you? B. B. CO., 27 Grant Ave., Endicott, New York.

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3,000 Formulas—400-Page Volume, \$1. "UNIVERSAL", 4047-R, North Whipple, Chicago. mar17

Beauty Clay—Widely Advertised Beautifier. Women wild over it. 5007 profit Guaranteed formula, \$1. BESTOVAL LABORATORIES, 4017-KK, North Whipple, Chicago. mar17

Beauty Clay Formula. For 10 cents' worth of ingredients in any drug store you can make a superb Beauty Clay. Unsurpassed. All ordering right away, we include our formula for falling hair, dandruff; cost few cents, worth dollars. Start 50c to-day to DUBERRIER LABORATORIES, Pleasantville, New Jersey.

Here's Honest - to - Goodness

reliable formula service! Why waste good money on junk? Most so-called formulas advertised are not worth the paper they are written on. You know that if you've tried to get something really worth while. Here's your opportunity to get best processes chemical science can devise with Miller's Guaranteed Manufacturers' Formulae for manufacturing on small or large scale biggest selling specialties in all lines. No machinery required, investment small, profits large—make the goods that pay you from 300% to 900% more profit for the identical same goods you've been buying. Stamp brings valuable literature and descriptive of Genuine 30 Minute Beauty Clay and all latest toilet specialties, Coconut Creme Custard, latest Pure Food Products, Laundry Washing Marvel, Biting Peddles, Rust-Ink Stain Remover, Featherweight Shampoo Soap, Concentrated Flower Drops, Beverages and Flavors, Carbo-Cide, Gasoline Investigator, Amazon Rubber Repair, Manufacturing Toy Balloons, Composition Flooring. State what interests you. Keep this advertisement for reference and write me any time regarding any formula. LISCOMB H. MILLER, Analytical Chemist, Tampa, Florida.

Hair Gloss—Widely Adver-

tised hair dressing. Latest money maker. Guaranteed formula, 50c. C. H. SMITH, 22 Wyomung St., Wilkes-Barre, Pennsylvania.

Three Worthwhile Formulas,

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Business is Better and Better. Soap that's Soap formula, \$1.00; Wall Paper Cleaner formula, 50c; Ceno, the Tailor's Pride, \$1.00; three, \$1.50. For the road they're hard to beat. E. T. FENTON, P. O. Box 1172, Eastland, Texas.

Mend-All Solder Stick—Easy

to make and sell Formula 25c. GEO. KNOLL, 509 N. Washington, Kankakee, Ill.

Fortunes Made Straightening

Negroes' hair. Full instructions and Anti-Kink Formula, one dollar. SEE VEE SALES CO., 408 Pacific Ave., Jersey City, New Jersey. mar31

Furniture and Auto Polish.

Costs less than 25 cents a gallon to make. Simple instructions for \$1.00. WIGGINS & BROWN, 1315 4th Ave., Albany, Ala. mar17

Our Formula Is Guaranteed.

Satisfaction or money back. Three dollars. REMSON REMEDY CO., Talladega, Alabama. apr1

Sweating, Tired, Smelling

Feet? Suffer no more. My guaranteed formula will relieve you almost instantly. A secret, yet simple cure. You will feel a thousand times repaid, or turn it into big money yourself. Send \$1.00 P. O. Money Order or bill. RICHARD SEJNOHA, Wolsey, South Dakota.

500 Valuable Formulas, 20c.

Catalog free. "UNIVERSAL", 4047-W, North Whipple, Chicago. mar17

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AUTO POLISH FORMULA, \$1.00. Saves painting, makes your old car look like new. Rub on, wipe off. No long polishing. Agents wanted. STATE COMPANY, 500 5th Ave., Room 430, New York City. mar31

BEAUTY CLAY and Liquid Hair Waver Formulas. Both heavily advertised. Each dollar. Both on fifty. Both big money-makers. BOWEN, 2 Holly Ave., Hamilton, Maryland.

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GENERAL FORMULAS furnished for 25c. What kind will I send you? CLINTON K. MATTHEWS Hempstead, New York.

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NOT 1,000,000. I furnish 1,000 Formulas and Trade Secrets by C. O. D. mail for \$1.50 with a money-back guarantee if not satisfied. C. K. MATTHEWS, Desk 3 Hempstead, New York.

REMEDY for Rheumatism, easy to make. Big profit. Guaranteed Formula \$1.00. M. M. FORMULA CO., P. O. Box 282, Butler, Pennsylvania.

FORMULA—Aluminum Cleaner Polisher, \$1.00. Can't scratch. J. MAIER Box 37, Colvin Station, Syracuse, New York.

MILLER, "Formula King", 526 Main, Norfolk, Va. He supplies any Formula. mar17

REAL ROOF BEER FORMULA, 50c; Magic Polishing Cloth \$1.00; Mirror Shining Process, 50c. MOIRAY COMPANY 628 South Campbell Springfield, Mo.

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TATTOOS, COAL MARKS, MOLES quickly removed by using Harding's Discovery. New fade-away non-acid process. Absolutely safe, sure and simple treatment. Sold all over U. S. and foreign countries since 1918. Original formula, \$1.00. HARDING CO., 112 Dearborn St., Philadelphia.

TATTOO MARKS REMOVED—Formula and Instructions, \$1.00. PROF. WATERS, 1050 Randolph Detroit. apr1

THE LUCKY TEN FORMULAS, Silver Plating, Transfere, Snake Oil, Three-Minute Corn Cure, Arabian Cement, Magic-Washing Compound, Wind-aided Cloth, Waterproof Shoe Polish, Shining Mirrors, Luminous paint. Five-dollar value; entire collection only \$1.00. JOSEPH HEGGER, Fulda, Minn.

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500 CHOICE FORMULAS and Recipes, 25c. WOODS ENTERPRISES, 184 Knapp St., Milwaukee, Wis.

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Alaska Indian-Made Beaded Sealskin Moccasins. Wonderful carnival and resort sellers. Rare, beautiful and exclusive. No competition. Sample pair, concessionaires and dealers, \$2.50. OCEANIC TRADING CO., Arcade Square, Seattle, Washington.

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In my way quick sales, big profits. Make marshmallow cream candy, Turkish nougat, etc. Child ten years old can make them in any kitchen. Heads, popcorn or chewing taffy business and less work. Twelve formulas for one dollar bill. W. F. GRIEGER, 702 W. Patterson, Eastland, Texas.

Electric Ring Game—The Latest

science and skill grinding concession. Fast, flashy, fascinating. Price \$25.00. Write for illustrations. E. BEHR, Mfr., 4015 Pabst, Milwaukee, Wisconsin.

For Men—Smoker's Cabinet.

A miniature toilet room in design. Up-to-the-minute invention; artistic, attractive and spicy, but not vulgar. A moneygetter. Write for circular today. SLOCOM MFG. CO., 2028 W. Lake St., Chicago, Illinois.

Knife Rack Supplies—One

knife in assorted colors, 100, \$2.75. Assortment of ten kinds, 100, \$3.75. Samples 50c. Knives in assortment, \$9.00 per dozen. Brass Pliers, \$3.00 each, 100 Rings, \$2.50. A. W. DOWNS, Marshall, Michigan.

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tively different from any on market. Firearms, rifles, shotguns, bank checks, jewelry and novelties. Send for illustrations and photographs. Make money with our assortments. COLUMBIA NOVELTY CO., Dept. B, 307 N. Western Ave., Los Angeles, Calif.

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Just out. Amuses the old as well as the young. A novelty toy with action. Sample mailed \$1.00. SLOCOM MFG. CO., 2028 W. Lake, Chicago, Illinois.

ORIGINAL AND BEST "Shootoscope" Penny Pistol Machines, all metal, beautiful finish, \$60.00 each. Order now. INTERNATIONAL MUSESCOPE REEL CO., 546 West 23rd St., New York. mar17

ARKANSAS KIDS—Sample, \$1.25. Write for prices. H. W. YENDES, 1721 W. 24 St., Dayton, Ohio. mar17

CANDY FLOSS MACHINES—Good ones; Straight Electric. DURDEA MFG. CO., Detroit, Mich.

NEW IRON MUSEOSCOPES, light weight, all steel. Best for circular. Special price for short time only. Complete set, \$10.00 each. Order now. INTERNATIONAL MUSESCOPE REEL CO., 546 West 23rd St., New York. mar17

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HEALING POWER of Iridium and Deegen's Radio-Active Solar Pad—full information free on request. Has proven wonderfully successful in Congestion, Rheumatism, High Blood Pressure, Stomach and Heart, Liver, Kidneys. Sold on the matter what your ailment we will be pleased to have you try it at our risk. RADIUM APPLIANCE CO., 771 Bradbury Bldg., Los Angeles, California.

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THE WHEEL BALL—The game supreme, was invented by a wheelman and trapper. This game device will get more business than a wheel and will work in territory closed to wheels. It is the greatest game ever placed on the market. A big flash, fast, fascinating and will hold the crowd. The device will pay for itself the first day exhibited. Legitimate users of game will be protected and infringers will be prosecuted. Invented, patented and manufactured by H. H. PRICHARD, 414 6th St., N. W., Washington, D. C.

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In Habes. Some flashy creation with plenty of wool. \$10 per doz.; one-half deposit with order. Booklet free. TAYLOR'S GAME SHOP, Columbia City, Indiana.

Automatic Indoor Baseball,

electrically operated. First week's operation will pay for outfit. Address F. J. SHAFER, 219 Washington Court, Sandusky, Ohio.

Beano and Corno, Games of

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Crispette Outfit Complete. Al-

most new, consisting of corn popper, candy cooker, mixer, press, make long; reasonable. JOHN A. HATFIELD, Brooklandville, Md.

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Almost new; 12 units. MILLER, 1300 Surf Avenue, Coney Island, New York.

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Allen Herschell, 3-abreast. New engine and top. Cheap for cash. Address AMES, care Billboard, New York.

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Track in A-No. 1 shape, and also a tent 12x20. For particulars write HERBERT MYERS, Wesleyville, Pa., Erie Co.

Ice Cream Bar-Cone-Fruit Out-

fit, all complete, electric heater, all pans, etc., accepted on account. Write for description. Only \$10.00. Real sacrifice. HARR, Nora Springs, Iowa. mar21

Lord's Prayer on Pinhead.

Most wonderful piece of engraving in the known world. Pin, microscope, tripod, descriptive sheet with history. Testimonials, lecture. Exhibited everywhere. Street, carnivals, stores, etc. Outfit, \$20, \$30, \$40, \$60, according to finish of microscope. Free circulars. WM. SHAW, Victoria, Missonri. mar24

Murphy Shooting Gallery for

sale. Worth \$600.00, \$35.00 takes it. One 44-Note Electric Piano, \$35.00. J. G. BOU-TELLE, 435 St. Clair St., Toledo, Ohio.

Penny Arcade for Sale. Most

beautiful and best arcade in the United States for sale on account lost my lease. Located near Niagara Falls, N. Y. Will sell bargain. LOUIS HURWITZ, 615 Dickinson St., Philadelphia, Pa. Oregon 0284-J.

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Down Tables, cost \$110 new, perfect condition, will sell both for \$15. Must act quick. Send \$15 deposit, balance C. O. D. GURTOV, 1418 Fifth Ave., New York.

500 Knives for Pitch-Till-You-

Win, \$14.00. Samples 50c. A. W. DOWNS, Marshall, Michigan.

ARCADE MACHINES—40 Museoscopes rebuilt and painted just like new. No junk. Every machine guaranteed, \$30.00 each, with good reels and frames f. o. b. Chicago. C. J. A. NOVELTY CO., 2917 Sheffield Ave., Chicago, Illinois. mar31

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BEAUTIFUL SATEEN DROPS—Purple, blue green, orange or black, 21x42-ft., fireproofed, the lines chain in bottom, each has decorative border across bottom and is supplied with gold, 370c each; worth \$125.00. Shipped upon deposit, balance C. O. D. subject to examination. If not satisfactory your deposit refunded after deducting express charges. THE SHEPPARD STUDIO, 468 East 31st St., Chicago, Illinois. (Established 20 years, and twenty years is a long time.) apr7

BEDDINGS, Mattresses, Pillows, Blankets, Sheets, Pillow Cases, Pullman Curtains, complete. Twenty sections. MRS. E. SILBON, care Billboard, New York.

BILLHORN FOLDING ORGAN—Good condition, \$25.00. HURD of Sharpsburg in Iowa. Show Printer.

CANDY FLOSS MACHINES—Good money makers. DURDEA MFG. CO., Detroit, Michigan.

CAROUSEL, made by Buck & Son, New York—38-foot top, 9-foot sidewalk, Kl. Kl. Canvass; 12 Jumping Horses, 12 Stationary Horses, 2 Charlots, Building Engine, Iron Center Pole, North Tonawanda paper played Band Organ, 1-h. p. Wagner Alternating Motor to run Organ; Scenery well lighted. This is a Portable Caroussel and a bargain. If interested write for price. McCUSKER'S, 210-212 N. 5th Street, Philadelphia, Pennsylvania.

CANDY FURNACES—One gas and one gasoline, with or without pressure burners. Good as new. Prices less than half. DIETZ, Toledo, Ohio.

CHINESE LINKING RINGS, 8-in., nickel-plated, \$1.00. Multiplying Billiard Balls, \$1.25, 7x9 Concession Tent and Magic, cheap. Particulars, stamp. KING COLE, 409 S. Halsted, Chicago, Ill.

COAL MINE AND BREAKERS—Mechanical; 16 feet in 3 sections, 8 feet high; making the ball hoop. Also 5-foot Gold Mine; also practical Locomotive, reproduction of Empire State Express, famous 999—fastest long-distance train in the world; 4-in. gauge, 40 in. high, 27 long; all made to my order; never sold; they are champions of all miles by ton miles. Hundreds of figures, 8 legs, 3 bodies, 1 head Pig in glass case; lived 5 weeks. 500 Old Coin Collection. First \$1,000 takes all; worth \$3,000. 63 years of age; retiring. Here is your pit show, and a good standard one. JACK BOONE, Syracuse, N. Y.

COINS, MEDALS, GUNS, Swords, Pistols, Historical Newspapers, Engravings. Lists free. NAGY, 33 South 15th St., Philadelphia.

COMPLETE Cigarette Shooting Gallery Outfit, Dial Striker, Peanut and Popcorn Machine, Evans' Candy Race Track and Tent, Half-Heating Trolley Car, Striking Machine, two Weighing Machines, three Milk Electric Machines, new Lang-Testing Machine and Lifting Machine. JOE CORBETT, 1142 Franklin St., Tampa, Florida.

COMPLETE PIT SHOW—Stunts and Freak. Mummified Chinese Bird Dragon, Cartoonist Act, Knife Throw the Arm and Fire Ring Act. All for \$11.00. KILK, 424 No. 9th St., Reading, Pennsylvania.

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CORN POPPERS—Several largest sizes made. Both gas and gasoline. Want quick action. Prices right. DIETZ, Toledo, Ohio.

COUNTER SIZE Wooden Museoscope Machines, type B; fine working condition. Bargain for carnival and operators at \$25.00 each, complete with reel, f. o. b. New York. INTERNATIONAL MUSESCOPE REEL CO., 546 West 23rd St., New York. mar17

COUNTER SIZE WOODEN MUSESCOPE, Comie Reels; Rover Name Plate, continued feed; small Arcade Machine, No. 10 Peanut and Pistol Machines. FRED YANCE, 524 S. Campbell Ave., Chicago, Ill.

CRISPETTE MACHINE, complete, almost new; Long-takins make, \$135.00. TATE'S CONFECTIONERY, Delaware, Ohio.

CRISPETTE PRESS—Long-Eakins type. Cost \$150. Will sell for \$25. DIETZ, Toledo, Ohio.

DOUBLE BOOTH, Piano, Ticket Chopper, Motor Generator. Complete outfit. J. P. BEDINGTON, Scranton, Pennsylvania. mar24

EIGHT TRIPLEX Three-Ball Color Boulette Slot Machines. Cost new \$50. Good as new. Only \$25 each. ROMAN GRAMBS, Kaukauna, Wis. mar21

ELECTRIC CANDY FLOSS MACHINES—Several rebuilt and reconstructed, from \$50 to \$112.50. DIETZ, Toledo, Ohio.

ELEVEN Hot Roasted Peanut Machines, closed sales, good working condition. Bargain price, \$40.00 each; f. o. b. New York. INTERNATIONAL MUSESCOPE REEL CO., 546 West 23rd St.

FOR SALE at BARGAIN—Private Car, equipped; two Sleepers, all Pullman construction. For particulars address RUFFALO, UNION-CAROLINA RAILROAD, Union, South Carolina. mar24

FOR SALE—Good loud, sweet, 10-tune Street Piano; Auto Light Plant Tumbling Pads, Doll Rack, Air Ride Shooting Gallery, Troupe 4 Nice Trained Doves, all Props, Small-feature Organ. HARRY SMITH, Graz, Pennsylvania.

FOR SALE—Sea Horse and Banner, \$20; Indian Women and Child with Banner, \$20; Devil Child and Banner, \$15; For Horn, \$10; Electric Chair Machine, Switch Board and Electric Seat, \$15.00; Sword Walking Ladder and Swords, all nickel-plated, for \$25; Hundo Sword Box, Mystery, \$45; four trained Doves and Props and U. S. Banner, \$35.00. G. J. BOZEWICK, Box 532, Sag Harbor, Long Island, New York. apr7

FOR SALE—Two Whirl-o-Ball Aileys in perfect working condition. For full particulars address C. K., 294 Baldwin Ave., South, Ozone Park, Long Island, New York. apr7

FOR SALE—Arkansas Kid Ball Game, Cowboy Hat, \$3.00. MRS. FRED DALY, 48 University Ave., Delaware, Ohio.

FOR SALE—Mills Oak Cabinet Operator Bells, without light renders, \$35.00 each. Half cash with order, only a few left. PUNCTURELESS TIRE CO., Mobile, Alabama. mar21

FOR SALE—Genuine Crispette Machine, practically new \$195.00 complete; big money-making bargain. Write or wire W. E. SIMPSON, Box 1125, Lincoln, Nebraska.

FOR SALE—Zeppelin type Airship, complete with Curtis type Engine, Ballon and Parachute, all at a bargain, cheap. For particulars write CARL LABERTEN, Monrovia, Indiana.

FOR SALE—Large Ice Cream Sandwich Machine, like new. First \$25.00 takes it. W. MUELLER, 814 Mulberry, Adrian, Michigan.

FOR SALE—Williams' 12-horse Candy Race Track; A-1 condition; cheap. WANT BUYER, 233 Park Place, York, Pennsylvania.

FOR SALE—One Empire Candy Floss Machine, hand power. First \$175 dollars gets it. Good as new. H. B. MCGAIRAH, Dewey, Oklahoma.

FOR SALE—Ten Penny Pistol Machines, A-1 condition, Thirty dollars each. IRVIN & STEARN, 523 Broadway, Oakland, Calif. mar24

FOR SALE—Model C Creter Popcorn Wagon, in condition. Cheap for cash. CLARENCE BOWEN, 85 Chamberlain St., Pontiac, Michigan. mar24

FOR SALE—Two big Toms, Stand and Portable Boxes. Better than Evans' Cats. Twenty-five dollars each. Three Cigarette Shooting Guns, with Corks, all ten dollars. Karr & Auerbach, Slot Wheel for Blanks, both silver, numbered, perfect condition, twenty dollars. Address AL CAMPBELL, 602 Porter St., Watkins, New York.

FOR SALE—Penny Arcade, fully equipped, at good location in New York City summer resort. M. M. BROOKE, 1223 Broadway, New York City.

FOR SALE—2 Big Tom Cats and Stand, \$60.00 for all. BOX 553, Jasper, Alabama.

FOR SALE—Empire Candy Floss Machine for sale, one run by hand or motor, in packing case, ready to run, good condition; \$100.00. One hand power, on base, nearly new, with new Dietz generator, \$75.00. Write HENRY ALLEN, 233 E. Edgington Ave., Flint, Michigan.

FOR SALE—Ten second-hand Metal Penny Pistol Machines, like new, used only two months. \$12.50 each, or \$100.00 takes all. LOUIS RABEIN, 926 East 18th St., New York. x

FOR SALE—One Keystone Game, takes place of wheel \$15; 1 Set Six Squires, \$150; 1 Brass 35-Horse Race Track, \$125. HUGO BOETTGER, Hazelton, Pennsylvania.

FOR SALE—Complete Cook House Equipment, Tent, Stores and Griddles; everything complete; priced to sell. For information address J. E. CADWELL, Backus, Minnesota.

FOR SALE—Twelve-Burner Windhorst Light, Fifteen Doves. WALTER WESS, Plaza Hotel, Indianapolis, Indiana. mar21

FOR SALE—Conklin Bucket, Cost \$100; \$40 takes it. Also Ad-3-Hall Game, \$10. LEO DAVIS, care Arcade Doll and Supply Co., 417 Lafayette St., New York.

FOR SALE—Skill Game (Globe Rider Race) and lease at well-known park in New York City. Reasonable price; good terms. M. M. BROOKE, 1323 Broadway, New York City.

FOR SALE—One Marble Soda Fountain, with Counter and back Mirrors, all complete. A dandy for some park. Come see it. W. WILCOX, Wharton, New Jersey.

FOR SALE—Cockhouse Tent, Good as new. Only set up three times. 20x11-ft. 2nd frame. Cost \$185.00. Big bargain, \$100.00. Address P. O. BOX 366, Williamsport, Pennsylvania.

FOR SALE—Set of Tango Swings with 8 Boats, complete with fence, \$300.00 buys it. Also one Wurlitzer Band Organ for sale cheap. Come see them. W. WILCOX, Wharton, New Jersey.

FOR SALE—Cook Tent, 12x13. Used one season; good as new. Cost \$100.00; bargain, \$50.00. BOX 366, Williamsport, Pennsylvania.

FOR SALE—Twelve-horse Kentucky Derby, Fine condition. Bargain. M. M. BROOKE, 1323 Broadway, New York City.

FOR SALE—Creter Popcorn Machine, electric. BARTH, Manitowoc, Wisconsin.

FOUR PARK CHARIOTS, complete, for track machine; one 30 Side Wall Poles, 8 Mill Street, Rochester, New York.

GAME OF SKILL—Working model "American Cup Race"; 12 yards operated by motor, and patent rights. Also have two Hot Doughnut Machines (make hot W. used for Potato Chip). Complete. HOLMS, 1310 Washburn Blvd., Washburn, La. I.

GENUINE GERMAN IRON CROSS, \$1.00. Austrian Medals, 50c. 10 War Coins, 25c. NAGY, 33 South 15th St., Philadelphia.

GOOD AS NEW, Santee Ice Cream Sandwich Machine, \$50. Auto Kaiter, \$25. 5 Oliver Typewriter, \$18. L. STEPHENS, Titon, Ark.

EMPIRE CANDY FLOSS MACHINE—Three original types. All rebuilt, good as new. From \$90 up. DIETZ, Toledo, Ohio.

HIGHEST OFFER takes Laughing Mirrors, set 8, metal, 2 1/2 feet. Photo Tent and Frames, 25 feet square, khal. Complete quick-finish outfit. LAURA ANDERSON, Ania, Iowa.

LARGE TRUNK NOVELTIES—5-gal. Juice Bowl, 12 glasses, Pound Grape Popcorn, 25c. Lanes and Ford Truck, 112. W. W. GAMES, STUPPLY HOUSE, 1235 N. Wells St., Chicago, Illinois.

LIBERTY BELLS—Mills and Jennings make. Good as new. Quarter tray \$7.00, nickel tray, \$6.00. GUST RISTAU, Kaukauna, Wisconsin. mar17

LORD'S PRAYER on Pinhead, Microscope, Tripod, descriptive sheets, complete outfit, \$30. J. E. HAUSCHILD, 303 W. Market, Indianapolis, Ind.

LORD'S PRAYER PIN OUTFIT, Mummified Devil-fish, Ventriquist Figures, Talking Outfit, Bowler's Budha Outfit, five Illustrations with two banners, Escape from War Prison, Racoon, Cross on Tree, Ball Game, Hooded Cats and Kids, Baskets, Star Gamers, Anatomy Museum. SHAW, Victoria, Mo.

MOTORS—Several small-sized Motors new and used, from \$5 to \$15. DIETZ, Toledo, Ohio.

NINE DROP PICTURE MACHINES; 2 Port Wheel, SAM HUDERSON, 2 Silver St., Portland, Maine.

ONE SLIGHTLY USED MILLS O. K. Game Vender. Price, \$50.00. KEMP, Rock Valley, Iowa. mar17

ORGAN, 76-key, up-to-date, German card-board, A-1 bargain. BECK, 159 Frost St., Brooklyn, N. Y. mar17

PARKER BUCKET, complete used 2 years, \$20.00. New 60-No. Wheel \$8.00. Cass. V. M. M. \$10.00. F. C. GHOSLIN, 112 Thompson, Watertown, Ia.

PEANUT ROASTER—Butterflies type, gas or gasoline. Big bargain. DIETZ, Toledo Ohio.

PEERLESS POPPER—Good as new. Bought last fall. If you want to save \$7.00, act quick. JOSEPH HEGGER, Fulda, Minnesota.

PIPE ORGAN, suitable for Amusement Park or Skating Rink, 9 sets of pipes and drum. A musical and standard player rolls. ARCADE COMPANY, Washington, D. C.

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 200)

PENNY ARCADE MACHINES at bargain prices. Five Iron Microscopes, complete with Reels and Signs, thirty dollars each. Five Mills Drop Picture Machines, with Signs and Posters, twenty-five dollars each. Five Exhibit Post Card Machines, with Signs, ten dollars each. All machines in first-class condition. Some used very little. Free lengths of Circus Seats, seven-inch high, Jacks and Strainers, only twenty-five dollars takes them. ALONZO PALMER, 189-201 Talbot St., St. Thomas, Ont., Canada. x

POPCORN-PEANUT-CANDY MACHINE (Talbot). Hamburg Griddle included. Little used. Cheap. E. GLAY, 132 John St., Hudson Falls, New York.

POPCORN CRISPETTE STEAM TANK—All copper. Fine for road work. Would cost \$50 to duplicate. Sell for \$17.50. DIEZT, Toledo, Ohio.

PRESIDENT HARDING'S PICTURE engraved on head of pin. Microscope, battery, light, holder, mounted on base. Ready to exhibit \$25.00 prepaid. Perfect condition. MUSEUM, Room 5, 525 Main, Norfolk, Virginia. mar17

PRESIDENT HARDING'S PICTURE engraved on pinhead \$1.00. FOLTER, 730 Tenth St., Washington, D. C.

REBUILT SLOT MACHINES for sale. TOEIM NOV-ELTY CO., 205 South Ave., Aurora, Ill. mar31

ROTOSPEED DUPLICATING MACHINE, cost \$43.00 like new; 14x21 top roof Tent, 12 feet high, 6-foot wall, cost \$115.00, used one week. 7x4 1/2 size pit (top) 1,000 Lady's Riding Suits, fine, \$1.50; top steel Army Cots new, \$1.50 each. CHESTER 463 No. State, Chicago Illinois.

SACRIFICE FOLLOWING GAMES English Pool, \$15; Three-Run, \$12; six Pop-In Boxes, \$3 each; Country Store 7 Cops, \$50. J. WARD, 932 Fairmount, Philadelphia Pa.

BANISCO ICE CREAM SANDWICH MACHINE, New Royal Popcorn Outfit. J. BROWN, Portales, N. M. mar17

SAVE \$200 by ordering or buying new a good clean ride, Jazz Swing for parks, beaches, picnics, carnivals, fairs, etc. Let us have your order now. Best and cheapest ride. HARRY SMITH, Grata, Pennsylvania.

SAVE MONEY—Buy a Jazz Swing now, also second-hand Jazz Ho Swing cheap. HARRY SMITH, GLAZT, Pennsylvania.

SCALES FOR SALE—16 Cattle Cadillac Weighing Scales, in good condition \$150.00 each. 30 Arcade Machines Write for price list. L. BIRN-WITZ, 615 Dickinson St., Philadelphia, Pennsylvania.

SCENERY—Palace Arc Set, complete, eight pieces; main curtain beautiful peacock blue. Use an cyclorama if desired. Fireproof. fit for any stage, used two seasons, good shape. Original cost, \$750.00. Bargain, \$125.00. One-half cash, balance C. O. D. Installation. Including Taylor Truck. GILBERT, 1017 5th Ave., So., Minneapolis.

SHOOTING GALLERY, Popcorn Wagon (small), Ice Cream Sandwich Machine. J. W., Billboard, Chicago.

SIX (6) PDST CARD VENDING MACHINES, good condition, \$40. CHAS. LOHLE, JR., 1057 Sprungfield Avenue, Irvington, New Jersey.

SIX STANDARD Ice Cream Sandwich Machines 1 and 2/2 Little, \$20.00 each. First M. O. takes pick. LOU J. PALMER, Poyette, Wisconsin.

SIXTY COWHIDE OXFORD BAGS, full size, army stock, delivered at \$1.75. REDINGTON CO., Scranton, Pennsylvania. mar24

SLOT MACHINE BARGAINS. LIL SIMINGTON, 2311 Larimer, Denver, Colorado. mar15

SLOT MACHINES—Ten late-style Electrics, \$5.50 each; 2 old-style Exhibit Card Venders, \$7.50 each; 6 late Improved Exhibit Card Venders, \$10.00 each; Mills Spring Scales, \$25.00. HAL C. MOUDY, Chicago, Illinois. mar17

SLOT MACHINES—Closing out. Stamp for list. NOVELTY SALES CO., Shamokin, Pa. mar16

SLOT MACHINES CHEAP—Stamps for list. LANG, 631 Division St., Toledo, Ohio. apr14

SLOT MACHINES—Mills Hanging Bag Puncher, \$30.00; 1000 1/2 size, \$15.00; A. C. or D. C. motor, \$7.00; Mills Iron Cabinet Operator Bells, \$2.00; 1/2 Fly Fly Little Shocks, \$7.50; Balist Vender, \$7.00; Match Machine, 3 edging, \$10.00; 1000 1/2 size Mills McCUSKER, 212 N. 5th, Philadelphia, Pennsylvania.

SLOT MACHINES—First \$75.00 cash takes 2 good Mills O. K. No. C. D. C. J. HOLZBACH & CO., 2533 Dupont, So., Minneapolis, Minn. mar31

SLOT MACHINES—Mills Quatroscope and 100 Assorted Views, \$40.00. 8 Combination Venders, \$7.50 each. Five-Tag Lifter and Grip, \$18.00. Theater-Seat Cassette Machine, \$20.00. E. J. LIGHTON, Wiscasset, Maine. x

SLOT MACHINES—Wm. Galt Auto Pin to Machine. Sceneries, Mills Drop-Picture Machines, Phonographs, Post Cards, Love Letter and Feature Machines, Name Plates, Puncher, Electric Shows. Sewing a Woman in Two Illusion, Freuche Valentine make. F. D. ROSE, 301 Main St., Gloucester, Massachusetts.

SLOT MACHINES, new and second-hand, bought, sold, leased, repaired and exchanged. Write for descriptive and descriptive list. We have for immediate delivery Mills or Jennings O. K. Gum Venders, in 5c or 25c play. Also Bronnia, Excelsa, National, Jones, Galt and all styles and makes to numerous to mention. Send in your old Operator Bells and let us make them into money-getting two-bit machines with our improved coin detector and pay-out ideas. Our construction is fool proof and made for long distance operation with our improved parts. We do not charge repair work of all kinds. Address P. O. BOX 114, North Side Station, Pittsburgh, Pennsylvania. apr7

SOME CHICKEN BALL GAME; Penn novelty make. Only need a short time. Cost \$46; first \$10 takes it. MARLE SCHAEFFI, 1510 Lake St., Chicago, Illinois.

SUITCASE FULL OF MAGICIAN'S TRICKS, 75 in all complete apparatus and instructions, \$5.00; extra extra. Magic Library, 500 titles. Large Double Collection, 1000 titles for \$10. stamp. MYSTICAL GRAY, 3319 Hermon, Chicago.

THIRTY Iron Microscope Machines, D-L model, in used working condition; \$30.00, complete with lens. T. LEONIS, 525 West 163rd St., New York.

USED AND NEW SLOT MACHINES of all kinds. Also parts for same. H. W. YENDERS, 1721 W. 2nd St., Dayton, Ohio. apr21

USED SLOT MACHINES for Arcades and Parks. Iron Microscopes, \$30.00 each. Rosenfeld Photo-graphs, direct current, 4-minute records used \$15.00 each. Edison Phonographs, 4-minute records, used, \$10.00 each. Grip and Lifts from \$10.00 to \$40.00 each. Telephone Fortune Teller, \$125.00. Gypsy Fortune Teller, \$80.10. Benedict's Mystic Mirror, \$50.00. Weekly Mystic Graph, \$35.00. Automatic Holly Planes, \$100.00 each. Exhibit floor-style Post Card Machines, \$10.00 to \$17.50 each. Drop-picture Views from \$1.25 to \$2.25 per set of 15 views with sign. ESSANESS AMUSEMENT CORPORATION, 48 E. 11th St., New York City. mar24

VENDING MACHINES—5 Klinkert Stick-Gum Venders, \$3.50 each; 15 Holly-Gum Venders, \$4.00 each; 1 Globe Match Vender, \$15.00; 1 Northwestern Match Vender, \$10.00; 1 Dutchess Perfume Vender, \$10.00. HAL C. MOUDY, Danville, Illinois.

WANTED—A Popcorn Machine; will trade a \$275.00 Jack Frost Machine; will freeze any flavor in ten seconds. In view of customer. W. W. LONES, 3616 Louisa St., Pittsburg, Pa. Oakland Sta.

WIZARD FORTUNE TELLER, \$7; Lifter, \$12. Rosenfeld Phonograph, \$16; Advance Electric, \$14; Windmill Candy Machine, \$29; Mills Lobby Bell with Chicks \$22; Hall Gum Machines, \$27.50; Waitling Iron Scale, \$25; Combination Lifter, Grip and Finger Pull, \$22; 4-slot flat Gum Vender, \$4; Microscope Reels \$1, assist. View, 4c each; new Sphinx Fortune Teller, \$22.50 each; Circular write boards, 4-foot Country Store \$20; 30 No. Ball-Bearing Wheel and Bicycle Wheel \$8 each; 3 new Cats, 21, new 3-marble games, \$6; Baz-a-Tell, \$22; Postcard, Button Typing Camera, \$25 good as new. FRED VANCE, 524 S. Campbell Ave., Chicago, Illinois.

3 CONCESSION TENTS in A-No. 1 condition. Two with Awning Fronts Counter Curtains and Pin Hinge Frames. Ready to set up. Also High Striker. For particulars and prices address VICTOR M. BARNES, Mingo Junction, Jefferson County, O.

8x10 CONCESSION TENT, 8-ft. Sidewalls with Portable Frame, \$20. FREEMAN OSTER, 322 Mulberry St., Scranton, Pennsylvania.

20x30 TENT, \$50; Snake Banner and Pit \$25; Grave-Robber Banner, \$6; Mermaid and Banner, \$15; Sea Serpent, \$25; Ibisus Monkey and Cape, \$25; pair Prairie Dogs and Cage, \$10; complete 5-12-1, ready to open for sale. Write Monkey Banner QUACKENBUSH Big Flats, New York.

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WANTED—Blues Singer and Entertainer. Must be young, good looking. Vaudeville musical act open March 15th. State all Picture returned. Write wire. OULIESTRA, 211 Morgan Bldg., Wichita Falls, Texas.

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WANTED—For small tent show, single musical or novelty act; change strong three nights, help put up and take down, eat and sleep on lot, make salary low. H. F. YOUNG, 310 Spring St., Louisville, Ohio.

WANTED—A-1 Band instructor; must teach brass band and reed; permanent right man. PERRY CONCERT BAND, Perry, Florida. x

WANTED—Med. people, man and wife. Must play piano or organ, work acts. People who are not afraid of work. Small town show. Live on lot. Make salary low. State all first letter. Tickets? No Address ROY E. LEROY, Gen. Del., Grand Saline Texas. mar24

WANT Young Lady, medium size, good figure, to pose for fancy shooting and knife-throwing act, to appear with an expert marksman. No experience necessary. Thirty weeks' work with Gentry Bros. and James Patterson's Animal Circus. Address JAMES W. BEATTIE, 118 W. Adams St., Syracuse, New York.

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WANTED—Small Orchestra doubling Band. WILKES, Albion, Illinois. mar31

WANTED—Projectionist that can handle Mazda, Bliss or Arc American Machine. Must know how to handle engine and generator. If you can do more say so. F. E. PIPER, Seneca, Georgia.

WANTED—Performers that change for week or more. State lowest first rate, also if you play Piano or Organ. DAVE CALDWELL, Great Valley, Calif. Co., New York.

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WANTED—Blues Singer and Entertainer. Must be young, good looking. Vaudeville musical act open March 15th. State all Picture returned. Write wire. OULIESTRA, 211 Morgan Bldg., Wichita Falls, Texas.

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WANTED—LINDEMAN BROS.' CIRCUS. Musicians, Calliope Player, Performers that double in band. Good Ford mechanic to double in band. Man run Side-show. Will buy Wild or Domestic Animal-s. names and unshipped. 504 So. 13th St., Sheboygan, Wisconsin.

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A-1 VIOLINIST WANTED by "The Dakotas" Dance Orchestra of Sioux Falls, So. Dak. Join March 27th. Must be young, neat, reliable. Prefer man doubling banjo. No letters answered unless salary is stated. RALPH MULLEN, 4222 So. Benton, Kansas City, Missouri. x

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PIANIST—Double trombone. Others write. All dance work. Wire, saying what you can do. State salary. GIL HORST, Appleton, Wisconsin.

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FOR SALE—1,000 Veneered Opera Chairs, two Power's 6-A, motor driven, for carbon lamphouse or projector. Electric Mazda complete. H. B. JOHNSTON, 535 S. Dearborn St., Chicago. mar24

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WANT PASSION PLAY, new or second-hand. HILMARK, 165 Broadway, New York. mar31

WANTED—Swedish, Norwegian and Danish Moving Pictures. I. A. O. CRONK, 953 Lowry, N. E. Minneapolis, Minnesota. mar17

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ROUTE DEPARTMENT

Managers and artists are respectfully requested to contribute their dates to this department. Routes must reach The Billboard not later than Friday of each week to insure publication.

When no date is given the week of March 12-17 is to be supplied.

Abel, Neat (Orpheum) Minneapolis; (Palace) Milwaukee 19-24.
Aces, Four (Temple) Detroit; (Temple) Rochester, N. Y. 19-24.
Adah Jean & Co. (Orpheum) Kansas City.

Broadway to the Bowery (Columbia) Davenport, Ia., 15-17; (Orpheum) Sioux City, Ia., 22-24.
Branson & Edwards (Majestic) Johnstown, Pa., 15-17.
Brower, Walter (Pantages) Salt Lake City; (Pantages) Ogden 19-24.

Connelly, E. & J. (Palace) Chicago; (Orpheum) Memphis 19-24.
Conroy & Howard (Lincoln Sq.) New York 15-17.
Coogan & Casey (Orpheum) San Francisco; (Orpheum) Fresno 22-24.

Edwards, Irving (Greenpoint) Brooklyn 15-17.
Edwards, Paula, & Co. (Proctor) Yonkers, N. Y., 15-17.
Edwards & Dean (Globe) Kansas City, Mo., 15-17; (Electric) Springfield 19-21; (Electric) Joplin 22-24.

Babeck & Dolly (Ben All) Lexington, Ky., 15-17.
Peggett & Sheldon (Tivoli) Chattanooga, Tenn.
Ball, Ernest R. (Albee) Providence, R. I.
Ball, Rae, & Bro. (Princess) Montreal; (Keith) Boston 19-24.

Caledonia Four (Metropolitan) Brooklyn 15-17.
California Ramblers (Columbia) Far Rockaway, N. Y., 15-17.
Calvin & O'Connor (Poli) Bridgeport, Conn.
Cameron, George (State) Newark, N. J.
Cameron, Four (Orpheum) Winnipeg, Can.; (Orpheum) Vancouver 19-24.

D. D. H. (Orpheum) Memphis; (Orpheum) Terre Haute, Ind., 15-17; (Palace) South Bend, 19-21; (Majestic) Bloomington, Ill., 22-24.
Daisy, Mlle., & Stein Bros. (Kedzie) Chicago 15-17.
Dale, Billy, & Co. (Orpheum) St. Paul; (Orpheum) Des Moines, Ia., 19-24.

Edwards, Irving (Greenpoint) Brooklyn 15-17.
Edwards, Paula, & Co. (Proctor) Yonkers, N. Y., 15-17.
Edwards & Dean (Globe) Kansas City, Mo., 15-17; (Electric) Springfield 19-21; (Electric) Joplin 22-24.

WIG
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Glasen, Billy (Majestic) Dallas, Tex.; (Majestic) Houston 19-24.
 Glencoe Sisters (Princess) Nashville, Tenn.
 Glenn & Jenkins (Orpheum) St. Louis; (Main St.) Kansas City 19-24.
 Golden Gate Four, J. O. Cunningham, mgr.; Kingston, N. Y., 15-17.
 Golden Gate Trio (Grand) Shreveport, La.
 Golden, Ernie, & Orch. (Broadway) New York.
 Golden, Jack (Pantages) Long Beach, Calif.; (Pantages) Salt Lake City 19-24.
 Gordon & Day (Rijou) Savannah, Ga.
 Gordon Duo (State) Memphis, Tenn.
 Gordon & Spain (LaSalle Garden) Detroit 15-17.
 Gordon, Vera (Orpheum) Winnipeg, Can.; (Orpheum) Vancouver 19-24.
 Gordon & Rice (Orpheum) Kansas City; (Orpheum) Sioux City, Ia., 19-21.
 Gordon, Rhodie (Keith) Syracuse, N. Y.; (81st St.) New York 19-24.
 Grandos, Popito (Lyric) Mobile, Ala.
 Grandos, Jenn (Lincoln Sq.) New York 15-17.
 Gray, Ann (Lyric) Hamilton, Can.; (Shea) Buffalo 19-24.
 Grazer & Lawlor (Warwick) Brooklyn 15-17.
 Green & Myra (Warwick) Brooklyn 15-17.
 Greene, Gene (Orpheum) Winnipeg, Can.; (Orpheum) Vancouver 19-24.
 Greene, Gladys, & Co. (Palace) Flint, Mich., 15-17.
 Greene, Hazel, & Co. (Palace) Indianapolis.
 Green & Barker (Majestic) Ft. Worth, Tex.
 Gurran & Marguerite (Alhambra) New York.

Hackett & Beach (Electric) Springfield, Mo., 15-17.
 Hackett & Delmar Revue (Coliseum) New York 15-17.
 Haig, Emma (Royal) New York.
 Haig, Joe & Willie (Orpheum) Tulsa, Ok.
 Hall & Dexter (Lyric) Richmond, Va.
 Halls, Frank & Ethel (Seventh St.) Minneapolis; (Orpheum) Sioux Falls, S. D., 19-21; (Liberty) Lincoln, Neb., 22-24.
 Hallen & Day (Keith) Augusta, Ga.
 Hallen & Russell (State-Lake) Chicago; (Palace) Milwaukee 19-24.
 Hamilton, Aveo (Pala) Saratoga, Pa.
 Hamner, Tito, Co. (Allce) Providence, R. I.
 Hampton & Blake (Greenpoint) Brooklyn 15-17.
 Hancock Japs (Keith) Augusta, Ga.
 Haney & Morgan (Palace) Cincinnati.
 Hanley, Jack (Palace) Milwaukee; (State Lake) Chicago 19-24.
 Hancock Family (Pantages) San Francisco; (Pantages) Oakland 19-24.
 Hanson & Burton Sisters (Rijou) Birmingham, Ala.
 Hardie, Marcell (Alhambra) Philadelphia 15-17.
 Harrington & Green (Proctor) Paterson, N. J., 15-17.
 Harris, Dave, & Band (State) Newark, N. J.
 Harrison & Dakin (Temple) Rochester, N. Y.
 Hart, Betty Lou (Pantages) San Diego, Calif.; (Pantages) Long Beach 19-24.
 Hart & H. Kane (Electric) Joplin, Mo., 15-17; (Electric) Kansas City, Kan., 19-21; (Columbia) St. Louis 22-24.
 Hartwell, The (105th St.) Cleveland.
 Harvard, Holt & Kendrick (Pantages) Seattle; (Pantages) Vancouver, Can., 19-24.
 Harvey, Hauey & Grace (Orpheum) Oklahoma City, Ok.
 Harvey, Chick & Tiny (Victoria) New York 15-17.
 Haskell, Loney (Lyric) Birmingham, Ala.
 Hasser, Margaret (Maryland) Baltimore; (Keith) Washington 19-24.
 Hase, A. & M. (Orpheum) Fresno, Calif.; (Hill St.) Los Angeles 19-24.
 Havermann's Animals (Pantages) Pueblo, Col.; (Pantages) Omaha 19-24.
 Hayes, Bert (Imperial) Montreal.
 Hayes & Lloyd (Goode) Kansas City, Mo., 15-17; (Electric) Joplin 19-21; (Electric) Springfield 22-24.
 Haynes, Mary (Keith) Washington; (81st St.) New York 19-24.
 Healy & Cross (Royal) New York; (Albee) Providence, R. I., 19-24.
 Heather, Josie (Pantages) Los Angeles; (Pantages) San Diego 19-24.
 Hector (Majestic) Chicago.
 Helm & Lockwood Sisters (Boulevard) New York 15-17.
 Henshaw, Bobby (Orpheum) Denver.
 Hennings, J. & W. (Academy) Norfolk, Va.
 Hennups, Fred & Anna (Orpheum) Oklahoma City, Ok.
 Henry & Adelaide (Imperial) Montreal.
 Heras & Willis (Franklin) New York 15-17.
 Herbert Musical Duo (Star) Muncie, Ind.
 Herbert & Dare (Majestic) Houston, Tex.; (Majestic) San Antonio 19-24.
 Herbert, Jos. Jr., (Englewood) Chicago 15-17; (Palace) South Bend, Ind., 22-24.
 Herberts, The (Orpheum) Omaha; (Orpheum) Des Moines, Ia., 19-24.
 Heron, Lillian (Lyric) Columbia, S. C.
 Hermon, Al (Fauror O. B.) Lima, O., 15-17.
 Herrmann, Adelaide (Colonial) Erie, Pa.; (Keith) Syracuse, N. Y., 19-24.
 Hiatt, Ernest (Majestic) Little Rock, Ark.
 Hickman & Malle (Palace) Cincinnati.
 Hickman, Geo. & Paul (Orpheum) Madison, Wis., 15-17; (Majestic) Chicago 19-24.
 Hines, Harry (Pantages) San Francisco; (Pantages) Oakland 19-24.
 Hinson, Florence (Pala) Wilkes-Barre, Pa.
 Holland & Odon (Keith) Lowell, Mass.; (Keith) Portland, Me., 19-24.
 Holland Romance (125th St.) New York 15-17.
 Holman Bros. (Keith) Orlando, Fla.
 Holman, Harry (Orpheum) Denver 19-24.
 Holmes & Levere (Keith) Philadelphia.
 Holt & Leonard (Palace) Indianapolis.
 Hon, Andy Gump (Rialto) Racine, Wis., 15-17; (Grand) St. Louis 19-24.
 Hooker, Ethel (85th St.) New York 15-17.
 Hook Trio (Pantages) Saskatoon, Can.
 Hoodini (Orpheum) Portland, Ore.; (Orpheum) San Francisco 19-24.
 Hood & Clark (Orpheum) Oakland, Calif., 19-24.
 Hood, Tom (Rivera) Brooklyn 15-17.
 Hood & Ross (Fulton) Brooklyn 15-17.
 Howard, Bert (Orpheum) Fresno, Calif.; (Orpheum) Los Angeles 19-24.
 Howard, Wynford & Bruce (Orpheum) Portland, Ore.; (Orpheum) San Francisco 19-24.
 Howard, Lorraine, Co. (Palace) New Haven, Conn.
 Howard & Brown (Boulevard) New York 15-17.
 Howard, Clara (Moore) Seattle; (Orpheum) Portland 19-24.

Howard, Chas. & Co. (Pantages) Vancouver, Can.; (Pantages) Bellingham, Wash., 19-21.
 Howard & Lewis (Keith) Augusta, Ga.
 Huber, Chad, & M. (23d St.) New York 15-17.
 Hughes, Mrs. Gene (Keith) Washington.
 Huff, Grace, & Co. (Keith) Indianapolis.
 Hughes, Fred (Moore) Seattle; (Orpheum) Portland 19-24.
 Hughes & Pam (State) Cleveland.
 Hughes, Jack, Duo (Majestic) Grand Island, Neb., 15-17.
 Hughes & Lady Friends (LaSalle Garden) Detroit 15-17.
 Hunting & Francis (Lyric) Columbia, S. C.
 Hurst & Vogt (Main St.) Kansas City; (Orpheum) Sioux City, Ia., 22-24.
 Hyams & McIntyre (Orpheum) Oklahoma City, Ok.
 Hymack (Temple) Rochester, N. Y.; (Shea) Buffalo 19-24.
 Hymer, J. B. (Orpheum) Omaha; (Palace) Chicago 19-24.

Ibach's Entertainers (Keith) Boston; (Albee) Providence, R. I., 19-24.
 In Wrong (State) Newark, N. J.
 Ingales, Rupert (Keith) Washington; (Palace) New York 19-24.
 Irving, Margaret Wm. Seabury & Monte Carlo Orch. (Hamilton) New York 15-17.
 Irving & Elliott (State) Buffalo.
 Irwin, Chas. (Orpheum) New Orleans; (Orpheum) Kansas City 19-24.
 Ishikawa Japs (Pala) Wilkes-Barre, Pa.

Jackson, Joe (Pantages) Spokane; (Pantages) Seattle 19-24.
 Jackson, Bobby, & Co. (Palace) Ft. Wayne, Ind., 15-17; (Gordon) Middletown, O., 19-21; (Fauror) Lima 22-24.
 Jabri & George (Keith) Lowell, Mass.; (Keith) Portland, Me., 19-24.
 Janis, Ed, Revue (Lyric) Birmingham, Ala.
 Janis & Chaplow (Lyric) Columbia, S. C.
 Jansleys, Flye (Pantages) Vancouver, Can.; (Pantages) Bellingham, Wash., 19-24.
 Jarvis & Harrison (Palace) Indianapolis.
 Jason & Harrigan (Majestic) San Antonio, Tex.; (Majestic) Ft. Worth 19-24.
 Jemima, Aunt (Orpheum) Des Moines, Ia.; (Orpheum) Minneapolis 19-24.
 Jewell & Rita (Pantages) Pueblo, Col.; (Pantages) Omaha 19-24.
 Johnny's New Car (Novelty) Topeka, Kan., 15-17; (Globe) Kansas City, Mo., 19-21.
 Jolson, Harry (Regent) New York 15-17.
 Johnson & Baker (Golden Gate) San Francisco 19-24.
 Johnson, J. Rosamond (Palace) New York.
 Johnson Bros., & Johnson (Empress) Omaha, Neb.; (Electric) Kansas City, Kan., 19-21; Jones & Johnson (Palace) Hartford, Conn.
 Jones & Jones (Keith) Boston.
 Josefsson's, Johannes, Icelanders (The Boardwalk) New York, Indef.
 Joe Quon Tal (Proctor) White Plains, N. Y., 15-17.
 Justa & Marshall Revue (Howard) Boston.

Kahne, Harry (Temple) Detroit.
 Kaley & Brill (Colonial) Erie, Pa.; (O. H.) Jamestown, N. Y., 19-24.
 Kara (Delaney) New York 15-17.
 Kate & Wiley (Pantages) Los Angeles; (Pantages) San Diego 19-24.
 Kaufman & Lillian (Pantages) Kansas City; (Pantages) Memphis 19-24.
 Kean, Richard (Orpheum) San Francisco; (Orpheum) Oakland 19-24.
 Keating, Chas., & Co. (Jefferson) New York 15-17.
 Kellors, Les (Palace) Chicago.
 Kellum & O'Dare (Franklin) New York 15-17.
 Kelly, Tom (Hill) Meriden, Conn.
 Kelly, Walter C. (Orpheum) Des Moines, Ia.
 Kelly & Wise (Palace) Brooklyn 15-17.
 Kelso Bros. (Capitol) Hartford, Conn.
 Keltons, The (Orpheum) St. Paul.
 Kennedy & Berle (Majestic) Little Rock, Ark.
 Kennedy & Kramer (Palace) New Orleans.
 Kennedys, Dancing (Majestic) Chicago; (Orpheum) Champaign 22-24.
 Kennedy & Davis (Strand) Washington.
 Kennedy, Frances (Orpheum) San Francisco 19-24.
 Kennedy & Andrew (Proctor) Elizabeth, N. J., 15-17.
 Kenny & Hollis (Imperial) Montreal.
 Keno, Keyes, & McRose (Grand) Centralia, Ill., 15-17; (Hipp.) Terre Haute, Ind., 19-21.
 Kerr & Weston (Keith) Boston; (Albee) Providence, R. I., 19-24.
 Kimberley & Page (State) Cleveland.
 Kinney, Hubert (Palace) Brooklyn 15-17.
 Kinzo (Grand) St. Louis 15-17.
 Kitoros, Three (Fairfax) Miami, Fla.
 Kltner & Reaney (Pantages) San Diego, Calif.; (Pantages) Long Beach 19-24.
 Kitz, Albert (Auditorium) Nickels, Wis.; (Auditorium) Hortonsville 19-24.
 Klee, Mel (Keith) Haverhill, Mass., 15-17; (Keith) Fall River 19-21; (Keith) Brockton 22-24.
 Kohn, Mignonette (Orpheum) San Francisco; (Orpheum) Oakland 19-24.
 Kraemer, Birdie (Orpheum) Boston.
 Kuma & Co. (Columbia) Far Rockaway, N. Y., 15-17.

Ladora & Beckman (Pantages) Portland, Ore.
 LaFrance Bros. (Warwick) Brooklyn 15-17.
 LaGraciosa (Main St.) Kansas City; (Grand) St. Louis 19-24.
 LaMarr, Harry (Lyric) Columbia, S. C.
 LaMont Trio (Moore) Seattle; (Orpheum) Portland 19-24.
 LaMonte, Lester (Hipp.) Spokane 15-17; (LeGion) Walla Walla 18-19; (Hipp.) Seattle 23-24.
 LaPatricia Trio (Main St.) Kansas City.
 LaPine & Emery (Pantages) Saskatoon, Can.
 LaRene, Fred, & Co. (23d St.) New York 15-17.
 LaRocca, Rosy (Orpheum) St. Louis; (Orpheum) Memphis 19-24.
 LaRue, Eva (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 19-24.
 LaSalle, Bob (Pantages) Spokane; (Pantages) Seattle 19-24.
 LaSous & Gilmore (Loew) London, Can.
 LaTocha, Phil (Pantages) St. Paul; (Pantages) Winnipeg, Can., 19-24.
 LaToy Models (Hill) Bridgeport, Conn.
 LaToy Bros. (State) Newark, N. J.
 LaVolla, Pat & Julie (Pantages) San Francisco 19-24.
 Lambert & Fish (Majestic) Little Rock, Ark.
 Land of Fantasy (Orpheum) Vancouver, Can.; (Moore) Seattle 19-24.
 Land of Tanga (Pala) Bridgeport, Conn.

Langdon, Harry, & Co. (Golden Gate) San Francisco 19-24.
 Langford & Fredericks (Orpheum) Omaha; (Orpheum) Sioux City, Ia., 19-21.
 Lanning, Don (Columbia) Davenport, Ia., 15-17.
 Lansing, Charlotte (Majestic) Dallas, Tex.; (Majestic) Houston 19-24.
 Laurie, Joe J. (Forham) New York 15-17.
 Lawton (Seventh St.) Minneapolis.
 LeBeche Duo (Emery) Providence.
 LeMaure, George (Palace) Waterbury, Conn.
 Leach-Wallin Trio (Pantages) Kansas City; (Pantages) Memphis 19-24.
 Leahy Bros. (Victory) Holyoke, Mass., 15-17; (Broadway) Norwich, Conn., 18-20; (Palace) S. Norwalk 22-24.
 Leahy Bros. (Capitol) New London, Conn., 12-14.
 Leaming, Artie (Poll) Worcester, Mass.
 Leard (Lockwood) (Palace) Cleveland; (Davis) Pittsburgh 19-24.
 Lee, Laurel (Majestic) Grand Island, Neb., 15-17.
 Lee & Cranston (Poll) Wilkes-Barre, Pa.
 Leedum & Stamper (Albee) Providence, R. I.; (Keith) Philadelphia 19-24.
 Lehman, Bobby (Pantages) Omaha; (Pantages) Kansas City 19-24.
 Leipsig (125th St.) New York 15-17.
 Leitell, Lillian (Hamilton) New York 15-17.
 Leonard, Eddie (Palace) Chicago; (Palace) Milwaukee 19-24.
 Leone, Maude, & Co. (Pantages) San Francisco; (Pantages) Paducah, Ky., 15-17.
 Lester (Orpheum) Paducah, Ky., 15-17.
 Let's Go (Rialto) Kokomo, Ind., 15-17.
 Levine & Rita (Rivera) Brooklyn 15-17.
 Levy, Bert (Ben All) Lexington, Ky., 15-17.
 Lewis & Dody (Proctor) Newark, N. J.
 Lewis & Norton (Pantages) Spokane; (Pantages) Seattle 19-24.
 Liddel & Gibson (81st St.) New York.
 Lillita (Liberty) Terre Haute, Ind., 15-17.
 Lime Trio (Shea) Toronto; (Princess) Montreal 19-24.
 Lindsay, Fred, & Co. (Victory) Evansville, Ind., 15-17.
 Ling & Long (Orpheum) New York 15-17.
 Little Billy (Majestic) Houston, Tex.; (Majestic) San Antonio 19-24.
 Little Liar (American) New York 15-17.
 Little Driftwood (Keith) Washington.
 Little Cottage (Orpheum) Winnipeg, Can.; (Orpheum) Vancouver 19-24.
 Lloyd & Goode (Main St.) Kansas City; (Novelty) Topeka, Kan., 19-21.
 Lloyd, Herbert, & Co. (Seventh St.) Minneapolis; (Majestic) Milwaukee 19-24.
 London Steps (Rivera) Brooklyn 15-17.
 Longene Manor (Palace) New York.
 Long Tag Sam & Co. (Proctor) Mt. Vernon, N. Y., 15-17; (Orpheum) Brooklyn 19-24.
 Longfields, The (Auditorium) Winston-Salem, N. C.
 Lopez, Vincent (Orpheum) Brooklyn.
 Lordons, Three (Keith) Columbus, O.
 Lorraine, Ted (105th St.) Cleveland; (Keith) Cincinnati 19-24.
 Love Sisters (Orpheum) Oakland, Calif.; (Hill St.) Los Angeles 19-24.
 Lovett, George, & Co. (Empress) Omaha, Neb.; (Majestic) Dubuque, Ia., 19-21.
 Lucas & Inez (Orpheum) Los Angeles.
 Lumars, The (Pantages) Oakland, Calif.; (Pantages) Los Angeles 19-24.
 Lydell & Macy (Keith) Portland, Me.
 Lynn & Thompson (Palace) Jacksonville, Fla.
 Lynn & Howland (Palace) Springfield, Mass.
 Lyell & Faut (Keith) Cincinnati; (Keith) Toledo, O., 19-24.

MacSovereign (Orpheum) Wichita, Kan.
 McCormack & Wallace (Lyric) Richmond, Va.
 McCormick & Winehill (Rijou) Savannah, Ga.
 McCormick, Billy (Avenue B) New York 15-17.
 McCormick, Marc (Orpheum) Denver.
 McFarland Sisters (Pantages) Denver; (Pantages) Pueblo 22-24.
 McFarlane & Palace (Colonial) New York.
 McGivney, Owen (Shea) Toronto; (Princess) Montreal 19-24.
 McGoode, Lenzen & Co. (Columbia) Davenport, Ia., 15-17; (Palace) South Bend, Ind., 22-24.
 McKay, May, Sisters (Rialto) Chicago.
 McKay & Earle (Auditorium) Norfolk, Neb., 16-17.
 McKay & Ardine (Orpheum) Minneapolis; (Palace) Milwaukee 19-24.
 McLaughlin & Evans (Davis) Pittsburg; (Palace) Cleveland 19-24.
 McLaughlin & Carson (Lyric) Mobile, Ala.
 McWilliams, Jim (Keith) Syracuse, N. Y.
 Mack, Hughie; Marquette, Mich.; Munsing 19-24.
 Mack & Brantley (Palace) Hull, Eng., 25-31; (Alhambra) Glasgow Scotland, April 27.
 Mack & Castleton (Pantages) St. Paul; (Pantages) Winnipeg, Can., 19-24.
 Mack & Velmar (Orpheum) Champaign, Ill., 15-17; (Orpheum) Quincy 19-21; (Orpheum) Galesburg 22-24.
 Magley, Guy & Pearl (Orpheum) Sioux City, Ia., 15-17.
 Mahoney & Cell (State) Memphis.
 Mahoney, Will (Colonial) New York; (Palace) New York 19-24.
 Main & Bart (Palace) Chicago; (Orpheum) Memphis 19-24.
 Mallon & McCabe (Greely Sq.) New York 15-17.
 Mandell, Wm., & Joe (Shea) Toronto; (Princess) Montreal 19-24.
 Mang & Snyder (Lyric) Richmond, Va.
 Manhattan Trio (Liberty) Portland, Ore.
 Mankin (Orpheum) Boston.
 Mantel's Manikins (Orpheum) South Bend, Ind., 15-17; (Strand) Kokomo 18-21.
 Marchons, Three (125th St.) New York 15-17.
 Marcos & Lee (Seventh St.) Minneapolis.
 Marjoline & Victor (Boulevard) New York 15-17.
 Marmelaine Sisters (Shea) Toronto.
 Marriage vs. Divorce (Pantages) Saskatoon, Can.
 Marston & Manley (Loew) Dayton, O.
 Martin & Courtney (Poll) Meriden, Conn.
 Martin Duo (Shrine Circus) Albuquerque, N. M.; (Shrine Circus) El Paso, Tex., 24-31.
 Martin, Tom (State) Buffalo.
 Mason & Scott (Electric) Joplin, Mo., 15-17; (Electric) St. Joseph 19-21.
 Mason & School (15th St.) Kokomo, Ind., 15-17.
 Mason & Gwynne (Hill) Wilkes-Barre, Pa.
 Mason, Smiling Billy (Ben All) Lexington, Ky., 15-17.
 Mason & Bailey (Gates) Brooklyn 15-17.
 Maurice & Girls (Rialto) Chicago.
 Max & Moritz (Orpheum) Fresno, Calif.; (Orpheum) Los Angeles 19-24.
 Maxfield & Gelson (Majestic) San Antonio, Tex.; (Majestic) Ft. Worth 19-24.
 Maxine & Biddy (Keith) Portland, Me.
 Maxon & Brown (Regent) Lansing, Mich., 15-17.

Maxon & Morris (Delaney St.) New York 15-17.
 Mayhew, Stella (Palace) Bridgeport, Conn.
 Merlin, Jack (Young St.) Toronto.
 Merrif, Ben, & Co. (Keith) Syracuse, N. Y.
 Merritt & Conklin (Auditorium) Winston-Salem, N. C.
 Meyers & Hanford (Maryland) Baltimore.
 Middleton & Spellmeyer (Orpheum) Des Moines, Ia.
 Millard & Marlin (Orpheum) Brooklyn.
 Miller, Eddie (Orpheum) Denver.
 Miller, Packer, & Solz (Majestic) Chicago; (Majestic) Milwaukee 19-24.
 Miller & Bradford (Bushwick) Brooklyn; (Hiv erside) New York 19-21.
 Miller, M. & P. (Orpheum) Denver; (Orpheum) Omaha 19-24.
 Mishka, Oles, Co. (Pantages) St. Paul; (Pantages) Winnipeg, Can., 19-21.
 Miss Nobody (Pantages) Pueblo, Col.; (Pantages) Omaha 19-24.
 Mitty & Tillo (Orpheum) Minneapolis; (Orpheum) St. Paul 19-24.
 Monroc & Grant (Metropolitan) Brooklyn 15-17.
 Monte & Lyons (Orpheum) Grand Forks, N. D., 15-17; (Grand) Fargo 19-21; (Orpheum) Aberdeen, S. D., 22-24.
 Montgomery, Marshall (Orpheum) New York 15-17.
 Montrose, Belle (Majestic) Chicago; (Grand) St. Louis 19-24.
 Moore & Sby (Orpheum) Paducah, Ky., 15-17.
 Moore, Victor, & Co. (Holliston) New York.
 Moore, Gene & Myrtle (Orpheum) Sioux Falls, S. D., 15-17; (Auditorium) Norfolk, Neb., 22-24.
 Moore & Fields (Grand) Fargo, N. D., 15-17; (Seventh St.) Minneapolis 19-24.
 Moore, Al, & Band (Hipp.) Cleveland.
 Moore, Geo., & Girls (Columbia) Far Rockaway, N. Y., 15-17.
 Moore & Kendall (Orpheum) Vancouver, Can.; (Moore) Seattle 19-24.
 Moore & Freed (Temple) Rochester, N. Y.; (Shea) Buffalo 19-24.
 Morgan & Gates (Orpheum) Oklahoma City, Ok.
 Morgan & Gray (Pantages) Kansas City; (Pantages) Memphis 19-24.
 Morin Sisters (Pantages) Vancouver, Can.; (Pantages) Bellingham, Wash., 19-24.
 Morris & Shaw (Flatbush) Brooklyn.
 Morrissey & Young (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 19-24.
 Morrissey, Dolly (American) New York 15-17.
 Morton, George (State) New York 15-17.
 Moss & Frye (American) New York 15-17.
 Moss, Harrison (Rijou) Birmingham, Ala.
 Mullane, Frank (Young St.) Toronto.
 Murphy, Senator (State) Buffalo.
 Murphy, Bob (Victory) Evansville, Ind., 15-17.
 Murray & Oakland (Days) Pittsburgh.
 Murray & Gerrish (Keith) Syracuse, N. Y.
 Murray, Marion (Majestic) Houston, Tex.; (Majestic) San Antonio 19-24.

Nagyfa, The (Majestic) Ft. Smith, Ark.
 Nathan, Joe & Clara (Grand) Centralia, Ill., 15-17.
 Nathan & Sully (Capitol) Hartford, Conn.
 Nathane Bros. (Proctor) Mt. Vernon, N. Y., 15-17.
 Needham & Wood (Orpheum) Rockford, Ill.
 Nelson, Eddie (Greely Sq.) New York 15-17.
 Nelsons, Jugeline (Orpheum) Minneapolis; (Palace) Milwaukee 19-24.
 Nelson's Catland (Pantages) Ogden, Utah; (Pantages) Denver 19-24.
 Nestor, Ned, & Co. (Palace) Cincinnati.
 Nestor & Vincent (Loew) Dayt n, O.
 Nevada, Lloyd, & Co. (Golden Gate) San Francisco; (Orpheum) Oakland 19-24.
 Newman, Walter, & Co. (In Profiteering (Orpheum) Omaha; (Hennepin) Minneapolis 19-24.

WALTER NEWMAN
 IN PROFITEERING.
 Booked solid on Orpheum Time.
 Direction Wm. S. Hennessy.

Nichols, Howard (Keith) Columbus, O.
 Nielson, Alma (Majestic) Dallas, Tex.; (Majestic) Houston 19-24.
 Noble (Strand) Kokomo, Ind., 15-17.
 North & South (Broadway) Long Branch, N. J., 15-17; (Keystone) Philadelphia 19-24.
 Northline & Ward (American) New York 15-17.
 Norton & Wilson (Crescent) New Orleans.
 Norton & Melotte (Pantages) Long Beach, Calif.; (Pantages) Salt Lake City 19-24.
 Norton, Ruby (Keith) Lowell, Mass.
 Norton, Jack, & Co. (Palace) South Bend, Ind., 15-17.
 Norvell Bros. (American) New York 15-17.
 Norwood & Hall (Hamilton) New York 15-17.
 Norworth, Ned (Palace) New Orleans.

OConnor Sisters (Rialto) Racine, Wis., 15-17.
 O'Donnell & Blair (Orpheum) Denver 19-24.
 O'Donnell, Vincent (Keith) Indianapolis; (Palace) Cleveland 19-21.
 O'Neil, James, & Co. (Proctor) Mt. Vernon, N. Y., 15-17.
 O'Neil, Sancer & Benson (Electric) Kansas City, Kan., 15-17; (Novelty) Topeka 19-21.
 O'Neil & Plunkett (Keith) Lowell, Mass.; (Keith) Portland, Me., 19-24.
 Ohaja & Adrienae (Greely Sq.) New York 15-17.
 Oddities of 1923 (Grand) Shreveport, La.
 Oklahoma Four (Pantages) Portland, Ore.
 Olett & Mary Ann (Majestic) Ft. Smith, Ark.
 Old Timers (Orpheum) Boston.
 Olive & Mack (Regent) Lansing, Mich., 15-17.
 Olive & Gup (Maryland) Baltimore; (Keith) Washington 19-21.
 Olm, J., & N. (Majestic) Houston, Tex.; (Majestic) San Antonio 19-21.
 Olson & Johnson (Temple) Rochester, N. Y.; (Keith) Syracuse 19-21.
 Ordway, Laurie (National) New York 15-17.
 Orions, Four (Rivoli) Toledo, O.; (Miles) Cleveland 19-24.
 Osborne Trio (Princess) Montreal; (Keith) Syracuse, N. Y., 19-21.
 Osterman, Jack (Orpheum) Los Angeles.

Pair of Deuces (Electric) St. Joseph, Mo., 15-17; (Grand) St. Louis 19-24.
 Palermo's Dogs (Royal) New York; (Alhambra) New York 19-24.
 Palmenberg's Bears (Adios) Providence, R. I.
 Palo & Palet (Pantages) Los Angeles; (Pantages) San Diego 19-24.
 Pantoon Singers (Palace) Springfield, Mass.
 Paramount Four (Regent) New York 15-17.
 Parks, Grace & Eddie (Pantage) Portland, Ore.

MINSTREL WIGS, REAL HAIR
 307, 50c, 75c Ea. Klippert,
 46 Cooper Square, New York.

Parker Bros. (Orpheum) New Orleans
 Parker, Bedroom and Bath (Orpheum) New Orleans
 Pappal Bros. Three (Pantages) Winnipeg, Minn. (Pantages) Regina 19-21.
 Pappal Bros. & T. Wines (Keith) Washington.
 Pappal Bros. (Sheel) Toronto; (Princess) Montreal 19-21.
 Pappal & Millo (Liberty) Terre Haute, Ind., 15-17.
 Paul & Goss (Proctor) Mt. Vernon, N. Y., 15-17.
 Paul, Dr. (Bushwick) Brooklyn.
 Paul, Goss, & Co. (Prospect) Brooklyn 15-17.
 Pearson, Newport & Pearson (Orpheum) Memphis (Orpheum) New Orleans 19-24.
 Peck & Devere (Palace) Hartford, Conn.
 Peck Troupe, Bobby (Coliseum) New York 19-21.
 Peckham & Lillian (Pantages) Denver; (Pantages) Pueblo 22-24.
 Peck & Marguerite (Orpheum) Denver 19-24.
 Peckham & Lovell (Pantages) Oakland, Calif.; (Pantages) Los Angeles 19-24.
 Peckham, Mrs. & Mrs. S. (Miller) Milwaukee.
 Peckham, Mrs. & Co. (Palace) Waterbury, Conn.
 Peckham, Four (Keith) Indianapolis; (Keith) Toledo, O., 19-21.
 Peckham, The (Majestic) Little Rock, Ark.
 Peckham Troupe (Victoria) New York 15-17.
 Peckham, Eleanor, & Co. (Majestic) Ft. Smith, Ark.
 Peck & Ryan (State-Lake) Chicago.
 Peck & Goff (Pantages) San Diego, Calif.; (Pantages) Long Beach 19-24.
 Peckham, Laura (Orpheum) Brooklyn.
 Peckham Pigs (Columbia) St. Louis 15-17.
 Peckham & Lillian (Orpheum) New Orleans
 Peckham & Lillian (Palace) Jacksonville, Fla.
 Peckham, Milton, & Co. (Majestic) Springfield, Ill., 15-17; (Majestic) Chicago 19-24.
 Peckham & Oz (Riverside) New York; (Orpheum) Brooklyn 19-21.
 Peckham, Mr. & Mrs. Babe (Shrine Circus) Columbus, O., 19-24.
 Peckham, Jack, Sextet (Delancey St.) New York 15-17.
 Peckham & Wallace (Orpheum) St. Paul; (Orpheum) Minneapolis 19-24.
 Peckham & Klavis (Orpheum) Omaha; (Orpheum) Des Moines, Ia., 19-24.
 Peckham Four (Globe) Kansas City, Mo., 15-17; (Electric) St. Joseph 19-21; (Liberty) Lincoln, Neb., 22-24.
 Peckham Minstrels (State) Buffalo.
 Peckham & Vernon (Pantages) Winnipeg, Can.; (Pantages) Regina 19-21.
 Peckham Five (Keith) Orlando, Fla.
 Peckham, Martha (Keith) Boston.

Peckham Bros. & Smith (Orpheum) New York 15-17.
 Peckham's Dogs (Maryland) Baltimore; (Keith) Washington 19-24.
 Peckham, A. L. (Proctor) Hoboken, N. J.
 Peckham's End (Keith) Seattle; (Orpheum) Portland 19-24.
 Peckham, Dorothy (Keith) Orlando, Fla.
 Peckham, The (Proctor's 23d St.) New York 15-17.
 Peckham Bros. (Orpheum) Portland, Ore.; (Orpheum) San Francisco 19-24.
 Peckham & Von Kaufman (Lyric) Birmingham, Ala.
 Peckham & Mackay (Proctor) Elizabeth, N. J., 15-17.
 Peckham & Wells (Bushwick) Brooklyn; (Riverside) New York 19-24.
 Peckham & Selman (Greeley Sq.) New York 15-17.
 Peckham, Jesse (Keith) Toledo, O.
 Peckham & Moore (Pantages) Saskatoon, Can.
 Peckham, John (Bijou) Savannah, Ga.
 Peckham, Harriet, & Co. (Temple) Detroit; (Temple) Rochester, N. Y., 19-24.
 Peckham & Helmer (Lyric) Hoboken, N. J.
 Peckham, Jesse (Keith) Toledo, O.; (Keith) Cincinnati 19-21.
 Peckham, The (Palace) Bridgeport, Conn.
 Peckham Opera Co. (Pantages) Ogden, Utah; (Pantages) Denver 19-24.
 Peckham & White (Palace) Waterbury, Conn.
 Peckham, Major (Pantages) San Diego, Calif.; (Pantages) Long Beach 19-24.
 Peckham & Lindstrom (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 19-24.
 Peckham, Carl, & Co. (Victory) Evansville, Ind., 15-17.
 Peckham, Irene (Proctor) Mt. Vernon, N. Y., 15-17.
 Peckham, Ridiculous (Pantages) Memphis, Tenn.
 Peckham Twins (Pantages) Los Angeles; (Pantages) San Diego 19-24.
 Peckham Sisters, Home (Riverside) Brooklyn 15-17.
 Peckham Bros. (Orpheum) Wichita, Kan.
 Peckham Bros. (Pantages) Long Beach, Calif.; (Pantages) Salt Lake City 19-24.
 Peckham & Barrett (Majestic) Milwaukee; (Seventh St.) Minneapolis 19-24.
 Peckham Family (Empress) Grand Rapids, Mich.
 Peckham, J. E. (Keith) Washington
 Peckham, Theodore (Orpheum) St. Louis; (Orpheum) Memphis 19-24.
 Peckham, R. & W. (Keith) Cincinnati; (Temple) Detroit 19-24.
 Peckham & Pearce (Liberty) Terre Haute, Ind., 15-17.
 Peckham, Bill (Hipp.) Terre Haute, Ind., 15-17; (Hippo) St. Louis 19-21; (Majestic) Springfield, Ill., 22-24.
 Peckham & Fox (Empress) Grand Rapids, Mich.; (Keith) Toledo, O., 19-24.
 Peckham & Donnelly (Keith) Lowell, Mass.
 Peckham, W. & M. (Honnok) Bannock, Va.
 Peckham, Roy & Rogers (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 19-24.
 Peckham, Alan (Orpheum) Los Angeles 19-24.
 Peckham, Joe (Orpheum) Sioux City, Ia., 15-17.
 Peckham Sisters (Majestic) Milwaukee; (Seventh St.) Minneapolis 19-24.
 Peckham & Gant (Fairfax) Miami, Fla.
 Peckham & Dunn (Poll) Worcester, Mass.
 Peckham & Bent (Alhambra) New York; (Royal) New York 19-24.
 Peckham, Daniel (Orpheum) Boston.
 Peckham & Moon (Keith) Portland, Me.; (Keith) Lowell, Mass., 19-24.
 Peckham & Muffs (Murray) Richmond, Ind., 15-17.
 Peckham & Rona (Pantages) Spokane; (Pantages) Seattle 19-24.
 Peckham, B. (Temple) Rochester, N. Y.
 Peckham & Meehan (Pantages) Denver; (Pantages) Pueblo 22-24.
 Peckham & Duke (Greeley Sq.) New York 15-17.
 Peckham & Arthur (Boulevard) New York 15-17.
 Peckham Troupe (Hipp.) Baltimore.
 Peckham Midgets (Low) Astoria, I. L., N. Y.
 Peckham Venetian Five (Grand) St. Louis, Mo., 15-17.

Rozella, The (Fairfax) Miami, Fla.
 Ruberville (Majestic) Milwaukee; (Seventh St.) Minneapolis 19-24.
 Rubini, Jan (Pantages) Ogden, Utah; (Pantages) Denver 19-24.
 Rubini Sisters (Keith) Dayton, O., 15-17.
 Rudell & Dunlap (Orpheum) San Francisco; (Orpheum) Oakland 19-24.
 Runaway Four (Bushwick) Brooklyn; (Keith) Philadelphia 19-24.
 Russ, LeVan & Pete (State) New York 15-17.
 Ryan & Ryan (Pantages) Omaha; (Pantages) Kansas City 19-24.
 Ryan & Devine (Palace) Bridgeport, Conn.
 Ryan, Weber & Ryan (Faurot O. H.) Lima, O., 15-17.
 Sabinis, The (Moore) Seattle 19-24.
 Sadler, Dorothea, & Co. (Riverside) New York.
 Sager, Midgley & Co. (Imperial) Montreal.
 Sale, Chic (Temple) Detroit; (Temple) Rochester, N. Y., 19-24.
 Sampson & Douglas (Palace) Jacksonville, Fla.
 Santiago Troupe (Pantages) San Francisco; (Pantages) Oakland 19-24.
 Santos & Hayes (Keith) Philadelphia; (Maryland) Baltimore 19-24.
 Santrey & Seymour (Rialto) St. Louis 15-17.
 Sargent & Marvin (Orpheum) Winnipeg, Can.; (Orpheum) Vancouver 19-24.
 Savo, Jimmy (Hipp.) Baltimore.
 Saytons, The (Davis) Pittsburgh; (Keith) Indianapolis 19-24.
 Schicht's Mankins (Empress) Grand Rapids, Mich.
 Schupp's Comedy Circus (Pantages) Seattle; (Pantages) Vancouver, Can., 19-24.
 Schuler, Helen & Harriet (Shea) Buffalo; (Shea) Toronto 19-24.
 Seale (Victory) Evansville, Ind., 15-17.
 Seaman, Chas. F. (Low) Montreal.
 Seed & Austin (Keith) Boston; (Keith) Portland, Me., 19-24.
 Segal & Carroll (Palace) New York.
 Selbini & Grovini (Rialto) Racine, Wis., 15-17.
 Selemann & Freed (Orpheum) Champaign, Ill., 15-17.
 Severn, Margaret (Princess) Montreal.
 Seymour, Harry & Anna (Rialto) St. Louis 15-17.
 Shaoun, Frank (State) Memphis.
 Sharrock, Harry & Emma (Riverside) New York; (Colonial) New York 19-24.
 Shaw, Lillian (Colonial) New York.
 Shayne, Al (Jefferson) New York 15-17.
 Shea, Thos. E. (Majestic) Ft. Worth, Tex.
 Sheik's Favorite (Pantages) Billingham, Wash.; (Pantages) Tacoma 19-24.
 Shelly, Patsy, & Band (Majestic) San Antonio, Tex.; (Majestic) Ft. Worth 19-21.
 Shepherd, Burt (Pantages) Toronto, Can.; (Pantages) Hamilton 19-24.
 Sherman, Van & Hyman (Pantages) Oakland, Calif.; (Pantages) Los Angeles 19-24.
 Sherman, Dan Unit Show (Star) Muncie, Ind.
 Sherwood, Blanche & Co. (Riverside) New York.
 Shaw, Allen (Orpheum) Kansas City; (Orpheum) Sioux City, Ia., 19-21.
 Shaw & Lee (Keith) Dayton, O., 15-17.
 Sheik of Araby (Pantages) St. Paul; (Pantages) Winnipeg, Can., 19-24.
 Shields, Jeanette, & Harry (Empress) Grand Rapids, Mich.
 Shirley, Eva, & Co. (Keith) Philadelphia.
 Show Off, The, with Fred Sumner (Albee) Providence; (Riverside) New York 19-24.
 Siney, Jack (Honnok) Roanoke, Va.
 Siders, Royal (Orpheum) Vancouver, Can.; (Moore) Seattle 19-24.
 Simeus & Wynne (Low) Ottawa, Can.
 Simpson & Dean (Orpheum) Tulsa, Ok.
 Sinclair, Catherine, & Co. (Globe) Kansas City, Mo., 15-17; (Majestic) Cedar Rapids, Ia., 22-24.
 Sinclair & Grey (Majestic) Milwaukee; (Palace) Rockford, Ill., 19-21; (Orpheum) Madison, Wis., 22-24.
 Singera Midgets (Keith) Washington.
 Skittles, The (Princess) Nashville, Tenn.
 Skelly, Hal (Orpheum) Kansas City; (Orpheum) Winnipeg, Can., 19-24.
 Skelly & Helt Revue (National) New York 15-17.
 Smith & Strong (Majestic) Springfield, Ill., 15-17; (Orpheum) Quincy 19-21; (Orpheum) Galesburg 22-24.
 Smith & Baker (Orpheum) Vancouver, Can.; (Moore) Seattle 19-24.
 Smith, Tom, & Co. (Empress) Grand Rapids, Mich.; (Temple) Detroit 19-24.
 Snaphols (Low) Dayton, O.
 Snell & Vernon (Rialto) St. Louis 15-17; (Hipp) Terre Haute, Ind., 19-21.
 Snow, Ray & Nannie (Academy) Norfolk, Va.
 Solor, Willie (Proctor) Newark, N. J.
 Son Dodgers, The (Carlton) Hartford, Conn.
 Songs & Scenes (Jeffers-Strand) Saginaw, Mich., 15-17.
 Southern Revue (Keith) Augusta, Ga.
 Southern Entertainers (Temple) Rochester, N. Y.; (Temple) Detroit 19-24.
 Specht's, Paul, Band (Jefferson) New York 15-17.
 Spencer & Williams (Hipp) Terre Haute, Ind., 15-17.
 Splendid & Partner (Keith) Philadelphia.
 St. Onge Trio (National) New York 15-17.
 Stang, Kathryn, & Co. (125th St.) New York 15-17.
 Stanloff, Ed (Crescent) New Orleans.
 Stanley & McNab (Grand) Shreveport, La.
 Stanley, Stan (Orpheum) Denver 19-24.
 Stanley, Aileen (Davis) Pittsburgh.

WALTER STANTON

The Glast Rooster. CARE BILLBOARD. CHICAGO.
 Stanton, Will (Lowell) Ottawa, Can.
 Stars of Yesterday (Golden Gate) San Francisco; (Hill St.) Los Angeles 19-24.
 Stutzer, Carl (State) Memphis.
 Stedman, Al & Fannie (Shea) Buffalo; (Shea) Toronto 19-21.
 Stephens & Hollisler (Pantages) San Francisco 19-24.
 Steppe & O'Neill (Orpheum) Oakland, Calif.; (Orpheum) Los Angeles 19-24.
 Sterlings, The (Proctor) White Plains, N. Y., 15-17; (Colonial) New York 19-21.
 Stern, Harold, & Oreb (Greenpoint) Brooklyn 15-17.
 Sternal's Midgets, Billy Hart, mgr.; (Poll) Scranton, Pa., 15-17; (York O. H.) York 19-21.
 Stevers & Lovejoy (Poll) Worcester, Mass.
 Stoddard, Harry, & Band (Proctor) Newark, N. J.
 Stone & Hayes (Keith) Columbus, O.

Stone & Francis (Princess) Montreal; (Temple) Detroit 19-24.
 Stop Thief (Poll) Worcester, Mass.
 Stover, Helen (Coliseum) New York 15-17.
 Strain, Margaret (Pantages) Oakland, Calif.; (Pantages) Los Angeles 19-24.
 Stranded (Regent) Lansing, Mich., 15-17.
 Stanton, V & E. (Orpheum) St. Louis; (Orpheum) Memphis 19-24.
 Strolling Minstrels, Four (Lincoln) Chicago 15-17.
 Stutz & Bingham (Orpheum) New York 15-17.
 Sully & Kennedy (National) New York 15-17.
 Swartz & Clifford (Majestic) Ft. Worth, Tex.
 Swift & Dalby (Jeffers-Strand) Saginaw, Mich., 15-17.
 Swift & Kelley (Orpheum) Kansas City; (Orpheum) Sioux City, Ia., 22-24.
 Svor & Conroy (Lyric) Hamilton, Can.; (Temple) Rochester, N. Y., 19-24.
 Sylvester & Vance (Palace) Rockford, Ill., 15-17; (Palace) South Bend, Ind., 19-21; (Hipp.) Terre Haute, Ind., 22-24.
 Tallafiero, Edith, & Co. (Elth Ave.) New York 15-17.
 Tango Shoes (Orpheum) Madison, Wis., 15-17; (Englewood) Chicago 19-21.
 Tanguay, Eva (Pantages) Portland, Ore.
 Taylor, Dorothy (Capitol) Hartford, Conn.
 Tellegen, Lou (State-Lake) Chicago; (Orpheum) St. Louis 19-24.
 Ten Eyck & Wiley (Fordham) New York 15-17.
 Terrace Girls, Four (Bijou) Savannah, Ga.
 Texas Four (Prospect) Brooklyn 15-17.
 Thaler's Circus (Pantages) San Diego, Calif.; (Pantages) Long Beach 19-24.
 Thank You Doctor (Majestic) Dallas, Tex.; (Majestic) Houston 19-24.
 Thompson, Dr. (Orpheum) Wichita, Kan.
 Tighe, Harry (Pantages) Pueblo, Col.; (Pantages) Omaha 19-24.
 Tinney, Frank (Palace) New York; (Orpheum) Brooklyn 19-21.
 Tills & Tones (Orpheum) Wichita, Kan.
 Toney Sensational (Pantages) Spokane 19-24.
 Torg & George (Pantages) Vancouver, Can.; (Pantages) Bellingham, Wash., 19-24.
 Tracy, Ray & Edna (Murray) Richmond, Ind., 15-17.
 Trella & Co. (Palace) Springfield, Mass.
 Tucker, Al (Palace) New Haven, Conn.
 Tucker, Sophie, & Co. (Flatbush) Brooklyn.
 Turner Bros. (Palace) Indianapolis, Ind.

Ullis & Clark (Fulton) Brooklyn 15-17.
 Usher, Claude & Fannie (Palace) Rockford, Ill., 15-17; (Palace) South Bend, Ind., 19-21; (Hipp.) Terre Haute 22-24.
 Ushers, Four (Palace) Flint, Mich., 15-17.
 Valdere & Cook (Proctor) Yonkers, N. Y., 15-17.
 Valentines, Aerial (Orpheum) Fresno, Calif.; (Orpheum) Los Angeles 19-24.
 Valentino, Mrs. Rudolph, & Co. (Proctor) Newark, N. J.; (Palace) New York 19-24.
 Valerio, Don (Orpheum) Des Moines, Ia.; (Orpheum) Winnipeg, Can., 19-24.
 Valerita's Leopards (Pantages) Oakland, Calif.; (Pantages) Los Angeles 19-24.
 Van Borgen, Martin (Hipp.) Cleveland.
 Van Cleave & Bates (Keith) Boston; (Keith) Lowell, Mass., 19-24.
 Van Horn & Inez (Keith) Syracuse, N. Y.
 Van & Corbett (Proctor) White Plains, N. Y., 15-17.
 Van, Jimmy (Auditorium) Norfolk, Neb., 16-17.
 Van & Tyson (Keith) Orlando, Fla.
 Van Arman's Minstrels (Lyric) Atlanta, Ga.
 Van Cello & Mary (Palace) New York.
 Van Hoven (Proctor) Yonkers, N. Y., 15-17.
 Vanderbilts, The (Jefferson) New York 15-17; (Greenpoint) Brooklyn 19-21; (Proctor) Yonkers 22-24.
 Vane Sells (Riverside) New York.
 Vangelis, Frances Williams (Orpheum) Los Angeles.
 Vandy, Mlle., & Co. (Fairfax) Miami, Fla.
 Vardon & Perry (Pantages) San Francisco 19-24.
 Vee & Tully (Keith) Augusta, Ga.
 Victoria & Dupre (Lincoln St.) New York 15-17.
 Vincent, Claire, & Co. (Fordham) New York 15-17.
 Vernon (Majestic) Milwaukee; (Seventh St.) Minneapolis 19-24.
 Vernon, Howe (Pantages) Seattle; (Pantages) Vancouver, Can., 19-24.
 Virginia Belles (Pantages) Tacoma, Wash.; (Pantages) Portland, Ore., 19-24.
 Volunteers, The (Majestic) San Antonio, Tex.; (Majestic) Ft. Worth 19-24.
 Von Kercas & Goldner (Bushwick) Brooklyn; (Orpheum) Brooklyn 19-21.
 Vox, Valentine (Orpheum) Sioux City, Ia., 15-17; (Liberty) Lincoln, Neb., 19-21.

Wager, The (Shea) Buffalo; (Princess) Montreal 19-24.
 Wahl, Dorothy (Emery) Providence.
 Wabletta, Princess (Palace) Jacksonville, Fla.
 Waite, Kenneth R. Trio (Waco, Tex.).
 Waldron, Margie (Keith) Philadelphia; (Palace) New York 19-24.
 Walker, Dallas (LaSalle Garden) Detroit 15-17.
 Wallace & Clyde (Orpheum) St. Louis.
 Waldmeyer & Keating (Palace) Hartford, Conn.
 Waldball, Henry B. (Palace) Milwaukee; (Orpheum) Des Moines, Ia., 19-24.
 Walton, Bert, & Lottie (Bijou) Birmingham, Ala.
 Walton, Bert (Pantages) Portland, Ore.
 Walters, Three (Lowell) Ottawa, Can.
 Walters & Walters (Colonial) New York; (Palace) New York 19-24.
 Ward & Zeller (Globe) Kansas City, Mo., 15-17; (Columbia) St. Louis 22-24.
 Ward & Van (American) Chicago 15-17.
 Ward, Will J. (Orpheum) Champaign, Ill., 15-17.
 Ward, Frank (Orpheum) Des Moines, Ia.
 Ward, Chas., & Co. (Palace) Flint, Mich., 15-17.
 Ward, Tom & Dollie (58th St.) New York 15-17.
 Ward & Dudley (Pantages) Long Beach, Calif.; (Pantages) Salt Lake City 19-24.
 Wardell & LaCosta (Tivoli) Chattanooga, Tenn.
 Watson, Jos. K. (Palace) Milwaukee; (Palace) Chicago 19-24.
 Watson, Harry, Jr., & Co. (Majestic) Ft. Worth, Tex.
 Wayne, Marshall & Candy (Keith) Columbus, O.
 Wayner & Warren (State-Lake) Chicago.
 Weaver Bros. (Majestic) Dallas, Tex.; (Majestic) Houston 19-24.
 Weber Girls (Grand) St. Louis, Mo., 15-17; (Orpheum) Champaign, Ill., 22-24.
 Weber & Ribnor (Royal) New York.
 Weons, Walter (Pantages) St. Paul; (Pantages) Winnipeg, Can., 19-24.

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Weeks, LeRoy (Palace) Ft. Wayne, Ind., 15-17;
 (Gordon) Middletown, O., 18-21; (Faurot)
 Lima 22-24.
 Welgan Troupe (Palace) New Haven, Conn.
 Welch, Mealy & Montrose (125th St.) New York
 15-17.
 Wendell & Meehan (23d St.) New York 15-17.
 West, J. A. (Palace) Cincinnati.
 Weston & Eline (Pantages) Ogden, Utah;
 (Pantages) Denver 19-24.
 Wheeler & Potter (Low) Montreal.
 Wheeler Trio (Palace) New Orleans.
 Wheeler, Bert & Betty (Shea) Toronto; (Prin-
 cess) Montreal 19-24.
 When We Grow Up (Loew) Ottawa, Can.
 Whirl of the World (Pantages) Minneapolis;
 (Pantages) St. Paul 19-24.
 Whirlwinds, Three (105th St.) Cleveland; (Tem-
 ple) Detroit 19-24.
 White City Trio (Sun) Springfield, O.; (Band
 Box) Cleveland 18-31.
 White & Barry (Pantages) San Francisco;
 (Pantages) Oakland 19-24.
 White Bros. (Orpheum) Vancouver, Can.;
 (Moore) Seattle, Wash., 18-24.
 White, Black & Useless (Fifth Ave.) New York
 15-17.
 Whitehaw, Arthur (Prospect) Brooklyn 15-17.
 Whitfield & Ireland (Orpheum) Fresno, Calif.;
 (Golden Gate) San Francisco 19-24.
 Whiting & Burt (Orpheum) Kansas City; (Or-
 pheum) Omaha 19-24.
 Whiteside, P., & Band (Palace) Springfield,
 Mass.
 Widener, Rusty (Lyric) Atlanta, Ga., 15-17.
 Wilbur & Adams (Tivoli) Chattanooga, Tenn.
 Wild & Sedalia (Electric) St. Louis, Mo., 15-
 17; (Novelty) Topeka, Kan., 19-21.
 Williams, Roger (Grand) Shreveport, La.
 Williams & Clark (Murray) Richmond, Ind., 15-
 17.
 Willie Bros. (Pantages) Spokane 19-24.
 Wilson & Jerome (Fulton) Brooklyn 15-17.
 Wilson, Frank (Academy) Norfolk, Va.
 Wilson, McAvoy (Loew) Ottawa, Can.
 Wilson & Addie (Pantages) Salt Lake City;
 (Pantages) Ogden 19-24.
 Wilson, Al H. (Low) Astoria, I. L., N. Y.
 Wilson, Charlie (Orpheum) San Francisco; (Or-
 pheum) Oakland 19-24.
 Wilton Sisters (Keith) Cincinnati; (105th St.)
 Cleveland 19-24.
 Winion Bros. (58th St.) New York 15-17.
 Wirth, May, & Co. (State-Lake) Chicago.
 Wohlman, Al (Poll) Wilkes Barre, Pa.
 Wolfe & Ward (Columbia) St. Louis 15-17.
 Wood, Britt (Pantages) Memphis, Tenn.
 Wood, Frank (Grand) Shreveport, La.
 Worsley & Hillier (Orpheum) Boston.
 Wright & Dietrich (Orpheum) Vancouver, Can.;
 (Moore) Seattle 19-24.
 Wyeth & Wynn (Shea) Buffalo; (Shea) Toronto
 19-24.
 Wylie & Hartman (Moore) Seattle; (Orpheum)
 Portland 19-24.

Yarmark (Orpheum) Portland, Ore., 19-24.
 Yellerson, Four (Keith) Indianapolis.
 Yoke, Max & Band (Keith) Boston.
 Yorke & King (Majestic) Springfield, Ill., 15-
 17; (Orpheum) Quincy 19-21; (Orpheum)
 Galesburg 22-24.
 Young, Margaret (Orpheum) Omaha.
 Zra-Carmen Trio (Bijou) Birmingham, Ala.
 Zardo, Eric (Orpheum) Omaha; (Palace) Chi-
 cago 19-24.
 Zarell, Leo, Duo (State) Buffalo.
 Zat Zam, Chief, & Co. (Orpheum) Sheridan,
 Wyo., 14-15; (Rialto) Bozeman, Mont., 15-17;
 (Orpheum) Livingston, 18-19; (Orpheum)
 Twin Falls, Idaho, 20-21; (Majestic) Boise
 22-24.
 Zelders, The (Shea) Buffalo; (Shea) Toronto
 19-24.
 Zelaya (Golden Gate) San Francisco; (Hill St.)
 Los Angeles 19-24.
 Zeld Bros. (Orpheum) Denver.
 Zeno, Moll, & Carl (Keith) Lowell, Mass.;
 (Keith) Portland, Me., 19-24.
 Zahn & Dries (Orpheum) Brooklyn; (Bushwick)
 Brooklyn 19-24.

CONCERT AND OPERA
 (ROUTES FOR THIS COLUMN SHOULD REACH
 THE CINCINNATI OFFICE BY SATURDAY
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Barclay, John: Boston, Mass., 20; New York
 City 25.
 Barrere, George: Columbus, O., 16; Hartford,
 Conn., 19.
 Bender, Paul: Chicago 16-17; (Carnegie Hall)
 New York City 20.

Clemens, Clara: (Town Hall) New York City 15.
 Cortot, Alfred: Prescott, Ariz., 10; Los Angeles, Calif., 20; Palo Alto 22.
 Draper, Ruth: San Francisco, Calif., 19.
 Elston, Florence: Los Angeles, Calif., 23-24.
 Elmira, Mischka: Hartford, Conn., 19.
 Eschbacher Trio: Topeka, Kan., 14; New York City 23.
 Fall-Ford: Springfield, Mo., 14.
 Havens, Raymond: Chicago 18.
 Hess, Myra: Bridgeport, Conn., 11.
 Johnson, Edward: San Francisco 16.
 Jensen, Maria: Chicago 18.
 Kreisler, Fritz: Chicago 25.
 Korb, May: New York City 18.
 Lashanska, Hulda: Baltimore, Md., 23.
 Lesinska, Ethel: Brooklyn, N. Y., 19.
 Ljovapine, Josef: (Carnegie Hall) New York City 16.
 London String Quartet: Chicago 18.
 Macheth, Florence: Seattle, Wash., 19.
 Maier, Guy: (Carnegie Hall) New York City 22-23.
 Marsh, Helena: Coatesville, Pa., 24.
 Metropolitan Opera Co.: (Metropolitan O. H.) New York Nov. 13, indef.
 Middleton, Arthur: Myerstown, Pa., 15.
 Penzance, Carmela: (Town Hall) New York City 18.
 New York String Quartet: Delaware, O., 15.
 Novacek, Gusman: (Acolian Hall) New York City 16; (Carnegie Hall) New York City 22-23.
 Paderewski: Wichita, Kan., 16; Kansas City, Mo., 18; Omaha, Neb., 20; Des Moines, Ia., 21; Chicago, Ill., 24.
 Pattison, Lee: (Carnegie Hall) New York City 22-23.
 Patton, Fred: Reading, Pa., 14.
 Pryor's, Arthur, Band: Miami, Fla., until April 2.
 Ruffo, Titto: San Francisco 18.
 Russian Grand Opera Co.: (Auditorium) Chicago 19-Mar 1.
 Samaroff, Olga: Atlanta, Ga., 14; Athens 15; San Carlo Grand Opera Co., Fortune, Galis, 12-17; Fort William, Ont., 19; Sudbury 21; North Bay 22; Hamilton 23-24.
 Schnabel, Arthur: (Carnegie Hall) New York City 22-23.
 Spaulding, Albert: (Carnegie Hall) New York City 18.
 St. Denis, Ruth, Ted Shown & Co.: (Metropolitan) St. Paul 18-1.
 St. Olaf Choir: Albert Lee, Minn., 23; Owatonna 24.
 Tiphond, Jacques: Palo Alto, Calif., 22; San Francisco 25.
 Thomas, Ben, Charles: (Acolian Hall) New York City 18.
 Tidynd, Marie: Canton, O., 15.
 Warren, Olga: (Acolian Hall) New York City 14.

DRAMATIC & MUSICAL

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

Able's Irish Rose: (Republic) New York May 22, indef.
 Anna Christie, with Pauline Lord, Arthur Hopkins, mgr.: (Hilbert) New York 12-17.
 Anything Might Happen: (Comedy) New York 20, indef.
 Barnum Was Right: (Frazee) New York March 12, indef.
 Baymore, New York In The Laughing Lady: (Longacre) New York Feb. 12, indef.
 Bat, Tuo: (Toek) Buffalo 12-17.
 Better Times: (Hippodrome) New York Sept. 2, indef.
 Blossom Time: (Lyric) Philadelphia Oct. 23, indef.
 Bubble, The, with J. May Bennett: Bloomington, Ind., 14; Hartford City 13; Napanee 16; McHenry, Ill., 17; Lockport 19; Aurora 20; Marengo 21; Lowell, Mich., 22; Alma 23.
 Buckeye Girls & Their Review: Floyd Shelton, mgr.: Springfield, Mass., 12-17.
 Caroline, with Lisa Kova: (Ambassador) New York Jan. 31, indef.
 Cat and the Canary: (Princess) Chicago Sept. 3, indef.
 Cat and the Canary: (Adelphi) Philadelphia Jan. 29, indef.
 Chauve-Souris: (Century Roof) New York Feb. 3, indef.
 Cinders: (Garrick) Philadelphia 12-24.
 Circle, The, (Chas. Best, mgr.): Piqua, O., 14; Wilmington 15; Chillicothe 16; Parkersburg, W. Va., 17; Heppington 18; Marietta, O., 19; Charlesburg, W. Va., 21; Morantown 22; Uniontown, Pa., 23; Newcastle 24.
 Claire, Mrs. Chas. Friedman, Inc., mgrs.: (Powers) Chicago Feb. 19, indef.
 Clinging Vine, The: (Knickerbocker) New York Dec. 25, indef.
 Comedian, The, with Lionel Atwill: (Lyceum) New York March 13, indef.
 Cow, Jane, in Romeo and Juliet: (Henry Miller) New York Jan. 24, indef.
 Debnar, with Nazimova: (Selwyn) New York Jan. 22, indef.
 Daring Girl, The: (Winter Garden) New York Jan. 24, indef.
 Elsie, John Scholl, mgr.: (Shubert) Boston Feb. 20, indef.
 Eve, with Nya Brown & Johanne Gets, Geo. F. Wintz, mgr.: Henderson, Ky., 14; Bowling Green 15; Owensboro 16; Louisville 18-21; Jackson 22.
 Face Year, with Frank Craven, John Golden, mgr.: (Woods) Chicago Nov. 5, indef.
 Fanny: (South Bend, Ind., 14; Kokomo 15; Chicago, O., 17; (Lyceum) Columbus 18-24.
 Fanny, The: (Times Sq.) New York Oct. 23, indef.
 Fanny's Revenge, The: (Bramhall) New York Feb. 2, indef.
 Fanny's Revenge, with William Hodge: (Student) Chicago Nov. 26, indef.
 Fanny's Girl: (Earl Carroll) New York Aug. 1, indef.
 Fanny's Fake: (40th St.) New York Jan. 15, indef.
 Gypsy: (Daly's) New York March 12, indef.
 Gypsy's Advance: (Apollo) New York Feb. 19, indef.
 Gypsy's Village Follies, John Sheehy, mgr.: (Apollo) 11-17.
 Gypsy's Farewell, with Florence Reed: (Metropolitan) New York Feb. 14, indef.
 Gypsy's, Walter, Co.: Harold Entwistle, mgr.: (Shubert) Kansas City 11-17.
 Gypsy's Helen, in To the Ladies: Philadelphia 12-17.
 Hello, Rufus, Long & Evans, owners: Meridian, Miss., 15-17; Jackson 19-21; Vicksburg 22-24.
 Honey Punch, E. B. Coleman, mgr.: (Liberty) Dayton, O., Jan. 28, indef.

Humoresque, with Laurette Taylor: (Vanderbilt) New York Feb. 27, indef.
 Ice Bound: (Harris) New York Feb. 10, indef.
 In Springtime: (Hilbert) Chicago Feb. 18, indef.
 Johnson, Al, in Bombo, John M. Speckenberger, mgr.: (Shubert) Philadelphia March 12, indef.
 Kiki, with Lenore Ulric: (Belasco) New York Nov. 29, indef.
 Lady in Ermine, with Wilda Bennett: (Century) New York Oct. 2, indef.
 Lady Butterfly: (Globe) New York Jan. 22, indef.
 Last Warning: (Blackstone) Chicago Feb. 4, indef.
 Last Warning: (Klaw) New York Oct. 24, indef.
 Leiber, Fritz, Co.: Yakima, Wash., 14; Walla Walla 15; Spokane 16-17.
 Light Wine & Beer: (Cox) Cincinnati, O., 11-17.
 Lightnin', with Thomas Jefferson: Muscatine, Ia., 15, indef.
 Lightnin', John Golden, mgr.: (Grand) Cincinnati 12-17; Hamilton, O., 18; Oxford 19; Wilmington 20; Chillicothe 21; Newark 22; Zanesville 23-24.
 Lightnin', John Golden, mgr.: (Hilbert) Boston, indef.
 Listen to Me, with Barbara Bronell, Frank Fletcher, mgr.: Chattanooga, Tenn., 14-15; Knoxville 16-17; Middleboro, Ky., 19; Johnson City, Tenn., 20; Bristol 21.
 Little Nellie Kelly: (Liberty) New York Nov. 13, indef.
 Liza: (Nora Bayes) New York Nov. 27, indef.
 Love Child: (George M. Cohan) New York Nov. 14, indef.
 Loyalties: (Gaiety) New York Sept. 27, indef.
 Make It Snappy, with Eddie Cantor: (Apollo) Chicago Jan. 7, indef.
 Mary the Third: (39th St.) New York Feb. 5, indef.
 Masked Woman, The, with Helen MacKellar: (Hilbert) New York Dec. 23, indef.
 Merry Widow: (Walker) Winnipeg, Man., Can., 12-17; Fort William, Ont., 19; Sudbury 21; North Bay 22; Hamilton 23-24.
 Merton of the Movies: (Curt) New York Nov. 13, indef.
 Miller, Henry, Chas. Frohman, Inc., mgrs.: (Empire) New York March 12, indef.
 Mister Molesta: (Princess) New York Feb. 26, indef.
 Monster, The: (LaSalle) Chicago Feb. 25, indef.
 Moscow Art Theater: (Jolson) New York Jan. 8, indef.
 Mr. Blimp, with Herbert Corthell: (Olympic) Chicago Feb. 25, indef.
 Music Box Revue: (First edition), Sam H. Harris, mgr.: (Forrest) Philadelphia 12-April 1.
 Music Box Revue: (Music Box) New York Oct. 23, indef.
 North, Ted, Players: (Orpheum) Lincoln, Neb., 12-17.
 Old Dumbells in Full o' Pep, H. P. Campbell, mgr.: (Strand) Sydney, N. S., Can., 15-17; (Majestic) Halifax 18-21; New Glasgow 22; (People's) Yarmouth 23-24.
 Old Soak: (Hymouth) New York Aug. 23, indef.
 Patience Again, with Bernard & Carr: (Selwyn) Chicago Dec. 31, indef.
 Passions for Men: (Walnut St.) Philadelphia Feb. 26, indef.
 Passing Show of 1922: (Royal Alexandria) Toronto 12-17.
 Paster: (Empire) New York March 12, indef.
 Peer Gynt: (Shubert) New York Feb. 5, indef.
 Peter Weston, with Frank Keenan: (Harris) Chicago Feb. 25, indef.
 Polly Preferred: (Little) New York Jan. 9, indef.
 Rear Car, The, with Taylor Holmes: (Cort) Chicago Feb. 23, indef.
 Robson, Mary, in Mother's Millions, W. G. Spelling, mgr.: Helena, Mont., 15; Billings 16; Glendive 17; Bismark, N. D., 19; Fargo 20-21; Minot 22; Crookston, Minn., 23; Grand Forks, N. D., 24.
 Roger Bloomer: (Equity 45th St.) New York March 1, indef.
 Rita Coventry: (Bijou) New York Feb. 19, indef.
 Sally, Irene, Mary: (44th St.) New York Feb. 5, indef.
 Sally, with Marilyn Miller & Leon Errol: (Colonial) Chicago Jan. 7, indef.
 Sanderson, Jolla, in Tangerine, Dan O. Curry, mgr.: (Jefferson) St. Louis 11-17; (Shubert) Kansas City 18-24.
 Saucy Baby, E. P. Coleman, mgr.: (Hippodrome) Peoria, Ill., Jan. 28, indef.
 Secrets, with Margaret Lawrence: (Fulton) New York Dec. 25, indef.
 Seventh Heaven: (Both) New York Oct. 30, indef.
 Six Cylinder Love, Sam H. Harris, mgr.: Brooklyn 12-17; Newark, N. J., 19-24.
 Skinner, Otis, Chas. Frohman, Inc., mgrs.: (Tremont) Boston 12-17.
 Slout, L. Verne, Players, in His Father's Business: (Sperville, Kan., 15; Satanta 16; Wheeler 17; Mohola 19.
 So This Is London: Battle Creek, Mich., 14; Lansing 15; Grand Rapids 16-17; Detroit 18-24.
 So This Is London: (Hudson) New York Aug. 30, indef.
 Sporting Thing To Do, The: (Elts) New York 19, indef.
 Sun Showers: (Astor) New York Feb. 5, indef.
 Tangerine, Mr. L'Esner, mgr.: Peoria, Ill., 14; Torch-Bearers, The: Detroit 11-17; Boston 18-31.
 Twist, The: (Playhouse) Chicago Jan. 21, indef.
 Uncle Tom's Cabin (Kibbles), Chas. F. Ackerman, mgr.: Wilkes-Barre, Pa., 15-16; Endicott, N. Y., 17; Syracuse 19-21.
 Uncle Tom's Cabin (Newton & Livingston's No. 2), Thos. Aiton, bus. mgr.: Pittsfield, Mass., 14-16; Great Barrington 17; Winsted, Conn., 20; Torrington 21; Waterbury 22; Bristol 23; New Britain 24.
 Uncle Tom's Cabin (Newton & Livingston's No. 1), Thos. Aiton, bus. mgr.: Springfield, Mass., 15-17; Worcester 19-21; Holyoke 22-24.
 Up She Goes: (Playhouse) New York Nov. 6, indef.
 Whispering Wires: (Broadhurst) New York Aug. 7, indef.
 White's, George, Scandals, Sam Friedman, mgr.: (Shubert) Kansas City 11-17; (Colonial) Chicago 15, indef.
 Why Not: (National) New York Feb. 26, indef.
 Wildflower: (Casino) New York Feb. 7, indef.
 Wynn, Ed, in The Perfect Fool: (Colonial) Boston Feb. 5, indef.
 Yes and I: (Belmont) New York Feb. 19, indef.

Young's, Ned, Show, H. K. Felts, mgr.: Sovereign, W. Va., 14; Blair 15; Millin 16-17.
 Zeno: (Shubert-Northern) Chicago Jan. 7, indef.
 Ziegfeld Follies: (New Amsterdam) New York June 5, indef.

STOCK & REFERTOIRE

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

Academy Players: (Academy) Richmond, Va., indef.
 Alhambra Players: (Alhambra) Brooklyn, N. Y., indef.
 Allen Players: (New Empire) Edmonton, Ala., Can., indef.
 Auditorium Players: Malden, Mass., indef.
 Augustin Stock Co.: (Gorman) Framingham, Mass., indef.
 Balmbridge Stock Co.: (Shubert) Minneapolis, Minn., indef.
 Bail, Jack, Stock Co.: Portsmouth, O., indef.
 Bonstelle Players: (Shubert-Michigan) Detroit, indef.
 Bonstelle Players: (Providence O. H.) Providence, R. I., Sept. 25, indef.
 Boston Stock Co.: (St. James) Boston Aug. 21, indef.
 Bovas, Lois Merrill Players: (Circle Stock) Cincinnati, O., indef.
 Broadway Players: (Fulton O. H.) Lancaster, Pa. Jan. 28, indef.
 Broadway Players: (Van Curier) Schenectady, N. Y., indef.
 Brocton Players: Brocton, Mass., indef.
 Brown, Leo E., Players: (Bijou) Woonsocket, R. I., indef.
 Brown, Leon E., Players: (Bijou) Pawtucket, R. I., indef.
 Bryant, Marguerite, Players: (Strand) Sharon, Pa., March 5, indef.
 Carle-Davis Players: (Star) Pawtucket, R. I., indef.
 Carrol, James, Players: (Majestic) Halifax, N. S., Can., indef.
 Chicago Stock Co., Chas. H. Rosham, mgr.: (Playhouse) Rutland, Vt., 12-17, (Lawler) Greenfield, Mass., 19-24.
 Colonial Players: (Colonial) Norfolk, Va., indef.
 Colonial Players: (Colonial) Lawrence, Mass., indef.
 Cross, Alfred, Players: (Broadway) San Diego, Calif., Nov. 18, indef.
 Desmond, Mae, Players: (Desmond) Philadelphia Oct. 14, indef.
 Drama Players: (Liberty) Oklahoma City, Ok., indef.
 Forsyth Players: (Forsyth) Atlanta, Ga., indef.
 Fulton Players: (Fulton) Oakland, Calif., indef.
 Garrick Players: (Garrick) Washington, D. C., indef.
 Garrick Players: (Garrick) Milwaukee, Wis., Aug. 2, indef.
 Gifford Players: (Palace) Superior, Wis., Dec. 24, indef.
 Glaser, Yunguan, Players: (Uptown) Toronto, Can., Aug. 19, indef.
 Gordiner Players, S. O. Gordiner, mgr.: Fort Dodge, Ia., indef.
 Gordiner Players, Clyde H. Gordiner, mgr.: (Waterloo) Waterloo, Ia., indef.
 Grand Players: (English) Indianapolis, Ind., March 4, indef.
 Grand Players: (Grand) Saitna, Kan., indef.
 Harder-Hall Players: (Trent) Trenton, N. J., indef.
 Harder-Hall Players: (Orpheum) Harrisburg, Pa., indef.
 Harder-Hall Players: (Orpheum) Altoona, Pa., indef.
 Harrison Players, J. D. Colegrove, mgr.: (Marquette) Pueblo, Col., Nov. 2, indef.
 Hastings, Jane, Stock Co., LaTelle & Friend, mgrs.: (O. H.) Mt. Carmel, Pa., March 5, indef.
 Hippodrome Players: (Hippodrome) Dallas, Tex., Sept. 4, indef.
 Hyperion Players: New Haven, Conn., indef.
 Jewett, Henry, Players: (Copley) Boston, indef.
 Keeney Players: (Keeney) Brooklyn, N. Y., indef.
 Kell's, Leslie E., Comedians: (O. H.) Buffalo, Mo., 12-17; (Majestic) Marshfield 19-21, Kramer, Eda, Players: Williamsport, Pa., indef.
 LaVerne, Dorothy, Stock Company: (Rialto) Sioux City, Ia., indef.
 Leith-Marsh Players: (Grand) El Paso, Tex., indef.
 Lewis, Jack X., Players: (Jefferson) Roanoke, Va., indef.
 Lewis-Worth Company: (Prince) Houston, Tex., Sept. 4, indef.
 Luttringer, Al, Stock Co.: (Lowell O. H.) Lowell, Mass., indef.
 Luttringer, Al, Stock Co.: (Empire) Salem, Mass., indef.
 Mack, Grace, Stock Co., Loren Sterling, mgr.: Statesville, N. C., 12-17; Handelman 19-24.
 Maher, Phil, Players: (Pittsburg, Pa., 12-17, Majestic Players: (Majestic) Houston, Tex., indef.
 Marshall, George, Players: (New Lyceum) Baltimore, Md., indef.
 Matthews', Cameron, English Players: (Princess) Toronto, Can., Feb. 12, indef.
 Metropolitan Players: (Edmonton, Alta., Can., indef.
 Morgan, J. Dong, Shows: Tyler, Tex., 12-17, Morocco Stock Company: (Morocco) Los Angeles, Calif., indef.
 New Bedford Players: New Bedford, Mass., indef.
 North Bron' Stock Co.: Wichita, Kan., indef.
 Norton's Comedians: (American) Enid, Ok., indef.
 Omi-Goodwin Players: (Washington) Richmond, Ind., Jan. 29, indef.
 Orpheum Players: (Orpheum) Duluth, Minn., indef.
 Orpheum Players: (Orpheum) Reading, Pa., indef.
 Park, Edna, & Her Players, A. Wright, bus. mgr.: (Royal) San Antonio, Tex., Dec. 24, indef.
 Peck-a-Boo Players: (Myers & Oswald's): (Grand) Kingfisher, Ok., 12-17; (Majestic) Enid 19-24.
 Peruch Stock Company: (Victory) Charleston, S. C., indef.
 Pickert Stock Company, Clint Dodson, mgr.: Wilmington, N. C., indef.
 Poli Players: (Majestic) Bridgeport, Conn., indef.
 Poli Players: (Grand) Worcester, Mass., indef.

President Players: (President) Washington, D. C., indef.
 Princess Players: (Princess) Des Moines, Ia., indef.
 Princess Players, A. J. Kleist, Jr., mgr.: (Howland) Pontiac, Mich., indef.
 Princess Players: (Princess) Wichita, Kan., Nov. 20, indef.
 Proctor Players: Albany, N. Y., indef.
 Roberson, Geo. C., Tent Theater Co.: Sulphur, Ia., 19-24.
 Rochester Players: (Corinthian) Rochester, N. Y., indef.
 Saenger Players: (St. Charles) New Orleans, La., indef.
 Sayles, Francis, Players: (O. H.) New Castle, Pa., indef.
 Sherman Stock Company: (New Grand) Evansville, Ind., Sept. 3, indef.
 Somerville Players: Somerville, Mass., indef.
 Toledo Stock Company: Toledo, O., indef.
 Union Square Players: Pittsfield, Mass., indef.
 Waddell Players, C. M. Waddell, mgr.: Rockford, Ill., Dec. 25, indef.
 Walker, Stuart, Players: (Cox) Cincinnati, O., March 19, indef.
 Warrington Players: Oak Park, Ill., indef.
 Wilkes Players: Los Angeles, Calif., indef.
 Wilkes' Alcazar Stock Company: San Francisco, Calif., Aug. 26, indef.
 Williams Players: (Denham) Denver, Col., indef.
 Williams Stock Co., Ed Williams, mgr.: (Lander's Orpheum) Springfield, Mo., Jan. 22, indef.
 Woods' Poplar Players: Huntington Park, Calif., indef.
 Woodward Players: (Garrick) St. Louis, Mo., indef.
 Woodward Players: (Grand) Calgary, Alta., Can., indef.
 Wynters, Charlotte, Players: (Lyceum) Paterson, N. J., indef.

BANDS AND ORCHESTRAS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION. PERMANENT ADDRESSES WILL NOT BE PUBLISHED FREE OF CHARGE.)

Allen's, Jean, Band: Greenville, Tex., 12-17.
 Bachman's Harold, Millies Dollar Band: West Palm Beach, Fla., until April 7.
 Bartlett's, Norman G., Orch.: (Tivoli Gardens) Hartsville, W. Va., indef.
 Basler, Joe, Band: (Auto Show) Newark, N. J., 12-24.
 Bear Cat Orchestra, C. A. Christian, mgr.: (Arbuckle Palace Hall) Flint, Mich., indef.
 Block, Helms, Orch.: (Hofman Club) Milwaukee, Wis., indef.
 Blue Melody Boys Orch., Eddie Elliott, mgr.: (Whitite Springs Hotel) Knoxville, Tenn., indef.
 Bontley's, Bill, Dance Orch., H. H. Rankin, mgr.: (Winter Garden) Cedar Rapids, Ia., indef.
 Buhl's, A. J., Orch.: (Highland Park) Quincy, Ill., indef.
 Carolina Syncopators, E. C. Kay, mgr.: Columbia, S. C., 14-16.
 Dornberger's, Chas., Orch.: (Illinois) Chicago, indef.
 Hartigan Bros' Orch., J. W. Hartigan, Jr., mgr.: Jefferson, S. D., 15; Sioux City, Ia., 16-17; Omaha, Neb., 19-21; Fremont 22; Falls City 23; Broken Bow 24.
 Jolly Six, Jack Sims, bus. mgr.: (Clarks Cafe) Watseka, Ill., indef.
 Languin's Entertainers: (Riverside Park) North Glenbrook, Wv., indef.
 Lanford's, Walter, Band: N. Birmingham, Ala., 12-24.
 Lindemann's Orch.: Big Stone Gap, Va., 14; Pineville, Ky., 15; Harlan 16; Lynch 17; Dunbar, Va., 19; Richlands 20; Princeton, W. Va., 22; Killarney 22; Sotestbury 23; Millena 24.
 Merdith's, Jack, Entertainers: (Belvedere Restaurant) Utica, N. Y., indef.
 Miami Lucky Seven, O. G. Irelan, mgr.: (Strand) Louisville, Ky., 12-23.
 Neel's, Carl, Band: Elkton, Md., 12-17.
 Original Capitol Orch., G. B. Webb, mgr.: (Rector's, Tottenham Court Road), London, Eng., until July 27.
 Original Virginia Sereaders, Tommy Teeley, mgr.: (Auto Exhibit) Richmond, Va., 12-17.
 Original Footwarmers: (Paul Kenestrick's), J. S. Foglesong, bus. mgr.: (Hippodrome Ball Room) Okmulgee, Ok., until April 7.
 Oxley's Society Entertainers: (Mont Royal Hotel) Montreal, Can., indef.
 Seattle Harmony Kings, A. H. Linder, bus. mgr.: (Orpheum) Los Angeles 12-17; (Golden Gate) San Francisco 19-24.
 Seven Syncopators, Clair Brown, mgr.: (Renova School's Assn. Dance Floor) Renova, Pa., indef.
 Schwalb's, Bill, Orch.: Okolona, Miss., 12-17; New Albany 19-24.
 Shamrock Orch., J. L. Bock, Jr., mgr.: Wheeling, W. Va., 15-17.
 Tippy's Monarchs of Syncopation: (Mars) Lafayette, Ind., indef.
 Turner's, J. C., Orch.: (Garden) Flint, Mich., indef.
 Worden's, Geraldine, Marigold Orch.: (Hotel Ohio) Youngstown, O., indef.

TABLOIDS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

Allen's, Harry, Revue: (Columbia) Casper, Wyo., indef.
 Bales, Frank, Syncopated Revue: (Revod) Dover, O., 15-17.
 Bovas's, James, Curly Heads: (Circle Stock) Cincinnati, O., indef.
 Brown's Tropical Maids, Mary Brown, mgr.: (Orpheum) Ft. Madison, Ia., 11-17; (Orpheum) Hannibal, Mo., 18-24.
 California Quartet: (Orpheum) Waco, Tex., indef.
 Carpenter's, Chas., Jolly American Girls: (Palm) Omaha, Neb., indef.
 Clark & Loker's Musical Jollities: (Lyric) St. Wayne, Ind., 12-17; (Star) Muncie 18-24.
 Collier's Flapper Review, Jim Collier, mgr.: (Giles' Grand) Bellare, O., 15-17.
 DeMaier, Chic & Jo, Stratford Revue: (Rotary Stock) Detroit, Mich.
 Davis', Don, Dancing Dollies: (Trenton) Lynchburg, Va., 12-17.
 Echoes of Broadway, E. M. Gardner, mgr.: (Blue Ridge) Fairmont, W. Va., 12-17; (Park) Mountville 19-21; (Pastime) Mar-

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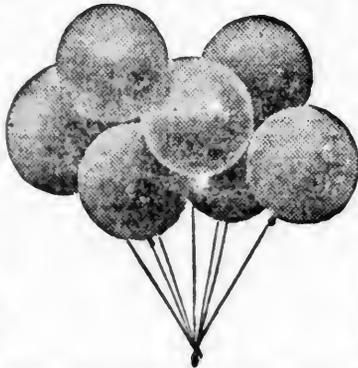
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5—Sauce Pans (3-qt. size)
5—Pudding Pans (4-qt. size)
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Miss Perry, 22-24.
Flappers of 1923, Chas. Morton, mgr.: (Colonial) Pittsburgh, Kan., 12-17; (Tackett) Colbyville 19-24.
Folies Revue, Jack Sheara, mgr.: (Vaudette) Columbus, Ga., 12-17.
Follytown Maids, Arthur Higgins, mgr.: (Joy) Sma-acker Ark., until April 28.
Friedlander & George's Musical Comedy Co.: (Rota-y Stock) Chicago, Ill.
Friedlander & George's Musical Comedy Co., No. 2 (Rotary Stock) Chicago.
Friendly, Dan, Musical Comedy Co.: (Plant) Denver, Col., indef.
Harris, Honos. & Honey Girls: (Palace) Oklahoma City Ok., indef.
Hodges, Jimmie, Musical Comedy Co.: (Park) Miami Fla., indef.
Humphreys, Bert, Dancing Buddies: (Olympic) Newport News, Va., 12-17.
Johnson's Musical Revue: (Star) Louisville, Ky., indef.
Kennedy's & O., Klassy Kids: (Gayoso) Kansas City, Mo., indef.
Lehr, Raynor, Musical Comedy Co.: (Broadway) Columbus, O., indef.
Loeb's, Sam, Hip Hip Hooray Girls: (Gem) Little Rock, Ark., indef.
Lord's, Jack, Musiglet Comedy Co.: (Castle Creek) Salt Creek, Wyo., Feb. 25, indef.
Martin's Footlight Follies, W. P. Martin, mgr.: (Lyric) Butler, Pa., 12-17; (Plaza) Br-wassa, Ill. 19-24.
Millon Dolan Baby, Geo. W. Blackburn, mgr.: (Palace) Jaeger, W. Va., 13-17; (O. H.) Wai 19-24.
Mississippi Minstrel Musical Revue, Fred J. Jenkins, mgr.: (Rialto) Indianapolis, Ind., indef.
Merrill, Robby, Co.: (Circle Stock) Minneapolis, Minn.
Riton's Dream Doll Revue: Springfield, Ky., 12-17; Vine Grove 19-24.
Rose Bud Girls, Jake J. Rose, mgr.: (Air-rose) Miami, Fla., 12-April 1.
Tep & Ginger Revue, George Clifford, mgr.: (Princess) Quebec, Que., Can., indef.
Phelps & Cobb's Jolly Jollies: (Star) Muncie, Ind., indef.
Proy's World of Gayety: (Globe) Washington, D.C., indef.
Taylor's, Slide (Mike) Boys & Girls: (Rialto) Superior, Wis., indef.
Thayer & Sacks Revue: (Palace) Ft. Wayne, Ind., 18-21.
Walker's Marshall, Wblz Bang Revue: (Jefferson) Dallas, Tex., March 11, indef.
Webles, Billy, Smiling through 1923, Russa Forth, mgr.: (Strand) Port Arthur, Tex., March 4, indef.
Webles, Billy, Big Revue, Billy Weble, mgr.: (Manhattan) El Dorado, Ark., March 4, indef.
Why Worry (Hoyt & Andrews): (Sun) Springfield, O., March 4, indef.

MINSTRELS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

Coburn's, J. A.: Cortland, N. Y., 14; Penn Yan 15; Batavia 16; Salamanca 19; Mead-ville, Pa., 21; Franklin 22; Titusville 23; Erie 24.
Famous Georgia, Arthur Hockwald, mgr.: Rawlins, Wyo., 15; Laramie 16; Cheyenne 17; (Empress) Denver, Col., 18-24.
Field, Al G.: Columbus, Ga., 11; Anniston, Ala., 13; Tupelo, Miss., 16; Jonesboro, Ark., 17; Hot Springs 19-20; Little Rock 21-22; Ft. Smith 23-24.
Harvey's, C. Jay Smith, mgr.: Warren, O., 14; (Masonic Auditorium) Cleveland 15-18; Myria 19; Sandusky 20; Fremont 21; Findlay 22; Kenton 23; Lima 24.
Riley & King's, Clyde E. Anderson, mgr.: Branchville, N. J., 14; B-onton 15; Hackensack 17; Bangor, Pa., 19; Bolvidere, N. J., 20; High Bridge 21; Clinton 22; Freehold 23.
White's, Lassies, Spruth & Co., mgrs.: Hamil- ton, O., 14; Louisville, Ky., 15-17.

BURLESQUE

(COLUMBIA CIRCUIT)

American Girls: (Yorkville) New York 12-17; (Casino) Philadelphia 19-24.
Bowery Burlesquers: (Gayety) Kansas City 12-17; open week 19-23; (Gayety) Omaha 24-30.
Bon Tons: (Star & Garter) Chicago 12-17; (Casino) Chicago 19-24.
Bubble Bubbles: (Gayety) Buffalo 12-17; (Gay-ety) Rochester, N. Y., 19-24.
Big Jamboree: (Harrig & Seamon) New York 12-17; (Empire) Providence 19-24.
Broadway Brillies: (Cohen) Newburg, N. Y., 12-14; (Rialto) Poughkeepsie 15-17; (Casino) Brooklyn 19-24.
Broadway Flappers: (Casino) Philadelphia 12-17; (Palace) Baltimore 19-24.
Cohen's Beauty Revue: (Majestic) Jersey City, N. J., 12-17; (Miner's Bronx) New York 19-24.
Chuckles of 1923: Open week 12-16; (Gayety) Omaha 17-23.
Flashlights of 1923: (Casino) Brooklyn 12-17; (Empire) Newark, N. J., 19-24.
Finney's, Fraak, Revue: (Orpheum) Paterson, N. J., 12-17; (Majestic) Jersey City, N. J., 19-24.
Follies of the Day: (Miner's Bronx) New York 12-17; (Cohen) Newburg, N. Y., 19-21; (Rialto) Poughkeepsie 22-24.
Folly Town: (Lyric) Dayton, O., 12-17; (Olym-pic) Cincinnati 19-24.
Greenwich Village Revue: (Gayety) Montreal 12-17; (Casino) Boston 19-24.
Gizies: (Gayety) Detroit 12-17; (Empire) To- ronto 19-24.
Hello, Good Times: (Empire) Toledo, O., 12-17; (Lyric) Dayton, O., 19-24.
Hippity Hop: (Columbia) New York 12-17; (Empire) Brooklyn 19-24.
Keep Smiling: (Columbia) Chicago 12-17; (Star & Garter) Chicago 19-24.
Kink Knacks: (Gayety) Washington 12-17; (Gayety) Pittsburgh 19-24.
Let's Go: (Casino) Boston 12-17; (Grand) Wor- cester, Mass., 19-24.
Minnie World: (Grand) Worcester, Mass., 12-17; (Hurtig & Seamon) New York 19-24.
Marion's, Dave, Show: (Empire) Brooklyn 12-17; (Yorkville) New York 19-24.
Maids of America: (Colonial) Cleveland 12-17; (Empire) Toledo, O., 19-24.
Radio Girls: (Gayety) Rochester, N. Y., 12-17; Auburn 19; Elmira 20; Binghamton 21; (Colonial) Utica 22-24.

Reeves, Al, Show: (Empire) Toronto 12-17; (Gayety) Buffalo 19-24.
Record Breakers: (Olympic) Cincinnati 12-17; open week 19-24; (Gayety) St. Louis 24-31.
Rockets: (Palace) Baltimore 12-17; (Gayety) Washington 19-24.
Social Maids: (Gayety) Omaha 10-16; (Gayety) Minneapolis 19-24.
Sliding Billy Watson's Show: (Gayety) Mil- waukee 12-17; (Columbia) Chicago 19-24.
Step on It: (Empire) Newark, N. J., 12-17; (Orpheum) Paterson, N. J., 19-24.
Step Lively Girls: (Empire) Providence 12-17; (Gayety) Boston 19-24.
Temptations of 1923: Open week 12-17; (Gay-ety) St. Louis 19-24.
Town Sandals: (Gayety) Minneapolis 12-17; (Gayety) Milwaukee 19-24.
Talk of the Town: (Gayety) St. Louis 12-17; (Gayety) Kansas City 19-24.
Walson's, Billy, Reef Trust Beauties: (Em-press) Chicago 12-17; (Gayety) Detroit 19-24.
Wine, Woman and Song: (Colonial) Utica, N. Y., 15-17; (Gayety) Montreal 19-24.
Williams, Mollie, Show: (Gayety) Pittsburg 12-17; (Colonial) Cleveland 19-24.
Youthful Follies: (Gayety) Boston 12-17; (Co- lumbia) New York 19-24.

MUTUAL CIRCUIT

Rand Box Revue: (Olympic) New York 12-17.
French Models: (Broadway) Indianapolis 12-17.
Flappers of 1923: (Majestic) Albany, N. Y., 12-17.
Girls From the Follies: (Empire) Hoboken, N. J., 12-17.
Girls a la Carte: (Gayety) Brooklyn 12-17.
Girls From Reno: (Bljon) Philadelphia 12-17.
Hello, Jake, Girls: Lay off 12-15; Niagara Falls, N. Y., 18-17.
Jersey Lillies: (Majestic) Wilkes-Barre, Pa., 12-17.
Jingle Bells: (Majestic) Scranton, Pa., 12-17.
Jazz Time Revue: (Garden) Buffalo 12-17.
Kuddlin' Kittens: Penn Circuit 12-17.
Ladlin' Thru: (Howard) Boston 12-17.
Midnight Maidens: (Gayety) Louisville 12-17.
Miss New York, Jr.: (People's) Cincinnati 12-17.
Round the Town: (Folly) Baltimore 12-17.
Sweet Bay Bees: (Lyric) Newark, N. J., 12-17.
Town Follies: (Empire) Cleveland 12-17.
White, Pat: (Star) Brooklyn 12-17.

BAZAARS-INDOOR SHOWS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

American Legion Carnival & Style Show, Ravenna, O., March 26-31. M. R. Friddle, secy.
Eagle Indoor Bazaar, Sharon, Pa., March 10-17. Low Gruthlis Co., mgr., care Eagles' Club, Niles, O.
Elks' Indoor Circus: Denver, Col., March 19-24. Ryley Cooper, eqnes. dir., care International Productions Co., Elks' Hldg.
Firemen & Welfare Assn., Circns, Eldorado, Ark., March 19-29. J. A. Leach, secy.

Indoor Exposition, Marion, O., March 17-24. Chas. E. Shuler, mgr., care Elks' Home.
Marines Circus & Fair: (104th Field Artillery Army) New York, N. Y., March 17-24.
Media Shrine Hippodrome Circus, Watertown, N. Y., April 9-14. Howard Potter, gen. dir.
Midway Temple Indoor Circus, Chicago, Ill., March 17-24. W. H. Wade, chairman, 311 S. Wabash ave.
Morton's, Rob, Circus Co.: (Shrine Circus) Albuquerque, N. M., 12-17; (Shrine Circus) El Paso, Tex., 22-31.
Organized Labor Indoor Circus, Lorain, O., March 19-24. Frank Rutman, mgr.
Police Circus, St. Louis, Mo., April 2-15. David E. Russell, dir., 423 North Sixth st.
Red Men's Indoor Fair, Troy, O., March 26-31.
Style Show & Circus, Morgantown, W. Va., April 7-14. M. B. Allen, mgr., 244 High st.
Zoological Soc. Winter Circus, Managerial and Educational Exhn., Toledo, O., March 26-April 1. H. F. Covode, chairman, 2701 Broad- way.

MISCELLANEOUS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

Arabian Hippodrome Shows: Waco, Tex., 12-17. B. & B. Soeley Circus: Gainesville, Fla., 19-24.
Bailey's, Hal, Nine Mischief Makers: (Co- lonial) Kendallville, Ind., 14-15; (Court) Auburn 16-17.
Bella Hawaiians: Victoria Steubenville, O., 13-17.
Birch, McDonald, Magician, Ellison-White, mgrs.: Townsend, Mont., 16; Ennis 17.
Bragg, Geo. M., Vaudeville Circus, No. 1, Dorothy Clayton, mgr.: Midland, Tex., 12-17.
Bragg, Geo. M., Vaudeville Circus, No. 2, Geo. M. Bragg, mgr.: Palm Beach, Fla., 12-17.
Daniel, B. A., Magician: Richmond, Va., 16-20.
Foutz, L. W., & Ohio State Boys: Omaha, Neb., 14-15.
Greiss, Sisters, Carmen Brown, Mildred Brown, J. P. Quinn and Geo. T. Umstead: (Colonial) Kendallville, Ind., 14-15; (Court) Auburn 16-17.
Hammond Hypnotic Co., Geo. Hammond, mgr.: (O. H.) Rosedale, Kan., 12-17.
Kohono's Hawaiians, No. 1: Ft. Madison, Ia., 14.
Kohono's Hawaiians, No. 2: McHenry, Ill., 14-15; (Forest Park) Chicago 16-17; (Lane Court) Chicago 18.
Lewis, Buddy: (Colonial) Kendallville, Ind., 14-15; (Court) Auburn 16-17.
Luvay, Thos., Emore & Frederic Emore: Schenlberg, Tex., 15; San Antonio 16-17.
Marine-Firestone Co.: Kaplan, Ia., 19-24.
Mysterious Smith Co., J. M. Reilly, mgr.: (Or- pheum) Hancock, Mich., 12-17.
Mystic Spencer: (Olympic) Steubenville, O., 12-17; (Gilder) Norwalk 18-24.
Parentos' World of Novelties: Glen Richey, Pa., 12-17; New Milport 19-24.
Peerless Hawaiian Quartet, Fred Culver, mgr.: Franklin, D., 14; (Rialto) Hamilton 21-24.
Proctor Bros., Highbinders, Geo. H. Proctor, mgr.: Hillsboro, Tex., 12-17.
Richards the Wizard, J. J. Mayer, mgr.: Jop- lina, Mo., 15-17; Wichita, Kan., 19-24.

Rice's, W. H., Water Circus: (Shrine Circus) Manila, P. I., until April 1.
Stuart, Nell: Sidney, Mont., 12-17.
Thurston, Howard, Magician: (American) St. Louis 11-17; (Davidson) Milwaukee 18-24.
Uncle Tom's Cabin (Picture), Chas. H. Bailey, mgr.: Waterford, Conn., 14-1; Niantic 16-17; Saybrook 19.
Wallace, Magician: Trion, Ga., 15; Lafayette 16; Chattanooga, Tenn., 17; Winchester 19.

CIRCUS & WILD WEST

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Haag Shows: Newton, Ala., 14; Oark 15; Arlon 16; Clo 17; Clayton 19; Midway 20; Union Springs 21; Ft. Davis 22; Tuskegee 23; Notsulga 24.

CARNIVAL COMPANIES

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION)

Delmar Quality Shows: Ronami, La., 12-17.
Dixieland Shows, J. W. Hildreth, mgr.: Beebe, Ark., 12-17.
Dufour, Lew, Expo.: Greenville, S. C., 17-24.
Empire Greater Shows, Wm. R. Harris, mgr.: Dunn, N. C., 12-17.
Francis, John, Shows: Oklahoma City, Ok., 12-17.
Gray Shows, Roy Gray, mgr.: New Orleans, La., 13-17.
Hath, L. J., Shows: Birmingham, Ala., 17-24.
Leggett, C. R., Shows: Greenville, Tex., 12-17; McKinley 19-24.
Marion, Francis, Shows, C. L. Hamilton, mgr.: Reynolds, Ga., 12-17.
Mathews, M. L., Expro. Shows: Malden, Mo., 12-17.
Metropolitan Shows, A. M. Nasser, mgr.: Honca Path, S. C., 12-17.
Miller's, A. B., Greater Shows: Cartersville, Ga., 12-17.
Miller Bros.' Shows: Alabama City, Ala., 12-17.
Nall Shows, Capt. C. W. Nall, mgr.: Bernalce, La., 12-17.
Narder's Majestic Shows: Dublin, Ga., 12-17.
Snap Bros' Expro. Shows: Mesa, Ariz., 12-17.
Virginia Expro. Shows, L. W. Loeman, mgr.: Pocatonto, Va., 10-17.
Wise & Kent Shows: Valdoata, Ga., 12-17.

ADDITIONAL ROUTES ON PAGE 242

ALFRENO (Swartz)

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ALL-AMERICAN SHOWS
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LEE BROTHERS UNITED SHOWS

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News of the Outdoor Show World

DEKREKO BROS.' SHOWS

Attaches Gathering and Adding to Preparations at New Orleans Winter Quarters

New Orleans, La., March 8.—The crowd of showfolks at the DeKreko Bros.' Shows' winter quarters is getting larger and larger. Some arrived on trains and some overlaid in autos, while two arrived by boat. No one here was ever any busier, figuratively speaking, than are the people right now in the quarters.

The finishing touches are being made and concessionaires are busy with new frames and tops, while the painting gang is adding the last bit of art to the new coaches, which will finish the entire train.

Harry E. Crandell general agent, has spent a busy week here in New Orleans, making two short trips out and in again, and will leave here Sunday for an extended trip of at least a couple of months. Leon Braughton arrived yesterday and immediately got busy on his ride and show to have them up to the standard of the rest of the outfit. Ben Mottile and Fred Kelso are fixing up the new "restaurant" that will be housed in one of the new coaches. A. Seligner and wife and baby moved in Monday and are again one of the show family. The executive staff of the shows were guests of Clarence Bennett and A. Boudreau, of the Lyric Theater, at the "Midnight Frolics", given last Friday for white people. Many showfolks were noticed in the audience and one of the best shows seen in many a day was witnessed. Sarah Martin, famous colored "blues" singer, was the headliner of ten acts and an olio.

Monday night a birthday party was held in the big dining room, in honor of Mrs. Hazel Martin. A huge birthday cake was adorned by 21 candles, and cut by the honored lady—who refused to tell how many more candles should have been there. Mrs. Ben Mottile, Mrs. Fred Kelso and Mrs. "Happy" Rietz were the hostesses, and the room was packed with happy troupers, who danced, sang and made merry until the wee sma' hours of morning. Walter Jaap won the prize for consistent dancing. Lorena Floyd was awarded the honor of being the quietest person on hand, and Harry Crandell won first prize as the worst dancer, with Jean DeKreko a close second.

The DeKreko Bros.' Shows will leave winter quarters in about three weeks, after opening here in New Orleans, and will play a few chosen spots in Louisiana before heading North for the balance of the season. It will not be the policy of this organization this season to use the achievements of any other show or organization to gain recognition. This will be the 25th annual tour of this show, that has grown from a one-car gilly outfit to its present size of twenty cars, and can point to its growth on its business merits alone. Realizing that the best must be given this season, the DeKreko Brothers have this year surrounded themselves with one of the finest sets of shows and ride-toning the country. And everyone connected with the caravan is ready and anxious for the opening.

CHARLES W. WEDGE
(Press Representative)

SPRING FESTIVAL AT SPRINGFIELD

Springfield, O., March 9.—Springfield is laying plans for a gala Pageant of Progress and Spring Festival to be held during the week of April 19. The exposition, backed by the Springfield Chamber of Commerce, will be staged under the direction of Ralph Candler, former local theatrical manager, who is now connected with a corporation formed for the purpose of staging expositions in the various cities.

The central point of the series of activities and celebrations which will feature the week will be Memorial Hall, where exhibits showing the growth of the city, its industrial products, etc., will be on display. A style review, together with a wide and comprehensive variety of amusements, will be a part of the program for the week.

While the main point of interest will be in the Memorial Hall exhibit, there will be sufficient parades and out-of-door entertainments to hold attention on the entire downtown section.

STARTING EARLY

Tecumseh, Neb., March 8.—This city already has begun to distribute advertising matter on the big celebration that is to be staged in this city next Fourth of July.

MANAGERS, ATTENTION

Live-wire Dance Pavilion Manager. Attractive proposition. Also Publicity Man and Expert in handling emergency. A fast worker. Reference from present employers. Write KNOX, Box D-16, care "Billboard", Cincinnati.

WAYNE COUNTY FAIR CO.

Will hold their Fair in Monticello, Ky. September 4, 5, 6, 7. Address H. BATES, Secy.

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Concessions to rent, also Photo Studio (furnished) and Showing Gallery. FOR SALE—Ferris Wheel and Grand Water.

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BILLFOLD DEMONSTRATION OUTFIT. Including Gardner Gold Stamping Machine, Electric Heater, two sets Type and Trays, Lotion Emblems, Games, Patent beautiful Window Display. Show Cards, packed in truck. \$50.00 takes it. A. NOBLE, 1400 N. La Salle, Chicago.

BERNARDI GREATER SHOWS

Progressive Policy Adopted by New Owners—Wild Animal Performance to Be Strongly Featured

New York, March 10.—In the recent transfer of the ownership of the Bernardi Greater Shows, from the estate of the late Mrs. Bernardi to William Glick and Ralph Smith, who have associated with them Henry Meyerhoff, one of the most valuable pieces of show property in this country has changed hands, and it is with feelings of justifiable pride that the new owners are making ready for the season of 1923.

The outstanding feature of the Bernardi Greater Shows is the Wild Animal Arena, where pumas, lions, tigers and leopards are put thru paces that thrill and amaze the spectator. This feature is probably the largest and most novel of its kind, with an organization of this nature, in the United States.

The front of the wild animal show is one of the most elaborate in this country. It is eighty feet in length and thirty-five feet in height, and represents the work of artistic talent. By day, its gold leaf, carving and paintings in themselves produce a most spectacular effect, which by night is heightened to a wonderful brilliancy by a unique system of electric lighting. Inside, the plan that has been followed, resembles somewhat the English idea, the arena and cages being grouped on wagons, with folding chairs down front and rows of "blues" in the rear. The capacity is one thousand.

Besides the wild animal show, there will be six rides and thirteen other shows, some of which will be exhibited in the United States for the first time this year. Included in the rides will be Ralph Smith's Philadelphia toboggan merry-go-round, with 1,200 boats; also Smith's ferris wheel, whip (with carved posts and arches), Katzenjammer Castle and a mechanical show, called "Let's Go". Three of the shows will have massive carved wood fronts that will approach but not rival the wild animal show.

The winter quarters of the Bernardi Greater Shows is at Petersburg, Va., and it is there,

HONEST & LUCKY BILL SHOWS

Will Have New Equipment and Canvas

Ada, Ok., March 8.—The Honest & Lucky Bill Shows will leave winter quarters for their opening stands the latter part of April. Both shows will be much larger than last season, and will have all new canvas, which has been purchased from the Fulton Tent & Awning Co. and the Baker & Lockwood Co. The equipment will be new thruout, consisting of trucks, trailers and wagons. Each show will be loaded on eight trucks with trailers and twenty wagons.

Honest Bill Newton, Jr., sole owner of the Honest Bill Show, and part owner of the Lucky Bill Show, has just returned from the East, where he purchased wild animals, including two laughing hyenas, two Bengal tigers and two elephants. These will be added to the large collection already owned by Honest Bill Newton, Jr., and H. B. Campbell, his partner and manager of the Lucky Bill Show. All people have been secured for both shows. The advance will be equipped with three new trucks, with staff as follows: Four illustrators, two special agents and the writer as general agent. It will be the writer's fourth season ahead of these shows. JOCKEY E. DAY.

In the workshop and sheds, that many new ideas are being worked out. The show will open in April and will take the road on twenty cars.

Of the new owners, William Glick, Ralph Smith, and their associate, Henry Meyerhoff, the last named needs no introduction to the show world. Ralph Smith joined the shows in the days of the late Colonel Ferris. William Glick is the general manager, and for the past ten years has been associated with the larger of the well-known shows, also has managed the midway at many of the State fairs.

This season the Bernardi Greater Shows will play a route of ten of the larger fairs in the eastern part of Canada and the eastern part of the United States. They will also play two large celebrations, one of which is a centennial.

The new owners of the Bernardi Greater Shows are progressive. They will make public later the names of the executives they are to have with them this year.

N. J. SHELTON (for the Show).

\$375⁷⁵ ONE DAY

Ira Shook, of Flint, Did That Amount of Business in 1 Day

—making and selling Popcorn Crispettes with this machine. He says in letter dated Mar. 1, 1921: "I started out with nothing, now have \$12,000 all made from Crispettes." Others have amazing records. Gibbs says: "Sold \$50 first night!" Erwin's little boy makes \$35 to \$50 every Saturday afternoon. Meixner reports \$600 business in one day. Kellogg writes: "\$700 ahead first two weeks." Master's letter says: "—sold \$40.00 in four hours." During March, 1921, Turner was offered \$700 clear profit above cost of his investment to sell. There is money—lots of money—in Crispettes. Times make no difference for most of these records were made in 1921—were made while people were crying hard times and were looking for jobs! Location makes no difference. It's common for Crispette machines to make \$10 to \$25 profit daily in small towns!



I Start You In Business!

Write me—get my help. Begin now! Others are making money selling Crispettes. You can too! You don't need much capital. Experience not necessary. I furnish everything—secret formulas, equipment for shop or store, full directions, raw materials, wrappers, etc. Splendid chances galore everywhere! Crowded streets, amusement parks, concessions, wholesaling and stores!

\$1000 Month Easily Possible

Crispettes are a delicious, delightful confection. People never get enough. Always come for more. Raw materials are plentiful and cheap. You make enormous profits. Trade grows by leaps and bounds. It's an easy, pleasant and fascinating business. Send post card for illustrated book of facts. Contains enthusiastic letters from men and women who have quickly succeeded. Tells how to start. Explains most successful methods. Gives all information needed. It's Free! Write Now! Address

LONG EAKINS COMPANY
314 High Street Springfield, Ohio

Salesboard Operators

HERE IS A BIG WINNER
Complete Assortment with Board, \$5.75



Outfit consists of 12 Nickel Silver Pencils that re-heel and expel the lead, 2 Solid Gold Filled Pencils (retail value, \$3.50 each) and 1 Genuine Gillette Razor and Blades, put up in a fancy silver, push-lined box (retail value, \$5.00), for the last punch, beautifully displayed on a velvet display pad with 500 or 800-1100 5-cent Board in lots of six \$5.75. Sample, \$6.50.

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Union Agricultural Society, Inc., Sept. 25, 26, 27, 1923 TO LET—Space in our Midway at \$1.50 per front foot to Clean and Straight Shows and Concessions. WANTED—Address of Reliable Attraction for our Free Acts. EDW. R. FLINT, Secy.

LIFE GUARD

Man for Life Guard, to take charge of concrete pool in amusement park. Up in arranging pool contests for good prizes, teach swimming and diving. Man and Wife can make good money if busier. SUNSET AMUSEMENT PARK, Tulsa, Okla.

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Can You Beat It?

No. 4436—Nickel Percolator, 16 in. high, bearing the famous "Universal" Stamp. In dozen lots, \$5.00 Net

In Quantities of less than 12, \$5.25 Net

Order now in quantities. This item is just one of many specials that we offer to the concession trade. Get in touch with us at once for real live bargains. 25¢ deposit must accompany order. Specify manner of shipment. Yours for a clean-up year.

L. LURIA & SON,

The Silver House,
100 EAST BROADWAY, NEW YORK

The "Big Four" Trade Board Family

PLAY BALL	PRIZE FIGHT	GAME OF HANDS	HORSE RACE
Each Contains 300 Holes and Takes in \$15.00.	Pays Out \$10.00 in Trade. Profit, \$5.00.		
	PRICE, \$4.00 Per Doz. One Kind or Assorted.		
	Cash With Order, F. O. B. Philadelphia.		

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DIXIELAND SHOWS

J. W. HILDRETH, Owner and Manager.
BIG SPRING OPENING
MARCH 19—BLYTHEVILLE, ARK.—MARCH 24
Then North Missouri, Iowa, Minnesota. We have our Falls already under contract. We have a ten-thousand-dollar Merry-Go-Round. We have six real Shows and a 10-plate Ferris. We have a good Free Act and ten Concessions. WE WILL BOOK a Ferris Wheel or any Ride or Show that doesn't conflict. Concessions all open, except Cook House. Good opening for Long-Range Shooting Gallery and AMERICAN Palmist. Goldy Vincent, Jack Norman, write. Others write or come on. Parking, Ark., March 12th to 17; Blytheville, Ark., March 19th to 24th. JOHN McKEE, Asst. Mgr.

WANTED

Party with capital to share interest in one of the best attractions of today. Fully protected by law. Educational, Refined and Spectacular. Namely,

"ROOSEVELT DAYS"

May consider selling, but would rather hold interest in same. Address HARRY ENOCH, 127 Federal Ave., Springfield, Ohio.

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200,000 Tickets Sold Before The Opening
No Free Admissions Everybody Pays

WANT Lawful Concessions for "Joyland," Rube Musicians and Quartette for "Country Barn Dance," Egyptian Palmistry Temple, not less than five Readers to work at 50c straight.

**GREATEST FASHION SPECTACLE EVER STAGED
A MILE OF EXHIBITS - - ALL SPACE SOLD**

Concessionaires and Talent write fully or apply

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MANAGING DIRECTOR

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COMPARE THESE PRICES

No. of Holes	Size of Board	Size of Adv. Space	Stripped Sections	Price Each
50	2 3/4 x 3 3/4	2 3/4 x 2 1/4	0	\$0.10
100	2 1/2 x 3 3/4	2 1/2 x 1 1/4	0	.14
200	4 3/4 x 5	4 3/4 x 2 1/2	4	.19
300	4 3/4 x 6 1/2	4 3/4 x 3	4	.25
400	4 3/4 x 7 3/4	4 3/4 x 4	4	.31
500	4 3/4 x 8 3/4	4 3/4 x 4	5	.35
600	4 3/4 x 10 1/4	4 3/4 x 4	5	.41
800	8 5/8 x 8 3/4	5 5/8 x 4	5	.51
1000	8 5/8 x 9 3/4	8 5/8 x 4 1/2	5	.62
1200	8 5/8 x 10 3/4	8 5/8 x 4 1/2	5	.75
1500	8 5/8 x 12 3/4	8 5/8 x 5	5	.90
2000	10 5/8 x 15	10 5/8 x 4 1/2	5	1.20
2500	10 5/8 x 15 3/4	10 5/8 x 5 1/4	5	1.46
3000	10 5/8 x 17 3/4	10 5/8 x 5 1/2	5	1.75

Note that all of the above Boards are made with stripped sections, for which there is no extra charge.

35%

Discount on all orders amounting to \$50.00 or more, after discount has been deducted, at one shipment. All prices F. O. B. Philadelphia, shipped via Express.

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These are all genuine Holt Midget Boards—the Board acknowledged to be the leader in appearance, construction and salability.

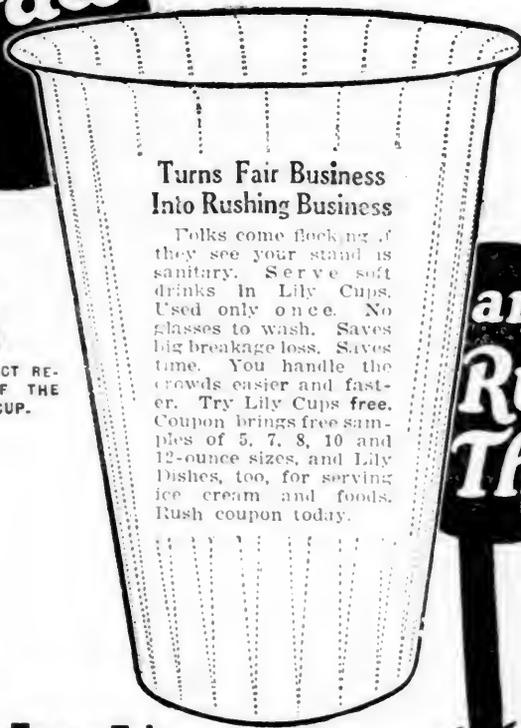
Cardboard Novelty Co.

1222-24 Race Street,

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Read This



Turns Fair Business Into Rushing Business

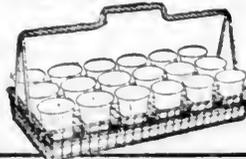
Folks come flocking if they see your stand is sanitary. Serve soft drinks in Lily Cups. Used only once. No glasses to wash. Saves big breakage loss. Saves time. You handle the crowds easier and faster. Try Lily Cups free. Coupon brings free samples of 5, 7, 8, 10 and 12-ounce sizes, and Lily Dishes, too, for serving ice cream and foods. Rush coupon today.

and Rush This

HERE'S AN EXACT REPRODUCTION OF THE 8-OZ. LILY CUP.

\$1.80 Every Trip

That's what this Lily tray brings in. Holds 18 cups of drinks. Order one for trial and watch the money roll in.



Free Coupon

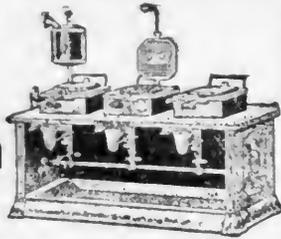
PUBLIC SERVICE CUP CO., Bush Terminal, Brooklyn, N. Y.

Send sample supply of Lily's Cups at no cost to me, and free sample of Lily Dishes. Also tell me the name of nearest distributor. Enclosed is my name list for next two weeks.

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A GALAXY OF MONEY GETTERS!

Sayso
Ice
Cream
Cones



Big money getters. Sell at from 10c to as high as 50c by a little manipulation. Profits immense. Investment small. The three-burner efficient rasading outfit, \$45.00. Cupolas separate, operate over any stove. One, \$10.00. Two, \$19.50. Three, \$25.00.

Liberty
or
Cream
Waffles
(baked)



Make them on these splendid molds. Each mold makes 4 waffles, 3x3 and the sweetest you ever saw or tasted. Molds operate over any stove. One \$8.50 Two, \$16.50. Six or more, \$7.90 each. Formulas for every kind of Waffle free.

Tamale
or
Wiener
Kettles



The strongest and best kettles made. Attractive liberal sized, efficiently heated. Heavy Tin \$17.50. All Copper, \$30.00. Teach you everything. Here's something new and big—Tamale Wrappers made of paper. Better than cornhusks. Cost less. No boiler. Per 1,000, postpaid, \$2.50. Clutch this

Victory
or French
Waffle
Molds



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

Victory
or French
Waffle
Outfit
Complete



consisting of fine three-burner gasolene stove, heavy tank with folded ends, no solder and 3 1/2 inch aluminum molds, or 5 1/4-inch aluminum molds. All complete as shown by illustrations \$45.00. The same outfit with iron molds, \$39.00 and \$38.00 each, respectively. If you want to make up your own outfit buy the molds alone, as shown in illustration at left, then buy a stove and have a tank made locally. Remember this, I tell you more about the business than any other living man can or will tell you!

A. T. DIETZ,

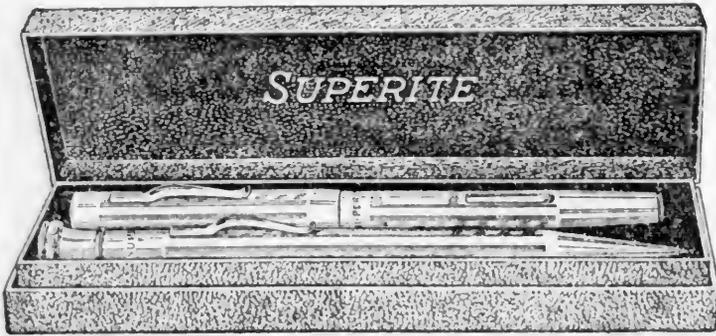
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Premium Users! Salesboard Operators!
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ATTENTION:

No PREMIUM has a more universal appeal than the SUPERITE Pencil and Fountain Pen Set



SUPERITE Premium Set consists of one gold-filled Superite Pencil and one gold-filled Superite Fountain Pen—engine turned design—contained in a beautiful velvet lined box.

SUPERITE

The Guaranteed Pencil and Fountain Pen
Is making good with OTHERS! Why not YOU?

Two concerns recently ordered 10,000 of these Premium Sets. Their first orders—less than a year ago—were for one hundred each.

SUPERITE Sets possess the qualities that make a Premium successful:

- Classy appearance
- The mechanical excellence to back up their appearance
- The right price

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Olympia Amusement Park

PRETTIEST PARK ON THE DELAWARE—OPENS MAY 19, CLOSES LABOR DAY.

PENNS GROVE, N. J.

WANTED—Bides, Shows and Concessions for the prettiest and best little Park on the Jersey shore. Trains, Buses and Taxicab Stables at the Park Entrance. Three Ferry Boats running every 45 minutes from Wilmington, Del., to the Park. Seven big steel Passenger Steamers running from Philadelphia, Pa.; Chester, Pa., and Wilmington, Del., approximately every 50 minutes, direct to Park. Capacity of each Steamer, as follows:

State of Pennsylvania.....	3,000	State of Delaware.....	3,000
City of Wilmington.....	1,800	City of Camden.....	1,800
City of Philadelphia.....	1,800	City of Chester.....	1,300
Str. Brandywine.....	1,600		

The above Steamers leave on the first trip 7:30 a.m. and run continuously until 12 p.m. The two latest Steamers have been built for special excursions. WE ARE DOING OUR BOOKING NOW AND EXPECT TO HAVE THE BIGGEST TIME IN PARK HISTORY. On May the 19th the Park opens with a big display of fireworks. On the 4th of July we will have Motorboat Races and display of fireworks. On the closing day we shall bid farewell to the 1923 season with a large display of fireworks and special attractions. We also have a Theatre (capacity 600 people) for the experienced person. Dining Pavilion, Pool Room and Hotel Restaurant, Bathhouse and Boats to the Open-Air stadium, plenty of picnic tables and benches, beautiful water front and cool and shady. Also a well-illuminated place at night, with lights surrounding the entire Park.

ATTENTION NOVELTIES AND BALLOONS LOOK AT THESE PRICES!



- No. M28—FULL SIZE BOBBING FUR MONKEY, 11 inches Per Gross.....\$9.60
- M250—WHITEFACE CLOWN MONKEY, 6 1/2 in. Per Gross.....7.20
- 11—BIRD OF PARADISE, on spring, Per Gross.....1.80
- 100—JUMPING JIMMY, a wonderful seller, Per Gross.....8.40
- 7185—DRESSED KEWPIE DOLLS, 6-inch, Per Dozen.....2.00
- 33/20—MOUSE IN SURPRISE BOX, great novelty Per Gross.....6.60
- M23—LARGE SQUEAKING BIRD ON STICK, Per Gross.....3.00
- 342—UNCLE SAM CYLINDER HAT (Home Fireworks) Per Gr. 4.80
- 18190—FANCY WOODEN BEAD TABLE MATS, 7-inch, round, assorted colors, Per Dozen.....3.60
- 18520—FANCY WOODEN BEAD TABLE MATS, 8-inch, assorted colors, Per Dozen.....3.80
- 487—PAPER MACHE JUMPING FROGS, Per Gross......80
- 35—"WHO IS THE WINNER", Race Horse Novelty, Per 100......50
- 222—ROUND METAL MUSIC BOX, with 87cc on top, Per Gr. 9.60
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- CARNIVAL AND FAIR ITEMS.
- STANDARD CONFETTI, 30 tubes Per 100.....\$2.50
 - STANDARD CONFETTI, 15 sacks (30 lbs. to sack), Per Sack.....4.50
 - STANDARD SERPENTINES, Per 1,000.....2.50
 - No. 224—CARNIVAL PAPER HATS, Per Gross......90
 - 34—CARNIVAL PAPER HATS (Turkish Fez), Per Gross.....2.00
 - 603—ASST. SPECIAL FANCY PAPER HATS, Per Gross.....4.50
 - 193—TIN RATTLE, nicely decorated, 4 1/4-inch, Per Gross.....2.40
 - 723—IRON RATTLE, nicely decorated, 8-inch, Per Gross.....3.60
 - 1801—LARGE WOOD RATTLE, with metal clappers, Per Gross.....2.00
 - 419—SMALL WOOD RATTLE, 3 wooden pieces, Per Gross......90
 - G04—BACKSCRATCHER, very popular carnival number Per Gross......80
 - 3617—JAPANESE PAPER LANTERN, Two-inch, Per Dozen.....1.10
 - 3101—JAPANESE PAPER LANTERN, 8 1/2-inch, Per Dozen.....1.20
- RUBBER BALLOONS—SPECIAL.
- No. 40—ROUND AIR BALLOON, Per Gross.....\$0.55
 - 40—T AIRSHIP BALLOON, Per Gross......90
 - 50—ROUND AIR BALLOON, two-color, Per Gross.....1.90
 - 60—PLAIN AIR BALLOON, Per Gross.....2.25
 - 50—S AIRSHIP BALLOON, Per Gross.....1.70
 - 67—LARGE AIRSHIP BALLOON, Per Gross.....3.00
 - 60—TWO-COLOR PATRIOTIC PRINTS, Per Gross.....3.60
 - 70—ROUND TRANSPARENT GAS BALLOON, Per Gross.....3.40
 - 75—ROUND GAS BALLOONS, Per Gross.....3.50
 - 120—LARGE SIZE GAS BALLOON, Per Gross.....5.00
 - 105—LARGE "FLYER" BALLOON, with Propeller, Per Gross.....9.60
 - 50—ROUND SQUAWKER BALLOON, Per Gross.....2.80
 - 60—ROUND SQUAWKER BALLOON, Per Gross.....3.75
 - 104—BALLOON STICKS, Per Gross......40
 - 106—BALLOON STICKS, Per Gross......50
 - 1—SPECIAL BALLOON ASSORTMENT, 25 Airship Balloons, 25 Sausage Squawkers, 25 Inca Round Balloons, 25 Round Picture Balloons, Per Package.....2.60
- TERMS: 25% WITH ORDER, BALANCE C. O. D.

C. SCHWARZ & COMPANY, 404 W. Baltimore St., Baltimore, Md.

FULTON SHOW AND CARNIVAL TENTS



IT WILL PAY YOU TO COMMUNICATE WITH US BEFORE BUYING ANYTHING MADE OF CANVAS

FULTON BAG & COTTON MILLS

330 WYTHE AVE., BROOKLYN, N.Y.
ATLANTA, GA ST LOUIS, MO. NEW ORLEANS, LA
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DENNISON LAKE AND PARK WINCHENDON, MASS.

WANTS RIDES AND CONCESSIONS
In all lines. Have Dancing, Boating, Bathing, Canoeing, etc. 40,000 population to draw from. W. J. KEATING, Manager, Baldwinville, Mass.



\$104 PROFIT IN 3 1/2 HOURS

That's the record of one operator of one of my machines. Hundreds of others like it in my files.

It's being done everywhere. Operators and Concession Men are just coining money with Kotton Kandy or Empire Candy Floss machines. Attract big crowds. Spin the fluffy, delicious candy instantaneously right in front of your audience. Sells as fast as you can make it. Make it as fast as you turn the crank or spin the motor. Eight, ten or twelve big 10c packages made in a minute. A pound of sugar pays \$3.50 to \$4.00 profit. Everybody likes candy floss. Repeat sales. Comes back again and again. My candy floss machines are the oldest on the market. Experienced opera-

ters have been using them for years. Some Old Timers are still using their first machine. Shows how well they are made. Nothing complicated. Nothing to give out, break or wear out. Simple to operate. Good in any season any place. Made in three styles to fill all needs. Straight Electric—blitch up to any lamp socket. Let her spin and turn out the mist of sweetness. This model complete \$150. Hand-power machine—operates anywhere. Turn the crank and after in the cone. This model ready to start you in business \$150. (You can motorize this machine if you want to.) And here's

the beauty—the prize of them all—my Combination Hand-Power and Electric Machine. Turn the crank when you can't get at the juice. Let old man electricity do the work when he's handy. This machine, a pride and joy forever, comes to you complete, ready to start the nickels and dimes rolling your way for \$200. Man, don't hesitate! Write or wire your order immediately. NOW. Don't take a chance of getting left. It was oversold last year. Orders piling up fast. Terms. Half cash, balance C. O. D.

KOTTON KANDY AND EMPIRE CANDY FLOSS MACHINE REPAIRS AND SUPPLIES

Get ready for SPRING, SUMMER AND FALL BUSINESS. Prepare to take in YOUR share of the season's profits. Get YOUR OWN CANDY FLOSS MACHINE INTO GOOD RUNNING ORDER. See that YOU have the NECESSARY SUPPLIES TO PUT the thing over big.

SEPARATE HEADS \$20 each, with shafts attached fit any machine.
\$30. Hoppers, \$8.50 each.
BANNERS—A sweet little banner in colors. Price, postpaid, \$1.00 each; heavy oil cloth, \$2.00.
COLORING AND FLAVORING. Colors attract the eye—flavoring makes it more palatable. The combination goes over big. Colors—red, blue, green, orange, yellow, etc., \$1.00 per bottle. Flavors—vanilla, pineapple, orange, lemon, etc., \$1.00 per can, will flavor 100 pounds of sugar.
KOTTON KANDY UMBRELLAS, Spread 8 ft., with 12 heavy steel ribs. Prices from \$10 to \$30

each, including ground screw and timing device.
GENERATORS. State the type of machine you have and send in your orders. Price, \$15. Carry an extra one with you.
PRESSURE TANKS. All complete with attachments and directions. Price, \$12.50.
WOODEN SKEWERS. Use for serving the candy. Price, \$1.50 per thousand.
PAPER FOR CONES.
A. T. DIETZ,

Ready cut papers to make up cones 9 inches long and from 1 inch to 2 1/4 inches in diameter. Price, \$2 per thousand.
USED CANDY FLOSS MACHINES. SPECIAL!!! Three original Empire machines, like new, completely overhauled and reconstructed, at from \$75 to \$125. I expect to have in at least two Nashville all-electric machines, latest type, which cost \$200 new.

which I offer at \$112.50. I also have 6 to 8 rebuilt and reconstructed all-electric floss machines with Nashville heads and contacts at from \$65 to \$110. LOOK INTO THIS! I will buy, trade, sell, advance, repair, rebuild or handle in any other way any make or style of candy machines of any description. Write me or send your friends to me. I do business right.

27 Sayso Bldg., TOLEDO, OHIO.

**FREE
MY BOOK
'CANDY SUCCESS'**

PANEL ALUMINUM! "LUCKY 'LEVEN'"

**79
CENTS
EACH**



**79
CENTS
EACH**

NEWEST, FLASHIEST, SNAPPIEST ALUMINUM DEAL EVER OFFERED. Each and Every Piece Priced and Highly Polished. HERE'S WHAT YOU GET FOR YOUR MONEY—ELEVEN DIFFERENT ITEMS, 44 BIG PIECES IN EACH CASE.
4 only Panel 5-qt. Tea Kettles
4 " Panel 6-qt. Preserve Kettles
4 " Panel 8-qt. Preserve Kettles
4 " Panel 2-qt. Double Boilers
4 " Panel 8-cup Percolators
4 " Panel Deep Round Roasters, 10 1/2-in.
4 " Panel 9-in. Turban Cake Pans
4 only Panel 3-qt. Lipped Sauce Pans
4 " Panel 4-qt. Lipped Sauce Pans
4 " Panel Dripless Syrup Pitchers
4 " Panel 3-qt. Convex Sauce Pans & Covers
TOTAL—44 Pieces.
Total Cost to You \$34.76
Deposit required, \$7.00, balance C. O. D., \$27.76. We can ship inside of 12 hours, as we carry big stock for concessionaires. **WRITE HOW MANY CASES YOU WANT.**
THE ALUMINUM FACTORIES, 234 S. Wells St., Chicago, Illinois.

BELVEDERE BEACH

The Bright Spot of Keansburg **AMUSEMENT PARK** Between the Two Boat Piers Keansburg, N. J.

Want Carouselle on liberal percentage. One other Ride and a few more Legitimate Concessions for 1923 season. Good spot for Skee-Ball and Shooting Gallery. Buildings furnished. Last call for bookings this season. Have Swimming Pool, Dodgem, Aerial Swing, Dance Hall, Boardwalk, Picnic Grove, Fine Bathing Beach.

P. LICARI, Inc., Owners. R. O. WILLIAMS, Mgr. of Concessions.

FATEST GROWING SPOT ON THE JERSEY COAST

FLYING CIRCUSES, AVIATORS, BALLOONISTS AND FAIR SECRETARIES

Montana's Champion Cow-Boy Dare-Devil

AT LIBERTY—Performing Death-Defying Acts from Airplane or Balloon. 5 Death-Defying Parachute Drops from Airplane. Dive to Death from Balloon. Balloon or Airplane Acts booked together or separate. For time and terms write, phone or wire. Pay your own. (DARE DEVIL) DAVE DIAMOND, 1635 Fullerton Ave. (Diversey 3880), Chicago, Ill. Northwestern Balloon, Tent and Awning Company.

WANTED MEDICINE PERFORMERS AND BANDS

Can use two more good Five-Piece Bands, all brass, and six good, all around Comedians that change for two weeks and work in acts. No women on any of my shows. Open last week in March or first week in April. If satisfactory use you 12 months. State all in first letter or telegram. Address

ANDES PAYNE LABORATORY, Lexington, Ky.

GOODYEAR RAINCOATS

Largest Assortment of

MEN'S \$1.80

Gas Mask in Tan, Brown and Gray Shades. Red rubber-lined. Style No. 500.

EACH

Ladies' Style \$1.90

No. 585—Same Cloths.

EACH

Boys' or Girls' \$1.50

Styles 185-285. Same Cloths.

EACH

Men's Suede-Lined Leatherettes. \$2.85

Brass Buckle on Belt.

EACH

LADIES' LEATHERETTES \$3.25

Children's Leatherettes \$2.50

(Same Styles as cut.)

EACH

GIRLS' SCHOOL CAPES \$9.50

Oxford or Blue Shades

Style No. 380

Per Doz.

Prices quoted for dozen lots up to any quantity. Men's and women's sizes, 36-46; children's sizes, 6-16. 20% deposit; balance C. O. D. Sample Coats sent upon receipt of full price.

CHESTER WATERPROOF CO., Inc.
202 EAST 12th ST., - NEW YORK CITY

HEAVIEST STOCK

Trade **UNBREAKABLE "AMBERLITE"** Mark.

FINEST QUALITY



IF YOU WANT TO MAKE MONEY HANDLE LINE USED BY ORIGINAL SUCCESSFUL GENIUS. STRATORS, BE CONVINCED OF THE QUALITY AND WEIGHT. COMPARE WITH OTHER LINES. TRY AND SEE. SEND FOR OUR SAMPLE ASSORTMENT. SENT PREPAID FOR \$1.50.
THE COMB HOUSE OF AMERICA, 7 and 9 Waverly Pl., New York City.

MENTION US, PLEASE—THE BILLBOARD.



GEORGE L. DOBYNS SHOWS

BORN IN THE MANTLE OF HONESTY. HELD ALOFT ON

THE PINNACLE OF DECENCY

AND ZEALOUSLY GUARDING ITS WELL-EARNED REPUTATION. AGAIN THIS SEASON, AS HAS BEEN OUR ANNUAL CUSTOM, PRESENT:

ALL NEW AND BEAUTIFUL SHOW FRONTS
ALL NEW SHOW PARAPHERNALIA
A LARGER and ALL NEWLY PAINTED SHOW TRAIN
AND A COMPLETE AGGREGATION OF
ALL NEW ATTRACTIONS SPREAD UNDER
ACRES OF BRAND NEW TENTS

WE OWN all of the Railroad Equipment and Rolling Stock used by us—20 new and beautiful cars.
 WE OWN all of the fifty Wagons used by us; each twenty feet long by eight feet wide.
 WE OWN every inch of Canvas, every Tent, Sidewall, Pole, Stake and Rope used by us.
 WE OWN every piece of Scenery, every Banner, every Wagon Front and every Stage used by us.
 WE OWN every Riding Device, of which there are ten, used by us, excepting one.
 WE OWN, with but few exceptions, complete in their entirety, every one of the sixteen Shows exhibited by us.

AND LASTLY WE OWN A REPUTATION FOR INTEGRITY NO AMOUNT OF MONEY CAN BUY

All of this, plus true showmanship, business acumen, decency of purpose, a beautiful midway and real, worth-while attractions, we offer under a liberal contract to live, wide-awake organizations, City Governments and late fairs, for such dates and territory we have open.

WE CAN PLACE A PLATFORM SHOW

that will measure up to our standard of super-excellence. Will furnish everything new and complete.

WE CAN PLACE AN ATHLETIC SHOW

but it must be very high class. Will furnish everything complete, and this means the finest arranged and tented Athletic Show we know of, including a wonderful 50x18-foot flashy, brand-new banner.

WILL PLACE A SILO OR MOTORDROME

if in A-No. 1 condition and appearance and ridden by men and women who fully appreciate to get big business depends upon hard work and extra sensational riding.

WILL PLACE ONE OTHER SHOW

either Grid or Bally, but it must be a quality production. The larger the show the better. Positively no girl show of any description wanted nor tolerated. Will furnish everything.

WANTED 25 Living Freaks and Curiosities for a really wonderful brand-new Circus Side-Show. For oddities that are out of the ordinary run of "Ten-in-One" stuff we will pay the absolute limit in salary.

CONCESSIONS That are legitimate, neatly framed and operate for ten cents only, will be placed. We are known to carry only a few Concessions, and if you wish to be among the limited number write or prepay wire now.

WANTED Second Man, who fully understands his business and capable of laying out grounds for a big show. Give full particulars and lowest salary in first letter. **RIDE FOREMEN AND HELP** for Caterpillar, Steeplechase, Whip, Carousel, Big Eli, Seaplanes, Juvenile Merry-Go-Round, Venetian Gondolas, Railway Tunnel and Portable Figure Eight, Canvasmen, Talkers, Grinders and Sober Help in all Departments. All letters must state lowest salary, or no attention will be paid to them.

WINTER QUARTERS NOW OPEN

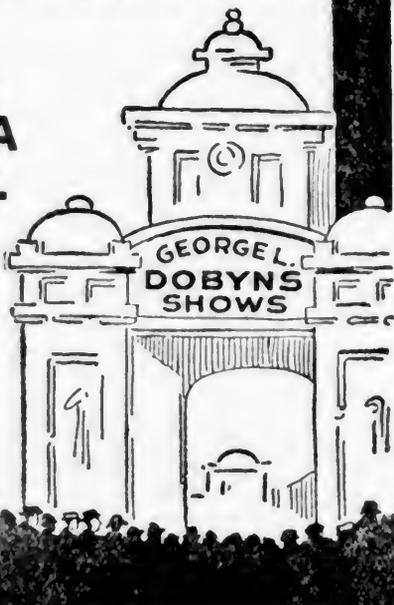
Hughesville (Pa.) Fair Grounds (10 miles from Williamsport). Can place IMMEDIATELY: Wagon Builder, Repair Men, Blacksmith, Show Front Builder, Scenic Artist, Boss Canvasman who understands how to parafine tents, Car and Wagon Painters, Letterers and other Useful Help, including Carpenters.

SHOW OPENS SATURDAY, MAY 5TH and plays what should prove an exceptionally good route, including ten of the best and largest fairs in the East among which are the

NEW YORK STATE FAIR, SYRACUSE
ROCHESTER EXPOSITION, ROCHESTER
THE GREAT GENESEE CO. FAIR, BATAVIA
CORTLAND CO. FAIR, CORTLAND. YORK FAIR, YORK, PA.

Full and complete list available to those interested. Everybody address **GEORGE L. DOBYNS, Gen'l Manager**
 Updegraf Hotel, WILLIAMSPORT, PA.

WANTED Grooms, Hostlers, Attendants, Seat Men, Boss Canvasmen and other Help for big Horse Show Address.
WEAVER'S DOG AND PONY CIRCUS
 CORTLAND, NEW YORK



Concessionaires and Wheelmen Musical Instruments

Guitars

The BIGGEST FLASH YET.

A beautiful Guitar, stand and size, rose-wood finish, spruce top, metal tail piece, machine head, pearl position dots.

A SURE WINNER

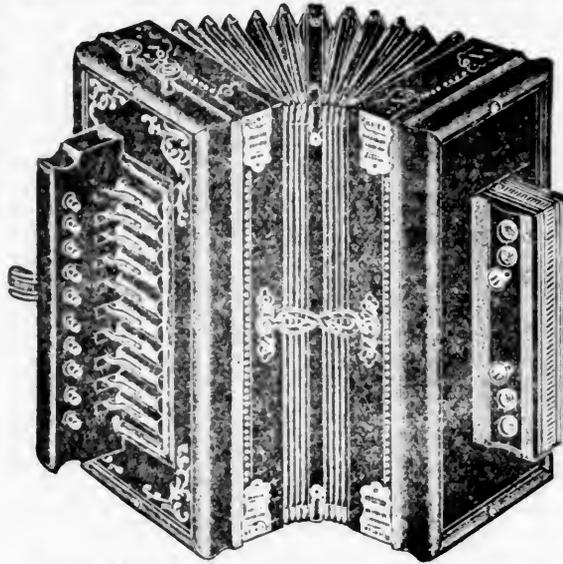
\$3.50 Each
in Doz. Lots

\$4.00 for Sample.



Will have the biggest play of any items on the midway this year. Start the season right by opening up with a musical stand. Musical instruments were a big hit last year, but the season of 1923 will beat last year's demand to a hollow.

GET ON THE BAND WAGON AND BRING HOME THE BACON



UKELELES—The 1923 Winner

A beautiful and handsome instrument. This is not a cheap painted Uke, but a highly finished article of quality. Always gets a big play everywhere.

\$18.00 Per Dozen

Samples,
\$2.00 Each

ACCORDEON The Ballyho Flash

Imported Accordeon—the instrument that has the loud tone of an Organ. Easily played by everyone. Lots of Music and Harmony. An exceptional prize—biggest value ever offered. THIS IS A WINNING "BALLY" NUMBER TO GET THE CROWDS.

\$36.00 Per Dozen

Samples, \$3.50 Each

WE ARE MANUFACTURERS AND IMPORTERS OF MUSICAL INSTRUMENTS EXCLUSIVELY, AND ARE THEREFORE IN A POSITION TO GIVE YOU THE BIGGEST VALUE FOR THE LEAST MONEY.

Send for samples today and get our catalog, featuring complete line of Musical Instruments. 25% deposit with all C.O.D. orders

M. S. POHS COMPANY

"Musical Merchandise"

100 FIFTH AVE.

NEW YORK

WALLACE BROS. ALL FEATURE SHOW and COOPER RIALTO SHOW COMBINED

1923—SEASON SULLIVAN & COOPER SEASON—1923

AMERICA'S BEST FIFTEEN-CAR SHOW

WILL CARRY A MAGNIFICENT ARRAY OF EXCLUSIVE ATTRACTIONS

Will Positively Open in the Heart of Youngstown, Ohio, April 26th,
and Play in the City for Three Wonderful Weeks.

REMEMBER—Youngstown is known as the Best Carnival Town in America. We invite Showmen, Ride Owners, Concessionaires to write for our propositions. Help wanted in all departments. All communications answered. Have Ten-in-One Outfit complete, Two 16x16 Platform Outfits and Four 30x60 Tops, Seats, Stages and Walk-Over Fronts. Will book to Reliable Showmen with Shows of Merit. Will book Silo Drome. Fair Secretaries and Celebration Committees anticipating holding Fairs or Celebrations, your dates are solicited.

Address all communications to **SULLIVAN & COOPER SHOWS**, Office 26 W. Federal St., Youngstown, Ohio.

Trade Mark Registered

RAY-DEE-O FLASH

Patent Pending

A NEW GAME WITH UNLIMITED MONEY-MAKING POSSIBILITIES

It is a revolving machine that flashes letters or numbers on a screen, wall or any object. Numerous attractive games can be played. Concessioners using this will have the most popular stand on the grounds. It will do much more than pay for itself the first day. SALESBOARD OPERATORS—Don't overlook this opportunity in your line. It is new; holds attention; a big money maker, and in the long run costs less than boards. Write for circular.

Manufactured and sold exclusively by

THE J. E. MARQUA COMPANY, 114-116 E. Second St., Cincinnati, Ohio

If you can use QUANTITIES you can SAVE MONEY by buying DIRECT from the MANUFACTURER. Our CIRCULAR showing our large assortment of JEWELRY will CONVINCe you.

PROPELLING AND REPELLING PENCILS

BOTH SIZES AND FINISH. \$10.50 PER GROSS.

Cigarette Cases
Cuff Links
Brooches
Pencils

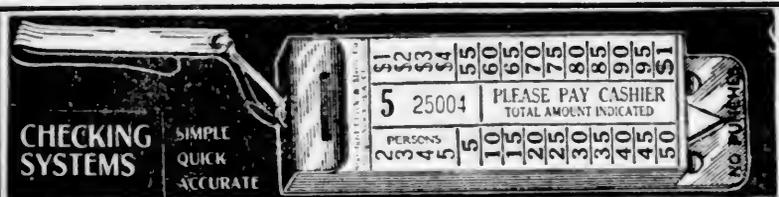


T20N—SILVER FINISH. T20—GOLD FINISH.

T21N—SILVER FINISH. T21—GOLD FINISH.

Extra LEADS, \$5.00 per gross Tubes; SIX LEADS in a Tube.

NO ATTENTION paid to orders unless accompanied by CHECK. Stamps or Money Order Must be sent for samples. **RIGHT MANUFACTURING CO.** Manufacturers of **JEWELRY AND NOVELTIES** **EDGEWOOD, R. I.**



Coupon Books—Numbered Printing—Checking Systems for Restaurants, Lunch Rooms, Soda Fountains

Write nearest office for samples, prices, full information.

STANDARD CHECK & MENU COMPANY

MAIN OFFICE AND FACTORY 348 NORTH ASHLAND AVENUE, CHICAGO, ILLINOIS

Branch Offices: 461 Eighth Avenue, New York; 333 The Arcade, Cleveland, Ohio



SILK UMBRELLA SPECIAL

Women's Gloria Silk Umbrellas, with white ring handle, in black only, in dozen lots only \$10.50 Per Dozen. Less than Dozen Lots, \$1.25 Each.

Women's Pure Silk Umbrellas, with white ring handle, assorted colors, in dozen lots only \$13.50 Per Dozen. Less than Dozen Lots, \$1.50 Each.

Men's Umbrellas, with curved handles, in both of above qualities, at same price. Terms for Dozen Lots, 25% deposit, balance C. O. D. Less than Dozen Lots, send cash with order. Convince yourself of this extraordinary offer by sending order at once.

A. A. MITCHELL, Manufacturer, 16 Sutton Manor, New Rochelle, New York.

\$6,000.00 AIRPLANE FOR SALE

TO THE HIGHEST BIDDER

Friday, March 23, at the Court House Door, Tuscaloosa, Ala.

For further information write PICKENS COUNTY FAIR ASSN., Aliceville, Ala.

SANDY'S AMUSEMENT SHOWS

Purchase Show Property From Harry E. Moore, Who Is Launching a Circus

Pittsburg, Pa., March 8.—In order to enlarge Sandy's Amusement Shows, the heads of the organization have just purchased from Harry E. Moore his ten-in-one show, a walk-thru show, athletic show and practically all paraphernalia belonging to Moore's carnival organization, as he is going out with a one-ring circus.

By the addition of the above mentioned show property, the number of attractions with the Sandy Shows will be increased to ten, which doubtless will make this caravan the largest motorized show playing the coal and steel sections of Pennsylvania, West Virginia and Ohio. The opening will be April 14, in the Pittsburg district.

BILL BAILEY (for the Show).

FROM LONDON TOWN

(Continued from page 50)

taking full and by, it was cheaper to pay than get a verdict on the one hand and having to pay their own costs—or at least part costs—in excess of the \$50 should Gulliver have gotten away on the counter claim. It should be remembered that when Gulliver's musicians went on strike last year the pianist of the Greshams played the show thru for all the other acts at Ilford and thus kept the house open and got the acts their full week's salaries. What's the moral? Don't be a strikebreaker or never oblige Gulliver. Maybe the latter will become a very powerful slogan.

MOXHALA PARK, ZANESVILLE, OHIO.

Wanted on account of disappointment a few good clean concessions.

W. D. Brookover, Mgr., Box 166.

69c



7-Cup Panel Percolators, 69c.

Start The Season RIGHT-- If You Try Us, You'll Stick!

Each and every piece guaranteed high grade, beautifully finished pure Aluminum.

1-Qt. Sauce Pan, Each	\$0.15
1 1/2-Qt. Sauce Pan, Each	.20
2-Qt. Sauce Pan, Each	.34
3-Qt. Sauce Pan, Each	.40
10-In. Fry Pan, Each	.59
10 1/2-In. Deep Round Roaster, Each	.69
Sauce Pan Sets (1, 1 1/2 and 2-qt.), Per Set	.69
6-Qt. Preserve Kettle, Each	.69
4-Qt. Corvex Kettle and Cover, Each	.69
4-Qt. Panel Sauce Pan, Each	.69
2-Qt. Double Boiler, Each	.75
8-Qt. Preserve Kettle, Each	.79
6-Qt. Corvex Kettle and Cover, Each	.79
3-Qt. Water Pitcher, Each	.79
10-Qt. Dish Pan, Each	.79
11 1/2-In. Colander, Each	.79
10-Qt. Preserve Kettle, Each	.89
4-Qt. Tea Kettle, Each	.99
10-Qt. Water Pail, Each	1.15
5-Qt. Tea Kettle, Each	1.25
3-Qt. Percolator, Each	1.25
13-In. Oval Roaster, Each	1.35
5-Qt. Panel Tea Kettle, Each	1.39
15-In. Oval Roaster, Each	1.55

WE SHIP SAME DAY ORDER RECEIVED. 20% deposit with order, balance C. O. D.

WRITE OR WIRE

THE

Aluminum

FACTORIES, 234 SOUTH WELLS ST., CHICAGO, ILLS.

SAV "I SAW IT IN THE BILLBOARD."

WANTED A. G. MILLER and B. E. ROBERTS

"GLENN"

BEN

COMBINED SHOWS

For Our Spring Opening at Hamlet, N.C., March 31st to April 7th. Two Saturdays

Other show spots in North Carolina to follow, then to the Coal Fields of West Virginia. WANT Ell Ferris Wheel, Madam Brown, wire, High-class One-Acting Circus to Feature. Athletic Show, with or without frame-up. Must be first-class. Will book any Mechanical or Walk-Through Show. Have A-No. 1 frame-up for Snake Show. Must be first-class. Musicians and Performers for the best framed Plant. Show on the road. "Spooney", wire me at once. Fay Miller wants to hear from all her old people. All Concessions open except Cookhouse. Mr. Bucklin and Mr. Harrison, are you going to be with us? We will positively carry no Grift or Cooch. WILL BUY 20x30, 30x60, 35x70 or 40x80 Tops. Address all mail.

MILLER AND ROBERTS' SHOWS, Box 479, HAMLET, N. C.

W. J. Torrens, Owner,
W. J. TORRENS' UNITED SHOWS, EIGHTH ANNUAL TOUR 1923
 Opens at Dugger, Ind., April 14-21.
2 Saturdays---Downtown---First Carnival Downtown in 7 Years.

The PAGEANT of PROGRESS, OBLONG, ILL., April 23-28

Noted as an Oil Town and the best spot in Southern Illinois. Expected attendance, 25,000 to 35,000 people. The last pageant drew easily this number. BIG ELKS' SPRING FESTIVAL, BENTON, ILL., APRIL 30TH UNTIL MAY 5TH, Auspices B. P. O. Elks (1234).

WANTED—Any kind of Rides, except Ferris Wheel. We have our own. Will furnish Flat Car for same. Want Shows with or without outfit. Athletic, Illusion, Crazy House, Mechanical Show, Pit Show. Will give liberal terms on any Show that does not conflict.

WANTED—Concessions of all kinds. A few Wheels open for \$25 N. Grocery, Fruit, Baskets, Pillows, Poultry Wheel, Grind Stores, Spot-the-Spot, Ball Games, Huckley Buck, Country Store, String Game, Fish Pond, or any Game that is on the square. This Show advertises and uses plenty of lights and electricity, and is always booked ahead under auspices. Address all mail to

W. J. TORRENS, Prop. W. J. Torrens' United Shows, Hotel Booty, TOLEDO, OHIO.

CANADA FOR THE SEASON OF 1923

1922 SAW A BUMPER CANADIAN WHEAT CROP.
 — 1923 WILL BE GOOD —

GREAT WEST AMUSEMENT CO.

Now Booking for a Season of 22 Weeks in the Canadian Wheat and Fruit Belt, Playing 25 Fairs.

Want to book Ferris Wheel. Liberal proposition. Dog and Pony Show or any other Show of Merit.

Man to take charge of Merry-Go-Round.

Five All-Day Grinders. (Shenney Busch, write me.) Can at all times place Real SHOWMEN.

I have for sale one of the finest equipped Cookhouses in Canada. Seats 75 people, and will book same for season.

Few Concessions open. Write what you have.

Season opens May 21st in Moose Jaw, under the auspices of the Rotary Club.

Address all communications to

GREAT WEST AMUSEMENT CO.

64 River Street, W. MOOSE JAW, SASK.

WANTED! WANTED! WANTED!

EPS GREATER SHOWS

SHOWS, such as A-1 Pit Show, and real attractions for same; Athletic, Dog-Pony, Colored Minstrel, Animal Show, Platform Show, or any other Show of merit. **CONCESSIONS**—Can place all Wheels and Grind Stores, Palmistry, Cookhouse and Juice. Wheels, \$50.00; Grind Stores, \$25.00 per week. If you want to travel with a show that plays the real spots in the hard coal region, one that moves rain or shine, and a show that has these spots all booked and contracted under strong auspices, address

MAX EPSTINE, 63-65 Northampton St., Wilkes-Barre, Pa.

Wanted-Theatrical Enterprise Co., Inc.-Wanted

Will Open the 1923 Season

EARLY IN APRIL, in New Jersey, near NEW YORK.

The Management of this Company operate their own Riding Devices.

ADVANCE HELP—Good Promoter who can Contract Organization Auspices. No trouble booking good supplies with our proposition.

CONCESSIONS—MERCHANDISE WHEELS and Grind Stores.

RIDE HELP—Assistants for Merry-Go-Round, Ferris Wheel and Venetian Sledge.

AGENTS—Best Wheel Agents.

FREE ATTRACTIONS WANTED—To hear from SENSATIONAL FREE ACTS.

Address EDSON & ZIEGLER, Managers, 38 West 120th Street. NEW YORK CITY

He Quit a \$30-a-week Job

Now He Never Makes Less than \$200.00 a Week



and He Thought He Couldn't Sell!

READE below what Vernon S. Beatty says about the wonderful Serenola and the plan behind it. Read it carefully and get the inspiration that runs all the way through his letter. Here was a man who had the ability to be a big success, but for years he didn't know it. Then he turned to the Serenola and overnight stepped from the low-paid plodder class into the ranks of the big money-makers; from a poverty-stricken home to luxury; from discouragement to happiness—all because he wrote us and got the facts in full about this remarkable selling proposition. Read his letter, then do as he did—write us for full information and get started with the Serenola, the most novel and wonderful musical creation of the age.

Mr. Beatty Says:

"Less than a year ago I was clerking in a wholesale dry goods store in Detroit. I was married and my wife and I were actually almost in want, because my pay was only \$30 a week, and it cost me more than that to buy the bare necessities of life. Think of it—\$30 a week! When I think of it now I regret the years I wasted in that old store. I know there are thousands of others working in stores, shops and offices who have hidden ability to sell, the same as I had, and who cannot see a way to solve their problem.

old dry goods store forever, and the next week made \$160, and the week after \$240 net profit. Never since have I earned less than \$200 per week. Any man with ordinary intelligence should do as well. I am convinced the Serenola Plan is the greatest offer ever made to an ambitious man or woman. The Serenola is a wonderful instrument—nothing in the whole talking machine industry can touch it. It sells itself—opens the door for you, attracts attention and creates the desire to own one. It is a truly wonderful instrument."

Answered a Serenola Ad

"One day I saw your ad, and, mostly through curiosity, I answered it. When your little booklet came I was struck immediately by the big possibilities, and I said to myself: 'Gee, if I only could sell.' I read the stories of other men who were a good deal like me and who had all succeeded. So why couldn't I? One line that struck me distinctly was: 'You need no experience to sell under the Serenola plan.' You assured me that the plan could be worked by anyone with ordinary intelligence, so I determined to try it—me a 'dud' salesman, making \$30 a week.

A Short Step to Big Money!

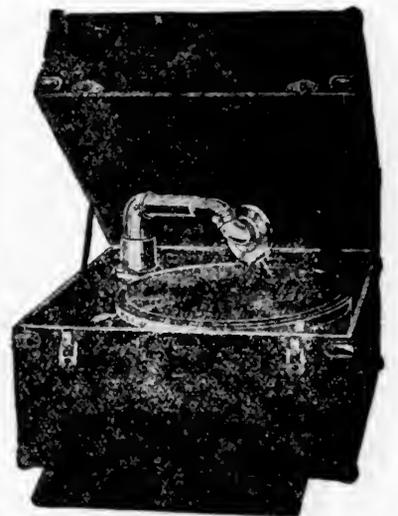
Your first step in getting into the big-money class is to get the Serenola Plan and facts in full. Don't wait. Decide now. Decide whether you are willing to slowly climb the jagged, rock-strewn path with little promise ahead—or whether you will jump into the class of the big money-makers, with unlimited possibilities directly before you. Make your decision now—and the rest is easy. Our plan tells you exactly what to do. Costs you nothing to find out. Get our complete plans and special free sample outfit offer. Write or wire NOW!

PERRY-LUDLOW CO.

S. 1118

Dayton, Ohio

"Anyway, I decided, mailed my letter to the company, and then one day the Serenola Selling Outfit arrived. That proved to be the biggest day of my life. We set the Serenola on the table and played it while we looked over the advertising matter and free literature. Then my wife telephoned to three or four of her friends to come over for the evening. I rehearsed the Sales Manual several times until I felt that I could point out the selling features of this beautiful little portable machine. Then out of a clear sky came my success. I had not counted on selling my close friends, but found I could not prevent it. They were enraptured, and all three had me fill out order blanks immediately. Then I knew I HAD WON. It was the happiest moment of my life. And no wonder—I had made \$30 for 20 minutes' work—a whole week's salary.



"To make a long story short, I worked nights for the rest of the week and cleaned up \$100. Then I quit the

MENTION US, PLEASE—THE BILLBOARD.

E. A. HOEK CO.

SUCCESSORS TO THE

PREMIUM SUPPLY CO.,

171-177 No. Wells,

Chicago

CONCESSIONAIRES' SERVICE HOUSE OF AMERICA

MERCHANDISE OF MERIT AT LOWEST PRICES

ORDERS SHIPPED SAME DAY AS RECEIVED

Occupying over 15,000 square feet of floor space enables us to carry a complete and up-to-date stock of Clocks, Silverware, Electric Lamps, Blankets, Dolls, Aluminumware, Beaded and Mesh Bags, Vanity Cases, Candy, Wheels, Paddles, etc.

SEVERAL NEW AND NOVEL GAMES OF SKILL

Write for Our Catalogue

Everything for the Concessionaire

New Streetmen's and Pitchmen's Items!

No.	Per Gross	No.	Per Gross
B11	Small Metal Novelties.....\$.25	582	Love Thermometers.....\$ 4.00
B9	Simplex Tongue Whistles......50	0103	Turn Me Picture Card Puzzle.....5.00
B13	Calliope Whistles.....1.00	191	Spiral Cigarette Holders.....4.00
B12	Horns.....1.00	M8	Ejector Cigarette Holders.....10.00
C17	Fighting Chickens.....1.00	1222	Arm Bands in Boxes; slightly imperfect.....4.50
B14	Child's 5-Piece Tin Dish Set and Card.....1.00	1221	Non-rust Arm Bands in Boxes.....6.00
1248	Belt Blowers—Streetmen are cleaning up on this item.....1.25	X6	Windmill Tops; entirely new.....5.00
1244	Gold Bead Necklaces.....1.35	M22	Trick Matches.....6.00
D15	Toy Miniature Playing Cards.....1.50	1243	Imitation Fruit.....6.00
X9	Ladies' Dressing Combs, Imported.....2.00	XX3	Chinese Mystery Trick; this is the biggest item ever invented for streetmen.....7.00
X8	Ladies' Metal Dressing Combs.....10.00	D11	Flying Birds; highest grade.....7.00
2010	Beads in Bags.....2.25	D10	Wooden-Jointed Snakes.....7.50
0106	Acrobat on Wire.....2.25	5	Cutwell Pencil Sharpeners.....7.50
1026	Metal-Tipped Lead Pencils.....3.00	B8	Japanese Fountain Pens.....9.50
030	Clutch Pencils, heavy nickel.....6.00	1567	Rice Fountain Pen and Clip; stamped 11-K, gold plated.....15.00
302	Clutch Pencils, with Clip; heavy nickel.....8.00	X7	"Parachute Pens"; entirely new.....9.00
1205	Symbol Pencils, gold plated, 3 lead.....9.50	500X	Men's Rubber Composition Belts.....15.00
B10	Domino Sets.....3.00	M21	Loaded Trick Cigarettes; ten in a box. Per gross boxes.....18.00
1241	Imported Gas Lighters.....3.50	1565	Pencil Lighter Combination.....24.00
D20	Fish in Bowl Novelty.....3.50	M23	Large Flashlights.....27.00
1245	Hermanicas.....3.75	590	Gillette Type Razors; extra quality.....24.00
0102	Moving Picture Cards.....3.75	720	Gillette Type Razors; extra quality, with extra blade.....30.00
M20	Improved Moving Picture Cards, large.....4.00		
XB4	Gold and Silver Bead Necklaces.....3.50		
376	Memo Book, with Mirror Back.....3.75		

New Salesboard and Premium Items!

No.	Per Dozen	No.	Per Dozen
4041	25c, 50c and \$1 Silver Coin Holders.....\$.40	500	Small Flasks: 2-ounce, silver-plated.....\$ 7.00
4042	Fobs, made for 10c, 25c and 50c Coins.....1.75	1568	Happy Hour Prayer Book with Flask.....10.00
4040	Gold Finish Fob with \$5 Coin Holder.....4.00	3820	Silver-Plated Flasks: half pint.....24.00
99	Irish Linen Finish Playing Cards.....2.40	6578	Half-Pint Leather-Covered Flasks.....9.00
100	Pyramid Gold Edge Playing Cards.....3.60	5172	Cigar Case Flasks.....18.00
3822	Celluloid Bracelets, assorted.....1.75	5174	Elk and Moose Half-Pint Flasks.....42.00
2011	Imported Jet Bracelets.....3.00	941	Gillette "Brawley" Razor Sets.....7.20
8544	New Paisley Bracelets.....3.75	918	"Dunledge" Gillette Blade Strappers.....10.80
2012	Imported Jade Bracelets.....4.25	226	Mahogany Serving Trays.....8.00
3825	Beautiful Safety Plaque Necklaces.....2.00	1332	Paarl Handle Pocket Knives.....6.00
401	Silhouette Pendant Necklaces.....2.25	80	Six Nut Picks and One Nut Cracker in Wooden Case.....9.00
8545	New Paisley Long Necklaces.....3.50	5634	Pair Military Brushes and Comb in Fancy Case. Per dozen sets.....10.00
3811	Tortoise Shell Necklaces.....4.00	717	Silver-Plated Cloth Brushes.....18.00
1501	Metal Girdles, with Egyptian Buckles.....4.00	290	"Leonard" Nickel Watches; American made.....10.80
3815	Iridescent Quartz Necklaces; Incandescent Imported.....12.00	301	"Leonard" Gold-Plated Watches; American made.....11.40
M23	Flashlights.....2.25	303	"Leonard" Men's Wrist Watches; American made.....24.00
2329	Soap Vamp Dolls.....2.75	54/2	Imported Desk Clocks.....15.00
837	Dummy Revolver Paper Weight; looks like a real revolver.....3.25	953	White House Clocks.....24.00
1571	Cigarette Cases, Bohemian Shell.....2.25	5631	Manicure Sets; 21-piece, fancy roll.....15.00
48	Photograph Cigarette Cases.....2.25	5632	Manicure Sets; 21-piece, in corduroy-lined case.....18.00
331	Silver Finish Cigarette Cases.....4.00	3842	New Star Bath Spray; \$5.00 value.....18.00
501	Silver-Plated Cigarette Cases.....7.00	837/122	Rogers Sugar Bowl, with 12 Plated Tea Spoons.....19.20
525	Silver-Plated Cigarette Cases; high grade.....10.00	009	Rogers "Mijo" 26-Piece Dinner Sets; knives not stamped.....31.20
C	Ejector Cigarette Cases.....11.00	008	Rogers 26-Piece Dinner Sets; each piece stamped.....38.00
5175	Elk and Moose Cigarette Cases.....12.00	1032	"Dovilar" Indestructible Pearl Necklaces in Plush-Lined Box with \$5.00 Label.....19.50
5178	Silver Finish Case for Bracelet Watch.....12.00	4530	Delta "Gilda" Indestructible Pearl Necklaces.....33.00
1576	Ivory Domino Sets.....4.00	4531	Delta Pearl Necklaces with Diamond Clasp; \$9.00 retail ticket.....48.00
M9	Opera Glasses in Cases.....4.00	1578	Electric Irons; 6-pound.....24.00
1942	Horsehide Leather Wallets.....4.00	3251	Ladies' Vanity Bag with Battery and Light.....24.00
5405	Leather Wallets, with 7 Pass Cases.....8.00	1229	Dumbbell Refreshment Cabinet Fitted with Lock and Key.....30.00
5406	Brown Cowhide Leather Wallets.....8.50	0839	Overnight Bags with 8 Fittings.....33.00
5407	Genuine Pin Seal Wallets.....12.00	80860	Vienna Merschbaum Pipe in Case, with Amber Bit.....36.00
1	Black Cat Novelty Dolls.....4.50	36	Premier Blankets, 66x84.....36.00
1100	Mama Dolls; 15-inch.....9.00	35	Rainbow Beacon Blankets, 60x80.....42.00
2024	Gold-Plated Excal and Repeal Pencils.....3.50	840	Bed Comfortables, 72x78.....42.00
2016	Fountain Pens; 11K, gold, with \$1.50 label.....7.50	3841	New Star Electric Toasters.....42.00
2023	Red Fountain Pens, with \$3.00 label.....15.00	958	Cretence Boudoir Set, 5-piece.....51.00
2020	Gold-Plated Pen and Pencil Sets.....15.00	1703	Peramount .25 Cal. Automatic Revolvers.....57.00
2021	Gold-Filled Pen and Pencil Sets, with \$15.00 label.....27.00	1704	Military Model .32 Cal. Automatic Revolvers.....84.00
900	Very Long Home Comfort Pipes.....3.75		
1450	Cigarette Holders in Case.....5.50		
1129	Saunders Setin Pillow Tops.....8.50		
1128	Round Silk Pillow Tops.....10.50		
3840	Gillette "Beacon" Gold Razor Set with Blade.....10.80		
500	Pint Vacuum Bottles.....7.50		
503	Pint Aluminum Corrugated Vacuum Bottle.....10.00		
609	Quart Unbreakable American Made Vacuum Bottle.....30.00		
597	Metal Lunch Kit for Pint Bottles.....7.00		
290	Leather Covered Lunch Kit for Pint Bottles.....10.20		
599	All-Leather Cases for Pint Bottles.....13.50		

M. L. KAHN & CO.
1014 Arch Street PHILADELPHIA, PA.

WESTERN MANAGERS and CONCESSION PEOPLE
Let us figure with you on your summer wants. Quick Service and Quality our Motto.
ROGERS TENT & AWNING CO., FREMONT, NEBRASKA.

MENTION US, PLEASE—THE BILLBOARD.

MINSTRELSY

(Continued from page 59)

monolog was the greatest ever extended to a minstrel by a local audience. The climax of loud applauding was reached near the end of the first part when Jimmie McDonald, a former Hannibal boy, sang "Time After Time", receiving applause that was deafening, the big crowd calling him back for a half dozen encores. McDonald is a favorite there and on his first visit to his old home as a minstrel made a great hit. Between encores he was presented with a beautiful bouquet of flowers by members of a local organization. "Lasses" White has entertained many patrons at the old Park Theater in days gone by, but his first visit at the head of his own all-star aggregation to Hannibal's newest playhouse will long be remembered by local amusement lovers.

CONEY ISLAND TICKLERS

\$2.50 per gross, F.O.B. N.Y.



A wonderful 10c seller at Coney Island. Cheap enough for giveaways. Terms: One-fourth with order, balance C. O. D. Include parcel post charges.

A. G. MARSCHAT, Importer.
2339 Washington Ave., New York, N. Y.

WRITE FOR OUR FREE BOOK ON
PATENTS

MUNN & CO.

631 Woolworth Building NEW YORK
Scientific American Building WASHINGTON, D.C.
Tower Building CHICAGO, ILL.
Hobart Building SAN FRANCISCO, CAL.

SOFT DRINK CONCESSIONAIRES

For FREE OFFER OF

LILY CUPS

SEE PAGE 210a

Have you looked thru the Letter List?

BASE BALL

THE LATEST 12 TO 14 UNIT GAME OF SKILL

Patent applied for.

This Game is going to be the knockout of the season 1923. Surpassing all Games on the market. Be first. Only a few will be placed on the market this year. A reliable Promoter wanted. For particulars, write inventor.

ERNEST NORBERG PATCHOGUE, LONG ISLAND, NEW YORK

READING FAIR

FIVE DAYS. FOUR NIGHTS.

SEPTEMBER 11, 12, 13, 14, 15, 1923.

Concession Space from \$3.50 to \$7.00 per foot front.

CHAS. W. SWOYER, Chairman, 30 N. Sixth Street, READING, PA.

THE GOLDEN EGG RACER

A PATENTED GAME OF SKILL.

Note that this Racer is Portable. There are no strings, pulleys, governors nor wires on this Racer. Just take it out of the crate and you are ready. Each unit is a Racer by itself. Each player operates his own unit. You don't have to wait for a full play JUST THE THING FOR PARKS, BEACHES, CARNIVALS, BAZAARS AND AMUSEMENT CENTERS OF ALL KINDS. Price, \$135.00 per unit, with traveling shipping crate. See it daily at

MARKEY & IRSCH, Room 3, 200 E. 23d Street, New York, N. Y. Phone: Gramercy 0580.

Fourth Annual Mississippi Valley Fair and Exposition

Davenport, Iowa

"WHERE THE WEST BEGINS"

AUGUST 11 TO 18—8 DAYS—7 NIGHTS.

Concession Plat will be opened April 1. Good, desirable space available. Your correspondence solicited.
M. E. BACON, Secretary, 919 Kahl Building, Davenport, Iowa.

TAYLOR GOODS GET THE BIG MONEY!

YOUR STOCK ALWAYS LOOKS FRESH AND CLEAN. BETTER MERCHANDISE AT THE SAME LOW PRICES

—THIS STAND GOT "TOP MONEY" FOR FOUR YEARS STRAIGHT AT ATLANTIC CITY, N. J.—

SILVERWARE
 BEADED BAGS
 LADIES' OVERNIGHT FILLED BAGS
 MEN'S REAL LEATHER TRAVELING BAGS
 LAMPS
 MANICURE SETS
 WRITE FOR SILVERWARE WHEEL ASSORTMENT FOLDER



CLOCKS
 PERCOLATORS
 TOILET SETS
 CAMERAS
 ELECTRIC FLASHERS
 WHEELS
 Intermediates
 WRITE FOR BEADED BAG FOLDER

—WRITE FOR TAYLOR CATALOG—

C. E. TAYLOR CO., 245 West 55th Street, New York

WE HAVE NO REPRESENTATIVES THIS YEAR. ALL ORDERS MUST BE SENT DIRECT TO NEW YORK.

A FEW CONCESSIONS OPEN

—AT—
 Hague Park, Jackson, Mich.

For Rent IN HIGH CLASS PARK CENTRAL NEW YORK

Location for Caterpillar and Old Mill. Building, 30x40, suitable for Skee Ball, Tanagra Theatre, Walk Through Show or Illusion. Address F. S., Box D-18, care of Billboard, Cincinnati, Ohio.

MAN O' WAR

THE INVINCIBLE SALES BOARD is the biggest money maker on the market. Particulars sent on request.

PYRAMID SALES CO., 1907 Elm Avenue, Norwood, Ohio.

FANCY RUBBER GOODS and RUBBER NOVELTIES

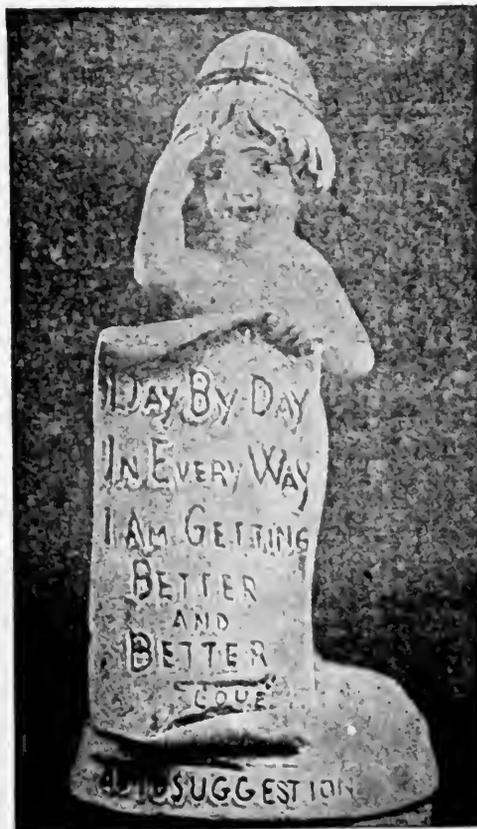
Toy Balloons and Flying Birds, Men's Rubber Belts, Dying Chickens, Airships, Fancy Rubber Goods for Special Trade, Sporting Cigarettes, Etc.

SPECIAL PRICE LIST.

NOVELTY PRODUCTS CO., 42 N. 7th St., Philadelphia, Pa.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

THE SENSATION OF 1923



COUE AUTO-SUGGESTION DOLL

Newest of the New

The fastest money maker of the year. It is taking the country by storm. No matter what your present line may be, you cannot afford to overlook this sensation. A work of art.

2 Samples, \$1.00
 (One Bronze and one Flesh Color.)

Full Particulars Free

ACT NOW—DON'T LOSE PROFITS

EVREE DAY MFG. CO.

CRILLY BLDG.,

CHICAGO

MENTION US, PLEASE—THE BILLBOARD.

WATCHES AT LOW PRICES



EXPOSITIONS

16 S. Gilt Watch, same as cut.....\$1.50
 6 Doz. lots or more, each..... 1.40
 Single sample \$2.00 Difference deducted in price on following order.
 10 J. Lever 14 S. O. F. Gold-Filled Watch, \$4.00.
 12 and 16 S. 21 J. O. F. Gold-Filled Watches, \$5.00 up.
 20% Deposit on all orders, balance C. O. D.
 M. WEISMAN,
 129-31 South 8th St., Philadelphia, Pa.
 NO GOODS RETAIL.

WANTED A FIRST-CLASS, CLEAN CARNIVAL

Or Various Amusement Acts for the Seven-County Fair at Brookhaven, Mississippi, October 3-6, 1923. Prefer contract on percentage basis. Address MRS. NELLIE C. PERKINS, Secretary Seven-County Fair Association, Brookhaven, Mississippi.

MERRY-GO-ROUND

Galloping Horses, 50-Ft. Top. Best offer takes it. Write J. BARNET, St. Paul, Minnesota.

SACRIFICE—ORIENTAL LUCK RINGS.

While they last everybody wants one. Only a limited number left. Gross, \$7.00. Dozen, 75c. Sample, 25c. PARISER BROS., 215 W. Main St., Springfield, Ohio.

CONCESSIONAIRES, STREET MERCHANTS AND SALESBOARD OPERATORS!!



B. 127 — Irving Special Watch. The watch with the unbreakable crystal; thin model, nickel-plated case. SPECIAL. Each 75c

We are looking for the following in all parts of the United States: Amusement Shows, Circus, Fairs, Exhibitions, etc. We have a large stock of all the above mentioned goods. We also have a large stock of all the above mentioned goods. We also have a large stock of all the above mentioned goods.



BB. 611—The Cat's "Meow". The hit of the season. Sells like wild fire wherever shown. Made of high-grade black leatherette, with voice that will say Meow. Dozen \$8.50
 BB. 612—Same as above. Larger size. Dozen \$11.00
 B.S. 613—The Extra Large Size Cat. 20x24, Dozen \$13.50

R. U. LOOKING FOR FLASH? V. HAVE IT



BB. 212—German Opera Glass. In leatherette cases. Per Dozen \$4.00
 Gross \$45.00

We Carry a Complete Line of Carnival Goods.

BRAND NEW FIREARMS

GN. 076—Guaranteed New Brand Genuine German Officers' LUGER Automatic Repeating Pistol. Each \$12.50
 GN. 985—Mauser, German make. 25 and 32 cal. Shoots 11 shots blue flash. Each \$9.00
 GN. 158—Brownie Automatic Pistol. American make. Each \$3.75
 GN. 394—Spanish .25 Cal. Automatic Revolver. 5 times. Exceptional big value. Each \$4.50
 GN. 189—Ortgies. .25 cal. Shoots 9 shots. SPECIAL. Each \$7.50
 GN. 820—Ortgies. .380 cal. similar to 38 cal. 8-shot Automatic Pistol. German make. Each \$8.00

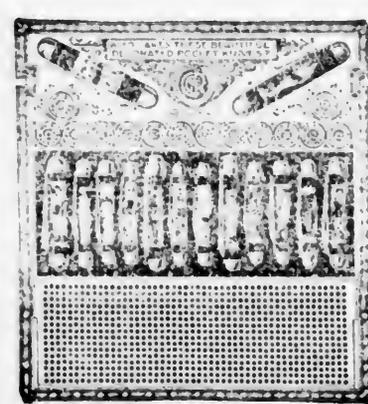
M. GERBER'S Underselling Streetmen's Supply House, 505 Market St., Philadelphia, Pa.

HERE IS A BRAND NEW BUSINESS

Re-dye Rugs and Carpets on the floor with FINEST DYE. The Dye applied with a brush. Remarkable discoloration. Blue, Green, Yellow, Orange, Red, Purple, Black, etc. All dyed without removing. Excellent dyes at once.
 A dollar box and half an hour's work will do a \$10 rug; your profit \$5.00. Complete equipment carried by mail and costing but a few dollars will do \$100 worth of work.
 This new business is growing by leaps and bounds. Hotels, Theatres, Churches, Homes and Stores all need your service.
 Send 50c for full size box and complete literature.

THE TEXPLY CO., Inc.
 Manufacturers of Dye Specialties.
 Dept. 20-A, SOMERVILLE, N. J.

JOBBER, ATTENTION!



The Golden Rule Cutlery Co.

Under New Management.
 212 N. Sheldon St., CHICAGO

Write to establish connection with Wholesalers who buy in large quantities. We will QUOTE PRICES to compare favorably with those of

ANY COMPETITOR.
 THE SAME SUPERIOR QUALITY AS ALWAYS IN THE LAST 19 YEARS.

COMPLETE ASSORTMENTS SINGLE NUMBERS
 PICTURE KNIVES PEARL KNIVES
 NOVELTY KNIVES STAG KNIVES
 Hardware and Advertising Knives

SALESBOARDS ARE GOING UP IN PRICE

Buy Now and Save Money

100-Hole	\$.15	1000-Hole	\$.63
200-Hole	\$.21	1200-Hole	\$.75
300-Hole	\$.28	1500-Hole	\$.93
400-Hole	\$.36	2000-Hole	1.20
500-Hole	\$.42	2500-Hole	1.50
600-Hole	\$.45	3000-Hole	1.80
700-Hole	\$.50	3600-Hole	2.16
800-Hole	\$.55	4000-Hole	2.40
5050-Hole			\$3.00

All 2000s shipped F. O. B. Chicago by express unless otherwise instructed.
 25% cash with order, balance C. O. D.

PURITAN NOVELTY CO.
 1911 W. Van Buren Street, Chicago

Dog and Pony Trainer WANTED

Year-round job to capable, experienced man. Can also place BILL-POSTERS and MUSICIANS for Big Show Band. Address
 GREAT SANGER CIRCUS
 1215 N. Second St., Memphis, Tenn.

Wanted Wanted Wanted

Pat G. ... Ted Metz.
 469 Broadway, Paterson, N. J.

DIORAMA CHATEAU THIERRY

actual reproduction for sale. Last season with Great Winthrop Shows. Would be a big money getter worked in conjunction with war trophies. Can be set up and taken down in thirty minutes. Requires space 30 feet by 16 feet.
 CAPTAIN E. A. PAWLA, 102 W. 40th St., N. Y. C.

ROY GILL'S WORLD WAR EXHIBIT FOR SALE

Most Complete of Them All, Consisting of the Following:
 1—FLYING MACHINE.
 15—MACHINE GUNS AND TRENCH MOTORS.
 12—LUGARS AND MAUSERS.
 60—HELMETS AND CAPS.
 1—WONDERFUL TRENCH MODEL.
 1—OIL PAINTING, 16 ft. x 6 ft., representing the Relief of the LOST BATTALION—and Thousands of Other Reliefs and Trophies.
 THIS PROPERTY IS IN PERFECT CONDITION AND READY FOR IMMEDIATE EXHIBITION PURPOSES. Stored in CHARLESTON, S. C.
 Address for All Particulars T. L. GILL, Revere, Mass.

YOU CAN'T GO WRONG

We Have the Airplane, Parachute or Balloon Act You Need
 to make your Fair or American Legion Celebration a success. Our performers and pilots are the best. Write or wire your wants and we will make proposition to suit. Fifth successful season.
 BEHNCKE'S CHECKERBOARD AIRPLANE SERVICE, INC.
 PHONE: Maywood 1693. Box 81, FOREST PARK, ILL.

The Simplex Typewriter
 Only \$27.50. A Boston customer wrote Jan. 3d, 1921. "The Simplex can't be beat for three times the money. I am well pleased." Sent \$27.50 cash.
 M. O. Registered Letter, or "Try me with a C. O. D." Rush your order right along. We thank you
 WARD PUB. CO., Tilton, New Hampshire

CARNIVAL AND STREET MEN

CATALOGUE FOR 1923-4
 Now ready. Send for one. Our line of Jewelry, Watches, Manicure Sets and small Toys is now complete.
 ATLAS JEWELRY CO.,
 H. SILVERMAN, Mgr.,
 970 Liberty Ave., Pittsburgh, Pa.

Street Men Take Notice

Manufactures "Pete"
 The Trained Frog.
 Fastest Selling Novelty on the Market.
 Write for Prices. Sample, 15c each.
 The LePo Novelty Co.
 2056 East 4th Street - CLEVELAND, O.

"Furnishing The Public Demand—High-Class Amusements"

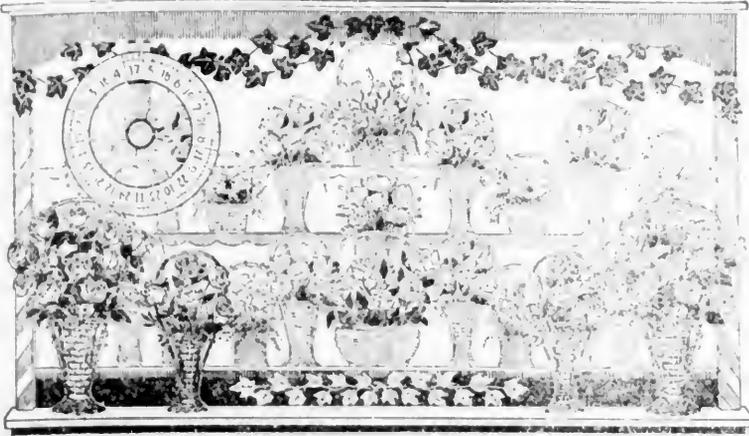
THE MATTHEW J. RILEY SHOWS

OPENING DATE, APRIL 16, TRENTON, N. J.
 WANT—First-Class SHOW ATTRACTIONS, to Feature. Will furnish Wagons, Fronts and Outfits to CAPABLE SHOWMEN.
 WANT—LEGITIMATE CONCESSIONS of All Kinds. WANT—TALKERS WHO CAN MANAGE SHOWS, and Also MANAGER and RIDERS for MOTORDROME.
 Mr. Riley is now at Winter Quarters, on the Fair Grounds.
 Address ALL COMMUNICATIONS, MATTHEW J. RILEY, The Matthew J. Riley Shows, TRENTON, N. J.

NEW 1923 STYLE KIRCHEN FLOWER BASKETS

By popular demand we have designed new Baskets especially for the Concession trade, as per specifications of some of the biggest Concession people in the business. Kirchen Flower Baskets made a tremendous success last year—made money in spots where all other items failed—did business when crowds were large or small, and this year the possibilities are greater than ever before. The Kirchen Flower Store always gets the big play, no matter what kind of a booth is next door. The Kirchen Flower Basket Booth is the most beautiful and always attracts attention of everyone. Everybody likes flowers and they all stop and look at the Kirchen Flower Store. One look and then they want a Basket.

KIRCHEN FLOWER BASKETS are NOT flashy, but BEAUTIFUL, MAGNIFICENT. Baskets made of the best materials and filled with gorgeous, natural-looking artificial flowers, made of cloth, NOT PAPER or WAX. Each Basket is artistically arranged by our expert designers and packed in an individual box, all ready to place on your booth. The big season ahead offers big possibilities for you if you use the right kind of merchandise, and **KIRCHEN FLOWER BASKETS ARE RIGHT.** The big season ahead offers big possibilities for you if you use the right kind of merchandise, and **KIRCHEN FLOWER BASKETS ARE RIGHT.** If you want a sure thing that is a money maker, start your season by installing a **KIRCHEN FLOWER STORE.**

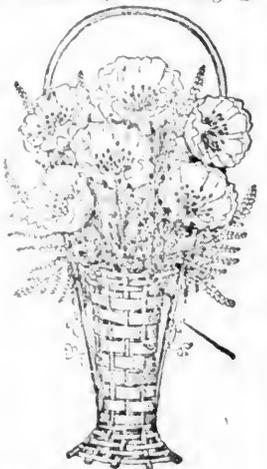


SPECIAL OFFER No. 1.

50 Flower Baskets, Assorted Sizes and Designs, for \$50.00.

A complete store, all ready to go to work. Each and every Basket comes in a special box, and then packed in corrugated cartons, which can be used in making your jumps from spot to spot.

FREE—With this special offer we give you free complete booth decorations, and for intermediate prizes, 50 Rose Boutonnieres, 1 gross assorted colored Carnations; also signs for your booth, "Say it with everlasting flowers."



SPECIAL OFFER No. 2. 32 Baskets for \$45.00.

OFFER CONSISTS OF:

10 No. 1505 American Beauty Rose Baskets.

6 No. 1505 Assorted Flower Baskets.

16 No. 1923 KIRCHEN SPECIAL Rose Baskets

FREE WITH THIS OFFER:

1 Gross Assorted Carnations.....\$2.00

½ Gross Rose Boutonnieres..... 2.00

1 Dozen Yards Wild Rose Vines... 2.00

1 Dozen Yards Violet Vines..... 2.00

1 Dozen American Beauty Roses... 1.50

Signs for Booth.

Value\$11.50



OFFER No. 4.

20 American Beauty Rose Baskets and Free Goods for \$25.

Offer consists of the following: 20 No. 1505 Baskets, all 22 inches high, filled with natural-appearing artificial flowers and beautiful green foliage. 10 Rose Baskets and 10 Assorted Flowers. The greatest flash you ever saw for the money. Each Basket is filled with flowers and all ready for use. Come packed in individual boxes.

FREE GOODS:

1 Gross Assorted Colored Carnations, \$2.00.

Signs for Booth.



OFFER No. 5.

25 Assorted Flower Baskets for \$20.

OFFER CONSISTS OF:

25 Two-Tone Handle Baskets, 13

in. high, 6 inches in diameter

15 No. 1581 Cloth Wild Rose Baskets.

5 No. 1581 Cloth Poppy Baskets.

5 No. 1581 Assorted Flower Baskets.

25 Baskets.

FREE GOODS:

½ Gross Rose Boutonnieres....\$2.00

1 Dozen Violet Vines..... 2.00

Value\$4.00



The Kirchen Special

OFFER NO. 3.

24 BASKETS FOR \$35.00.

OFFER CONSISTS OF:

12 No. 1923 Kirchen Special Rose Baskets.

12 No. 1923 Kirchen Special Rose and Orchid Baskets.

FREE WITH THIS OFFER:

1 Gross Assorted Carnations.\$2.00

1 Dozen Wild Rose Vines... 2.00

(Signs for Booth)

Value\$4.00

The Kirchen Special Basket is a gold-bronzed red and straw Basket, 17 inches high, 10 inches in diameter. Basket is profusely filled with everlasting green foliage and beautiful cloth Roses and Orchids.

25% deposit must accompany all C. O. D. orders.

SAMPLE OFFER:

Five different numbers of the best sellers sent on receipt of \$5.00. All goods shipped same day received. Write for Illustrated Circular.

KIRCHEN BROS., - - - 222 W. Madison Street, CHICAGO

WANTED FOR FAIR

SEPTEMBER 25 TO 28, 1923.

BEDFORD, VIRGINIA

Good, Clean Shows, Rides and Concessions

Interested in any part of the above.

BEDFORD COUNTY FAIR ASSN., INC.,

By J. Callaway Brown, Secretary.

A Sure Money Getter. Shoots No. 3 and No. 4 Corks Old Guns Repaired.

Pump action, \$7.75 Each, \$40.00 ½ Doz.
Lever action, \$5.75 Each, \$30.00 ½ Doz.
Corks, size 3 and 4, \$1.50 per 1,000;
\$6.50, 5,000. Order from this list. Deposit required.
Blumenthal Bros., 3314 Dawson St., Pittsburgh, Pa.

WANT TO BUY MERRY-GO-ROUND

3-Arrest Juniper, Portable. Pay cash. Kindly state full particulars plainly in first letter.
H. P. D. HART,
425 West 118th St., Apt. 63, New York, N. Y.

"ALADDIN" LAMPS

ARE GOING BIG ON THE

Wheel, Salesboards

And Other Concessions

GET IN ON THE

GROUND FLOOR



A LEADING PREMIUM

No. 1441 Assorted

3 FINISHES

Retails for \$5.00

Your Price \$24.00 Per Doz.

25% Cash. Balance C. O. D.

Write for price in gross lots
ALADDIN MFG. CO., MUNCIE, IND

I WANT ONE PROMOTER

capable handling this Show. Salary all you are worth. Hawaiian Entertainers, must be real people. Legitimate Concessions only. Write or wire

MILLER BROS.' SHOWS, Bessemer, Ala.

NEW **UNA-FON** \$500 SIZE \$300 FOR

D. F. PAYNE,

1466 West Third St., CLEVELAND, O.

\$5.00 COMBINATION TATTOOING MACHINES

Now Two for \$5.00, complete.
PROF. WAGNER, 208 Bowler, New York



BEAUTY.
Size, 16 1/2 x 10. Price, 59c



THE LEADER.
Size, 8 1/2 x 11 1/2. Price, 15c.



BONNET GIRL.
Size, 3 1/2 x 6 1/2. Price, 9c.

Leaders in the Candy Field

Our experience means a lot to you, as all our boxes are planned by those who know how.

Successful concessionaires use Ireland's Chocolates because they know.

- Our Service
- Our Quality
- Our Experience
- Our Flash

HELP BRING BUSINESS

Don't make the big mistake of buying the cheapest. Insist on getting your money's worth.

Boxes from 9c each to \$5.00 each.

Each one created for PROGRESSIVE Concessionaires.

Ireland Quality assures repeat business. Immediate service on all orders.

SEND FOR COMPLETE FOLDER AND PRICE LIST

Curtis Ireland Candy Corp.

24 S. Main St., St. Louis, Mo.
28 Walker St., New York.



FLOWER GIRL. Size, 8 x 11. Price, 37c.



WHIPPED CREAM.
Size, 6 x 10. Price, 22c.

AGENTS WANTED EVERYWHERE



Here is the Smallest Practical Adding Machine Ever Offered to the Public

POCKET-SIZE ADDING MACHINE—Greatest machine of its kind made. Retail for \$3.00. The world's best, most useful, practical and novel pocket-size adding machine. Used in every home and business. Sells on sight. Exclusive territory; big commissions. Send \$2.00 for sample and quantity prices.

POCKET ADDING MACHINE CO.,
Jones Law Bldg., Pittsburgh, Pa.



Firsts Only!

MEN'S Rubber Belts, \$14.00 Per Gr. \$7.50 1/2 Gr.

Best proposition on the market, a real money-maker. Belts come in black, cordovan and grey. Stitched, corrugated or plain. Satin finish roller bar buckles. \$3.00 deposit with every gross or half gross ordered, balance C. O. D. Twenty-cents for sample.

PEERLESS BELT CO.,

1231 S. MAIN ST., AKRON, OHIO.

CONCESSIONAIRES IN AND AROUND DENVER

Get our Prices on the most attractive line of

Plume Dolls, Lamp Dolls,

OSTRICH PLUMES, BALLOONS AND CONCESSION SUPPLIES.

WE SAVE YOU MONEY
WESTERN NOVELTY CO.
405 BARCLAY BLOCK, DENVER, COLO.

VENDING MACHINE OWNERS and SPECIALTY SALESMEN!

Attractive Standard Package Chewing Gum, \$8.00 per 1,000 Pkgs. Remit Money Order. Shipments made promptly.

THE SNAPPY GUM CO.
509 St. Clair St., TOLEDO, OHIO.

AMERICAN

FIREWORKS MANUFACTURING CO.

Special Designs Made to Order. ALL WORK GUARANTEED.

JIM SORGI, Manager,
P. O. BOX 331, HUDSON, OHIO.
Res. Phone Bell 134-X Factory Phone 100-L3.

Canvasman Wanted For Shrine Circus

Good place for a high-class man. Wire **NAT D. RODGERS**, care Shrine Temple, Muskogee, Okla., at once your lowest salary.

Star Amusement Co.

OPENING ON THE STREETS OF MIDDLEPORT, OHIO, APRIL 14TH—TWO SATURDAYS. Pomeroy, Ohio, to follow Middleport. **WANT**—Will give exclusive to good, clean Grab Joints and Juice Combined, \$35.00; Palmistry (American), \$25.00; Ball Games, \$15.00; \$20.00 for exclusive; Grid Stores, \$20.00, one of a kind. Our proposition—Rides and Concessions only. All supplies. We can also place Man to take charge of Baby Sealplane and Cushman Engine Man. Want experienced Man for Corn Game. Address **STAR AMUSEMENT CO., Middleport, Ohio.**

Wanted, Concessions of All Kinds for Opening

OF THE GREAT EASTERN HIPPODROME CIRCUS APRIL 2 TO 7, INCLUSIVE

at SHETZLINE BALL PARK

BROAD AND BIGLER STREETS, PHILADELPHIA, PA.

Six afternoons and six nights. All legitimate Concessions open. Carousel, Swings, Ferris Wheels, etc. **WANTED**—Good opening for a 10-in-1 Show, also Platform Shows. Wire, write, Phone or call. **KRAUS & SHAW AMUSEMENT PROMOTERS, INC.** Real Est. Trust Bldg., Philadelphia, Pa. Bell Phone: Walnut 4248.

MENTION US, PLEASE—THE BILLBOARD.

QUALITY

PRICE

SERVICE

Concession and Salesboard Operators:

Hand-dipped chocolates at machine-dipped prices. Fresh from Factory to you when you buy—

Stratford

CHOCOLATES

Especially Attractive and Flashy Boxes for Wheels, Ball Games and Salesboards.

Our price list mailed free upon request, or upon receipt of \$3.00 we will send prepaid a complete assortment of flash and other packages.

Packages from 5c to \$5.00

Mr. RICHARD. M. WHEELAN is now with our organization.

STRATFORD CANDIES, Inc., Office and Factory: 541-543 West 22nd Street, NEW YORK

BUDDHA PAPERS.



In five foreign languages (Spanish, French, Polish, Italian and German) also 11 different distinct series in English to choose from. Prices per 1,000 (and we pay postage), \$3.75, \$5.75 and \$8.00. If you want the cheapest, buy here. We never let anyone undersell or even match our lowest prices on Buddha Papers. Naturally, our BEST PAPERS SELL BEST.

OUTFITS that really work and are complete without extras. **ORIENTAL COSTUMES** with a real Oriental FLASH!

FUTURE PHOTOS—Watch our advertisements in later issues.

HOROSCOPES that not only flash, but are so well written that they breed "comebacks". The best written ever offered the profession.

We have several new things under cover, but we are doing a little "Watchful Waiting". They mean heavy investment for us, and if this turns out a punk season, to be fair to ourselves, we would have to make the prices too high. BUT—if this season starts out well, as we hope and believe, just watch our advts. later—there will be some smoke backed by real fire. Nuf sed. Send 4c stamps for full info.

S. BOWER, BOWER BLDG., 430 W. 18th St., New York.

1903 AND 1923



20 years ago, when we discovered the Tintype Minute Photo business, every customer operating our Cameras with Supplies made a success, as we always supplied them with good Plates and attractive Mounts. We have been handling this line exclusively since, and are therefore able to give our customers the best service in the Minute Photo business.

During the passing years the people demanded something new—Paper Plates to take the place of Tintypes—and in the past few years we perfected the new Black and White Cards which are better in every way than Tintypes and can be used in Tintype Machines and the same developer. We immediately informed our customers, and those using these Cards find them a big success. These Cards have put new life in the Minute Photo business and many operators who had given up their machines started business again and are doing better than ever before.

Boys, there is eight months of active Minute Photo business before you. Success is yours when you start the season right. We are prepared with a large stock of attractive Mounts and high-grade non-curling Black Back Cards, with which we are sure you will make a big success. Picture Men, 1923 will be the biggest Minute Photo season, if you have not been one of our customers, be with us this season and we will serve you right. Orders promptly attended to. Catalogues free. Our Prices and Quality cannot be beat. Send your next order to us.

Yours for a successful season,

BENSON CAMERA CO.

25 DELANCEY STREET, NEW YORK

ANNOUNCEMENT

GOLDEN BEE CHOCOLATES

are now available for

Concessionaires, Wheel Men and Sales Board Operators

Golden Bee Chocolates have been put in sales board deals for the past two years and have made friends and won popularity all over the country. After numerous requests from leading Concessionaires these wonderful Chocolates are now packed especially for the requirements of the outdoor show world.

Everything is new except the name and the quality. Make your first order Golden Bee Chocolates and you will use them all summer.

PRICES AND SAMPLE ON APPLICATION.

Theodore Bros. Chocolate Co.

Taylor and Finney Avenues, ST. LOUIS, MO.

AGENTS! EARN \$125 WEEKLY



95c EACH

Selling these beautiful Brussels Rugs. Buga Size, 27x54 inches.

Easy to sell from 3 to 6 Rugs to each customer at a profit of a dollar on each Rug. Special Offer! Price, \$11.25 Per Dozen, 30 Rugs in a bale for \$28. Prepaid, 25% deposit, balance C. O. D. S. K. RUG MFG. CO., Oxford, N. C.



The Greatest Razor Value in the Country. Big Money maker for Sales Board, High Pitch, Mail Order or Premium use. Send 50c for sample and special quantity price. 4-B-RAZOR CO., Hutchinson, Kansas.

SIDE SHOW ACTS WANTED SUITABLE FOR

Con T. Kennedy's Big Side Show

All Acts must be first-class and have good 8x10-ft. banner and good wardrobe. This show has sixteen of the best fair. Make your salary for still dates and fairs. Want to hear from the following: Impalement Act, Magician that does something, Peddie, Sword Swallower, Fire Eater that does a real act, Glass Dancer and Sword Walker, Clay Workers. A Cartoonist that can work fast and draw from models can make big money on this show. Mindreading Act that can keep sober and not try to run the whole show, good Lecturer that can do one act. Escape Artist that can do something on the ball, or any Act of merit. Address A. P. MURPHY, 603 Texas St., Ft. Worth, Texas, till March 25th, then Waco, Texas, care Con T. Kennedy Shows. Acts that worked for me before, please answer this ad.

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

ARE YOU LOOKING FOR GOOD

PREMIUMS

AT LOW PRICES

That is the QUESTION! Listed below you will find "THE ANSWER"

- WHITE HOUSE CLOCKS—Colonial style, guaranteed 2-year American movement... \$2.05
- Imported 30-hour movement 2.00
- MAHOGANY IVORY CLOCKS—Colonial style, guaranteed 2-year American movement 2.35
- ROGERS SILVER SET, nickel silver, 26 pieces, Norfolk design, Rogers stamped knives 2.75
- LA TAUSCA PEARLS—Guaranteed indestructible; 18-inch, graduated, solid gold clasp 2.25
- 21-inch, graduated, solid gold clasp 3.00
- 30-inch, graduated, solid gold clasp 4.00
- Velvet box, satin lined, with La Tausca stamp inside50
- (Boxes shipped only with order of La Tausca Pearls)
- WM. DEMUTH & CO.'S "Bakelite" Pipe Set—Guaranteed; 4-piece set in plush-lined leatherette box 4.25
- 2-piece set in plush-lined leatherette box 2.25
- MANICURE SETS—21-piece French Ivory, satin-lined leatherette case 1.20
- Brocaded velvet-lined tooled leatherette case Silk-lined, GENUINE LEATHER case (extra fine set) 3.25
- MANICURE SETS—21-piece DEMI-SHELL gold inlay, richly lined, fancy Morocco case 1.85
- PEN AND PENCIL SETS—"Super-rite" Ladies' or Gent's Full-Mounted Gold-filled Pen; 14-Kt. point, boxes 2.10
- MESH BAGS—Genuine WHITING-DAVIS, latest designs, Engraved frames, chain handle 2.75
- Engraved frames, strap handle 3.00
- GILLETTE SAFETY RAZOR—Large size NO. 2, 22-Kt. gold-plated, sample blades (only with other make) 3.40
- Tuckaway, "New Type" Model; gold-plated sample blades (only with other make) 2.90
- EASTMAN FOLDING CAMERA (regulation films), No. 2 Model, with latest kodak improvements 5.15
- No. 2A Model, with latest kodak improvements 5.50
- TOURIST SETS—Gent's genuine walrus-grain leather, ebony handles, contains genuine Gillette Razor 4.00
- TOILET SETS—3-piece French Ivory Comb, Brush and Mirror; fancy mirror 4 1/2 in. in black telescope box 2.00
- Fancy mirror, 5 3/8-16 in. in black telescope box 2.50
- TOILET SETS—3-piece "Two-Tone" Ivory-Shell; fancy mirror 4 1/2 in. in black telescope box 2.25
- Fancy mirror 5 3/8-16 in. in black telescope box 2.75

WRITE AT ONCE FOR LIVE-WIRE CIRCULAR.

TERMS—25% deposit required with all orders. Balance C. O. D.

FEDERAL TRADING COMPANY

1133 Broadway, NEW YORK CITY.

SOFT DRINK CONCESSIONAIRES

For FREE OFFER of

LILY CUPS

SEE PAGE 210a

THE ELKADER FAIR

SEPTEMBER 4, 5, 6, 7.

Wanting Rides, also Concessionaires that comply with Iowa laws. RAY G. TIEDEN, Secy., Elkader, Iowa.

YOU CAN'T BEAT THESE PRICES



KATS! KATS!
All With Voices

- No. 150—12 in. \$ 2.00 Doz.
- No. 350—16 in. 4.00 "
- No. 450—20 in. 6.25 "
- No. 520—23 in. 8.00 "
- No. 620—27 in. 10.00 "

KEWPIES
At Special Prices.
20 in. 24 in.

Genuine Gillette Blades
Original Package 62c Doz.
imitation 20c "

Vest Pocket Razors

Best Quality \$2.25 Doz.

25% Deposit, Balance C. O. D.

MAMA DOLLS

Perfect Voices

- No. 10—14 in. \$ 7.50 Doz.
- No. 20—16 in. 9.00 "
- No. 30—18 in. 13.50 "
- No. 40—21 in. 15.00 "
- No. 50—27 in. 16.50 "

Good Quality Cotton Legs.



ELJACK TRADING CORPORATION,
DOLLS, NOVELTIES, CARNIVAL SUPPLIES,

368 Broadway,

NEW YORK, N. Y.

Phone: Stuyvesant 9330

RUPPEL GREATER SHOWS

WANT FOR 1923 SEASON OPENING APRIL 28

Legitimate Concessions, all Wheels Open, also Grind Stores—No Grift. **SHOWMEN**—A good proposition to Showmen with own outfits, or will furnish complete outfits to real showmen
HELP Want foreman for new Big Eli, also foreman for new Allan Herschell 3-Abreast, and Seaplane foreman.
HELP—In all departments. **WANT**—Cook House and Sensational Free Acts
 Will play 4 towns that have been closed to carnivals in New Jersey, and then the best in Pennsylvania.
 Route will be given to those connected with this show. Address all to P. O. Box 53, Elizabeth, N. J. Kit Carloes, write.

MIDGET COLLAPSIBLE GARMENT HANGER



YOU CAN "GOIN" MONEY

with this sturdy, convenient hanger—the small st clothes hanger in the world. Some of our representatives are selling at the rate of a dozen or more an hour. There's nothing like it on the market. Everybody wants a number of them. You'll make 100%—Hangers are well made and beautifully finished. Put up in attractive, genuine leather cases. In a variety of colors and sizes, from one to six **CONCESSIONAIRES AND WHEELMEN.**

Use this item as an intermediate in your wheel's or games. The many different colored leather cases and the various sizes in which the hangers are packed—one, two, three, four and six in a case—make Midgets interesting and attractive items. They decorate and beautify the wheels.

Sample sent, insured, for 35¢. Money refunded if same **ACTUAL SIZE.** pic returned.

THE KALINA CO.
 Originators, Patentees, Manufacturers
 34-AA Alabama Avenue, BROOKLYN, N. Y.

A Brand New Advertising Specialty!

Service—Value—Permanent Appeal

You find all those virtues in this new Telephone Pad with its handy, easily renewed roll of adding machine paper. But it's the paper roll that makes this novelty the greatest ad. specialty of years—it gives your advertising perpetual life by making it possible for the user to instantly attach new writing pads as needed. Writing surface is at the most convenient angle. Pad attached to phone. Your ad. on attractive metal plates in a conspicuous place where it must be seen whenever phone is used. Sample, 60c. Exclusive territory on this item for our salesmen.

This Solid Leather Cigarette Case
 for **12 1/2c** each in only **12 1/2c** quantities

Holds a full package of soft-packed smokes. "Looks like a million dollars"—but think of the price. Advertisement stamped on in gold. Puts your ad. in every smoker's mind scores of times a day.

Many Other Winning Items

Our line of clever specialties in leather, wool and metal includes coin bags and check book covers for banks, powder puffs, shoe polishers, bill folders, coin purses, key cases, key rings, etc.

E. H. Ferree Company - Lockport, N. Y.

PRIESMEYER QUALITY

	Per Gross
No. 60—Gas Balloons	\$2.50
No. 70—Gas Balloons	3.00
No. 70—Gas, Two-Color (Stars)	3.50
No. 70—Gas, Two-Color (Flag)	3.50
No. 70—Gas, Two-Color (Shield)	3.50
No. 70—Gas, Circus Assortment	3.50
No. 70—Gas, Transparent, 4 Colors	3.25
No. L. C.—Airship, 2-Color, Clown	3.50
No. 120—Gas, A Dandy	4.50
No. 50—Round Squawkers	2.50
Imported Reed Sticks, best grade	50c.

Send for Price List. Sample Set, 50c.
 Advertising Balloons a Specialty.
 25% with order, balance C. O. D.
PRISMEYER & COMPANY,
 816 Olive St., ST. LOUIS, MO.

Buy Your Cutlery from the Manufacturer



We illustrate a three-piece set with Stag handles, blades hand ground to a true cutting edge. Steel Fork and Sharpening Steel with 18% Nickel Silver ferrule. Cutlery Sets at a price ranging from \$1.50 up. Full Steak Sets of fine quality from \$1.00 up. Small cut shows a pearl handled Bread Knife, which is one of many attractive pieces which will be made up into sets to suit your requirements.

In Assortments at \$4.00 per Doz. Pieces

Write for particulars and prices.

An Unequalled Guarantee goes with every piece of Cutlery that leaves our factory. 25% Deposit required on all C. O. D. orders.

CONTINENTAL MFG. CO.
 Makers of "Keen Edge" Brand Cutlery (Reg.)
 23RD STREET AND 6TH AVE., NEW YORK CITY.

BALLOONS GAS AND GAS APPARATUS



No. 90—Heavy transparent, five color, pure gum gas balloons. **Gross \$3.50.**

As above, fifteen different pictures, on both sides. **Gross \$4.00.**

No. 70—Heavy air pictures. **Gross \$2.50.**

Your name and ad printed on a 70, and shipped same day. \$21 per thousand.

Squawkers **\$3 Gross.**

Balloon sticks **35 cents Gross.**

Write for particulars on our gas and gas apparatus.

25% deposit, balance C. O. D.
YALE RUBBER CO.,
 15 E. 17th St., NEW YORK CITY.

Johnny J. Kline Carnival & Circus Exchange

Can we serve you in any way? Tell us your wants. Can furnish you with Shows, Rides, Free Acts, Help, Concessions, Merchandise, Show Property, etc. **COMMITTEES**—Can furnish you with Attractions or a complete Carnival Company or Circus. **Bills Men, Sawmen, Concessionaires,** can place you for the season. **OFFICES—1493 Broadway, Room 303, Putnam Bldg., New York.**



JOHN KODET
 The Man Who Brought Museums Back to New York

KODET'S HARLEM MUSEUM, Inc.

150 to 156 EAST 125th STREET, NEW YORK CITY
 LONG DISTANCE TELEPHONE: HARLEM 6588

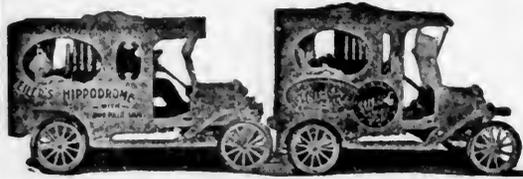
The finest museum in the world, the largest, coziest and most elaborate in America. 1,000 rare curios and wonders, living freaks and monstrosities. Grand lecture hall, adapted in every respect to the comfort of our patrons. We are open the year 'round. We buy, sell and exchange curios, animals and freaks of every description.

FOR SALE 5 WURLITZER ORGANS, PRACTICALLY NEW
Wanted at All Times, High-Class Freaks, Curiosities and Museum Attractions.

TANGLEY AIR CALLIOPE WILL TELL THEM YOU'RE IN TOWN



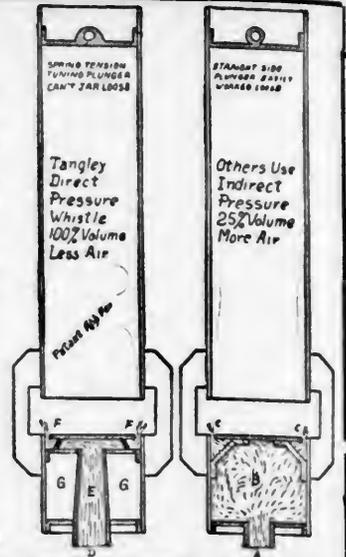
When you arrive in town, let everyone know you are ready to show by using an AIR CALLIOPE. The sweet, clear tone with unusual large volume will command attention and carry to every remote part of the city. Self-players use standard piano music rolls. Can also be hand played. Any pianist can play them. 43 whistles, chromatic scale. Metal cases, interchangeable parts. Small, light weight, compact, for engine or motor power. FOR ADVERTISING AND CONCERTS they have no equal. Use our CALLIAPHONES FOR INSIDE Concerts. We have built 90% of all Air Calliopes in use— "THERE'S A REASON." Life guarantee with each. Cut down your expense, be independent for music.



A Ford-Tangley Calliope Outfit is what you need. You can earn \$100.00 weekly advertising, while laying off in winter.

**SELF PLAYERS.
HAND PLAYED.
ANY PIANIST
CAN PLAY IT.
PRICES LOWER**

Note our new style direct pressure whistle. Compare it with others. More volume, sweeter tone, less air, smaller blower. The greatest improvement. Patent allowed.



Muscatine **TANGLEY CO.**, Muscatine, Iowa

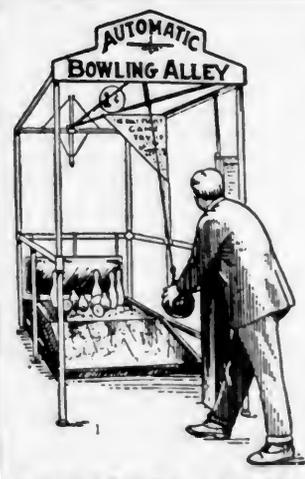


UNIVERSAL DOLL WIG

Can be dressed in all the latest styles. Easily attached. All sizes and colors \$5.00 per hundred and up. Complete line of wiggers' supplies. Straight and curly Mohair, etc.

Agents wanted in every city to handle this line. Good profits easily made. Write for details.

Send 10c for Sample and Catalog.
ROSEN & JACOBY
197 Chrystie Street,
Phone Orchard 0189. NEW YORK



NEW THE NEW

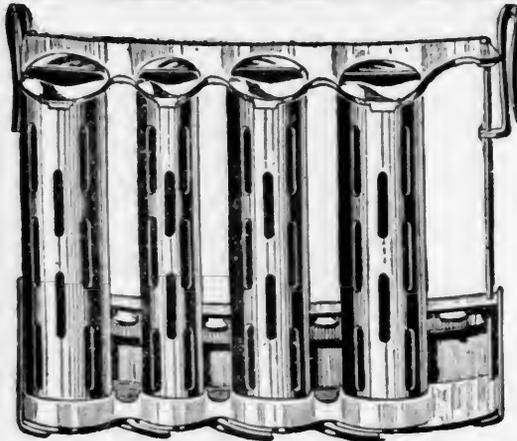
Greatest Automatic Bowling Game Ever Invented

"One Ball Bowling Alley"

For Parks, Arcades, Fairs, Bazaars, Carnivals, Hotels, Pool Rooms, Clubs, etc. Operated by Slot, with Penny, Nickel or Dime, or by an Attendant. Coin size can be regulated. No stooping to pick up ball, but always ready for throwing. A great money-getter. A game of skill and pastime. Requires no help if desired. Occupies space 4 1/2 feet by 14 feet.

PRICE, \$250.00 F. O. B. Philadelphia.
GATTER NOVELTY CO.
Inventors and Manufacturers of Slot Machines,
447 Poplar Street, PHILA., PA.
Circular on Request.

ALLEY 14 FT. LONG, 4 1/2 FT. WIDE



Concessionaires and Pitchmen

Just What You Need
HIGH-SPEED MONEY CHANGERS
\$3.00 Each
PARCEL POST PAID

HOTALINGS NEWS AGENCY
Times Building,
NEW YORK

RUGS! AGENTS MAKE 50 to 100% PROFIT selling our line of Novelty Rugs Write us at once. EASTERN MILLS, EVERETT, MASS. RUGS!

SPRING OPENING Manhattan, Kan., April 18-28, Inc. **HAROLD BARLOW**, Manager, Box 50, Manhattan, Kansas.
BARLOW'S BIG CITY SHOWS 200 People, 4 Modern Rides, 10 Shows, Calliope, Minstrel and Athletic Shows Open.
Concessions all open except Cookhouse, Palmistry, Corn Game, Juice. Will furnish Ell Wheel and Aeroplane Rides to responsible parties on per cent.

Burns Greater Shows WANTED

Have 20x20 Platform for real Attraction. WANTS Mechanical Show, Doe and Pony, Walk-Thru Show, Crazy House or any Novelty Show. CAN PLAY following Concessions: Duck-the-Duck, Pluck-Till-Win, American Palmistry, High Striker, Devil's Bowling Alley, String Game, Hoop-La, Caddy Floss or any Legitimate Concession.
BURNS GREATER SHOWS, Louisville, Ky.

MENTION US, PLEASE—THE BILLBOARD.

GREAT EMPIRE SHOWS

WANTS GENERAL AGENT To Join at Once

MUST KNOW MIDDLE WEST
One that could deliver the goods. Others save stamps. Ike Friedman, get in touch with me.
CAN PLACE Sensational Free Act. Must have own equipment.
WANT CONCESSIONS—Will place only one of a kind, so it will pay you to get in touch with me. Can place Cookhouse and Soft Drinks.
CAN USE Ride Help. THIS SHOW OPENS IN THE CITY OF DETROIT ABOUT THE EARLY PART OF APRIL.
CHAS. COHEN, Manager,
Victoria Hotel, Park and High Sts., DETROIT, MICH.

WANTED FOR SHRINE CIRCUS

COLUMBUS, OHIO, WEEK MARCH 19.
A Sensational Act to close show, also Big Aerial Act. Address **JOHN G. ROBINSON**, Masonic Temple, Columbus, Ohio. Consider silence a polite negative to correspondents.

Bargain For Quick Sale!

Parker 3-Abreast Jumping Horse Carrousel
With all the latest improvements. Has been newly painted and is ready to set up and run. For quick sale will sacrifice for \$3,000. (One Combination Sleeping and Stateroom Car, including mattresses for all berths. Car has 4 steel wheel trucks and will travel in passenger service. Length of car is 74 feet over all. \$2,000 cash will take same. Address all mail to H. L. RALSTON, 432 Wabasha St., St. Paul, Minn.

SHIELD BRAND ORANGEADE
BIG REDUCTION
1 Pound to make over 50 gallons, \$2.50. Samples to make 3 gallons, all different, 25 cents. All goods guaranteed and Delivered.
W. RADCLIFFE & CO., Wheeling, W. Va.

THE CAT CAME BACK



No. 1
Made in
2 Sizes,
24 inches
High
16 inches
High

Our new big numbers are meeting with favor wherever shown.

We are the originators and manufacturers of these styles—the cats with the real "Meow".

Just a slight turn will produce the voice.

No. 1 made of a black patent leather, edges trimmed with red felt, finest red felt jacket, white ruching collar, removable boots, hand-painted washable face.

No. 2 made of same material as No. 1,

but with white lawn tie and pirate effect boots.

For carnivals, fairs, lodges, etc., these numbers will prove a big seller, and our big factory is equipped to handle orders on the shortest notice. All goods shipped the day order is received.

Made in different color trimmings if desired. Send for sample today.



No. 2
Made in
2 Sizes,
24 inches
High
16 inches
High

- No. 1—Size, 24 inches High.....\$13.50 a Dozen. (Sample, \$1.25)
- Size, 16 inches High..... 8.50 a Dozen. (Sample, .75)
- No. 2—Size, 24 inches High..... 11.00 a Dozen. (Sample, 1.00)
- Size, 16 inches High..... 6.50 a Dozen. (Sample, .75)

Agents and Dealers Wanted Everywhere.

S. & H. NOVELTY CO., 13 North Bellevue Avenue Atlantic City, N. J., Dept. B.

CONCESSION TENTS

We specialize in the manufacture of this style Tent. Our Tents are made in the best workmanlike manner, of the highest quality material.

Attractive Banners, Carnival and Show Tents

Send us your inquiries and specifications. Prices and samples upon application.
THE OSHKOSH TENT & AWNING COMPANY, Oshkosh, Wis.

Want for Immediate Position HIGH-CLASS GENERAL AGENT

For Leading Thirty-Car Carnival Company. Must be of recognized ability. Advise particulars and when can join. Address

Box D-19, Billboard, Cincinnati.

CONCESSIONAIRES — WE HAVE THE LINE



Electric Lamps

Complete with 8-in. silk shade, as illustrated. Push-button socket. Height, 12 in. Beautifully assorted colors. Each lamp has cord attached, and they come in individual boxes \$2.25 Each. Sample, \$2.50.

Traveling Bags

Leather Bag. Each stamped genuine cowhide. 18 in., beautifully lined. Has two roomy inside pockets, and is a handsome bag in every detail. \$2.75 Each. Sample, \$3.00.



STERLING ENTERPRISES INC.
335 Broadway, NEW YORK CITY
ORIGINAL CONCESSION PREMIUMS.

WE SHIP THE SAME DAY ORDER IS RECEIVED. ONE-THIRD CASH WITH ORDER.

ALFRENO (Swartz)

The greatest Comedy and Sensational High Wire Act. Has open time for Fairs, Parks, Celebrations, Carnivals, Expositions, etc. This act can be erected from high poles or from building to building. For terms, etc., MRS. A. A. SWARTZ, Manager, 252 Fulton St., New York.

CASH IN!! CASH IN!!

ON THE ONE BIG OPPORTUNITY OF
A LIFETIME

THE KWIKPRINT

Gold Name Stamping Machine
Costs Only 2c a Day To Operate

THIS WONDERFUL NEW INVENTION—YOUR CHANCE—
DON'T GROPE IN THE DARK—HOP ONTO A SURE WINNER

Stamps Gold Names, Monograms,
Fraternal and Lodge Emblems, Etc.,
in 23-Kt. Gold

Over 600 Per Cent Profit

Over 100 million prospects for your Gold Stamping—everybody is interested in getting "Gold Name or Initials for Two Bits." You make over 600 per cent. Don't pass up this chance.

Protection of Territory

We DO NOT overcrowd a certain territory. We protect you. If you buy an outfit we lend you all the assistance necessary.

Who doesn't know Ed Hill, River-view, Chicago. Listen to what Ed says:

"Boys, the KWIKPRINT Gold Stamping Machine is a sure winner. We use it in one of our Booths, and I can safely say that that booth is a head-liner. I have known the boys in the U. S. Leather Goods Co. for years and they are O. K."

Read what Thos. H. Anderson has to say:

"The KWIKPRINT No. 4 increased my sales of leather goods over 100%. As many as 20 people would stand in line waiting. Your two grade of leather goods, plus excellent service, makes a combination that may be equaled but never beat."

Thos. H. Anderson, 705 Morris St., Charleston, W. Va.

SMALL INVESTMENTS QUICK TURNOVER

The Bucyrus Co. of Suth Milwaukee, Wis., has used one of our Machines for over one year.

KWIK

Gold Stamping
\$125 Complete

is the remarkable price we ask for this wonderful opportunity of making 600% on your money. All models same price. Comes complete with full set of 14 point Gothic Brass Type for individual names and also full set of 28 point Old English for initial work (if you wish type suitable for satchels and bags mention it). Enough gold for 300 names with outfit. Extra 95 ft. rolls of gold—(enough for about 4,750 impressions), \$8.10 per roll. Use any ordinary electric current—won't run over 2c per day.



BIG PROFITS STEADY BUSINESS

Paul J. Stanton, 1210 N. Chero Ave., Chicago, Ill. "Rented a window in the Drug Store, Cor. Lake and Clark Sts. Crowd got so thick that the traffic cop wanted me out of the window. Machine is sure the Thing."

PRINT MACHINES

3 MODELS:

- No. 1—The Bench Model. Operates with foot power. For all kinds of flat goods, such as pocket books, etc.
- No. 2—The Floor Model. Same work as No. 1. Hand lever operation.
- No. 4—The Bracket or Wall Model. Unquestionably the best, as it can be used for everything including Suit Cases and Traveling Bags, Canteen Boxes, etc., etc. Weight only about 15 pounds. Powerful hand lever operation. By removing handle, you can put this whole outfit in an 18-inch satchel.

REMARKABLE 30 DAY OFFER:

For quick action we make the following astounding 30-day offer:

\$200.00 EVEN—CASH MONEY. INCLUDES:

- Either Model KWIKPRINT Gold Stamping Machine—YOUR CHOICE.
 - 1/2 GROSS No. 433 CIGARETTE CASE All leather, assorted colors. Regular price, \$96.00.
 - 1/2 GROSS No. 713 ALL LEATHER BILFOLDE Assorted leathers and colors. Regular \$72.00.
 - 1/2 GROSS No. 916 THE SHEIK BOODLE POUCH Just out, wildfire seller. Regular \$36.00.
- Will ship on \$50 deposit and balance C. O. D. to known operators—but you must act now, for this offer positively is not good after 30 days.

Demonstrators be sure to note. The No. 4 can be packed in an 18-inch satchel with other personal belongings.

Guarantee: We unconditionally guarantee the KWIKPRINT to be mechanically perfect for one year. It will last a lifetime.

A word about our Leather Goods. We have for over 17 years been making a Real Leather Line. We never had the \$18.00 per gross variety paper billfold and never will. But we do have a clean, well-made line at remarkable prices. Goods that WILL BRING YOU MORE SALES.

District Managers and Salesmen:

There are still some territories open. Write us if interested.

U. S. Leather Goods Co.

Machine Division, Chicago, Ill.

U. S. Leather Goods Co., Machine Division, Chicago, Ill.

Send me at once:

Remarks: _____

Name _____

Address _____

B

HOME COMING FESTIVAL

CLARKSBURG, WEST VIRGINIA

JUNE 10th to 16th

Would like to hear from Independent Shows and Attractions that can show on City Streets, such as Minstrel, Whip, Athletic, Midget, Crazy House, Caterpillar and other Shows or Attractions that are morally clean. No Girl Shows considered. A few high-class Concessions also wanted. Address

HOME COMING FESTIVAL COMMITTEE

Chamber of Commerce,

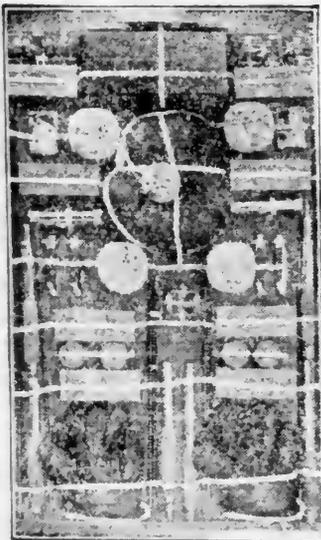
Clarksburg, W. Virginia

Are You Ready for the Fishing Season?

Here Is a Real Humdinger

2,000, 10c or
4,000, 5c

Consists of Standard Brand articles, including the celebrated RICHARDSON Steel Rods and D. & M. Baseball Goods, as follows:



- 2 Steel Fly Rods (Amberoid Agate Tips).
- 2 Steel Casting Rods (All Amberoid Agates).
- 2 Steel Telescope Rods (All Amberoid Agates).
- 2 Silver Cigarette Cases.
- 2 Nickel Tubular Flashlights.
- 4 Stag Handle Hunting Knives.
- 4 Silk Lines.
- 5 Quadruple Jeweled 60-Yard Reels.
- 4 Pastime Indoor Balls.
- 2 Baseball Gloves (Fielders).
- 8 Bass Orens.
- 1 Steel Tackle Box.
- 1 Baseball Mitt (Catcher).
- 1 Official League Ball.

(Both Ball and Mitt Last Prize.)

Quantity Prices:

With 2,000-Board, \$47.50 ea.
With 4,000-Board, \$48.60 ea.

SAMPLE PRICE, \$50.00

Each Deal packed in individual shipping carton ready for shipment to your trade.

Order Sample Today

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

To Well-rated Concerns—Net 10 Days.

Chas. Harris & Co.

738 North Franklin St., CHICAGO, ILL.

GOOD OPPORTUNITY

Established Ice Cream Soda Stand for thirty years on the Beach. Low rent and lease. For Sale. Address F. J. care The Billboard, New York

MENTION US, PLEASE—THE BILLBOARD.

EMPIRE GREATER SHOWS WANT FOR BIG SPRING FESTIVAL

DURHAM, N. C., WEEK MARCH 19th TO 24th.

SHOWS—Walk-Through, Platform, Dog and Pony, Hawaiian.
RIDES—Caterpillar or Whip.

CONCESSIONS—Anything Legitimate. Cecil Rice wants Concession Agents. Good Promoter, Help for Rides. We hold eight of the best Fair contracts in South. Six spring contracts booked ahead. Will buy two more Flats. Plant. People, Musicians, Freaks for Ten-in-One. Positively no Girl Shows or Grift tolerated. Write or wire W. R. HARRIS, Mgr., or BILLY GEAR, Assistant. Dunn, N. C. 12 to 17.

CHINESE BASKETS OF ALL KINDS

Hanging Tub Baskets, large sizes \$2.00. Chinese Bird Cages, Japan Collapsible Cages. Also lacquered and hand-painted Chinese Paper Parasols, hand-painted assorted designs and colors.



4-LEGGED BASKETS
Four to the Set,
\$6.00 PER SET.

Catalogue Now Ready.

Deposit required on all orders.

J. J. DAVIS

1117 Market Street,
SAN FRANCISCO, CAL.



Five to the Nest
BASKETS,
\$2.75 PER NEST AND UP

JAMES M. BENSON SHOWS

Opens Fayetteville, N. C., March 26th

WANT SHOWS OF MERIT

Will furnish outfits. Ten-in-One and Dog and Pony especially desired. All Wheels open except Dolls, Blankets and Clocks. Can place Legitimate Concessions, except Cookhouse, Juice and Palmistry. Address

JAMES M. BENSON SHOWS, Fayetteville, N. C.

Mr. Fair Secretary & Park Mgrs. NOTICE! TAYLOR TROUT & CO.

Lady and Gent, presenting three real Novelty Acts. We are versatile our acts do not conflict, and will add prestige to any program. When you sign our "Play or Pay" contract you are assured of our appearance. We successfully played fourteen fairs the past season, and every manager we played for is a booster. "Why?" We deliver the goods, we please the crowds, we work for the interest of the fair, but we do not work cheap. For prices address Box 165, Warsaw, N. C.

Firearms Greatly Reduced!

Now is the time to
buy and save money.

Never again will you have the opportunity of buying the world's finest makes of Pistols at such **RIDICULOUSLY LOW PRICES.**

Our tremendous purchases before the recent high tariff was enacted enable us to make **THESE SAVINGS POSSIBLE.**

These Firearms are
brand new and
fully guaranteed.



- ORTGIES—25-Caliber High-Grade Automatic..... \$7.00
- ORTGIES—32-Caliber Automatic..... \$7.50
- PROTECTOR—25-Caliber Automatic..... \$4.50
- STENDA—32-Caliber German Automatic. Very special low price..... \$6.00
- LUGER—First Quality .30-Caliber Latest Type..... \$15.00
- WALTERS—25 and .32-Caliber Finest Grade German Automatic. Latest Type..... \$7.50

These prices are not guaranteed and are subject to change without notice.

A deposit of 25% must accompany the order.

S. Tissenbaum & Co.

Baltimore & Howard Sts.

Baltimore, Maryland

STREETMEN and PITCHMEN

This "Ad" Is for You
Does \$210 a Week Sound
Good to You?



The best Rubber Belt on the market, strictly Frisk and nickel-plated heavy buckle, at \$14.00 PER GROSS.

All you have to do is sell 10 Gross a week. It's a cinch to do it. Others have sold as much as 20 Gross a week. Spring and summer are coming, and the men will want new belts. We have a few slight seconds left at \$12.50 PER GROSS.

All buckles are attached to the belts. A sample will convince you as to the quality of belt we are offering. We also manufacture good Leather Belts which can be sold at 25c. Samples will be sent upon receipt of 50c for each one desired. Entire 50c will be allowed on your first order for one gross. A deposit required on all orders.

KRASNOW BROS.

455 Broadway, NEW YORK CITY.

SAY "I SAW IT IN THE BILLBOARD."

SOMETHING NEW

FOR THE 1923 SEASON

The Famous K. & G. Bride Lamp Dolls

HAVE TOPPED ALL CONCESSIONS ON THE COAST SINCE THE FIRST OF THE YEAR. DRESSED IN THE FAMOUS FIRECLOTH WITH MOLINE TRIMMINGS IN EIGHT FLASHY COLORS

A BRIDE DOLL TO MATCH SAME STYLE AS No. 1 LAMP, WITHOUT SHADE, ASSORTED COLORS,

EACH, \$1.50. DOZEN, \$15.00
PER 100, \$100.00

Best Quality Yellow Flying Birds, with Decorated Sticks..... \$5.00 per gross.

Complete Line of CARNIVAL SUPPLIES, NOVELTIES, SILVERWARE, BALLOONS, PARASOLS, ETC.

Needle Books that sell. Asco Brand. Send for Sample. \$9.60 per gross.

OUR NEW CATALOGUE WILL POSITIVELY BE READY FOR DISTRIBUTION MAY 1st, 1923



NO. 1—BRIDE LAMP DOLL
EACH \$ 2.00
DOZEN 21.00
PER HUNDRED..... 150.00

NO. 2—BRIDE LAMP
EACH \$ 2.25
DOZEN 24.00
PER HUNDRED..... 175.00

No. 8—PLUME DOLL \$50.00 Per 100

No. 5—PLUME DOLL \$100.00 Per 100

No. 43—PLUME LAMP DOLL (as illustrated).
..... \$150.00 Per 100

JUNIOR STAR PLUMES..... \$25.00 Per 100

No. 42—PLUME LAMP DOLL..... \$200.00 Per 100

OUR NEW FLAPPER PLUME (Skirt and Shade complete) \$25.00 Per 100

All of the above Plume Dresses and Shades come in a variety of ten different colors.

TRY OUR NEW HAIR GIVEAWAY DOLLS, SPECIAL... \$25.00 Per 100
UKULELES, Quantity Price \$1.50 Each
BANJO UKES, Quantity Price..... 1.75 Each

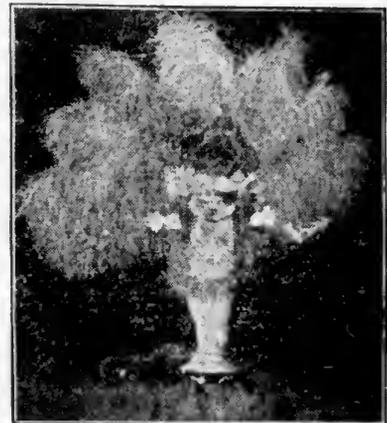
WE ARE DIRECT MILL REPRESENTATIVES FOR THE FAMOUS CAYUSE INDIAN BLANKETS.

BLANKETS \$6.00 Each
SHAWLS (with fringe) 7.00 Each
GLACIER PARK BLANKETS 8.00 Each
BEACON BLANKETS 4.00 Each

Anticipate Your Requirements. Order at Once. Goods Shipped Same Day Order is Received.



FOUR-LEGGED BASKET
SIZES, 9-10-11-12 INCHES. DOUBLE DECORATIONS. PRICE PER NEST OF OUR BASKETS, \$5.50. PRICE PER TWO CASES CONTAINING 40 COMPLETE NESTS, \$5.00 PER NEST.



NO. 43—PLUME LAMP DOLL.

KINDEL AND GRAHAM

785-787 MISSION STREET,

SAN FRANCISCO, CALIF.

SILVERWARE

Enliven your sales with our products of Silverware. Sold by leading Jobbers only throughout the United States.



SUPERIOR
SERVO-LIGHT
PAT. - 1922

Look for our the back of genuine **SUPERIOR SHEFFIELD**

Trade Mark on each item, for products.

NOTE—The Superior "Serv-O-Light" is fully protected by Patent No. 189466, Sept. 14, 1922. Any infringement will be vigorously prosecuted.

PRICE OF SERV-O-LIGHT COMPLETE \$6.00
(One to a carton)

Superior Silver Co., Inc.
BROOKLYN, N. Y.

Manufacturers. Catering Exclusively to the Jobbing Trade

PREMIUM RIBBONS, BOOSTER BUTTONS, ETC.

Special Prices to Fair Associations that Place Their Orders Early. Badges, Banners, Buttons, Etc., for All Occasions

WRITE FOR SAMPLES AND PRICES. SATISFACTION GUARANTEED.

W. E. FLODING, Atlanta, Ga.

In Answering Classified Ads, Please Mention The Billboard.

SPRING FUN FESTIVAL

VALPARAISO, INDIANA.

SEASON OF 1923 OPENS WITH WEEK OF APRIL 9, ARRANGED BY THE CALUMET AMUSEMENT CO.

Can place one or two Real Shows for entire season. Can also place Legitimate Concessions and Merchandise Wheels.

ALL CONCESSIONS OPEN

This will positively be a show without gift of any kind, Bors! Time is short, so get in touch with us immediately. Address all communications to

THE CALUMET AMUSEMENT CO., 11820 So. Peoria St., Chicago, Ill. Phone: Pullman 2129. LESLIE BODNER and WILLIAM SOLOMON, Managers.

Welcome! Welcome! Welcome!

SILVERWARE CONCESSIONAIRES

We have the goods that will bring you the dough! Send for Our New Illustrated Circular.

PARKWAY SILVER CO.,

62 CANAL STREET, NEW YORK, N. Y.

Rubber—MEN'S BELTS—Leather



Will go BIGGER this season than last. Our goods are the greatest values possible in a legitimate item at the price. REAL BIG PROFITS at 25c to 35c retail. All our goods guaranteed strictly first—no seconds. Our PRICES are the LOWEST in the country—BAR NONE. Immediate shipments. We have new numbers in flashy and serviceable BUCKLES that will get the money. Samples and Price List Free. If you intend using belts get in touch with us for the Right Goods at the Lowest Prices. (Special quotations to Quantity Trade.)

NOVELTY PRODUCTS CO.,
Fancy Goods and Novelties.
Direct Factory Representatives.

42 No. 7th St.,
PHILADELPHIA, PA., U. S. A.

CONCESSIONAIRES, SALESBOARD OPERATORS, CARNIVAL WORKERS

START THE SEASON WITH THE LATEST AND BIGGEST MONEY GETTERS



BUY DIRECT FROM THE MANUFACTURER AND GET THE BEST **QUALITY SERVICE PRICE**
LATEST IMPROVED ELECTRIC-LIGHTED VANITY CASES

With the Latest Improved Switch. Not a Push-Button.
Made of Genuine Leather. In Black, Brown or Gray, Keystone or Square shape. Beautifully gold lined. Has all the necessary fittings, coin purse and beveled mirror. The kind that retails for \$8.00.

Reduced to \$19.50 Dozen, Sample, \$2.25
Electric-Lighted Vanity Cases, same as above, made of Patent Leather. \$18.00 Dozen. Sample, prepaid, \$2.00. Retail for \$4.50.

No. 350—With gold finished patent lock, the kind that retails for \$8.00. Reduced to \$29.50 per Dozen. Sample, prepaid, \$3.00.

OCTAGON SHAPE, ELECTRIC-LIGHTED VANITY CASES
Extra large size, with two beveled mirrors and elaborate fitted tray. Highest grade gold polished fittings, with gold finished trimmings, beautifully lined with the highest grade of gold lining, with gold finished lock and key. The kind that retails for \$15.00.

Reduced to \$48.00 Dozen, Sample, \$4.50
FOUR OF THE ABOVE SAMPLES MAILED FOR \$10.50.



\$1.00
Boston Bags—Made of genuine cowhide leather, black or brown, cloth lined with full length pocket. Size, 13, 14 and 15-inch. \$13.00 per Doz.; \$12.00 per Doz. in Grass Lots. Sample, \$1.35.



38c
MIDGET BOSTON BAGS

Assorted leathers. Something new for the girls. \$4.50 per Doz.; \$50.00 per Gross. Sample, 60c, prepaid.



Genuine Leather Vanity Cases, in assorted colors, shapes and leathers, with all necessary fittings and full-size mirror, beautifully gold lined. \$9.50 Dozen. Sample, prepaid, \$1.25.

All goods carefully inspected before leaving our factory. Highest grade of workmanship guaranteed. Boys, don't forget, all orders shipped same day as received. 1/3 deposit, balance C. O. D. Send your order and for bargain bulletin at once.

N. GOLDSMITH MFG. CO., 160 N. Wells St., CHICAGO

Our 50-50 PROFIT SHARING PLAN

TO **STORES, CLUBS AND RESORTS**
NO INVESTMENT.

You have the keys to the machine and the cash box. We ship the machine and mints to you F. O. B. Factory.

Mints } \$15.00.....1,000 packs
cost } \$25.00.....2,000 packs

The Mechanism of the Machine is the Best by Far on the Market.

SEND FOR A CONTRACT BLANK.



PROGRESSIVE SALES CO., 408 Bangor Building, Cleveland, Ohio

CARNIVAL COMPANIES FINANCED

FAIR DEPOSITS ARRANGED—ADJUSTMENTS NEGOTIATED

EXPOSITION FINANCE CO.,

HENRY E. SCHWAB, Manager.

Phone; Gramercy 1592.
P. O. Box 130, Mad. Sq. Branch.

162 East 23rd St.,
New York, N. Y.

FOR SALE---ORGANS

One 89-key, one 57-key Gavioli Organs. Suitable for merry-go-rounds, skating rinks, etc. In good order and complete with motors. Price reasonable. Write

COLUMBIA COLISEUM CO., 250 West 14th St., New York City.

MENTION US, PLEASE—THE BILLBOARD.

THE LATEST CARNIVAL SENSATION



NO. 300—PUSS-IN-BOOTS, with meow, made of black leatherette, with assorted colored boots and coats. 24 inches high.

\$14.00 Per Dozen

Send money order for \$1.25 and sample will be forwarded. We are also makers of Felt Pennants and Pillow Tops, and Handle Engraved Aluminum Articles, Glassware, etc., for souvenir purposes.

Alto Novelty & Toy Co., Inc.,
37 E. 22nd Street, NEW YORK, N. Y.

CORN GAMES

Our 19-Piece Aluminum Set Going Big **PRICE \$6.50—WONDERFUL!**

BUY CHINESE BASKETS—8-Rings-8—All Colors, \$2.50 Nest.

ALUMINUM KETTLES 65c EACH.

BOUDOIR LAMPS, FRUIT PAILS AND ALL OTHER ITEMS.

SEND FOR NEW LIST

CARNIVAL & BAZAAR SUPPLY CO.
122 FIFTH AVE., NEW YORK CITY.

ELEPHANTS!

Absolutely tame, 4 to 4 1-2 Feet.

DROMEDARY ZEBRAS ANTELOPES
(Adult) Males and Females. (Tame.)

POLAR BEAR CUBS
1 Year—Splendid Specimen for Training.

1000 MONKEYS

LEOPARDS, TIGERS, HYENAS, ETC.
To Arrive Shortly.

LOUIS RUHE, 351 BOWERY, NEW YORK.

GET INTO THE MONOGRAM GAME

N Transferring Decalcomania Letters on Autos, Motorcycles, etc. No skill required. Outfit costs \$5.00, your profit \$103.75. Send today for outfit or FREE SAMPLES.

WORLD MONOGRAM CO.
903 Broad St. - - - NEWARK, N. J.

LATEST TOY OUT



MADE OF WOOD IN ATTRACTIVE COLORS.

A perfectly harmless and amusing Toy for the children. Sells at sight.

\$4.50 Per Gross

C. O. D.
CONCESSIONAIRES—Place your orders early to assure delivery.
Sample, 10c.
OTTAWA, OHIO.

THE PUTNAM MFG. CO.,

CONCESSIONAIRES and WHEELMEN

DROP US A LINE AND GET THE SURPRISE OF YOUR LIFE.
CONSOLIDATED SPECIALTY CO., 1151 Broadway, NEW YORK

ENDY SHOWS

1923 SEASON OPENS SATURDAY, APRIL 28

TAMAQUA, PA.

AUSPICES TAMAQUA ATHLETIC ASSOCIATION, Inc.

CONCESSIONAIRES: Have opening for a number of grind stores. SHOWMEN: Can place one or more FEATURE SHOWS, for the season.

HELP WANTED In all departments, including ride help. W. M. Aiden, Luzerne, Pa., wants cook-house help of all kinds.

Address H. N. Endy, 228 High Street, Pottstown, Pa.

DAY BY DAY

5 YOUR FAVORITE FIGHTER 5

DEAL NO. A-100

We Are Getting Better and Better ANOTHER BIG WINNER

A 1,200-Hole Special Prize Fighter Board, taking in \$60.00 and paying out \$11.00 in trade. Consisting of Three Premiums as follows:

- No. A-100—Eastman Camera, Gilbert Mahogany Mantel Clock and Electric Boudoir Lamp. **PRICE \$10.50 Complete**
- No. B-100—Eastman Camera, Three-In-One Flash-Hat, Bag and 2-Pipe Smoking Set and 1,200-Hole Prize Fighter Board. **\$12.50**
- No. C-100—Elgin 7-Jeweled Watch, Eastman Camera, Gilbert Safety Razor Set and 1,200-Hole Prize Fighter Board. **\$16.50**
- No. P-22—2 Gold-Filled High-Grade Pen and Pencil Sets and 1,200-Hole Special Sectioned Salesboard. **\$6.50**
- No. P-44—2 Indestructible High-Grade 21-Inch Sets of Pearls and 1,200-Hole Special Sectioned Salesboard. **\$6.50**

25% Deposit on all C. O. D. Orders.
Novelty Sales Co.
902 Walnut St., Philadelphia, Pa.

TRAVER CHAUTAUQUA CORPORATION

FORMERLY TRAVER EXPOSITION SHOWS

5 RIDES

2 FREE ACTS

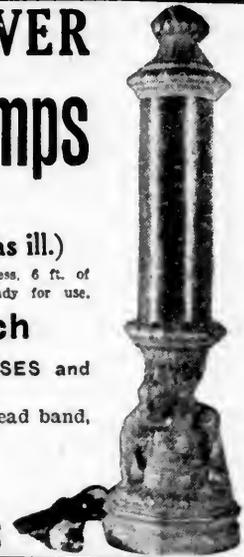
WANT

Clean Shows, also Educational Shows that will play to the best people. Will furnish outfits to reliable showmen. Want few legitimate concessions that must work for ten cents, as this organization will play cities that are closed to ordinary carnivals. Show opens early in April. Want manager for Merry-Go-Round. Address

Traver Chautauqua Corporation, 1547 Broadway, New York

GOING BIGGER THAN EVER

Torchiers and Doll Lamps



Highest Grade At Lowest Prices

TORCHIER (as ill.)

DOLL LAMP (as ill.)

21 in. high, with Mica Shade, 6 ft. of cord, plug and socket, ready for use.

With Tinsel Shade and Dress, 6 ft. of cord, plug and socket, ready for use.

\$20 per doz., \$150 per 100

90c each

Also full line of MARABOU SHADES and DRESSES and OSTRICH PLUMES.

CALIFORNIA DOLLS, with long curly hair, tinsel head band, \$30 Per 100.

TINSEL DRESSES, 8c and 10c.

Write for New Circular and Price List. Prompt service. One-third deposit with all orders.

PACINI & BERNI, Day & Night Phone: 1424 W. Grand Ave., CHICAGO, ILLINOIS



Beautiful six-cup electric percolator complete with attachment cord. Made of very highly polished aluminum. A big attraction. Price \$5.40 each; \$50.00 per dozen. Jobbers—Write for quantity prices.

H

HERE is what you have been looking for—a handsome Electric Percolator, priced so that there is money in it for you. Put a few of these on display and you will have the crowd with you from start to finish. NOW IS THE TIME. Get your orders in early. Terms: 25% with order, balance C. O. D.

WAAGE ELECTRIC CO.
8 Broad St., NEW YORK. 12 S. Jefferson St., CHICAGO.

POTTAWATAMIE COUNTY FAIR

September 19-21, Inclusive. C. HAUGHAWOUT, Secy.

TUNGSTEN LAMPS SAVE 30%					
Watts.	Reg. Price	Our Price	Watts.	Reg. Price	Our Price
10 to 50,	\$0.35	\$0.25	60,	\$0.40	\$0.28
NITROGEN LAMPS SAVE 40%					
Watts.	Reg. Price	Our Price	Watts.	Reg. Price	Our Price
75,	\$0.60	\$0.36	150,	\$1.00	\$0.60
100,	-.75	.45	200,	1.30	.78
All lamps brand new and guaranteed.					
RUBBER COVERED CODE WIRE PER 1,000 FEET.					
No. 14,	-. - -	\$ 8.50	No. 10,	-. - -	\$15.50
No. 12,	-. - -	12.50	No. 8,	-. - -	21.00
WEATHERPROOF COMPOSITION SOCKETS, with 2 Wires.		12c each		PORCELAIN OUTSIDE SOCKETS, with Clamps.	
				10c each	

Electrical Materials, every description, at great savings. Send for prices. Orders must be accompanied by deposit.
ELECTRICAL & ENGINEERING CORP., 716 Eighth Ave. (45th St.) New York, N. Y.

CALL

All people engaged and holding contracts with Sparks' Circus will report at Macon, Georgia, April 1st

Show Opens Thursday, April 5th

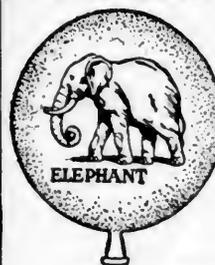
Answer this call at once. Performers, Side-Show People, Wild West People, Ticket Sellers to CHAS. SPARKS, Macon, Georgia. Musicians for Big Show Band, JACK PHILLIPS, 666 Grove St., Columbus, Ohio. Colored Band and Colored Performers, WALTER E. MASON, Macon, Georgia.

WANTED—Colored Cornet Player who doubles Violin. Slide Trombone and Colored Performers.

Address WALTER S. MASON, Macon, Ga.

IF YOU USE BALLOONS

GET IN TOUCH WITH US OR WE BOTH LOSE



SAMPLES and NEW PRICE LIST FREE. We have new real flashy numbers that will get the money! All goods guaranteed strictly first—Quality second to none and prices absolutely the lowest in the country. BAR NONE. We can save you money. All shipments immediate. We also have cut prices on FLYING BIRDS, DYING CHICKENS, ETC. (Special quotations to Quantity Trade.)

NOVELTY PRODUCTS CO.,
42 N. 7th St., PHILADELPHIA, PA., U. S. A.

DIRECT FROM OUR FACTORIES ABROAD PEARL NECKLACES

Indestructible with gold clasp containing Genuine Diamond. 24 Inches Long.

\$24.00 Dozen

We carry a complete line of Beaded Bags and Imported Jewelry Novelties for Concessionaires, Premium Users and Salesboard Operators, write for our low prices. 25% deposit required on all C. O. D. orders.

HENRY W. HAMBURGER COMPANY,
45 West 39th St., New York.

SAY "I SAW IT IN THE BILLBOARD."

AN INSTANT HIT

FLASH OF MIDWAY

*Season 1923 looks good to us.
We want to make it look good to our customers.*

Listen, Boys: The Rex Novelty Manufacturing Company is speeding ahead with a new and attractive line of *Florentine art marble lamps and statuary.* The line that will make 1923 remind you of the good old days gone by.

Book a Marble Lamp Wheel



The talk that there is nothing new for the concessionaire is all wrong. Florentine art marble lamps have already won the approval of thousands of people wherever exhibited.

The numbers illustrated herein will be the season's biggest hit. They will take the public by storm. Florentine art lamps and statuary are worthy of your consideration, and it will be worth your while to investigate; or, better still, send for sample order, under absolute guarantee of satisfaction, and we will convince you that we have a real money maker.

No. 1—Three Graces, 20 inches high, over all. Complete with fancy silkaleen shade with fringe, socket, plug and seven feet of cord. Sample.....\$2.25
No. 2—Three Dancers, 22 inches high, over all. Complete with fancy assorted silkaleen shade with fringe, socket, plug, seven feet of cord. Sample.....\$2.25

Our lamps are real lamps and our shades are real shades. Retailing in the better stores from \$10.00 to \$15.00 each. Send for samples and quantity prices today.

Book a Marble Lamp Wheel



REX SPECIALTY COMPANY

Exclusive manufacturers and importers of Florentine art marble lamps and statuary

206 South Main Street, St. Louis, Mo.

LARGEST MANUFACTURING PLANT OF ITS KIND IN AMERICA

SAN FRANCISCO

MAJOR FRANK J. SULLIVAN
205 Pantages Theater Bldg.

San Francisco, March 9—Ackerman & Harris announce that they have taken over the lease of the Orpheum Theater at Salt Lake City in a deal amounting to about \$500,000. The Orpheum will be operated on a policy similar to that used in many of the other Ackerman & Harris houses, featuring combination photoplay and vaudeville programs. The Orpheum, with a seating capacity of 2,500 is the second house owned by the firm in Salt Lake City, the first, the State Theater, now being operated with a musical comedy policy, featuring Monte Carter. This is the thirteenth theater operated in the West under the control of Ackerman & Harris.

Negotiations for the purchase of Sid Granman's million-dollar theater and another show-house in Los Angeles by the Ackerman & Harris firm was announced also at the local office. Terms for the sale, it is said, have been reached, but closing of the deal is awaiting confirmation from New York interests of both houses. Sam Harris, president of the company, says he is certain the deal will be closed.

Harry David, who for some time was manager of the Imperial Theater here, a position he left to undertake the same line of work with Mack Sennett at the Mission Theater in Los Angeles, writes friends here that he has been appointed personal representative of Sennett, with full powers to act for him in the producing and distributing ends of his business. David belongs to the Pincus family, several of whom, Ralph, Sol, Charles M. and Henry, are connected with theaters here.

Alice Colman of San Francisco and a sister of Jesse C. Colman, business man and supervisor here, has been appointed dramatic director of the National Opera Company of Washington, D. C., according to advices received here. This is the first time in the United States that this position has been occupied by a woman.

Joseph Hallman, cellist, of New York City, is a visitor in the city.
H. C. Haywood, theater owner of San Diego, was a caller at The Billboard office while here on business and reported the theatrical game in San Diego booming.

A Mantoni, impresario, of Washington, D. C., dropped into the city the past week and registered at the Maux Hotel.

P. W. Wilson, manager of the Clunie Theater, of Sacramento, was in the city last week signing up several acts for his house. He stated the show business was good in the capital city.

E. M. Johnson, motion picture man of Hollywood, arrived in San Francisco Saturday for a short stay.

The Rollos, skating wizards playing at Pantages Theater, here, the past week, dropped

START THE SEASON WITH WINNERS!

WHY GAMBLE—WHEN SUCCESS IS POSITIVE WHEN USING BEN AND TONY'S DOLLS, DOLL LAMPS AND ELECTRIC TORCHIERES?

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Sample of each of the above advertised Plume Doll, Plume Lamp Doll and Electric Torchiers sent postpaid upon receipt of.....\$5.00

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OAKLAND BEACH AMUSEMENT PARK

OAKLAND BEACH, R. I.

RHODE ISLAND'S LEADING PLEASURE PARK

WANTED, Rides, Game of Skill, Etc.

into The Billboard office. They state they are booked solid over San Time.

The Kenmont Motion Picture Production Company of San Francisco, the newest organization in the industry, started the actual work of "shooting" in its initial picture, "Scarlet Shadows", at Universal studios, Los Angeles, Saturday last. It is planned to do the majority of the work after the first picture in San

Mateo and San Francisco. This announcement was made by Harry McKenzie, San Francisco attorney, who is president of the new company.

Plans have been announced by Sam Harris, of Ackerman & Harris, for the coming season at the Century Theater, where further endeavors are to be made to make this city a rival of New York in theatrical productions. The local firm will produce for California and national

consumption, Mr. Harris stated. It is the intention of Ackerman & Harris to rehearse their productions in this city, send them on the road, and then bring them for long runs at the Century Theater, thereby eliminating any try-out first nights here. The third local production of Ackerman & Harris is "Struttin' Along", the all-colored musical comedy revue, entering its sixth week at the Century this week. It has proven the most successful show ever originated in this city, it is said. "We are now at work on our fourth piece, to be called the "Pepper-Box Revue", and slated for early presentation here," Mr. Harris said. "At the head of the company will be two famous New York stars and a cast of well-known theatrical favorites."

Cleo Ruffy, sparring partner for Crystal Bennett, who suffered a broken arm recently at the Oakland Orpheum during the act, is slowly recovering from the injury. Miss Bennett, with the assistance of Leo Dennis, is doing a single pending the arrival of her sister, Aila, from the East, who was originally with Miss Bennett and who booked under the name of the Bennett Sisters. Upon her arrival they will continue over the Orpheum Circuit until Miss Ruffy recovers.

The unexpected and serious illness of Philine Falco of the "Così Fan Tutte" Opera Company, prevented the presentation of the opera at the Plaza Theater here this week, and the succeeding dates have been canceled. Miss Falco was stricken with influenza in San Jose and the opera deferred. Mrs. Jessica Colbert, under whom the production had been obtained, will endeavor to arrange later dates if possible with the itinerary.

Wilbur La Zella, well-known aerialist, was a caller at The Billboard office this week. He is playing Ackerman & Harris Time. La Zella is just recovering from an auto accident in which he sustained three bad cuts on his forehead and a badly cut leg. He's as fit as a fiddle today, however.

The 2,700-acre ranch and California home of Ignace Jan Paderewski, pianist and former Polish premier, has been sold to S. R. Brown. The property is located at Santa Barbara in the southern part of California.

Fred Stone, who hasn't been seen in San Francisco for ten or twelve years, not since he and the late Dave Montgomery played here in George Ade's "The Old Town", opens at the Columbia Theater, March 12, in "Tip Top". Stone is one of the greatest drawing cards that ever played here.

Lowell Gordon, known in theatrical circles as the "Canadian Tenor", was a caller at The Billboard office during the past week. He states that he expects to close shortly for a tour of the Orpheum Circuit. He is at present playing in Farchon and Marco's act and getting over in "big league" style, after a successful engagement with the Ackerman & Harris people. Gordon is accompanied on the piano by Edward Mauley. His favorite selection is "Vesti La Giubba", from "Pagliacci". He also made a tremendous hit by his rendition of the popular song, "After the Party".

"LET THOSE THAT SERVE YOU BEST, SERVE YOU MOST"

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WALKING AND TALKING MAMA DOLLS, with Composition Legs. SWEETIE DOLLS (All Sizes). All Composition Dolls. Lamp Dolls. MECHANICAL DOLLS, Hula Hulas, Fatimas, Flirts.

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Pat. applied for. Serial No. 596,365. THE ONLY DOLL IN THE WORLD THAT TALKS WITHOUT TIPPING OR WITHOUT PRESSURE. Operated mechanically. She talks when she walks, when she sits and when she sleeps. Will "CHATTERBOX" once and she calls "Mama" 60 times during a period of 15 minutes. "CHATTERBOX" is 25 inches high and is one of the most beautiful Dolls in our new line. "CHATTERBOX" is THE REAL DOLL HIT OF THE YEAR.

TIMELY SPECIALS

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- B2—Imported "Manos" Self-Filling Fountain Pens. Doz., \$1.50. Gr. 15.00
- B3—"Eagle" Gold-Plated Fountain Pens. Doz., \$1.20. Gross 13.50
- B4—American - Made Razors. Doz. 3.50
- B5—"Durham Duplex" Razors. Doz., \$1.50. Per 100 10.00
- B6—Dice Clocks. Each.. 1.40
- B7—Musical Clocks. Each 3.75
- B8—21-Pc. Ivory Manicure sets. Set..... 1.25
- B9—Rubber Belts (Asstd. Colors). Doz., \$1.50. Gross 15.00
- B10—Imported Aluminum Pencil Sharpeners. Gross 6.00
- B11—Serpentine Garters. Gr. \$7.50
- B12—"7-in-1" Billfold. Doz... 2.00
- B13—Adhesive Tape. Gross... 3.50
- B14—Needle Books. Gross \$4.50 to 8.50
- B15—King Embroidery Needles. Doz., \$1.35. Gross... 15.00
- B16—3-Fold Memorandum Books. Gross 5.00
- B17—Glass Cutter Knives. Doz., \$1.50. Gross..... 16.50
- B18—26-Pc. Rogers Silverware Sets. Set 3.00
- B19—Silverware Cabinets. Each .60
- B20—White "7-in-1" Scopes (best quality). Doz., \$1.75. Gross 19.50
- B21—"5-in-1" Tool Sets. Doz., \$1.50. Gross 16.50
- B22—Imported Vest Pocket Safety Razors. Doz..... 3.00
- B23—Gilt Clutch Pencils (with three leads). Gross..... 9.50
- B24—Wire Arm Bands. Gr.... 5.00
- B25—Gold Eye Needle Wallets. Gross 7.50
- B26—Colored Shell Chains. Gr. 8.50

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FOR BALLY SHOW

Help set up. G. W. Grigza, your tickets came back; wire me. James Meredith, ticket waiting. Helena, Ala., this week. S. J. CANTARA.

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MANY SHOWFOLK AT STEVE A. WOODS' FUNERAL

Chicago, March 10.—The body of Steve A. Woods, widely known outdoor showman, lay today in a vast room in the Masonic Temple, 910 North La Salle street, while his brother members of the Showmen's League of America, the Knights Templar and Blue Lodge paid their final honors to the dead.

The casket lay today in the center of a vast crescent of flowers and top of the coffin rested the plumed chapeau of a Knight Templar. The floral display was exceptional in its magnitude and beauty. Col. Fred J. Owens, chaplain of the Showmen's League, opened the service for that body with the sentence, "When we lose a brother in death it should bind the living closer together." In a clear tribute to the deceased and a graphic recital of his activities Col. Owens closed with the Lord's prayer. Previous to this a male quartet sang "Beautiful Isle of Somewhere" with effect. When Col. Owens closed the singers rendered "The Vacant Chair". The services of the Knights Templar followed, then the Blue Lodge funeral service. Practically the entire membership of the Showmen's League in, or able to reach, Chicago was present. The burial was in the Masonic plot in Woodlawn Cemetery.

Accompanied by James C. Simpson and a number of other friends, Mrs. Woods started for Chicago with the body Thursday night. Mrs. W. C. Campbell, a sister of Mrs. Woods, joined the funeral party at Nashville. Mrs. Woods' daughter, Mrs. Frank Tinney, arrived last night from Washington, D. C., where she and her husband were playing in vaudeville. Another sister of Mrs. Woods, Mrs. James C. Whitsett, of Los Angeles, and her daughter, Mrs. Paul James, of Porterville, Calif., arrived in Chicago today.

The funeral party was met at the railroad station in Chicago by a large delegation from the Showmen's League of America. At the meeting of the league last night appropriate action was taken on the death of Mr. Woods, and Harry McKay, Edward A. Hock, Sam J. Levy, C. R. Fisher, Budd Menzel and Ben Benjamin were named as honorary pallbearers. A large delegation of league members went to the funeral in a body, meeting first at the clubrooms. Mr. Simpson was placed in charge of all league functions at the funeral by President Edward P. Neumann.

WIRTH-BLUMENFELD GETS OHIO STATE FAIR CONTRACT

George Hamid, representative of the Wirth-Blumenfeld Fair Booking Association, New York, wired The Billboard Saturday, from Columbus, O., that the Ohio State Fair had engaged the Wirth-Blumenfeld, the biggest free attraction program it has ever planned, and that this is the first time the contract has ever been awarded to an Eastern agency. In addition, Mr. Hamid states that he booked this week the Lansing (Mich.) Fair, and Lewistown, Brookville and Meyersdale, Pa., as well as a number of other smaller contracts.

"Dick Trevellick, of the Gus Sun office, Springfield, O., is on the job," says Mr. Hamid, "and has many contracts from the Middle West, and our New York office reports big fair bookings."

COL. BURK UNDER KNIFE

San Francisco, Calif., March 5 (Special Correspondence).—Col. E. M. Burk, of the Foley & Burk Shows, is convalescing from an operation at the Providence Hospital, Oakland, performed February 26 for stone in the bladder, a large calcineous obstruction being successfully removed, which has afforded the patient great relief.

Following hard upon his recent automobile accident, it was considered rather hard lines, but that was as nothing when the doctors discovered at the recent operation the imperative necessity of another and far more serious one. He is in excellent physical condition, however, and his physicians are very sanguine about the outcome of the next one, the nature of which is not divulged, altho rumor has it that it is a butyroid tumor in the thigh. He will undergo the next operation just as soon as he is thoroly recovered from the last one—probably in two or three weeks.

"HUMAN FLY" BURIED

George ("Dare Devil") Raymond, "human fly," and Peter J. Curtis, an airplane stunt performer, were two of the ten mourners that attended the funeral in New York, March 7, of Harry ("Spider") Young, who earned his living by challenging the laws of gravitation until he fell from the tenth floor of the Hotel Martingale in New York March 5. Only two floral pieces were placed on his bier, Raymond is said to have been Young's instructor while learning to climb the outside of tall buildings or do stunts atop a flagpole twenty or thirty stories above the street. A flag draped the coffin in tribute to Young's war work for the Red Cross. His widow, who saw him fall to his death, and his two small children by a former marriage, were the only ones to accompany the body to the cemetery.



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RANDOM RAMBLES

By William Judkins Hewitt

THE SKYWRITERS HAVE EMBLAZONED "PROSPERITY" ACROSS THE HEAVENS FOR SEASON 1923. WE ARE NOT SUFFERING FROM ANY HALLUCINATIONS, CHASING ANY RAINBOWS, TRACKING BEHIND ANY MIRAGES OR FOLLOWING THE DICTATES OF ANY PHANTOM CONCEPTIONS WHEN WE TELL YOU THE OLD ORDER HAS CHANGED FOR THE NEW. DECENCY AND MERIT IS OUR ADVANCE BRIGADE FOR PROSPERITY. PLAY THE STANDS WHERE DECENCY AND MERIT IS RECOGNIZED AND SUPPORTED AND PROSPERITY WILL BE YOURS. LET THE BAND PLAY. SUCCESS TO ALL OF YOU.

When mentally perturbed and in doubt as to the future, why not try hard work of some kind. It is the cure for many ills, most of which are imaginary.

This writer is a stickler for the trying of new ideas—and fully committed to the CONVICTION that the carnival business is not dead—and never will be. It is only, as Harold Bushba says, "Just in its infancy."

The only trouble is, that so many in it have traveling hands and inert bodies. Give us action.

Such companies as the "Moon Lights" and "Star Lights" should find Russia good territory, as the celebrations in that country do not start until midnight.

If we ever hear of a carnival titled "The Automat Shows" the chances are we will stop writing about all carnivals.

TAKE A LESSON FROM THE FOLLOWING. THEY ARE NOT AFRAID TO LEND THEIR NAMES TO TITLES.

Johnny J. Jones, Con T. Kennedy, T. A. Wolfe, George I. DeBovis, James F. Murphy, James M. Benson, Frank West, J. George Loos, Milton Morris, John Castle, C. W. Parker, C. G. Dods, H. N. Endy, E. M. Foley, E. M. Burke, K. G. Barkool, John Wortham, Alexander Brown, Felix Barnard, John M. Sheesley, S. W. Brindage, Matthew J. Rife, Frank J. Murphy, Billie Clark, E. S. Corey, Frank D. Corey, Harry Copping, Jean DeKreko, Lew Dufour, Larry Boyd, Max Linderman, Louis Pink, J. L. Heath, Benjamin Krause, Victor D. Levitt, W. C. Huggins, A. B. Miller, Irving J. Polack, E. A. Evans, Henry J. Pollie, William Zeitman—and so on—and E. K. Smith.

Well, we suppose "hose 'Sunshine'" one do not require the committees to furnish any electric current.

Don V. Moore writes that William Judkins Hewitt is a "crank" on a certain subject. He is and admits it in public and in print. Don V. Moore.

A. R. Corey, secretary-manager of the Iowa State Fair, Des Moines, told both the carnival men and free-act booking agents (during the last Chicago meeting, we are told) where they got off and where they stood as far as he was concerned, we are told. Oh, if we could only have heard it. Told you recently that when Mr. Corey talked he always said something.

No trainloads of "junk" this season, gentlemen.

Any fair secretary or exhibition manager who becomes a party to the exploitation of his public's confidence and purses is indeed 100 per cent "clump".

Showmen who visit a town and "knock" it are hardly the ones any local auspices will call upon to help them foster Civic Pride. Let this one sink in, you numskulls guilty of this offense.

We know of no one better able to manage a big fair show than W. F. Palmer. He has had circus experience with the second largest.

You cannot take it away from them when it comes to big in and outdoor promotions. We refer to Harry Reyer, John W. Moore, John S. Berger, W. E. Hamilton and J. Allen Darnaby. Nothing is too big for their imagination and ability for accomplishing.

We hear the Ice Carnival held in the largest city in Canada was a "frost". What would one expect?

"Outdoor Bazaars", that's a good one.

Show business is fringed with too many of those "I am going to do this and that" fellows—and from season to season they never do any different. Live, wise owners and managers—get them off the trains and lots and replace them with the deers and go-getters. This is a wild world for action and work and not one for maulers and loafers.

Few men can rebuild and decorate show property as Joseph G. Ferrari can. He is a past master at painting and decorating riding devices and show fronts. His art gallery in his home at Port Richmond, Staten Island, N. Y., is filled with oil and water-colored paintings of his own design and execution. So much for not loafing. He never does.

N. J. Shelton says some of the press agents are like the "pea" in the shell game. N. J.—Mr. Shelton is a press agent.

What do you think of the accredited policy for the operation of tented amusements at the Kentucky State Fair, Louisville?

Following in the wake of the clean-up campaign we learn of many misconceptions as to what should be done to conform with the Temperance resolution. Things will soon be clarified. Question: Where will the revenue come from?

Before, during and after the meeting of the International Association of Fairs and Expo-

sitions in Memphis, Tenn., next fall, there will be many experiences to relate by its members.

George H. Coleman—How is that new idea of yours developing?

Steve A. Woods' death is a loss to the entire show world. Mrs. Woods has our deepest sympathy.

The commercialization of the Showmen's League of America would (in the opinion of the writer) be a most serious mistake. Col. William F. Coby (Buffalo Bill), John B. Warren, Edward C. Talbot and Edward F. Warren, all former presidents fought against commercialism of the League and their policies should be carried out. Edward P. Neumann—guard well your task. The name Edward figures strongly in the League. Notice that three of its presidents out of five are named Edward and they are still with us.

Strange thing is that some men will deliberately do a thing wrong just to be different from the other fellow.

Don V. Moore—Johnny J. Jones does carry wheels and concessions. Johnny J. admits it.

Al Bernberger—Will the Brown & Dyer Shows play enclosures with pay admission gate this season.

You are wrong when you say "nothing stings like a bumble bee."

Nothing is going to happen. Don't wait. Step lively and create events.

Joseph Durning is the originator of the expression, "We packed them to the doors—but they would not go in."

We hear Larry Boyd has contracted to play one half of the entire Western hemisphere. It is a fact the Boyd & Lindermann Shows have become strong contenders among the first-rank carnivals.

A Mystery of the Carnival Business IS, the bigger and more meritorious the carnival the greater the percentage the fairs demand. Some of the owners, managers and general agents do not seem to be able to place "full value" on their offerings. Have confidence in the business, gentlemen.

Some of those cuts and photographs handed to newspapers for publication are the funniest and most out-of-date material imaginable—and they wonder why they are not used.

Roy Gill, one-time treasurer Miller Brothers' 101 Ranch Wild West and Con T. Kennedy's Shows, is an executive of the highest class. For years Mr. Gill has been operating war exhibits over the continent. This season he branches out in the riding-device business and will have a large number of "Caterpillars" in various parks thruout the country.

What's your slogan? Are you living up to it?

Billy Nelson—"Tut, Tut", let the old king rest.

A most satisfying thing in the world is to hear a man make a statement and to know he is telling the truth.

CARNIVAL OWNERS—How would you like to have the following portable rides from Europe: Figure Eight (S) Coaster, Double Fer-



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	Reg. Price.	Our Price.
75 Watt	60c	42c
100 "	75c	52c
150 "	\$1.00	70c
200 "	\$1.30	91c

	Reg. Price.	Our Price.
10 Watt	35c	25c
15 "	35c	25c
25 "	35c	25c
40 "	35c	25c
50 "	35c	25c

25 and 50 Watt Mill Types Unbreakable 28c
2-4-8-16 C. P. Carbons 14c

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WANT to hear from Shows, Rides and Concessions. Have booked thirty weeks' of Celebrations and Home-Comings and Fairs.

We will buy, sell, trade Show Property of all descriptions. Circus and Vaudeville Acts, write us. Send photos, salary, etc. State all in first letter.

Fair Secretaries, are you looking for new Novelties for your Midway? Free Acts, write. Address all communications to

AMERICAN EXPOSITION COMPANY,
546 Equitable Building, Baltimore, Md.

Ernie Kline's Famous Shows Wanted At Once TWO-ABREAST MERRY-GO-ROUND

WANTED to hear from George Lucas, Mr. Prince, Ferris Wheel owner. Will buy or book Ferris Wheel. Hold contracts for ten fairs. Have Pitt Show. Athletic Show frame up for capable men. Concessions, come on. Twenty Dollars. Want to hear from Kid Dixers. Louise Hillman. Can use Colored Musicians. Want Colored Teams. Clark and Clark, Hook show and wife, Blanche, and Sister, let me hear from you. Paying salaries. Live on car. Ferriday, La., March 15-19; Winnsboro, La., 20-24.

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THE ACME OF CONCESSION EQUIPMENT. This novel device produces Spectacular Rainbow Effect. Minimum operating expense! Enormous profit producer! For Free Circular giving full particulars address
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Designed to cash in on the big demand created by the many Sherk movies, Sherk books, Sherk articles and stories and Sherk publicity. Beautifully made. Resembles solid green gold. Red and green stones, all sizes.

Also the extension model.
\$3.50 Doz. **\$39.60** Gross
Sample Sent on receipt of 50c stamps or coin.
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Smith & Lincoln Bros. Railroad Circus WANTED

TO JOIN ON WIRE—Circuit Trombone, Clowns, Wire Acts, Acrobatic and Novelty Acts for Big Show, Chaudler Man, Sober Billposter, First and Second Cook, Waiters, Working Men all Departments. Man to handle Reserved Seats and Concert Tickets. Side-Show Acts, Pitt Show complete. State lowest. Accommodating best. No parade. Wire per route: York, 12th; Fort Mill, 14th; Great Falls, 16th; Lancaster, 19th; all South Carolina.

WANTED FOR Cole Bros. Shows

TO OPEN APRIL 2ND.
One good Billposter to report March 20th; one good Candy Butcher that can sell Prize Package Candy. Cornet, Slide, Trap Drummer, Baritone. Can use a few more useful Performers. State all you do and lowest salary.
E. H. JONES, Box 815, New Orleans, La.

WANTED Free Acts for Fair and Fall Festival

Sept. 3rd to 8th
FAYETTE COUNTY FAIR, OAK HILL, W. VA.

MENTION US, PLEASE—THE BILLBOARD.

MENTION US, PLEASE—THE BILLBOARD.

Wheel, Tunnel Carousel, Shoot-the-Chutes, ...

Before the meeting of the carnival owners and several agents in New York, on March 18, would it not be a good thing for them to find out exactly their position—where each stands in the great outdoor scheme? All have one common interest—but self must be put aside for the common cause.

There never was a greater demand for Special Event Promoters. The new idea in Advanced Promotions is responsible for the demand. The men for the position must have intelligence, force, appearance and an absolute liking for the game. No half-hearted efforts will count.

What a fool a man is to try and "hunk" his trade paper and the local press. When you are in a town you are a guest of that community, so don't "knock" it.

R. C. Eakin—The show world is looking to you to accomplish great things this season. We have confidence in you. You can do big things and have done many things worth while. Good luck for a good season.

It would not hurt some advance agents to read the late Elbert Hubbard's book, "The Message to Garcia."

Let's welcome Lee Riley as a carnival press agent. He has had years and years of experience on the lots. Has been top mounter in an acrobatic act, theatrical agent, company owner and manager. Worked on newspapers all over the country and recently on The Rockford (Ill.) Morning Star and theater manager in that city and then he was business manager, until a few weeks ago, for Margaret Anglin.

And how's our old friend, Harry S. Noyes, general agent Royal American Shows?

W. H. Rice and the writer will be grieved if the Haig & Haig Shows do not go out this year. Press dispatches report that the distillery is voluntarily LIQUIDATING its affairs across the pond.

The big general agents in large numbers have it George H. Coleman will in time become general agent Bernardi Greater Shows, in which Ralph Smith and William Glick are jointly interested.

Wonder why so many managers are trying to get W. C. Fleming? He is working for John W. Moore. "A good man is hard to find." Bets on Broadway seem to want him to be g. a. for Rubin & Cherry.

George F. Dorman—Say a few words, anyway.

Some shows should be titled "Nothing".

Celebrations should be regular HURRAH WEEKS, BUSINESS BOOMERS and all that.

Thoroughly organize the advance forces and fear not, Mr. Manager.

Suppose nicknames for working men and canvases this season will be such as "Tut" McTulke, "Tut" Riley, "Tut" O'Shannessy and so on. Let's hope not. Every man should have a dignified handle to his family name.

"PICKUPS" FROM WARREN

(By C. A. BERGER)

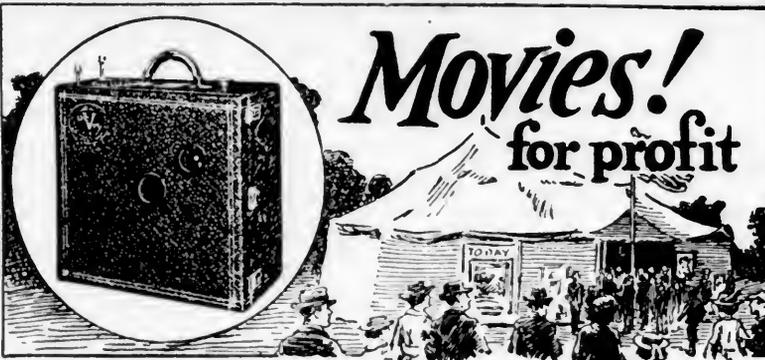
Warren, Pa., March 7.—This section of Pennsylvania next spring and summer should be a good camping ground for the tent folk, as not in a decade has business been so promising. The lumber and oil industry is back on its feet again after the post-war slump and every saw mill is working at capacity, while more men are being employed in the woods than in years. The oil industry, which slumped after the war, is coming back with a bang and soon everyone of the fifteen refiners in the Warren section will be running at capacity. The furniture plants and iron works are all busy and the "unemployment" cry has ceased.

Plans for the 14th annual county exposition, staged by the Warren County Agricultural Association, are now under way. Herbert J. Oulson has been selected as president and E. M. Lowe again chosen as secretary. In addition to the officials regularly elected a group of Warren men are assisting in staging the exhibition's amusement features, among them George Sarvis, manager of Liberty Theater; C. A. Berger, formerly with J. Augustus Jones; C. E. Rhodes, R. E. Wald and others. A contract has been entered into with the Worth Memorial Booking Association for Jack Kings, L. L. Ransh, Wild West as a free attraction and Lamborn's Band to furnish the music. Four other free acts are to be booked and fireworks will be a feature every evening.

The second annual Warren County picnic will be held in Warren August 16. This is a county event with no admission charges, free dining and other features, and big crowds are expected. Roy Leonhart, last season with the Wheeler Shows, is spending a few days in the city. After working some weeks on the Sun Time, he will leave soon with his wife to join the Wheeler Shows for this season.

Since the advent of Business Frank J. Lyons the high pitchmen have moved on to Sheffield and nearby small towns. Sheffield is a good stand for the pitchmen with its population of 4,000. "Doc" Reeger, well known in the medicine show world, is now doorman at the Liberty Theater and is busily engaged during his spare time in the construction of movie scenarios. "Doc" has a wealth of experience to draw from in the construction of the scenarios and should be able to weave some tales for the movies.

The Parentos, aerialists, whose home is in Tibbets, this county, are preparing to take a small tent show out during the coming summer and will open in their "old home town" Tidoute, by the way, with its 1,000-barrel oil production and dozens of strings of tools operating in the oil fields, should be a good spot for some of the smaller tent shows to include on their routes this year.



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WIDE-AWAKE traveling showmen will not pass up this opportunity of grasping one of the most attractive and money-making ideas open to the showman today.

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Motion pictures can be shown anywhere with a DeVry Motion Picture Projector, which operates from a DeVry Generator attached to any Ford car. With this combination you have a complete traveling moving picture theatre—simple to operate, taken down and set up in a moment and so light it can be carried anywhere.

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Edgar Larson, who last year conducted a dance pavilion on the banks of the Conawango Creek, a mile or two above Warren, is preparing to lay out a picnic resort this spring and have a small amusement park suitable for church and Sunday School picnics, as well as lodges. The spot is a good one with boating and bathing facilities.

Warren's annual race meet this year will be held during the last week of July and the "harness fixers" will be here in large numbers, as the Warren meet follows that at Erie. No harness races will be seen at the Warren Exposition, as the officials have decided to have running races as the speed features of the fair. These, with chariot, two and four-horse Roman races, and other novelty features, will fill the bill for thrills on the track, it is said.

SNAPP BROS.' SHOWS

Phoenix, Ariz., March 6.—At the close of the National Orange Show, at San Bernardino, Calif., where a most successful engagement of all concerned came to an end, the Snapp Bros.' "Sunkist Special" left the semi-tropical land of Southern California, crossed over the mountains and thru the desert and arrived as per schedule in the city of Phoenix, where they opened under the auspices of the Frank Luke, Jr., Post of the American Legion for a ten days' engagement.

At this writing the entire aggregation has been most successful in the receipts and hand-in-hand with that is the feeling of contentment and spirit.

The press has been generous in praise of the show and also the territory is infested with some other interesting opposition the city and county officials have, after a thorough inspection, expressed themselves as being not open to any criticism whatsoever on their permitting a show of this caliber to exhibit in Phoenix.

The shows are located three blocks from the heart of the city, on the armory lot, and also occupying the street, where Special Agent Davis has erected a huge entrance arch of Roman architecture. Davis also has an automobile contest which bids fair to be very remunerative.

The shows are laid out in a horseshoe effect and present a beautiful appearance with their blending of orange and silver and the myriad of colored lights.

Among the visitors to the show here was Abner Kline and that genial, good-natured Fuzzy Hughes, who came to stimulate trade for his wares.

From Phoenix the show goes to Mesa for the week of March 12, booked under the auspices of the Mesa Athletic Association. SYDNEY LANDCRAFT (for the Show).

DIXIELAND SHOWS

Cotton Plant, Ark., March 7.—The Dixieland Shows arrived here in a downpour of rain and owing to a wet lot lost the Monday night for his wares. The weather cleared, however, and business has been very good. This is the first caravan permitted to exhibit in Cotton Plant

since 1920, and Manager J. W. Hildreth has been complimented on the general appearance of the show and the quality of the exhibitions. It now seems assured that the show will go into winter quarters here at the close of the season.

"Whitie" Butler's cookhouse seemed a sort of revelation to the citizenry, and they have not only highly praised it, but have shown very liberal patronage. The three-abreast merry-go-round has been doing an excellent business here. As the show grows larger, new faces are appearing among the company. Among the latest of the newcomers to join were Mr. and Mrs. Baxter with their three concessions. Eddie Kanther, who has the Athletic Show, has been giving "Hambone's" Minstrel Show a hard run for top money, and the Snake Show has been doing "bottle" with the Hawaiian Show for receipts honors. Chas. Brown, however, topped both the latter last week with his Crazy House. Rumor has it that Mr. and Mrs. Mackay will soon leave the company to fulfill other contracts. Mr. and Mrs. Jenkins have added another concession to their string.

"Whitie" Butler now has three concessions in operation. Mrs. Butler having taken charge of a big stock wheel. The shows' next move is to Parkin, which should be a good spot, then for the scheduled spring opening at Blytheville.

I. A. B. P. & B., LOCAL NO. 5

St. Louis, March 8.—Shorty Aldridge, formerly on the advertising staff of the Empress Theater, closed there March 3. He reports that he will soon leave for Dallas, Tex., to join the advance forces of the John Robinson Circus for the summer season.

C. O. Skinner, a veteran billposter and one of the oldest members of Local No. 5, working for the St. Louis Poster Advertising Company, is on the sick list. Latest reports have it that he is getting along nicely.

Mick O'Neal, circus billposter and agent, put in several days in the city. He will join the advance forces of the John Robinson Circus in Peru, Ind., at an early date.

W. J. Collet, special agent and circus billposter, a member of Local No. 5, of the I. A. B. P. & B., T. M. A., and stage hand of the I. A. T. S. E., Local 6, reports that he has become a member of Grant City (Ill.) Lodge of Elks. BEN F. MILLER.

METROPOLITAN SHOWS

To Enlarge on Trip Northward

A brief letter from Manager A. M. Nasser, of the Metropolitan Shows, from Greenville, S. C., stated that his organization, the greater portion of the equipment of which is stored in Northwestern West Virginia, will start the coming season with but a five-car outfit, later on the tour to be enlarged to ten cars for the regular carnival and fair seasons.

H. F. Strickler, clarinet player of Lebanon, Pa., has signed to play with Bill Fowler's Band on the Walter L. Main Circus, making his third season with Fowler.

COMPLAINT LIST

The Billboard receives many complaints from managers and others against performers and others. It publishes below a list of such complaints, with the name and address of the complaining party, so that persons having a legitimate interest in the matter may make further inquiries from the complainants if they desire.

The publication of the list does not imply that the complaint is well founded, and The Billboard assumes no responsibility for such information as may be given by the complainant to parties inquiring.

Names will appear in this list for four weeks only. Anyone interested might do well to make note of them:

BARRY, "Col." J. F. (Doc). Announcer and contest worker. Complainant, Frank Noe, La Crosse, Wis.

CARNIVAL ROSTERS

(RECEIVED TOO LATE FOR INCORPORATION IN THE REGULAR LIST IN THIS ISSUE)

GREATER SHEESLEY SHOWS, INC.—John M. Sheesley, prop. and mgr.; Wm. R. Hicks, asst. mgr.; Chas. H. Pounds, treas. and secy.; Mrs. J. M. Sheesley, auditor; Robt. A. Joseph, gen. agt.; Joe Walsh and J. Link, spec. agts.; Claude E. Ellis, press agt.; Chas. E. Sheesley, gen. supt.; Joe Rodding, trainmaster; L. J. Brooks, supt. lights; 25 cars. Show opens at Milwaukee, Wis., last week in April.

METROPOLITAN SHOWS—A. M. Nasser, prop. and mgr.; Melhem Nasser, asst. mgr.; Mrs. A. M. Nasser, treas.; Raymond Nasser, secy.; W. T. Harrington, gen. agt.; O. Guillepie, spec. agt.; Melhem Nasser, press agt.; K. M. Nasser, gen. supt.; Chas. Morfoot, supt. conc.; Dominic Ferrante, mus. dir.; Major Boykins, trainmaster; Louis Genth, supt. lights; Chas. Morfoot, legal agt.; Fred Dunn, gen. announcer; 5 cars. Show opens at Peizer, S. C., March 5.

MILLER'S, A. B. GREATER SHOWS—A. B. Miller, prop. and mgr.; Sam Chandler, asst. mgr.; Mrs. A. B. Miller, treas.; Edw. H. Stanley, gen. agt.; W. H. Bronwell, spec. agt.; H. G. Perkins, press agt.; Spruce Baldwin, gen. supt.; Harry Sawyer, mus. dir.; Arthur Rice, trainmaster; Roy Gott, supt. lights; John Thompson, gen. announcer; 10 cars. Show opens at Cartersville, Ga., March 12.

MONARCH AMUSEMENT EXPOSITION—J. M. Stacker, C. Duran and Al Ventres, props.; J. M. Stacker, mgr.; P. W. Anderson, asst. mgr.; C. Duran, secy. and treas.; F. I. Benjamin, gen. agt.; Ted Worth, spec. agt.; Al Ventres, gen. supt.; Patsy Bridgett, supt. conc.; Jay Leonard, mus. dir.; Ernest Champion, trainmaster; Robert Stacker, electrician; Geo. Ventres, gen. announcer; 10 cars. Show opens at Winsted, Conn., May 5.

STAR LIGHT SHOWS—J. J. Steblar, mgr.; Jos. Steblar, asst. mgr.; Vera Steblar, secy. and treas.; Wm. J. Feeney, auditor; Geo. W. Adams, gen. agt.; John Dunn, press agt.; Edward Kolan, supt. conc.; J. M. Smith, mus. dir.; John E. Steblar, trainmaster; John Palesa, supt. lights; John Scully, legal agt.; 10 cars. Show opens at Canandaigua, N. Y., April 21.

MILLER'S MIDWAY SHOWS

Oklahoma City, Ok., March 8.—F. W. Miller and wife, of Miller's Midway Shows, have returned from California, after spending the winter there. Work is now going on in winter quarters, at Conway Springs, Kan.

The show will be somewhat larger than last year, and will be spick and span. Most of the old people will be back with the caravan this year. Mr. Miller is "with and for" the "lean 1923", as there will be no "girl show" or "grift" on the Miller midway.

A new calliope has been purchased from the New-Tone Calliope Co., of Oklahoma City. The shows are booked in the coal and oil belts of Kansas and have a good route ahead. They will consist of five shows, three rides and about fifteen concessions. A new outfit has been ordered for the Minstrel Show. The manager of this company is leaving no stone unturned to make this show one of the neatest and cleanest three-car shows on the road. Mr. Miller has a staff of real showmen. According to the present plans the opening engagement will be near Wichita, Kan., about the middle of April, and the show has many of its old fair contracts for the season. The writer has been with the show for the past two seasons. Three new trucks will do all the hauling between lots and train, so that there will be no delay, or staying on the lot all night to wait for wagons. Mr. Miller is sure that this will be a better season, as the cleanup should have helped every show on the road.

CURLEY LEWIS (Show Representative).

JOHNNY J. KLINE SHOWS

To Open About the Middle of April

New York, March 8.—Word has been received from the offices of the Johnny J. Kline Show that the outfit will take the road again this season, opening about the middle of April in the vicinity of New York. Several of the staff formerly connected with this organization will again be seen on the midway the opening week, including Lester Pitcher, manager; Lew Short, chief electrician; Harry Buswell, concessionaire manager; Jack Stewart's Jazz Band, and M. Wolfe, transportation master.

The route this season will consist of several of the big spots played by this well known organization in the past, with several new ones of Mr. Kline's put into effect. All connected with the outfit are optimistic for the coming season. DAVE GREEN (Press Representative).

OUTDOOR FORUM

In this department will be published opinions of readers of The Billboard on any phase of the outdoor show world. As evidence of good faith it is requested that letters be signed and addresses given. Anonymous letters will not be tolerated, but signatures will be withheld if requested. Be brief and to the point.

Interested in Leapers

Sloux City, Ia., March 6, 1923.
Editor The Billboard—Some time ago I read in issue of The Billboard I read an article by Joe Artress Belmont in regard to leaping, and would like to ask Mr. Belmont thru The Billboard why the present-day circus have no leapers? Also why he would give a short history of the shows of Sells Bros. and Adam Forepaugh. Were they born in the circus world?
(Signed) JOHN B. RYAN.

Will Try To Repeal Esch-Cummins Law

Elgin, Ill., March 7, 1923.
Editor The Billboard—I am in receipt of a letter from Senator Smith W. Brookhart, of Iowa, a part of which states: "We will get after the Esch-Cummins law and make a hard fight when Congress reconvenes."
It is too bad that the last Congress did not do something about repealing this law, either in its entirety or in part, so that the circuses and carnivals could have gotten the benefit of lower freight rates, which the repeal of this law is expected to bring about. As the new Congress does not meet until next December, the circuses and carnival companies can not get the benefit of any reduction until the 1924 season.
(Signed) W. A. ATKINS.

Says Farmers Have Right To Operate Cookhouse at Fairs

Hartsburg, Mo., March 5, 1923.
Editor The Billboard—Some time ago I read an open letter in The Billboard from Inez Campbell in which the farmer was criticized for operating a cookhouse at fairs and under-selling the "regular trouper". I am a farmer, have sold "ests" at fairs and wish to defend my actions and those of other farmers who have done likewise.
Operating a cookhouse at a fair is one way a farmer can dispose of his products. The farmers promote the fairs and it is no more than right that some of them be allowed to pay for the privilege of operating a cookhouse at fairs the same as "regular troupers". Unlike the "regular trouper" who comes a long way to charge as high as twenty cents for a hamburger sandwich, which I have seen done at the Missouri State Fair in Sedalia, the farmer is operating in his home State.

If Inez Campbell thinks farming is an easy way to get rich quick, with no licenses, etc., to pay, I would suggest that Inez turn farmer. Then, I am sure, Inez would feel more kindly to the farmer.
(Signed) G. B. NICHOLS.

Amusement Legislation in Texas

Austin, Tex., March 3, 1923.
Editor The Billboard—This is to remind that there are several issues coming up before the Legislature here which are important to the amusement business. One, having to do with the amusement tax, mention of which has appeared in The Billboard, vitally concerns traveling shows, carnivals and circuses. This bill has been set aside for the time being, but is expected to be acted upon before the next session. Believing Senator Robert A. Stewart to be a friend of the show people and their interests, I suggest that showmen who are interested in playing this territory get in touch with him immediately in an endeavor to modify, if not prevent, such legislation.

This afternoon Senator Holbrook, of Galveston, presented a bill entitled "An Act to Prevent Lotteries". The purpose of this measure is intended to prohibit fraudulent concerns in Texas from operating as beneficial savings, loan and investment associations, which are termed "lotteries in disguise". It is to change a previous bill pertaining to lotteries wherein the penalty was a punishment by fine, and would unintentionally take in raffles of automobiles and also concessions where a prize of some sort is offered, which can be construed as a lottery. Thru the efforts of Senator Robert Stewart and several other friends in the Senate, the first lottery bill was killed by a vote of thirteen to eight.
(Signed) BOB MORTON.

Will Passing of "Hip," Mean End of Theater-Circus Idea in New York?

New York, March 8, 1923.
Editor The Billboard—The announcement made recently that this would be the last season at the New York Hippodrome has caused expressions of regret from many sources. From the days of Thompson and Dundy up to the present the spectacles have drawn thousands of spectators. The "Hip" is always one of the sights of the metropolis. No visitor considers his trip complete without seeing the show there.

But the way of progress must be appeased and, if negotiations mature, the Hippodrome must go.

This all comes to the mind of the writer, who has just seen this year's production. It seems that R. H. Burnside, the general stage director, has outdone himself with the show, "Better Times".

The performance adheres more rigidly than some previous ones to the policy planned

BARITONE PLAYER

Can also play Trombone. Have experience in B. and C. A. E. of M. Address AXEL KJELMAN, 2125 N. La Claire Ave., Chicago, Illinois.

One Brand New Ferris Wheel For Sale

We specialize in building Carrouseels and Wheels of our designs at right prices. Send your order immediately. Maul & Meers, 136 Pine St., Lapeer, Mich.

LORMAN-ROBINSON ATTRACTIONS

OPENING MARCH 17th—ATLANTA, GA.

Peters Street Lot, admitted the best lot in Atlanta.

AUSPICES THE MAGGABEES.

WANT—Concessions. WANT—Gilly Ferris Wheel. All answers to CHAS. R. STRATTON, Manager, Wilmot Hotel, Atlanta, Ga.

originally by Thompson and Dundy. The entire second part is given over to circus acts, which include Orlando's horses and the ever-present Lowers' elephants. The joys work in this act more than in the other two.

New York has always had a theater where a circus was housed from the days of Lent's Circus, and the ray of light in the possible passing of the Hippodrome is the statement that E. P. Allen and his associates plan to build a theater on upper Broadway, above the Capitol Theater, near 53rd street, which will seat about 4,000 persons and where, it is hoped, the circus features will continue. If this be the last year of the "Hip", the show "Better Times" is a fitting valedictory to the house and a credit to Charles B. Dillingham, Mr. Burnside and their aids.
(Signed) L. T. BERLINER.

SALE OF BAILEY'S ART OBJECTS

New York, March 11.—Art objects and furnishings of the home of the late James A. Bailey, of Barnum & Bailey, are to be sold at auction at the residence Bailey Park, Mount Vernon tomorrow and Tuesday. Included in the articles to be sold are many paintings, bronzes, rugs, furnishings and a library of rare books.

JOHN MEEHAN ARRESTED FOR NONPAYMENT OF ALIMONY

(Continued from page 21)

her in December, 1920, after two months of married life. Mrs. Meehan gave as a reason for asking the warrant of arrest that she had learned that Meehan was to leave the jurisdiction of the court for some months to attend to theatrical business for his employer, and that she is without means of support.

According to Mrs. Meehan, she has tried to obtain work in her profession and has been repeatedly refused, necessitating the borrowing of money from friends.

Mrs. Meehan alleges that her husband is \$540 in arrears on the allowance he agreed to pay her when he was previously summoned before the Domestic Relations Court. Meehan furnished a surety company bond for \$1,000, obtaining his release.

BURLESQUE SHOW IS BOOKED INDEPENDENTLY

New York, March 10.—Due to the "lay-off" week between Boston and New York and the desire of many Mutual companies to play that week, Dave Kraus, president of the M. B. A., has completed arrangements with the management of the Plaza Theater, Bridgeport, to try out the Bernard & Morris "Step Along" show next week as an independent booking by the company itself and not as a Mutual Circuit booking, as there will be no booking fee charged the theater or company. President Kraus is to be commended for his action, which will give an extra week's salary to the members of the company who the M. B. A. makes no booking fee.

BURLESQUE COMPANY CHANGES

New York, March 10.—Louis Redelsheimer, of the M. B. A. Casting Department, reports changes in companies, viz.: Ray Paine to replace Lew Harris as straight man in Matt Kohl's "Town Follies"; Jack Coyle to replace Dan Evans as juvenile in Lou Sidman's "Girls From the Follies"; Walter Johnson to replace Jack Carlson as juvenile in Fred Strauss' "Sweet Bay Bees"; Rene Vivian, prima, to replace Vie Kelly in Manheim-Vail's "Jazz Time Revue"; Buster Sanborn to replace May Santly as soubrette in Ed. Rush's "Jersey Lilies"; Johnny Goodman, comic, to replace Solly Carter, and Muriel Claire, ingenue, to replace Gynette Dorsey in "Flappers of 1923".

NEW PRODUCING FIRM

New York, March 10.—The Melbourne-Arden Productions, of Manhattan, organized to produce legitimate plays and to act as play brokers, was granted a charter at Albany this week. The corporation is capitalized at \$40,000. Offices have been opened in the Astor Theater Building. The incorporators are H. M. Arden, W. Rappaport and E. W. Leary.

Mr. Arden was formerly engaged in the clothing business.

GOODMAN GOES TO CHICAGO

New York, March 10.—Alfred Goodman, general musical director for the Shuberts, and conductor of the orchestra of "The Dancing Girl" at the Winter Garden, left for Chicago today to direct the orchestra for the opening performance of "Blossom Time" there at the Apollo Theater. He will return Tuesday.

TOM POWERS ROBBED OF HIS WARDROBE

New York, March 9.—Tom Powers, leading man of "Why Not", now playing at the National Theater, was robbed of all his wardrobe at the theater last night. This consisted of six sets of suits used in the play, several street suits and articles of jewelry. The mirror, make-up boxes and towels had not been disturbed.

Altho it was seven o'clock, Mr. Powers dispatched his valet to his suite of rooms at the Biltmore, where he had a reserve supply of suits, and the play went on on time. The forty seventh Street police station was notified of the robbery.

FAMOUS THEATER CELEBRATES SIXTY-FIRST ANNIVERSARY

Salt Lake City, Utah, March 10.—Tuesday marked the sixty first anniversary of the Salt Lake Theater's formal opening. In its early days the playhouse was the only one of any magnitude west of the Mississippi, and many celebrities crossed the plains by stage for an opportunity to play there. The initial offering was "The Bible of the Market", and the principal parts were played by John T. Caine, Henry Maiben, Joseph Simmons, R. H. Parker, David McKenzie, S. D. Sirrine, R. Matthews and Henry Snell. John B. Kelly, Mrs. M. C. Clawson and W. G. Dunbar.

NOVEL LOBBY DISPLAY FOR "LIGHT WINES AND BEER"

Chicago, March 9.—A. H. Woods will depart for a time from a lobby display suggesting Illegerie when he brings "Light Wines and Beer" to the Woods, March 18. Instead, Mr. Woods will have a lobby display with a miniature bar and old-fashioned bartenders and a free lunch. Other accompaniments formerly used in harroos will be lacking. "Light Wines and Beer" will be the first non-musical play in which Joseph Cawthorn has appeared for many years.

JOHN GOLDEN HOME AGAIN

New York, March 10.—John Golden returned to his home yesterday after a vacation of six weeks in Miami, Fla., making the longest period of rest he has taken since he made his debut as a producer with "Turn to the Right". Mr. Golden plans to purchase a winter home in Florida, and, in order to make sure that it has the real American atmosphere, will engage Winchell Smith as his landscape architect.

"ELSIE" HEADS FOR NEW YORK

New York, March 10.—John Scholl will make his debut as a Broadway producer when he brings his musical comedy, "Elsie", into New York about Easter time. It closes a three week's engagement in Boston tonight, and leaves for Providence for a week's run. It will then play New Haven and Hartford, and afterwards comes to New York. Ada Meade is playing the title role.

ROBERT MILLER TO TOUR

New York, March 12.—Robert Miller, the young comedian who understudies Eddie Buzzell in "The Gingham Girl" at the Earl Carroll Theater, has been signed by Schwab and Kusell, producers, to play the role in one of the touring companies of that play next season. This came about as a result of his satisfactory playing of the role at a matinee last Thursday, when Eddie Buzzell was unable to appear.

NEW PRODUCING COMPANY

New York, March 10.—The Theatrical Producing-Financing Corporation is the name of a new company which has been formed to undertake the production of plays on a large scale. Their first production is already in rehearsal. The organizers of this organization are William B. Dwight, George J. Houtain and John O. Horshor.

"THE CRASH"

Chicago, March 8.—Later in the season The National Production Company will produce a new play, "The Crash", by Lincoln J. Carter and Ralph T. Kettering, in which there will be numerous Carter effects. It will tour the dollar circuit now being organized.

BROADWAY BREVITIES BENEFITORS

New York, March 8.—When we reviewed Ed Daley's "Broadway Brevities" at Miner's Bronx Theater we commended the production and for the most part the presentation, at the same time taking exceptions to several minor deficiencies in lines, likewise the work of the second comic.

Hearing that Sam Raynor had been engaged to replace the former second comic, we again gave the show the once over, and in doing so were reminded of our remarks in previous issues relative to shows reviewed on Mondays and seen again later in the week, or following week, when we found the production to be the same but the presentation altogether different.

Raynor in makeup and mannerism is a benefactor to the burlesque element in the presentation, and this is also reflected in the work of Jay Flippen, who is doing black face as the featured comic, and doing it far better than when we caught the show at Miner's.

In reviewing the work of Flippen in other shows, and at Miner's in this show, we accepted him at his face value, i. e. a colored actor doing blackface, and in accepting him as such we are paying him the highest tribute a reviewer can pay a white actor characterizing a colored actor.

Flippen, the white actor, has evidently given much time to the study of the late Bert Williams, the colored actor, for Flippen is a facsimile of Williams in his facial makeup, registrations, gestures, lines and actions, which at all times are droll and humorous, and never for a moment from his first to last appearance in the presentation does he make manifest that he is any other than a colored actor.

An actor that can maintain the characterization without robbing it of its illusion is an artiste.
NELSE

GLENDINNING INJURED

Boston, March 10.—Ernest Glendinning, who is playing in "Listening In", has been working under a severe strain for the last few days. He strained his arm several days ago while playing squash tennis, and tho it was a trivial matter at the time it occurred, it has become extremely painful. However, Glendinning refused to leave the company, and it is said he has received some high praise from the local critics for his fine acting in this piece, which closes here tonight.

PLAYHOUSE CUTS PRICES

Chicago, March 9.—The management of the Playhouse has announced a reduction in prices down to \$2 for the best seats and \$1.50 top for matinees. These are the same prices that A. H. Woods will charge, beginning with the engagement of "Light Wines and Beer" at the Woods Theater.

KANE REPLACES CALVERT

New York, March 11.—Whitford Kane will replace Lonis Calvert in "R. U. R." for four weeks, commencing tomorrow. Mr. Calvert is signed to appear with another show.

EGYPTIAN MODEL HAND CUT

GENUINE CAMEO
Hand-cut genuine Cameos, imported direct from Italy. Beautifully set in

Platinum finish Rings with the new Egyptian motif.

Sample sent on receipt of 50c, stamps or coin.

1/2 Doz. \$1.75. 1 Doz. \$3.00

BRADLEY BOSTON CO.
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Wanted -- Musicians

all instruments. Those in correspondence with me about a month ago, wire as per route: Dublin, Ga., all this week; Atlanta, Ga., week March 19th.

PROF. ARRIZOLLA,

care
NARDER'S MAJESTIC SHOWS.

OUR OLD RELIABLE STILL GOING STRONG!

Aeroplane Circle Swing

With Uzzell Biplane Aeroplane Cars, unlike Tut-Ankh-Amen, never sleeps.

FROLIC

With Snapp Brothers' Shows at San Bernardino, California, National Orange Show, last of February, topped the Seaplane and the Ferris Wheel and equaled the Whip in receipts.

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Between Sixth and Seventh

St. Louis, March 10.—The New York String Quartet will make its debut in St. Louis March 12 at the Sheldon Auditorium.

The Pageant Choral Society will present Gounod's "Redemption" Tuesday, March 13, at the Odeon.

"Der Fidele Bauer" (The Merry Farmer) was presented by the German Theater Stock Company at the Eagles' Auditorium, Jefferson and Lafayette avenues, last Sunday.

Mrs. Donald McDonald gave a dramatic recital of one of her own plays, published under the title "Puppets of Fate", the evening of March 9 at the Lindell Hall.

Frank Lagmas, popular St. Louis amusement man, and Johnny W. Bales will open their enterprises March 31, playing lots in St. Louis. This is their nineteenth consecutive year. The enterprises include five rides, a large Parker four-abreast carry-us-all, Mangels whip, No. 16 Ell wheel, one 30-key Gaviola organ, mounted on wagon and imported from Europe; seaplane and loop-the-loop. They will also carry twenty-five or thirty-five concessions. Everything is in readiness for the big event on March 31.

Billy and Gladys Moore were callers at The Billboard while stopping in St. Louis. They have just closed a successful season over the Orpheum Junior Circuit.

Grace Edwards, secretary of the Thompson Theatrical Exchange, who has been critically ill for several months, is back at her desk.

Herbert Berger and his St. Louis Orchestra, who have been appearing as a feature attraction at the Delmonte Theater, leave this week for Rollo, Mo., where they will play for the annual celebration.

Billy and Florence Wandas, a singing and dancing team, are in St. Louis prior to joining one of Thompson's unit vaudeville shows.

John and Edna Bertin arrived from California recently to visit friends here. Mr. Bertin is the writer of "Teasin'" the Ivories" and "There'll Come a Time".

M. A. Whitney and wife, known in professional life as the Musical Whitneys, are now in St. Louis.

A rather unusual and exceptionally interesting entertainment was produced last week by Bobby West for visiting old men and was given at the St. Louis Armory. The program included singing of ballads and jazz tunes, ensemble and solo dancing, a contortion act, and a boxing match. Among the professionals taking part were Bobby West, Peggy Hurt, Hazel Joyce, Bessie Hart, Emma Van Hall, Mildred de Sells, Ethel Estrom, the Jennings Sisters, Olive Wright, Lillian Francis, Grace Phillips, Gorgie Gibson, Nellie Libby, Margaret Finney, Alma Kruger, Elizabeth Steel, Ida Balnes, Catherine Solds, a particularly fascinating dancer; William Bentledge, the human rope, and Georgia Frazier, of Memphis.

J. M. ARENSTEIN DIES

The Billboard was advised from El Dorado, Ark., March 8, that J. M. Arenstein, 28 years of age and known to many outdoor showfolks as a concessionaire and specialties salesman, had passed away there the preceding day at the Nebluss Busch Sanitarium after undergoing an operation on Monday. The remains were to be taken to Camden, Ark., for burial, accompanied by a friend, Dr. Louis Gross, of Chicago, who came to El Dorado in response to a telegram. Arenstein the past few years, according to the report, had spent the greater part of his time in Ed Dorado and was a native of Johannesburg, South Africa, where his father, in their and two sisters are thought to reside. Following the departure of the body to Camden a Jewish service was conducted at El Dorado.

Mr. Cohn, whose address is care of the El Dorado Inn, El Dorado, states in a letter which accompanied the above information that there may be some relatives of the departed showman on the road in this country, also some of his intimate acquaintances might be able to inform as to the exact address of his parents in South Africa, and if such is the case he (Cohn) would be pleased to hear from them, care of the above-mentioned hotel.

"MONA LISA" DIES

Macon, Ga., March 19.—"Mona Lisa", chimpanzee of the Sparks Circus, died yesterday morning at Central City Park as a result of a coughing spell. The animal developed pneumonia last fall, was sent to a hospital and had the attention of a doctor and trained nurse. She suffered several relapses and her decline was rapid. Members of the show deeply regret the animal's death.

"Mona Lisa" was a big attraction to the little folks throughout the country. The animal, it is said, cost \$1,500.

Look thru the Letter List in this issue. There may be a letter advertised for you.

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Ten-in-One People, Wrestlers and Boxers. Baritone for Colored Band. Clarinet for White Band. Talker for Illusion Show. Have two real Platform Shows for any money-getting Attractions. Concessions—Will sell exclusive on Dolls, Blankets, Silver, any Stock Stores. No exclusive on Grind Concessions. Lucky boys, stay away. This Show will positively play the money spots in Virginia, West Virginia and Kentucky. J. J. PAGE, General Agent, and he knows them all. Anderson, S. C., this week; Asheville, N. C., week 19th; Appalachia, Va., to follow; then Lynch, Ky.

WANT

MERRY-GO-ROUND, FERRIS WHEEL, WHIP, AERIAL SWING, MECHANICAL SHOWS, EATING, DRINKING AND NOVELTY CONCESSIONS (NO CARNIVAL ATTRACTIONS OTHER THAN ABOVE MENTIONED) FOR

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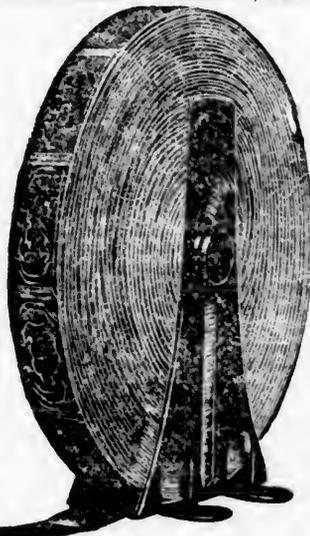
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Philadelphia, March 10.—The "Music Box Revue" is in its first time this week at the Forrest Theater. With a fine cast and chorus it went over big and despite Lenten season did good business.

One of Paul Whiteman's orchestras was the feature attraction at the Broadway Theater this week, and under the able direction of Alexander Hyde was a big hit.

The Ukrainian National Chorus or the Human Symphony Chorus, under the direction of Alexander Koshetz, gave a highly successful performance at the Academy of Music. The leading artist was the celebrated soprano from the Petrograd Opera, Mile. Oda Slobozhan. Business excellent.

Gene Franklin renewed her past successes at the Keith Theater this week and was dainty and charming as of yore. Her pianist this time is Jerry Jarnagin.

The big benefit held at the Forrest Theater Friday afternoon for the Edwin Forrest Home with a gala array of artistes was a huge success financially as well as artistically. The Philadelphia Orchestra, under the personal direction of Conductor Leopold Stokowski, gave a performance.

The name of the Mask & Wig's production this year will be "Here's How". The scenario is by Howard H. Mohr and the book by Darrell H. Smith. This season will mark the thirty-fifth year of this famous club.

"The Christian" was the attraction at the Stanley Theater and the Clavilux Color Organ, the extra attraction, was operated by its inventor, Thomas Willford. To those who like this form of organ music it was a delightful treat.

"How Come", the tuneful and lively musical show, has been a big hit at the Dunbar Theater and closed its stay here this week. Several new features have been added, making it more inviting.

The early opening of the parks is being planned by Willow Grove, Woodside and Ice Breeze. Many new attractions are under consideration.

LINE O' TWO OF NEWS

New York, March 10.—Johnny J. Kline has opened a circus and carnival exchange in this city with offices in the heart of the theatrical district. He is of the opinion a central headquarters of all showmen is fully meeting a demand and he is very optimistic over the success of his new venture.

New York, March 10.—Maurice B. Inge left this week for Pittsburg, Pa., and the West in the interest of the Knickerbocker Shows, of which he is now owner and manager.

Port Richmond, N. Y., March 10.—Lloyd Peterson is building an illusion show which he will present this season with the George L. Dodson Shows. The performance will consist of seven illusions, magic and feats in mental tests. He has been with the same organization before.

New York, March 10.—S. W. Glover, of the Canine Indian Blanket Company, of Chicago and this city, arrived from the West this week on business and leaves tomorrow for Chicago and Burlington, Ia., in the interest of his firm.

New York, March 10.—F. L. Fenwick, of the Reo-Pool Company, Inc., of Stamford, Conn., was a Broadway visitor this week. Early in the winter Mr. Fenwick toured Florida and other States in the interest of his concession and other business lines.

New York, March 10.—R. M. Harver, general representative Ballard-Mugivan-Bowers Circus interests; Andrew Downie, proprietor Walter L. Main Circus, and F. J. Frink, his general agent, and T. W. Ballenger, general agent Sparks Circus, were notable among the circus men in the city this week.

New York, March 10.—Frank Wirth arrived this week from his two weeks' vacation on the Florida coast in South Carolina. He immediately turned his attention to hold forth in a Marine Circus which is to hold forth in an artery on Broadway soon.

BOYD CONTRACTS FAIRS

Advice from Larry Boyd, general representative for the Boyd & Linderman Shows, received March 8, was that he had positively secured the fairs at the following places for his shows, after the recent meetings in Chicago: Aurora, Ill.; Danville, Ill.; Rockford, Ill.; Springfield, Ill.; and Knoxville, Tenn. Mr. Boyd also stated in his communication that he was negotiating with a number of Southern fairs.

NEW TURNS AND RETURNS

(Continued from page 28)

the act. Just whether this fellow is Murray or Volk or which one is Stutz or Bingham, is hard to decide since the time-honored custom of having the man's name always first has passed out of vogue. However, whichever is which, or whoever is who, both the pants business, especially with a woman on the stage and at a place where women and children attend, and the vulgarity previously mentioned, should be eliminated instantly.

If the fellow thinks he is a comedian, he should be able to get laughs without either.

The main idea of the act is not had, the woman playing the role of the manageress of a small time theater looking over her vaudeville and entering into a discussion with what has been sent, instead of what had been expected. It reminded the writer of Rome, N. Y. The woman's dress, however, could be greatly improved, for what she wore looked from the front like a reconstructed bathrobe.

In addition to the baby atrocity mentioned, some pretty well worn, camouflaged gags were put into evidence. "I'm the reason why girls leave home," "Come back and settle," a Charlie Case gag, and several others were noted.

The man, who evidently is of Jewish extraction, sings "That Old Irish Mother of Mine", which is rather inconsistent, and the two sing "Georgette". "The man should take note that "Picture" is not to be pronounced or sung "pic too".

An encore was forced with "Carolina in the Morning".

MISS VALESKA SURATT

AND HER PLAYERS OF 1923

In a New Symbolic Comedy-Drama in Four Episodes

"SILKS, SATINS, CALICO, RAGS"

By Edgar Allan Woolf

CAST

Miss Valeska Suratt... Mrs. Martha Farmsworth Mr. Wm. Howard... Jeames, Ernestville James Mr. Jack Trainor... Peter Fenton Mr. Victor Harrison... (Mrs. Farmsworth's Son) Miss Belva McKay... Miss Letty Dornton Mr. James Reagan... A Detective

SCENES

First Episode—Draped in Silk.

Second Episode—Dripping Satin.

Third Episode—Modest Calico.

Fourth Episode—Rags.

Production Staged by Edgar Allan Woolf

Reviewed Monday afternoon, March 5, at Palace Theater, New York. Style—Playlet. Setting—Special in two. Time—Twenty minutes.

Miss Suratt is a capable actress and Edgar Allan Woolf has written some clever vehicles for vaudeville, but Valeska in Edgar's "Silks, Satins, Calico, Rags", gave the artists no opportunity and might have been constructed by the very best tyro.

The so-called plot is puny, the dialog trite and commonplace, the trick scenery amateurish and poorly constructed. The revolving panels did not fit and the one upstage, stage right, which has been planned as the lower right down-stage aspect, should have been planned some more, for it certainly did not work correctly. Nor did the one above the down-stage door, stage left, for it blew open several times, showing the calico side, which was not to be seen until later, and "Jeames, or Ernestville James", bumped into a late stage hand trying to remedy the defect with a stage brace. The trick table which collapsed as the butler leaned against it wasn't well enough, but shades of the Hanlon Brothers and "Fantasma".

The so-called plot is ancient the dissatisfaction of Mrs. Martha Farmsworth, whose eight paneled-room is decorated with silk, and her ambition for satin because of the fact that her son, one "Cricket", is engaged to be married to the daughter of a very rich satin king. The girl's name was given on the program, in the character of Miss Letty Dornton, but unless the writer is very much mistaken, she was referred to several times as "Miss Farmsworth".

Peter Fenton induces Mrs. Farmsworth to put a large sum of money in "North-Pole Pies", an ice cream confection, as an investment. Peter is fond of "Ulysses", a book which has occasioned considerable comment as being risqué. Mrs. Farmsworth has evidently been successful in money matters prior to the "Second Episode", which is described as "Dripping in Satin"—the eight, nearly closed, revolving panels, were decorated with richly-colored material. More ordinary dialog of the "Oh, James", order with the butler overdoing the parody, preceded a sudden impulse on the part of Mrs. Farmsworth, who has an attack of conscience upon discovering that the North-Pole pies were impure, and the money she has acquired is as tainted as the hokey-pokey ice cream with which the distastefully named confecters were made. The woman with a soul and a conscience decides that she must make restitution, which of course leads into the poverty strage. "Third Episode—Modest Calico". The reverse side of the eight poorly-fitting panels were now draped with yellow calico, and Miss Suratt, in blue calico, is doing her own work. There was talk of "Tasmania", that is, it was mentioned, and was reminiscent of the lines in the former Jack Lait act of "Sirenet". There was also told a zag about a woman having twelve kids who would have

T. A. WOLFE'S SUPERIOR SHOWS

SEASON'S OPENING

Allen Park, Augusta, Ga., March 29th

CAN PLACE—One more Attraction—will furnish the best of equipment for any real Show. Good opening for high-class Mechanical and Fun House Show. Address T. A. WOLFE.

WANT—Electrician who is familiar with dimmers, stereopticon machines, etc., to take charge of big electrical production. Walter Conyers and Fred Smith, wire to A. D. Murray. Can place Classical Dancer; also first-class Chorus Girls; must be attractive; the best of wardrobe furnished. Those that have worked for me before, wire. Address A. D. MURRAY.

CAN PLACE—Real Colored Performers for Minstrel Show. Cecile Coleman, wire. J. B. CULLEN.

WANT—For native Hawaiian Theater, strong Lead Player with good voice; also native Dancer who can sing and play instrument. Address GEAN NADREAU.

WANT—Good Penny Arcade Mechanic. Good salary to right man. Address A. D. MURRAY.

WANT FOR SIDE-SHOWS—Entertaining Freaks of all kinds; also good Working Acts. Address GENE R. MILTON.

CAN PLACE strictly clean Privileges; also good American Palmist. Address PAUL PRELL.

FOR TRAIN—One more Poler and Chalker; also two good Drivers. Address GEORGE KELLY.

CAN PLACE—Foreman for Seaplane; also Help for six other Rides and experienced Grinders for various Shows. Please Note—Must be strictly reliable or don't apply.

CLUB CAR—Fully equipped. Refreshments and Waffle Stand open. Address T. A. WOLFE.

WANT—American Band. No time to dicker for any of the above positions, so kindly be brief in all correspondence. Address the various heads to Augusta, Ga.

had more, but her husband was "very superstitious!"

When Peter is approached by Mrs. Farmsworth in her poverty for a loan, he requests the book "Ulysses", to which Mrs. Farmsworth says: "When the cook left she took it with her—she was a girl with peculiar ideas." To this Peter says significantly: "I'm sorry I didn't meet her."

Mrs. Farmsworth and son, who has lost his prospective bride, are about to sell a string of pearls spoken of as being worth \$15,000, but which had very much of a Woolworthian luster, when a fellow arrives who admits he is a detective. "Cricket" is accused by him of having stolen five \$1,000 bills from the bank. The mother pleading for her son offers the "priceless" (?) jewels to the "dick", but he refuses when he has heard the "sad" story. Departing, he tells the heartbroken mother to tell her story to his chief—in the morning. He also gave the unique information in an ext speech that a bank president who wouldn't be touched by a story like the one told shouldn't be a bank president, but a landlord! Which bit of information was received in silence.

The "Fourth Episode—Rags" finds the former woman of money doing an Edna Aug—scrubbing her own floor. The butler, who says he was "born a baby, once a butler and now a bum," returns in tramp makeup and surprises his former employer at work. Business of trick-table and squeezing a piece of wet soap to make it jump around the stage for the edification of the assembled guests who had paid a good price to see exhibitions of cleverness or talent or something more than might be possibly done to amuse an infant. As a bright remark "wealthy people scrubbing in Gold Dust" was projected. As another "What brings you here?" etc.

For a grand finale the son, who has lost his bride and has been reduced in circumstances, upbraids his mother, saying it is all her fault. Mother listens in silence until she gets her cue from "Cricket" and then tells her son that when he was a little boy and made a mistake she made him get down on his knees and say he was sorry and beg to be forgiven. "If you ever want me to speak to you again," says mother, "get down on your knees now," etc. The son gets down on his knees and repeats the sentence suggested by the mother.

Great joy again prevails in the mother's breast as she clasps her son to her. She then monologs a while and dispenses the information that they have not been reduced to penury at all, but that she has sold some stock at a great profit, or received dividends that make them all wealthy and happy. The cause for the deception has been her desire to find out the kind of a girl her son is engaged to, the girl who has run away from her prospective husband at the altar, returning at the psychological moment to wed her "Cricket".

Miss Suratt was admirable in enunciation and diction, Wm. Howard overacted the part of the butler, Jack Trainor was a satisfactory Peter Fenton, and James Reagan, in the bit of the detective, acceptable. Victor Harrison, as "Cricket", was very poor, but the prize for the sap prospective bride goes to the very amateurish Belva McKay, who was terrible.

Look thru the Letter List in this issue. There may be a letter advertised for you.

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Presents the First of a series of

BEN ALI HAGGIN TABLEAUX

Presents the First of a Series of

"SIMONETTA"

With the Beautiful Interpretative Dancer

MURIEL STRYKER

The Stuncheon American Beauty

DORIS LLOYD

And the American Venus

EDNA FRENCH

Characters:

Simonetta....Muriel Stryker and Edna French

BotticelliDoris Lloyd

Nana, Ladies-in-Waiting, Musicians, Courtiers, etc., by the Misses Tempest, Halley, Sparrow, Hutton, Wilson, Brower and Case.

Episode 1: The Banquet—Botticelli Meets Simonetta.

BotticelliDoris Lloyd

SimonettaMuriel Stryker

Episode 2: Dance and Pantomime—The Inspiration.

BotticelliDoris Lloyd

SimonettaMuriel Stryker

Episode 3: On the Way to Simonetta's House.

A Servant.....Elise Sparrow

A Street Musician.....Olive Brower

Episode 4: Simonetta Poses for Botticelli

SimonettaEdna French

Episode 5: The Finished Picture—"The Birth of Venus"

Episode 6: Burial Procession.

Episode 7: Simonetta Lying in State.

SimonettaEdna French

Reviewed Monday afternoon, March 5, at Palace Theater, New York. Style Posing. Setting—Specials in one and three. Time—Twenty-one minutes.

An exceptionally artistic presentation of striking poses with living models, framed amid magnificent splendor and illuminated with varied light effects.

Doris Lloyd and Edna French in the almost "altogether" displayed symmetry of well-developed form, soft and melting, magnificently alluring and without blatant effrontery or unharmonious suggestiveness.

Muriel Stryker looked beautiful in diaphanous draperies and danced, as she stepped from the picture, in a pleasing manner, but lacking in many respects as compared with other dancers seen at the Palace and other theaters.

The whole is an admirably conceived and beautifully executed artistic treat.

JACK WILSON

Reviewed Monday afternoon, March 5, at Palace Theater, New York. Style—Black-face comedy. Setting—One. Time—Twenty-three minutes.

Jack Wilson, as far as an act is concerned, certainly gets away with murder. In black-face SANS any attempt at the Negro dialect, Wilson offers trivial banalities of the coarsest description, absolutely lacking in refinement, entertainment, or even consideration. It seems a great pity that ladies and gentlemen who have been led to suppose they were paying for amusement of class should be confronted with the sorry spectacle of this fellow in Egyptian costume, scratching his back, and who upon being spoken to by the straight man says: "Go away, I've got company!"

In the beginning Wilson, referring to a death scene in the previous posing act, really a beautiful picture, says: "I'm going to that funeral." Some further talk with the straight

man was trite and unfunny. This was followed by a number by the straight, entitled "Melody".

Adele Ardsley attempts to sing "Toot, Toot, Tootsie, Goodbye", after which ejaculations by Wilson and the straight man were "Beautiful voice—wonderful voice!" As a matter of fact she has a TERRIBLE voice. It is loud, blatant, unmusical and coarse.

Wilson then monologed a while with no definite results and did a poem on prohibition, agent which orders were given by E. F. Albee some time ago as to elimination of all such references. Miss Ardsley's attempt at singing "November Rose" sent the audience out in droves, the number doing an absolute flop.

Wilson, returning in a comedy Egyptian costume, attempted a thankfully interrupted parody on "Toot, Toot, Tootsie, Goodbye". "Tut, Tut, Tut, Tut, Tut", sang Wilson and, after a couple of lines of the chorus, the straight man broke right in with talk. It was a good thing, for the parody was bad anyway.

Miss Ardsley next tried to net—"I will, I won't," yelled she several times, then "You made me a bad woman." To this Wilson replied: "How would you like a necklace of codfish balls?" The back-scratching episode and unrefined retort before referred to followed, also "Spinal Maginnis", "Down in Maryland" was sung by the straight man and played by the orchestra simultaneously in different keys, which did not harmonize, preceding the appearance in blackface and red bell-boy suit of a young fellow who sings and dances. When reviewed an encore was forced for absolutely no reason whatsoever.

FROST AND MORRISON

Reviewed Thursday afternoon, March 8, at Fox's City Theater, New York. Style—Singing. Setting—One. Time—Thirteen minutes.

Frost, in a very high silk hat and funeral getup, engages in some talk with Morrison, subsequent to which Frost plays the piano for Morrison to sing "Day by Day in Every Way". This was succeeded by "Nobody But Me". The piano was too loud and Morrison forces his voice till it loses any musical cadence it may possess.

The two double sing "When You and I Were Young Maggie Blues". Several announcements were made, preceded by "Ladies and Gentlemen" each time. There were also attempts at telling a story which were interrupted by Frost saying to Morrison: "Walter, I think you'd better sing." The attempts at story telling were amateurish and Frost's admonitions were limited with truth.

"The Thief", in a green spotlight, was incorporated with several numbers which have been popular and was illustrative of the manner of stealing melodies from other songs and grand operas on which the copyright had run out. This was plainly indicated in the lyric and also spoken of by Morrison, who said: "Folks, listen to this steal." And Frost, all unashamed of the ethics or the accusation, calmly played "Old Black Joe", then "Some Sunny Day", "Mighty Lak a Rose", "Just a Little Song", "La Tosca" and "Avalon" melodies, each pair being indicative of the conversion of the property of someone else to the present-day hectic money-grasping propensities of song writers and song pluggers.

These boys are at least honest in their dishonesty in this respect.

IN WRONG

Reviewed Thursday afternoon, March 8, at Fox's City Theater, New York. Style—Comedy sketch. Setting—Interior in two. Time—Nineteen minutes.

Young fellow and girl who have just been married are discovered in a room at the Mc-Alpin of the twinned variety. Both are in negligee and apparently about to retire. Conversation is relative to the fact that, altho the couple are on their honeymoon, they are without funds. Huddy tells wife that it will be all right on the morrow for his allowance will be on hand. A wire however, from the groom's father imparts the information that in view of the fact the son has married without the paternal consent his allowance is discontinued.

Undaunted, the male newlywed phones his uncle in Philadelphia saying he is on his honeymoon and broke. We fully expected a return wire from the uncle saying that when he was on his honeymoon HE was broke, but not A fellow, during the husband's temporary absence after a spat with the new bride, enters the apartment with shoes in hand. The new arrival has been evidently imbibing unwisely and too well of spirits fruitfully, and after a few short reels gets into one of the twin beds, the young wife having previously retired to the other.

Dick, the husband, returns and in order to afford the victim of inebriation an opportunity of hitting him upon the head with a slipper and throwing him out begins, for no apparent reason whatsoever, to look in a dresser drawer.

After the gentleman of many libations returns to bed the wife in the opposite bed awakens, the husband returns, explanation regarding the fact that the room has been mistaken, the wife has been mistaken, etc.

... husband, who threatens the ... In plotting husband lays ... from whence it is subse- ... the pursued, who now pur- ... After friend husband is ... the wife of the ... and there are more cou- ... explanations. Finally mat- ... the old fellow proving ... agreeing to help the young ... financial embarrassment. ... of a tag to the act. The ... husband why he didn't ... "Oh, hell, you wouldn't ..."

All the ... in capable hands with the ... young bride, who is rather ... of the elder wife was ... the mule very nat- ... of old pieces of business, ... up the back and several ... have all been used frequent- ... but the comedian is well handled and ... no trouble in the medium ... it made a hit in a ... sketches usually flop

O'BRIEN AND BUCKLEY
Reviewed Tuesday afternoon, March 6, at Loca's American Theater, New York. Style—Comedy and musical. Setting—Two. Time—Nineteen minutes.

O'Brien is funny! That's saying a lot. After reviewing acts for a number of years one gets sort of "hard-boiled" because all the jokes and gags have been heard so many times. But when a fellow comes along who is really a comedian that is inherently funny in himself—well, anyone who doesn't laugh at O'Brien must be either a moron or a "Robot". That piece of business with the violin and bow is a scream. It's not altogether what O'Brien does but the way he does it that's responsible for the way this oldtimer gets the laughs.

In a recent suit about six times too large, O'Brien, assisted by Miss Buckley, a portly woman in loud green and black, opens with a later both double in brass. Miss Buckley also does an Irish reel, displaying nether limbs of proportions encased in bright green stockings. O'Brien gets laughs out of everything and the latter is no exception. Miss Buckley plays a banjo—the turn concluding with the playing of Irish airs on cornet and tuba. It is a riot, altho a trifle long as to running time. Should have no trouble at all in keeping busy and his feature in the medium houses where a good solid laughing act which would punch up any bill is required.

GEORGE MORTON
Reviewed Tuesday afternoon, March 6, at Loca's American Theater, New York. Style—Black-face comedy. Setting—One. Time—Fifteen minutes.

Morton opens with "Juanita", a number with a clever "want-to-eat" lyric, which he sells to a hand. Some rather ancient wheezes are heard subsequently—"Catskill Mountains—cats kill mice," also "What kind of pie will you have?—is it compulsory?—no, it's raspberry." and "Stirring coffee with left hand—I stir it with a spoon."

A spongy dance followed sans music to a hand. A poem was next used in which the old gag, "It's not the cough that carries you off, it's the coffin they carry you off in," was incorporated. "Caught a cold in 'de-troit' is also very old and more of the Jewish comedian variety than of the Ethiopian delineator dialect.

Morton next strums a guitar-uke and sings parodies and published numbers, which is by far the best feature of his act. A parodied version of "Yo Ho" was followed by "When Will the Sun Shine for Me", which Morton sold in fine style. It is a ballad of pathetic appeal. A medley was subsequently used which embraced "All by Myself", "Nobody Knows, Nobody Cares", "Chasing Rainbows", "Silver Lining", "April Showers" and segued from the lines "Why don't she ever send me violets instead of regrets," to the concluding lines of "When Will the Sun Shine for Me". This was a decided hit and Morton returned for "Ory Over You", which he sold well to several bows. For a second encore "Stutter" was called for and sung by Morton in a manner to stop the show.

If Morton would replace the ancient comedy he would have an act for the better houses. He can certainly strum that uke.

MORTON AND GLASS
Reviewed Monday afternoon, March 5, at Palace Theater, New York. Style—Comedy, singing and dancing. Setting—Specials in one and three. Time—Eighteen minutes.

Paul Morton and Naomi Glass in "April", an act by Earl Howard Smith, in "Two Showers", have a very pleasing. The two are caught in a shower and the man, offering the girl protection from the rain, gives an excuse for a flirtation. "Step by Step I'm Falling in Love With You", followed by a dance, concluded the scene in one.

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... THE ...

CON T. KENNEDY SHOWS

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In three, a freight car which served as a home for the two, was seen in the woods. There is considerable comedy, of which the paint daubing in the face is small time.

Followed a number entitled "Home" with a "Home, Sweet Home", counter melody patter. "Pogo, Pogo With Me", with a dance on pogo sticks, preceded the "steps" dance. Morton and Glass have been doing for some time. This went for a good hand and deserved it. Miss Glass' personality and grace being in decided evidence. As Morton makes an exit the freight car is pulled out and Morton chases it with a pogo stick and a lantern, light effects carrying out the idea of the chase up the track, one light finally catching the other.

The act is not smooth nor as good, with the exception of the opening, as others in which Morton and Glass have appeared.

WYOMING DUO
Reviewed Tuesday afternoon, March 6, at Loca's American Theater, New York. Style—Rope spinning and singing. Setting—Special in two. Time—Nine minutes.

The Wyoming Duo, fellow and a girl, both in Western costume, opens with a medley of songs, including "Pony Boy" and others of like kind, and concluding with a dance. Some rope spinning follows, while the two tell a few gags and dance. The fellow then spins two ropes at the same time, preceding "Wyoming Lullaby", sung by the girl in robust voice and sold to a hand. Girl's upper eyelids were too brown and looked greasy; her eyebrows were made up too straight and with an unnatural slant.

Some tricks with whips, such as cutting paper, etc., followed, and in one the fellow spun five ropes simultaneously to a good hand. One rope in each hand, one in his mouth and two affixed to wires and kept in rotation by hip motions.

"Carry Me Back to My Wyoming Home" brought a nice little novelty act to a conclusion and sent the two over to several bows.

MCCONNELL AND AUSTIN
Reviewed Tuesday afternoon, March 6, at Loca's American Theater, New York. Style—Bicycle riding. Setting—Three. Time—Seven minutes.

A neat turn of its kind with both the man and woman doing individual tricks and duo riding. The woman looked neat and natty in a blue silk bathing suit with white tights and

was clever as she went thru the frame and did other riding tricks generally performed by men. Donning country-boy suit and wig by the man for comedy gets them nothing, and the act would be better and more classy without this. If, in addition, the two would strengthen their finish, the act would be in line for the better houses, where it could open nicely.

Went over well when reviewed in a hard spot in a hard house, particularly for this kind of act.

FELIX BERNARD
Reviewed Tuesday afternoon, March 6, at Loca's American Theater, New York. Style—Singing. Setting—One. Time—Fifteen minutes.

Felix Bernard, who is the author of several songs, attired in tuxedo and derby, opened with "Toot, Toot, Tootsie, Goodby", following which he monologed a trifle and did a bit of business with a cigar, which the leader of the orchestra finally got. "Barney Google" followed and drew a hand. A joke about Staten Island amused, after which Bernard, at the piano, sang a medley, including "Say It With Music", to a hand. A plant in a stage box sang "When the Leaves Come Tumbling Down", which was plugged twice and spotlighted several times. The act would be much better without the plant idea.

A medley of past hits was followed by a dance to the music of "I'm Wild About Harry", which included slides and the scissors step, sending Bernard over well. He has a good personality and is clever enough to entertain without a plant.

PICKED UP IN PHILLY

It was a gala night at the Casino last Monday when the Philadelphia Passenger Association attended in a body of about 250 persons to see the show, "Rockets". Needless to say every song and bit went over with a "bang". The theater party was given under the direction of Bruce Noble, theatrical traffic agent of the Canadian Pacific Railroad. Preceding the theater party a dinner was given at Green's Hotel to the manager and members of the "Rockets" Company which put everyone in fine condition for the evening's performance. We enjoyed a chat with the hustling Bruce Noble and regret our inability to attend the pressing invitation to the dinner. The theater party and dinner were one riot hit and then some.

Renewed old-time friendship with Will H. Cohan, Harry (Dutch) Ward and enjoyed a chat with Sonia Meroff, as charming and petite

as ever since her last appearance here. Also had a pleasant chat with the "Rockets" manager, Frank Barry, and smiles and friendly greetings from all the showfolks.

The Trocadero had a fast and speedy show this week with Principals Bob Chaney, Geo. Carvin, Anna Grant (one of the big favorites here), Jean Gordon and Mae Lockwood.

The Bijou had the "Lavender Girls in 'Round the Town", a good show with excellent cast and chorus. Had a chat with Mike Kelly, Mabel White, Doris Brandon and Andy Martini.

At the Gayety with a snappy show were Josie Fontaine, Steve Paul, Fanny Purcell and Billy Tanner (who broke in a good team specialty number), and Frank Ernest, again here for a return date. The Gayety chorus, as usual, was good.

The business in all the burlesque houses about town is good, but the Lenten season, now in full blast, has cut down attendance considerably.

FRED ULLRICH.

DETROIT DELINEATIONS

Bud Purcell, formerly at the National Theater and now en route with "Let's Go" Company, suffered an attack of ptomaine poisoning recently while playing Jersey City, but has again resumed his duties.

Lou Powers, well known on the Columbia Circuit, and during the summer at the National Theater, where he was a great favorite, communicated that he closed with the "Greenwich Village Follies" at Zanesville, O., March 3, and is on his way to New York, after a pleasant engagement. Mr. Powers is a likable tab, come land acknowledged by those who know his excellent work as a finished performer.

Geo. Schiller, also a National favorite, closed with the above production as juvenile, and returned to New York.

Word reached us that Charles LeRoy, one of the ablest producers we have met, is now located at Peoria, Ill., and doing nicely.

Al Ferris, former comedian de luxe at the National, is now at the State-Congress, Chicago.

The Avenue Theater Stock Company, with eleven principals and a beauty chorus of twenty-four, is doing capacity business, over 600 turned away every Saturday and Sunday evening, which goes to prove that even if old-time "bits" are still used, in 1924 form, a good-looking and large chorus attracts many to the box office. Mabel Falser continues as the favorite prima, while Jim Bennett is still "peddling" a good line, with Sammy Mitchell, now a regular comic, as chief assistant; Leon DeVoe as nifty straight, May Hamilton, the "head-spln" soubert, going over big and a trio, McClure, Beverly and Blodgett. Other soubrets are Dolly Morrissey, Bobby Eckart and Helen Clayton.

R. M. Harvey, of the Hagenbeck-Wallace Shows, was a recent visitor, en route to Toronto, and renewed acquaintances with John Loveland, of the United Billposting Co., and Geo. Atkinson, at the Avenue Theater.

Geo. Kane, well known in the theatrical world, has enlarged his wardrobe and costuming store.

A Rotary tab, that is causing many managers to sit up and take notice is Bessie Merry's "Fascinating Flappers". Look over the names familiar to burlesquers: Charles Burns, formerly at the Avenue and National, as comedian; Eddie Edwards, second comic; Jack Shawn, straight; Bessie Merry, ingenue; Bert Bright, characters and general business; Fern Whitmore, characters; Dot Mannard, Olive Burke, Emma Cornell, Irene French, Billy Pearl and Babe Lopez round out a chorus that can sing and dance, and is sure good to look at.

MICHIGANDER.

KIDNAP THEATER MAN AND GET \$5,000

Kansas City, March 5.—A single bandit, well-dressed and good looking, entered the business office of the Newman Theater last night, kidnaped the treasurer, and got away with over \$5,000. The treasurer, who was one of a party of six in the office at the time, was compelled to walk from the office down a stairway to the theater lobby, out on Main street, west one block to Baltimore avenue, where the bandit hired a taxicab, and, still accompanied by the treasurer, drove away.

The treasurer returned to the theater about an hour later, having been released by the bandit at Thirty-first street and Prospect avenue.

CRAIG & QUINN

New York, March 9.—The Craig and Quinn Agency reports engagements, viz: Easter Higbee and Rose Bell, agencies, for the Academy Stock, Pittsburg, Pa., for a four-week engagement. Also negotiating engagements of people for Jack Dickstein's new family stock at Rochester, N. Y., due to open April 2.

Look thru the Letter List in this issue. There may be a letter advertised for you.

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LIVELY S. L. OF A.

MEETING IS HELD

(Continued from page 19)

and called attention to the necessity of the clubrooms being the beginner in the carnival clean-up campaign. Mr. Johnson then spoke on the death of the late Stephen A. Woods and what the league really stood for. He cited Mr. Woods' long devotion and service to the league.

Mr. Johnson next gave a graphic recital of his visit to Lansing, Mich., during the week, where he went to investigate a bill before the legislature of that State which appeared to threaten the existence of outdoor show business in Michigan. A full account of this subject appears on another page in this issue of The Billboard. Mr. Johnson's remarks were received with enthusiastic applause. In substance, he said regarding the attitude of the Billboard:

"I never dreamed—perhaps not one of you here tonight fully know yet—of the bad things that have been going on in the outdoor show world here and there, sponsored by unscrupulous managers, until I have been making trips to other States recently in the interests of the Legislative Committee of the Showmen's League. I tell you now that no other business organization in the world would have tolerated such a condition in its ranks. All around us are organizations that have gotten together with a positive understanding in order to kill evils in their ranks as soon as they popped their foul heads up. You people have gone on neglecting this until it was almost too late. Some of you have criticized the attitude of Mr. Donaldson in The Billboard, but such criticism didn't have a leg to stand on. If it had been me and I had known what Mr. Donaldson knew, his attitude would have been moderate alongside mine.

"Mr. Donaldson has shown splendid fidelity to the showmen's interests by calling a meeting in New York. At this meeting we believe we will be able to enlist his valuable aid and indorsement, and it will mean a gold mine to our labors and hopes."

Charles G. Kilpatrick was reported as improving in the American Hospital. The death of "Candy" Plavin was reported as having occurred on the Coast. F. M. Barnes donated a victoria to the league and asked for more money to get the player piano. He got it. President Neumann read minute instructions to all members of the new committees and announced the committees as follows:

Thomas J. Johnson, counselor; Col. F. J. Owens, chaplain.

FINANCE—W. O. Brown, chairman; Walter D. Hildreth, Bert Bowers, Fred L. Clarke, Walter L. Main, Andrew Downie, Jerry Musivan, A. H. Barkley, Charles R. Hall, Edward F. Garuthers, E. C. Talbot, Fred Beckman, Charles Sparks, George L. Dohy, Con T. Kennedy and Harry G. Melville.

ENTERTAINMENT—Sam J. Levy, chairman; Joe Rogers, James G. Henschell, Harry McKay, Larry Boyd, Rubin Gruberg, T. J. Davenport, William J. Collins, M. H. Barnes, Albert L. Miller and James L. Simpson.

HOUSE—F. J. Owens, chairman; E. A. Hock, C. B. Fisher, John A. Pollitt, Tom Rankine, Thomas Hissip, Frank T. Kuntz, James Chase, William J. Coultry, Budd Menzel and George A. Wright.

WAYS AND MEANS—F. M. Barnes, chairman; Charles H. Duffield, C. D. Odum, James McGrath, Fred Wagner, John M. Shesley, Mill Morris, W. T. McGinley, A. L. Ziv, Walt F. Stanley, S. W. Glover, Dave Morris, Thomas F. Convey, Charles F. Bell, Frank D. Corey, Chris O. Ayres, Walter S. Donaldson, Omar Saml, Frank Dunfield and George J. Pilkington.

MEMBERSHIP—James Campbell, chairman; Baba Delgarian, Charles G. Browning, Bert W. Earle, Charles H. Armstrong, Al R. Hodge, T. A. Wolfe, George C. Meyer, R. W. Hood, Fred Kressman, W. C. Fleming, Lew Keller, J. C. McCaffery and Henry Shoub.

CEMETERY—Ed Ballard, chairman; S. H. Anselmi, vice-chairman; J. S. Gordon, Martin L. Callahan, Sam Frankenshtein, James Patterson, William K. Tohill, Harry E. Thurston, Johnny J. Jones, Warren B. Irons, Charlen G. Driver and Leon Berzniek.

RADICAL CHANGE IN STATE FAIR PROGRAM

(Continued from page 19)

inferred, from reports reaching this office, that The Billboard's clean-up campaign probably had had something to do with the fair board's decision, and also that the board had misinterpreted The Billboard's stand on merchandise wheels and other concessions; these inferences proved to be correct when Mr. Cross stated that at no time during the board meeting was The Billboard mentioned.



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More Comedy and Jumping Higher than ever. We are available for the coming season. For any kind of an outdoor amusement. This act has appeared at all large fairs and exhibitions on the Continent. It stands alone as a fun maker. When you book this act you are taking no chances, as we make a cash deposit as a guarantee for our appearance and should we fail to be the talk of your fair or exhibition it will cost you nothing. Best wishes to all fairs. For time and terms address Patrick and Francisco, Permanent address, Rice Lake, Wis. At present we are at the New York Hippodrome.

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Mr. Cross would not go into details as to the reasons for doing away with the carnival and midway and substituting the circus, stating that the fair board thought it best, and that the fair board was the "boss". Several members were in favor of continuing the midway. The greater number, however, were against it, for obvious reasons, to state how the various members voted. He also declined to name the price paid for the John Robinson Circus, but from what is regarded as a most reliable source comes the information that \$30,000 was paid.

It seems that sentiment against the midway began to make itself felt last fall during the Kentucky State Fair, not because of any really objectionable features that were in evidence, but because of the short-sighted, blotted and wholly mistaken idea of the reform element that had been looking for something it might condemn at the State fair. It seems that on Children's Day, when the grounds were thronged with kiddies and grownups, a bunch of the "reformers" happened along when a certain popular game was getting a particularly heavy play and, as is always the case, had drawn a big crowd of onlookers. The reformers at once jumped to the conclusion that there was something crooked going on (this as a matter of fact the game, Mr. Cross says, was being conducted absolutely on the level) and they made complaint to the fair authorities. The matter was given considerable publicity in one of the local papers. The Billboard's clean-up campaign was in full swing at this time, and Secretary Cross began to receive marked copies of The Billboard from members of the fair board and others.

"I think there was a general misunderstanding of The Billboard's stand on merchandise wheels," Mr. Cross said. "Altho it was stated at various times that your publication was not opposed to merchandise wheels the inference obtained from earlier articles stuck in the minds of readers." Most readers, he said, were quick to jump at conclusions and to lend them once they were arrived at and, after having gained, however mistakenly, the notion that The Billboard was against wheels, its assertions to the contrary would have little effect on them. And it was gathered from conversation with Mr. Cross that the fair board was influenced in its decision not only by the action of the reform element in Louisville that had been making things unpleasant for the fair officials at every opportunity, but also by the impression created thru reading The Billboard's clean-up news. The writer pointed out to Mr. Cross that The Billboard was not at all opposed to merchandise wheels and other legitimate concessions, and had repeatedly so stated. Mr. Cross said he was well aware of this, but that many, probably most, people read superficially and as a result formed a wrong impression of The Billboard's position. This was especially true, he said, of persons not actively engaged in and thereby familiar with the show business.

Mr. Cross himself is not opposed to merchandise wheels and all legitimate concessions, but stated unequivocally that he was against all gipping in any form and stood for clean-liness in concessions and shows. His experience with carnivals since he had been in charge of the Kentucky State Fair had been highly satisfactory, he stated. Last year he had the Rubin & Cherry Shows, in 1921 the Johnny J. Jones Exposition, and in 1920 Irving J. Polack's World at Home Shows, and all of them gave the highest satisfaction, he said.

"Will the circus get as much revenue from the circus as from the midway?" Mr. Cross was asked.

"The board thinks so," he replied. To the query "Do your patrons like a fair without a midway?" he replied: "The fact that the people crowd the midway thruout the fair and liberally patronize the shows, rides and concessions proves that they like a fair with a midway."

The only concessions that will be found at the Kentucky State Fair this year will be those for eating places, soft drinks, ice cream and the like. How the public will like the change and what the result would be in a financial way Mr. Cross would not predict.

It is the intention of the fair management to present the circus twice daily, charging an admission probably lower than the regular circus charge. The show will be located in the space usually occupied by the midway. If necessary three shows will be given on the big days. The fair will have its usual horse-racing program, its horse show, and its little Country Theater, presenting one-act plays. With all of these attractions, each of which will hold the crowds for from one to two hours, or longer, it would seem that the balance of the fair might be neglected by the crowds. However, the fair board believes that its plan will work out satisfactorily.

Precor's 5th Ave., N. Y.

(Continued from page 20)

strongly. A more popular selection would bring the Princess better results.

Frank Wilcox, capably assisted by an un-billed couple, presented "An Emergency Case", a one-act playlet by Vincent Lawrence. Wilcox plays the part of a doctor and second husband of a woman whose first mate he was unable to save from a fatal illness. Altho the wife had declared eternal devotion to the ideal of her first husband, the doctor felt it his duty to give her at least his home and name—because she seemed in need of protection and he could afford to accommodate her. Then along comes the doctor's friend who offers to the wife "in name only" the sympathy and affection for which she secretly pines, and they are about to elope when the doctor surprises them. Upon realizing the situation, the doctor is unexpectedly elated. Instead of kicking his treacherous friend out the window, he thanks him for having succeeded in making his wife forget her former ideal, and as a fair reward the doctor invites his friend to a wooling match for the affections of the woman in question. Of course the doctor wins. The underlying idea of the sketch is a good one, but it has gone wrong in order to fit the demands of vander-ville. The action jumps from the ridiculous to the sublime in an incredible, albeit immensely amusing manner, and there is a comedy afterbit to answer the heavy applause.

Artie Mehlberg, with Billy Joyce at the piano, delivered some popular songs and stories in rather over-enthusiastic fashion and met with a good reception.

Foster Ball, assisted by Russell Davis first in policeman's uniform and then as straight, gave his well-known '61 characterization. Ball is hard to beat in his old soldier character, but Davis does not seem to be a good feeder for him, and the offering did not register strongly because it dragged along to an unreasonable length.

The Mosconi Brothers, with Sister Verna and Brother Willie, gave their always welcome headline dancing exhibition in all its incomparable skill and grace, and carried the house away, as usual.

Jimmy Lucas as a nut, and Francene as a "knock-em-dead" vamp, furnished a quantity of nonsensical amusement with a few perodies thrown in, with good applause results.

The posing act of "Nihla" proved a thankless effort, due perhaps to the fact that it had little to recommend it except the shapeliness of the model.

DON CARLE Gillette.

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Precor's 23d St., N. Y.

(Reviewed Thursday Matinee, March 8.)

A very mediocre program that would have been very tiresome had it not been for Allen and Canfield injecting some good comedy and the Liza-Shuffling Sextet with its clever dancing, singing and musical numbers.

Weston's Models opened with some pleasing plastic poses well presented, each receiving good applause. Ten minutes, in three.

Mack and Reading failed to score. There was a sorrowful attempt to entertain with their patter and the audience failed to evidence any appreciation, notwithstanding the fact that the team worked hard for twelve minutes.

A very pretty sketch was presented by Sam Liebert and Company entitled, "The End of the World". Anticipating the end of the world at midnight on this particular day the stern parent gives his consent to the marriage of his son to a young lady of his liking and presents them with ten thousand dollars. As nothing out of the ordinary happens at midnight his first thought is of the return of the present but it all turns out very nicely. Twenty-five minutes, in three; full of laughs and well received.

Rita Gould and Company, the company being her pianist, sang several songs in a way that only Rita can, and does. She made several changes in wardrobe and was well applauded at the finish. Eighteen minutes.

Allen and Canfield easily carried off first honors with their offering and could have entertained longer with their pleasing way of delivering nonsense and their singing. Miss Canfield is very clever and had the audience easily in hand at all times. Twelve minutes, in one; continuous applause till encore.

Liza and Shuffling Sextet closed the bill with some mean jazz selections and some nifty dancing. Liza's singing is very likable and she knows how to put over numbers in a way to please the audience. Her "Aggravated Papa" number won her the applause of the day and were it not for the fact that they were last on the bill they would have stopped the show. Continued applause after working twenty minutes; full stage.

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Buy Direct From Manufacturer and Save Jobber's Profit.

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DEATHS

In the Profession

ANDRUS—Agnes, well-known Detroit musician, died in Fort Meyer, Fla., February 16.

ARENSTEIN—J. M., 28, carnival trouper and specialty salesman, died at the Nelluss Busch Sanatorium, El Dorado, Ark., last week, following an operation. Mr. Arenstein was born in Vienna, but had spent the greater part of his life in this country. He is survived by his parents and two sisters, all of whom are said to be still living at the old home in Johannesburg.

AYER—F. Wayland, 75, senior member of the advertising firm of N. W. Ayer & Son, which was founded in Philadelphia in 1839, died suddenly at his country home, Ayrmont, near Meredith, N. Y., last week. The firm, which bore the name of the deceased's father, was one of the largest of its kind in the world. Mr. Ayer was nationally prominent in the advertising field and was president of the Northern Baptist Convention, representing 1,500,000 ministers and laymen of thirty-four States. He was president of the Camden (N. J.) Y. M. C. A. since it was organized in 1899. His widow and daughter, Mrs. Wilfred W. Fry, survive.

BERNARD—Kathryn, 25, song writer, who composed "Moonlight Hours", died suddenly at her home in San Francisco March 6.

BERTIN—Eugene, 74, former French vaudeville artiste, died recently.

BOYLE—William, Irish playwright and author, died in London March 8. He was the uncle of John Boyle, of Chicago.

BROWN—The three-year-old daughter of L. D. Brown, who is known to many film exhibitors of New York State, was burned to death in a fire which destroyed her father's home in Waterville, N. Y., late last month.

BROWN—Betty Reel, leading woman for Walter Scarpian in "Maytime in Erin", died March 9 in Toronto, Ont., of pneumonia.

BRUNTON—Robert, widely known motion picture producer and builder of the Brunton Studios in Hollywood, Calif., died in London, Eng., March 7, after a three-day illness.

BURGESS—W. J., one of the best known Western theater managers, died in California March 1. Mr. Burgess had been actively connected with Omaha (Nebr.) theaters for the past thirty years, and during that time had established himself as a most enterprising and popular manager. He was manager, at one time or another, of every high-class playhouse in Omaha, besides having been interested in stock companies. Mr. Burgess retired from active business about three years ago, and since that time had traveled extensively, spending his winters in California. The memory of W. J. Burgess will long remain in the minds of his many friends in Omaha.

COFFIN—Nelson, 50, of Keene, N. H., conductor of the Mendelssohn Glee Club of New York and well known in musical circles, died suddenly in the Hotel Commodore, New York, March 7. He is survived by his wife, three children and a brother.

COSSIRA—Emile, tenor, formerly of the Opera Comique in Paris, but lately residing in Canada, died in Quebec recently. The body was taken to France for interment.

CUNNINGHAM—Kati, wife of Fred Cunningham, wire artiste of Kittanning, Pa., died in the Kittanning General Hospital March 7 of pneumonia. Mrs. Cunningham recently began working with her husband in his act. Besides her husband she leaves two children, her mother, two brothers and one sister.

DUB—Mrs. Jennie, mother-in-law of A. S. Guckenheimer, manager of the Arcadia Theater, Savannah, Ga., died at the home of her daughter, Mrs. A. S. Guckenheimer, 811 Whiteaker street, Savannah, March 7, following a month's illness. Mrs. Dub's husband, who for many years owned and managed the old Screen House, Savannah, died several months ago. The Screen House was very popular with show people. The deceased is survived by three daughters, two sons, seven grandchildren and one great grandchild. The funeral was held March 9, with interment in Laurel Grove Cemetery, Savannah.

ELLISON—Edward, actor, of 233 West 53rd street, New York, died suddenly March 4.

FARNSWORTH—Mrs. Harriet Andem, 85, formerly a concert and church singer, died February 28 at her home in Brooklyn, N. Y.

FISHER—Mrs. R. A. Harris, mother of Neva Fisher, died at her home in Memphis, Tenn., February 22, of heart trouble. Neva Fisher a member of the Paul English Players about six weeks ago, when she left that city to care for her mother.

ARDINAL—An acrobat, who had appeared at the Olympia and the Nouveau-Circus, in Paris, was killed as the result of an accidental fall during a rehearsal.

GOULET—The father of Archie Goulet, of Provost and Goulet, died February 27 at his home in Boston.

HILL—Warren E., theatrical producer, died March 7 in the Harlem Hospital, New York, after an illness of two weeks. Mr. Hill was once a well-known producer in England and on the continent. He was brought to this country by David Henderson, the old-time Chicago manager. The first production Mr. Hill made for Mr. Henderson was "Sinbad the Sailor." This was followed by "Aladdin's Lamp" and a long list of spectacular musical shows. Later he made a world's tour with Mrs. James Brown Potter as her stage director. He is survived by his widow.

HOFFNER—Charles A., Sr., 83, who for thirty years had been trustee of the T. M. A. Lodge No. 3, of Philadelphia, died at his home in that city March 7. Mr. Hoffner was initiated into the Philadelphia Lodge No. 3, T. M. A., March 27, 1882, and was elected to Grand Lodge Membership at Toronto, Can., in 1907. He will be remembered as the property man at the Walnut Theater, where he served for more than fifty years.

HOLBROOK—The mother of Harry M. Holbrook of the Watson-Berlin & Snyder Music Publishing Co., died in Chicago March 1.

HOPKINSON—Dr. B. Merrill, 65, prominent in the medical life of Baltimore for many years, died at his home in Roland Park, February 22.



STEVE A. WOODS

In Memory of STEPHEN ANDREW WOODS

A SPLENDID agent, a good husband, a kind father and a sterling showman was gathered to his reward when Steve A. Woods passed away.

His taking off was all too early, for, altho past his prime, there were many years of great usefulness ahead of him.

He will be widely mourned, for he had, like all aggressive and determined men, a host of staunch and devoted friends. He also had adversaries in plenty, but we seriously question whether many of them were actual enemies.

Most of his opponents, even the majority of those that had come off second best in bouts with him, understood him, recognized his many fine qualities and admired his ability. This latter was very real and genuine, and had secured him a firm and securely entrenched position among agents of the first magnitude.

Forcefulness was his salient characteristic. He declined the easy way. He preferred to hit the line hard and plough his way thru hindrances and difficulties. He was a good strategist, but had small regard for tact or diplomacy and made scant recourse to either.

He succumbed to acute pneumonia in the Ansley Hotel, Atlanta, Ga., Tuesday night, March 6. He was taken ill there the previous Saturday, when he arrived from Cincinnati, O., where he visited The Billboard office, accompanied by Ed. L. Brunnan, general agent of the Gentry Bros.-Patterson Combined Shows, and L. B. Greenhaw, general agent of the Golden Bros.' Circus. The suffering from a slight cold, he apparently was in good condition on his Billboard visit. At the time of his sudden death in Atlanta several friends were present, but Mrs. Woods reached his room ten minutes after he had passed away. When she left a short time before it was believed he was feeling better.

On Sunday night, March 4, physicians attending Mr. Woods phoned Rubin Gruberg, general manager of the Rubin & Cherry Shows, of Savannah, Ga., that he (Woods) could live but a few hours. Mr. Gruberg and James C. Simpson, his assistant manager, left for Atlanta on an early train Monday. Finding that Mr. Woods had improved, Mr. Gruberg left Atlanta to return to Savannah Tuesday night, but a telegram reached him at Tifton notifying him that Mr. Woods had died at 9 o'clock. Mr. Gruberg hired an auto to take him back to Atlanta. The body of the deceased was shipped to Chicago. Interment was in the Masonic plot in Woodlawn Cemetery. Mr. Woods was born in Moberly, Mo., and was 55 years old. His father, Joseph Woods, moved with the family to St. Charles, Mo., and for many years conducted the best known hotel in that city.

The deceased had had long and responsible association with the outdoor show world. He joined the Wortham interests as general agent in 1914, and remained in that capacity until last season, excepting one year, when he was with the Con T. Kennedy Shows. Last season he was general agent of the Rubin & Cherry Shows, and was to have continued in that capacity this season. Prior to his long tenure with the Wortham interests, Mr. Woods was in 1911 with the old Wortham & Allen Shows. At the expiration of his contract with Rubin & Cherry on October 23 next he had planned to retire from show business, and, with his wife, take life easy on his 55-acre ranch at Porterville, Calif.

Mr. Woods was a member of St. Andrew's Lodge, No. 863, F. & A. M.; Corinthian Chapter, R. A. M., No. 69; Chicago Lodge, R. & S. M.; St. Bernard's Commandery, Knights Templar, No. 35; Oriental Consistory and Medinah Temple. He was also a member of St. Louis Lodge, B. P. O. E., No. 9; a life member of the Showmen's League of America, a member of Newcastle (Pa.) Lodge, Loyal Order of Moose, and Tomahawk Lodge, K. of P., No. 351. He is survived by the widow and a step-daughter.

His death has cast a shadow of gloom over the whole Rubin & Cherry show company, as he was well liked there.

Hilliar Pays Tribute

The Almighty Representative of mankind has seen fit in His Supreme Judgment to take a fellow bodin from among us, Steve Woods has made his last contract! Always a fighter, Steve battled and fought desperately last Tuesday night in Atlanta, but lost the fight with his last Committee and fell into that sweet slumber from which there is no earthly awakening.

Good-by, Steve, old pal. I know that you have taken your last trip, and that you have traveled "the great world's altar stairs that slope thru darkness up to God," but you will always fill an honored niche in the showmen's hall of fame.

You brought dignity, eminence, lustre and distinction to the world of "make-believe", and friends and rivals alike now bow their heads in reverence for one whose scintillating personality and leadership has meant so much for us all.

The sympathy of the whole show world goes out to Mrs. Woods in her grief, for their married life was idyllic. Brave little woman! What a heart full of misery must have been hers when she arrived at the bedside a few minutes after her dear one had said "good-by"!

Next fall this happy couple had planned to go to California and spend the Indian summer of their lives under sunny skies, but the Omnipotent Master had decided that Steve's earthly work was done.

Steve Woods has passed on, but his memory will linger with us thru all eternity.

WILLIAM J. HILLIAR.

KAUFMAN—Mrs. Etta, mother of S. Jay Kaufman, well-known theatrical writer and journalist, died March 9 in Atlantic City.

LANGSTAFF—Mrs. Mary, 79, died at Portland, Ind., March 8. Mrs. Langstaff was widely known in the profession thru frequent visits to the shows of which her son was a member. She is survived by her son, Charles W. Langstaff, and grandson, Harold C. Bynon, both of whom had been touring with their own company in Canada until receiving news of Mrs. Langstaff's demise. Interment was in the family plot at Dunkirk, Ind.

LEE—Dolores, of the vaudeville team of Marcus and Lee, died in Milwaukee March 4.

LE ROY—"Tex", a member of the "Dakota Mix Wild West" Show, is reported to have been accidentally killed while re-enacting his rille at Americus, Ga., late last week. His wife survives.

LENNARD—Mrs. Arthur, known on the Eng land stage as "Lizzie Lennard", died in England February 12. Mrs. Lennard was 49 years old and had been on the stage prior to her marriage and during the early years of her wedded life. Funeral services were conducted February 15.

LINTON—The father of Ethel Linton, theatrical modiste, died recently at his home in Joliet, Ill.

LYONS—John Henry, elevator operator at Loew's State Theater, New York, died suddenly March 7.

McDERMOTT—Joseph, well known in film circles on the West Coast as a character actor, died suddenly at his home in Hollywood, Calif., March 6. Papers found among his personal effects indicate that a brother, Dr. P. J. McDermott, of Kewanee, Ill., survives.

NOSTRAND—George W., 78, former theatrical advertising man and Civil War veteran, died March 9 at his home in Brooklyn.

IN LOVING MEMORY Of My Darling, Devoted, Beloved Wife, STELLA O'DONNELL DONAHUE Who passed away March 18, 1922. GEORGE DONAHUE.

PECH—Dr. James, 95, conductor, organist and music teacher, died in New York City March 1.

PRUDEN—William B., 43, piano player of the Lyric Theater orchestra, Newark, N. J., fell down the stairs at his home February 27 and died shortly afterward.

ROGERS—Franklin B., musician, of Joplin, Mo., died at his home in that city recently. Mr. Rogers had been prominent in Masonic circles. The Masons of Joplin conducted the funeral services.

ROLLINS—Richard Harmon, 51, who, with his wife, was with the Nat. Rardel Exposition Shows, died in the Hillman Hospital, Birmingham, Ala., recently. Death was due to stomach trouble. Mr. Rollins formerly resided at Ft. Belknap, Tex. His widow is living at Palatka, Fla.

ROSE—Betty Adeline, well known in the circus world and on the vaudeville stage a generation ago, died at Wyoming, W. V., February 16, at the age of sixty-one. The deceased was brought to this country in 1894 by Barnum & Bailey and was then known as one of the Sanderson Sisters. In 1907, with Helen Englehart, she played the leading houses on the Keith and Proctor circuits. For six years Englehart and Rose conducted a boarding house in Boston and later, for about an equal number of years, a similar establishment at Rocky Point, N. Y. For the past ten years they had resided on a farm near Wyoming, W. V.

SEMNER—Alfred, known in pictures, and who was a prominent witness in the trials of Roscoe Arbuckle for the death of Virginia Rappe at San Francisco, died at his home in Hollywood March 8. Semner was at one time manager for Virginia Rappe, who died suddenly in a San Francisco hospital on Labor Day, 1921.

TROXELL—William F., 62, once a well-known tenor of Cumberland, Md., where he was active in various musical organizations, died in that city March 1.

STUART—William, 55, former actor and for the past six years assistant secretary of the National Vaudeville Artists, died in New York City, March 10, of pneumonia. The funeral was held March 12. It is not known whether he left a surviving family.

TURNER—Henry, 63, who recently built the Jewel Theater in Poplar Bluff, Mo., and who was active in the operation of it, died suddenly at his home in Poplar Bluff several weeks ago. Mr. Turner had been prominent in the civic and business life of his home city for forty years. He was a member of the Masonic and Elk lodges and for several years had been engaged in the retail lumber business. His widow and three daughters survive.

WALLACE—Mrs. Lillian, chorus girl and wife of Joey Wallace, a jockey, died at the Swedish Hospital, Brooklyn, N. Y., March 9.

WHALEN—Kate, sister of Frank Whalen, a member of Local Union No. 5, of the I. A. B. P. & B., died at her home, 1357 Bayard avenue, St. Louis, March 5. Interment was in Calvary Cemetery, St. Louis, March 8.

MARRIAGES

In the Profession

BULLOCK-POPLIN—John S. Bullock, of Nashville, Tenn., and well known in outdoor show circles of the eastern part of the United States, and Clara Poplin of Dayton, O., also of the outdoor branch of amusements, were married in Cincinnati March 12. The groom was formerly one of the operating heads of the Great Kentucky Shows, after the closing of which, last summer, he operated several concessions at fairs. The bride was formerly with the World's Fair Shows for about two seasons. They are to remain in Dayton until about the middle of April, after which they

be connected with one of the carnival companies of the Central States. ... ANZANELLA-SPEISS—Amenico Canzanella, professional lighter, and Selma R. Speiss, artist model, were married in New York City last week.

MARCH 2. PHIL MOODY—Walter Fehl, leader of the orchestra at the Melbourne, St. Louis, and orchestra of the vaudeville act of Moody and Duncanson, were married in St. Louis last week.

MARCH 2. HENRY REID—W R Henry, of Birmingham, Ala., and "Baby" Reid, daughter of Mrs. Reid of Chicago, were married in the city last week.

MARCH 2. JULIA SHERWIN—James Jolly, actor and theatrical manager, and Jeanette Sherwin, who plays a leading role in "Loyalties", at the city theater, New York, were married in the city last week.

MARCH 2. KENNETH RAY—James M. Plunkett and Virginia B. Ray, both professionals, were married in New York City last week.

MARCH 2. RUSSELL TOMLINSON—David E. Russell, of Reading, Pa., and Sarah E. Tomlinson, of Philadelphia, Pa., were married in the city last week.

MARCH 2. SEWELL HOFFMAN—Charles S. Sewell, of the Motion Picture World, and Irene Hoffman, of Passaic, N. J., were married February 19, in the city last week.

MARCH 2. WHITNEY-MACFARLANE—Clifford Whitney and Elsa MacFarlane, both members of the "Cognitivist" Company, in London, were married in the city last week.

MARCH 2. WILLIAMS BARBEAU—Fred K. Williams, extensively known in outdoor show circles as a concessionaire and who has been connected with the Big City Kennels, with poultry shows and with trade journals, and Annette Barbeau, for several years cashier at a theater in Montreal, Can., were married at St. Michel's Church, that city, last week.

MARCH 2. ZWEIFEL-RUSSELL—Fred R. Zweifel, manager of Ed Wynn's "Perfect Fool" Company, and Grace Russell, one of the same company, were married in Boston last week.

MARCH 2. COMING MARRIAGES In the Profession Marguerite Coriot and Raymond McKee, both prominent in pictures, are, it is said, to be married in April. Mr. McKee and Miss Coriot co-starred in the film "Down to the Sea in Ships".

MARCH 2. DIVORCES In the Profession C. D. Thomson, moving picture machine operator, was granted a divorce recently from Florence Thomson, chorus girl. It is reported Mrs. Thomson was formerly known as Bobby Nell and Bobby Beardmore, and has been with theaters Musical Revue and similar attractions.

MARCH 2. ISABELLE GREEN, in private life Mrs. B. Smuckler, advises that she has started suit for divorce from Berney Smuckler, promoter of indoor bazaars and style revues, in Los Angeles, but that she will not ask for alimony.

MARCH 2. YVONNE GARDELE, dancer and actress, has filed suit for divorce in Los Angeles from Carlton Gardelle, sculptor. Their real names are Alice Y. and Clyde A. Gardner, were met in the complaint.

Mrs. Margaret Jessi Harney, nationally known as Jessica Curran, vaudeville dancer, has entered a plea for divorce in San Francisco against John Harris Harvey, well-known auto salesman. Mrs. Harvey, who expressed willingness to waive all rights to alimony, charges her husband with neglect and desertion.

BIRTHS

To Members of the Profession To Mr. and Mrs. Newton Lawson at their home, 251 Lewitt street, Buffalo, N. Y., February 12, twin boys. Mr. and Mrs. Lawson are well-known concessionaires.

To Mr. and Mrs. Matt Kohler, at their home in Cleveland, O., February 27, a daughter. Mr. Kohler was formerly proprietor of the Hamilton Hotel, Cleveland, but is now working on the stage of the State Theater in the Forest City.

To Mr. and Mrs. J. S. Cavanaugh, at Swinton, Mo., March 1, a ten-pound daughter. Mr. Cavanaugh is manager of the Cavanaugh Vaudeville Medicine Show, of Bell City, Mo.

To Mr. and Mrs. Joel Friedman, at El Paso, Tex., February 2, a six-pound daughter, christened Anna May.

To Mr. and Mrs. Edward M. Casley, last week, a son. The father is Philadelphia manager for Jerome H. Romack & Co.

To Mr. and Mrs. Lyman Broening, at St. Vincent's Hospital, Hollywood, Calif., March 7, a son. The father is chief camera man for Mark Sennett, while the mother is a motion picture actress.

To Mr. and Mrs. Sidney Harris, at Stern's Sanitarium, New York, March 7, a daughter. Mr. Harris is manager of "The Love Child", which is now playing at the Coban Theater.

To Mr. and Mrs. Tom Howard, a son, March 4, at the Howard home, 1154 E. 13th street, Brooklyn, N. Y. Mr. Howard is a member of the vaudeville team of Howard and Lyons.

To Mr. and Mrs. Ralph Graves, in Hollywood, March 9, a baby boy. The father is a leading man with the Mark Sennett productions, and the mother is a motion picture actress.

EQUITY COUNCIL FORBIDS NEW YORK SUNDAY WORK EXCEPT FOR CHARITY

(Continued from page 19) shows is the religious aspect of the question, and among the other arguments advanced were that the actor is entitled to a day of rest each week, that it is not possible for him to give his best to the public if forced to work continuously without relaxation that no one would profit from Sunday shows because the minute they are instituted the rent and overhead expenses of theaters will rise, and, finally, that Sunday is the only day on which the actor can resume a normal relationship with life.

One member suggested that it was up to the public to decide, that since the actor is a public servant he must do as the public wishes. The general retort to this was that even servants have their day off each week.

However, in view of the opposition anticipated at Albany, passing of the motion aforementioned was deemed a necessary and effective safeguard, inasmuch as, whether or not the bill in favor of Sunday shows passes, the new Equity ruling will make it practically impossible for such shows to be given.

A committee was appointed at this meeting to prepare the annual election ticket which is to come up in May. The three members chosen by the council for this committee are Fritz Williams, John Willard and Helen MacKellar, and the remaining six necessary to fill the committee will be chosen from the following members who were nominated and voted upon at this meeting.

William Clark, Lawrence Grant, William Ingersoll, Purnell Pratt, Jack Devereaux, William David, Emma Dunn, Lillian Albertson, Dudley Dugas, Robert Erwin, Harry Ford, Donald Hill, Amelia Summerville, Thomas Findlay, Charles Tinney, Ned Sparks, Mickey Arbuckle, Ferdinand Gottschalk, John Westley, Lucille Webster, Morgan Wallace, Marion Ford, Bertha Mann, Sam Hinea, Fred Rolland, Pearl Sinderler, Grace Filkins, Morgan Jones, Robert Keller, Robert T. Haines, Sam Hardy, Fred Eric, Charles Trowbridge, Robert Taylor, Dennis Murray, John Craig, Victor Beecroft, Theresa Maxwell Conover, Laura Burt and James Cleason.

John Emerson presided at the meeting, and Paul N. Turner, counsel for Equity, gave the members some hints and advice in preparing income tax returns.

INDEPENDENT PRODUCING MANAGERS' COMBINE

(Continued from page 19) the high weekly guarantees demanded by the Shuberts for theaters this season and also the scarcity of available theaters on Broadway when the season was at its height. By forming this combination they will be more able to handle their attractions, and at reasonable terms.

Apollo, Times Square, Selwyn, Cort, Daly's 63rd Street, Belasco, Lyceum, Empire, Plymouth and Longacre. While the Shuberts and A. L. Erlanger are involved in a reorganization for the joint booking of out-of-town theaters, and are accredited with planning a \$50,000,000 theater-owning corporation, their ways in New York City are definitely separate. This was particularly evident during the recent Producing Managers' Association meetings to consider the plan for a consolidated ticket office, when neither Erlanger nor his associates, Ziegfeld and Dillingham, were present.

GOING AHEAD WITH NEW WAGE DEMAND

(Continued from page 19) tion to take the place of the M. M. P. U., are scoring the accepted rules of union musicians, the case of the regular to be organized at the Shubert Theater, which has been perused by other men for the 'Pee Gynt engagement' just beginning being cited as example. The regular house musicians are not all being used for this attraction, the orchestra from the Garrick Theater taking their places.

A. F. of M. Seeks Injunction

An interesting development of the week past was the filing of a motion for an injunction against the officers of the M. M. P. U. by several members who are also minor officials of Local 802. At a previous meeting of the M. M. P. U. adopted a resolution calling upon all such members to resign their official positions in Local 802 on penalty of suspension. A number of these Local 802 officials handed in their resignations, but some of them did not. Henry Kielgast, who submitted the motion for the injunction, is a member of the trial board of Local 802. He asks that the M. M. P. U. be enjoined from suspending him and other members who are officers of Local 802. This motion is to be argued before Supreme Court Justice Mullin this week.

At the meeting held in the assembly hall of the M. M. P. U. on East Eighty-sixth street last week an important resolution was passed which forbids any musical leader or contractor to engage in the direction of more than one theater orchestra. This resolution makes it impossible for general musical directors of theater circuits, such as Keith's, Loew's or Shubert's, to engage musicians for all the theaters under their charge.

Loew Director Warns

This resolution was inspired by a letter to all the orchestra leaders of the New York theaters ordering them to organize their men with a view to combatting the M. M. P. U., which was written by Ernest Lutz, general musical director of Loew's, Inc. The sentiments contained in this letter were subsequently repudiated by Nick Schenk, general manager of Loew's, according to President Muller. Schenk is reported to have informed the M. M. P. U. that the circuit had no desire to become involved in the factional musicians' differences. Lutz's letter read as follows:

"To the Musical Director: "So that you and your men may not misunderstand the musical situation and the propaganda of the M. M. P. U., formerly Local 310, let me give you the following facts: "Our theaters are at the present operated under contracts which do not expire until the first week of September, 1923, with the American Federation of Musicians, Local 802, and the A. F. of M. and Local 802 mean to respect their contracts, and any man leaving his position at the instigation of the M. M. P. U. or contrary to agreements and by-laws of said Local 802 will be liable to expulsion from A. F. of M., Local 802."

"There can be no doubt that the present propaganda of the M. M. P. U. is simply carried on to get money out of the musicians now playing in New York City and any threats that they make have no meaning to the present musical situation in New York City. "Make this quite clear to all your men, at the same time get acquainted with the personnel of your orchestra, for it is possible that in our leniency we have re-engaged some of the instigators of our past troubles. If so, I would advise you to get organization necessary to avoid a repetition of this rotten politics that is being played in New York just now by certain members of our profession to keep the musicians in an unsettled frame of mind and separate them from their hard-earned money. "I expect an explicit report from every leader at our meeting next Wednesday, March 7. "Yours very truly, "ERNEST LUTZ,"

PROPOSED OUTDOOR SHOW BILL IN MICHIGAN MODIFIED BY AGREEMENT

(Continued from page 19) been modified by agreement until Mr. Johnson said it will not affect the carnivals on its passage. W. B. Burris, secretary of the Jackson (Mich.) Fair and Amusement Co., the latter gentleman being sergeant-at-arms of the Michigan State Legislature, are concertedly battling for a fair showing for the outdoor shows. Mr. Johnson talked with a number of fair secretaries in Michigan who were in Lansing and who told him that their fair simply must have midway attractions, rides and concessions. One secretary told him that last year when his fair had no such attractions a number of patrons demanded that their admission price be refunded to them.

Several managers of parks told Mr. Johnson the same thing. The next State capital the legal adviser will visit will be Springfield, Ill., where two bills are ready for examination and which are deemed highly dangerous. They will be promptly met with intelligent argument at the proper time.

The Showmen's Legislative Committee is a busy body these days and the campaign is well under way. Almost daily it amplifies its work as its members proceed. By the time this story is in print the mayors and chiefs of police will all have received a letter from the legislative committee vouching for all shows that have signed the pledge printed in The Billboard last week. Also by that time all of the fraternal and secret societies will have received another letter from the legislative committee describing its aims and functions and tendering its good offices when the question

of auspices arises or in any other matter in which the committee can serve the interests of such societies. One of the strongest, most definite and courageous documents that the legislative committee has thus far sent out is a letter to all show owners. In it the committee states its position in the most convincing and positive terms. The letter follows:

"TO THE OWNERS OF CIRCUSES, CARNIVALS AND ALL OUTDOOR SHOWS AND AMUSEMENTS:

"Chicago, Ill., March 6, 1923. "The time has come when we must take a determined stand in favor of clean, wholesome outdoor shows and amusements and make of it a business that will be respected by the entire public. There are millions of dollars invested in outdoor shows and amusements and it would be unfair to expect the men who have their ALL invested to stand idly by and allow a few undesirables who are now in the outdoor show business to conduct their shows in such a manner as to bring shame and disgrace upon the entire profession.

"It is needless to recite the various attacks made in the legislatures of the States where bills are pending. If we fail to take a definite stand the citizens will be perfectly justified in passing laws prohibiting all outdoor shows from entering their States. "We want your support and you need our support and assistance. Enclosed you will find several copies of the pledge; sign one and return it immediately and get your friends in the show business to do likewise. A number of show owners have already signed.

"The names of all the signers of pledges will be printed in The Billboard and other theatrical papers, showing that they are the backing this movement for clean shows, both morally and physically. Letters will be prepared and sent to the mayor and chief of police of each of the towns where all carnivals and circuses are showing, advising them that our committee will stand sponsor for the men and their shows whose names appear on this list.

"If a person fails, refuses or neglects to sign this pledge, he will be compelled to conduct his show in a clean, wholesome and moral manner, even if it be necessary to appeal to the mayor, chief of police or to the public press. We also propose to establish a press clipping bureau and will receive clippings of each and every show, irrespective of whether they have signed this pledge; all criticisms will be investigated. If any one signing our pledge refuses to conduct his show in a good, clean, moral and wholesome manner, his name shall be withdrawn from the list and he will forfeit all rights and benefits derived thru this committee.

"So sign and return this pledge immediately and become one of the prime supporters of this organization. Sincerely yours, "THOMAS J. JOHNSON,"

"General Counsel." It is but fair to say that the momentum inspired by the legislative committee has developed a speed that is astonishing. The most widespread respect seems to have been generated by the fact that the showmen's own organization has gone on record with such unqualified vigor to restore the carnival business to a sane and proper basis.

Mr. Johnson has pointed out that the job is a vast one but that nothing can possibly be done off or until the work of the legislative committee now because it has already developed proportions that are beyond the stultifying effect of any hostile agency.

Mr. Johnson specifically calls attention to one factor which might cause confusion in the committee's work. There are said to be a number of groups of showmen in different parts of the country who have united toward the same ends that the committee is seeking. While, as Mr. Johnson said, the legislative committee is seeking the cooperation of any or all of these bodies, the fact remains that the legislative committee is the central and only source of authority having the clean-up campaign in charge. The greatest care must be exercised to avoid the confusing of issues and working at cross purposes. All showmen interested in better things are urged to give the legislative committee their loyalty and cooperation. On the other hand they are urged to avoid any action that might embarrass the legislative committee which the showmen have brought into being for a definite purpose and clothed with full authority. The greatest prudence and sober thought is vitally necessary to the cause just now. It is believed and hoped that all showmen working for the common cause will keep in touch with the Showmen's Legislative Committee, in Chicago, and be guided by that committee's action and advice.

FRAZEE SUES SHUBERTS

New York, March 9.—Harry Frazee, as assignee of the executors of the estate of the late Reginald De Koven, brought suit Tuesday for \$10,000 against Sam and Lee Shubert in the Supreme Court at White Plains, before Justice Taylor.

It is alleged that the Shuberts made a contract on October 2, 1902, whereby they agreed that if Mr. De Koven would erect a theater they would lease it until December 31, 1924, and pay to the noted composer and critic ten per cent of the net profits. Mr. De Koven would also be allowed to produce in the theater one of his compositions each year. The composer built the Lyric Theater on Forty-second street.

The suit is brought for ten per cent of the net earnings of the theater from July 1, 1921, until June 30, 1922, which total about \$100,000. This percentage, it is charged, the Shuberts have failed to pay to the De Koven estate.

"STOPPED" THE PLAY

Chicago, March 8.—When a quantity of flashlight powder in the wings of the Blackstone Theater became ignited and exploded yesterday afternoon at the matinee, it stopped the show literally and figuratively. The performance was stopped and exchange tickets given the patrons. One electrician, Martin Myers, was slightly injured by the explosion.

LETTER LIST

(Continued from page 241)
Richard, Chas.
Richard, Mark
Richardson, Amari
Richardson, Ernest

Seamus, Albert
Sears, Sam
Seamour, Albert
Seemuller, Billy

Smith, Ed J.
Smith, Geo. D.
Smith, Al. J.

Stevens, Martin
Stewart, Harry
Stewart, Geo. W.

Taylor, G. H.
Taylor, Walter West
Taylor, Jimmie

Walters, Al
Walters, Bob
Walter, F. N.

ADDITIONAL ROUTES

(Received Too Late for Classification)
Barkoot, K. G. Shows: Albany, Ga., 12-17

BROWN SEEKS AID

In a letter to The Billboard, L. D. Brown, formerly with Lee Bros.' Shows, Baldwin Shows, as a concession man, also a picture machine operator with various house road shows, states that he is in need of financial assistance, as the burning of his home in Watervliet, N. Y., during which his three-year-old daughter received burns from which she died, also his eleven-month-old son, has left him in dire need of assistance.

HELLER'S ACME SHOWS

New booking Shows and Concessions. Permanent address, HARRY HELLER, Gen. Mgr., 91 Hamilton Avenue Paterson, New Jersey.

CONCESSIONAIRES ATTENTION!

We are no longer connected in any way with the St. Louis Chocolate Company. All our Chocolates are hand-dipped and are packed in the flashy "Brown Built" Boxes. We also carry a full line of Aluminum Goods, Dolls and Wheels.

HONEY'S CONFECTIONS

Flashiest Give-Away Package on the market. We pack five Kisses in each box. PRICE, \$11.00 Per 1,000 Boxes. Write for Price List. Prompt shipments.

Minute Supply Candy Co.

2901 Vliet St., Milwaukee, Wis.

SOFT DRINK CONCESSIONAIRES

FOR FREE OFFER OF LILY CUPS SEE PAGE 210a

AGENTS

Here is a brand-new item and is positively the biggest and flashiest line ever offered. EMBROIDERED FRENCH SERGES AND ALL-WOOL CANTON CREPES

WANTED

FOR MORRIS & CASTLE SHOWS: Can place one more High Class Show, could use troupe of Midgets or Real Giant. Can place all Concessions except Cookhouse and Juice. Must be legitimate and in keeping with the honor pledge of this show.

WANTED AT ONCE

FOR SALE: Traver Seaplane, only used one year, and Water Show complete, including Double Wagon Front and Glass Front complete on wheels.

CONCESSIONAIRES

1923 PRICE LIST
27-in. Extra Fancy Dressed Dolls (best on the market) \$27.00 Doz.
27-in. Fancy Dressed Dolls 22.00 "
20-in. Extra Fancy Dressed Dolls 18.00 "
20-in. Fan Dolls 14.00 "
20-in. Fancy Dressed Dolls 12.00 "
16-in. Extra Fancy Dressed Dolls 12.00 "
16-in. Fancy Dressed Dolls 8.75 "
Mamma Dolls, 22-in. 18.00 "

SELL-OUT ATTENDANCE

For First Four Days of Rodeo at Ft. Worth
The following communication, which was received by The Billboard too late to appear in the Wild West section of this issue, gives data relative to the Rodeo held in conjunction with the Southwest Exposition and Fat Stock Show at Fort Worth, Tex.:

THIS SHOW WILL OPEN AROUND DETROIT

Playing seven days a week. Can place Merry-Go-Round, Shows, Concessions all open. Want Electrician and Foreman for Ell 5 Wheel. Can place reliable Show People all times. Write or wire LIPPA AMUSEMENT CO., Weavers Tavern Hotel, Toledo, Ohio.

NOTICE TO CONCESSIONAIRES



ANNOUNCING THE IDEAL SEAMLESS OVAL ALUMINUM ROASTERS
 Size 11x17, Price \$19 per doz. Extra Large Size 12x18, \$21 per doz.

HIGHEST GRADE MERCHANDISE AT LOWEST FACTORY PRICES. IDEAL Aluminumware is known to every household. Each utensil is guaranteed against defects of material and workmanship.

WE HANDLE EVERYTHING IN THE LINE OF ALUMINUM.
 Roasters packed in individual cartons. Deposit required with each order. Prompt shipments.
 BUY FROM ME, AS I ONLY HANDLE THE SEASON'S LIVEST ITEMS.

FRANKIE HAMILTON, DIRECT FACTORY REPRESENTATIVE, THE TOLEDO COOKER CO., Toledo, Ohio.

The Amusement Park as a Community Asset

(Continued from page 17)

ment park with its costly and elaborate equipment for supplying that much needed commodity, amusement, to the public, is a bigger asset to any community than the average public park which has little aside from what nature and the landscape architect gave it to amuse the people, and hence we find the actual manifestation and proof of the adage, "an idle mind is the devil's workshop", with the result that the average public park, devoid of amusements is about the most immoral place in the city where it is located. On the other hand, with proper management and operation, the neighbor to the public park, the amusement park, which is filled with safe, healthy, respectable and altogether enjoyable merry-making devices, is a far better and safer place for people of all classes and ages. Take, for example, the amusement park which, during the spring and summer afternoons, entertains a half-million school children a season, paying their round-trip fare, providing three or four free rides and a free circus, and the free use of an ideal playground perfectly appointed with modern apparatus and appliances which delight the hearts of all children, and during the evenings an equal number of adults who come to the park after days of arduous and fatiguing labor, there to receive a half dozen or more free rides, band concerts, entertaining vaudeville, etc., and on Saturday and Sunday afternoons through its season throws open its beautiful and commodious picnic grounds and athletic fields, either free or at a nominal rent, to various religious, fraternal or political organizations for an enjoyable and profitable afternoon and evening under most advantageous and harmonious conditions. Is not such an institution a real asset to the community in which it is situated? Does it not perform just as important a function in the daily lives of the community as do the public parks, the schools, the churches, etc.? Is not clean and wholesome amusement just as important a factor in the daily life of the average human being as is his religion, his political convictions, certain phases of his education, or what not? Personally, I believe it is and I believe too that every park owner or manager is under a moral obligation to the citizens of his community to provide just that kind of amusement which fills the want and at the same time contributes certain rounding-out elements necessary in the character building of the younger generation.

I once heard an eminent clergyman say that an hour of clean, wholesome amusement was just as essential in character building as an hour of religious devotion, and I believe that clergyman was right. What could be more gratifying and satisfying than to be surrounded day after day by thousands of happy-faced children and adults for whom you have provided the wherewithal for an hour or two of unlimited pleasures, free from moral, mental or physical dangers? In my judgment the fellow who strives more to make his park successful from this standpoint stands a better show of being successful from a financial standpoint than the fellow who figures on the financial success first of all and assumes that the other will follow.

As to how each individual park owner or manager can make his park a real asset to his community would depend largely upon local conditions. Most park men, or at least those who are members of the National Association of Amusement Parks, are familiar with the various plans employed by the most successful park operators in the country. One of the chief assets for any park is public confidence, which is so often so hard to get and so easy to lose, but when once obtained and combined with honest, respectable and efficient operation it is bound to spell success.

Games of Chance

WE hear a lot of talk these days about games of skill. Personally, I believe that ninety per cent of the public enjoy a game of chance and I do not believe that even the reform element, in time, would object to games of chance where only a little money is involved. If operated honestly, so that the public were given a run for their money, I have seen, literally, millions of people playing so-called games of chance, but because they were given honest treatment the "squinners" were decidedly in the minority, and I do not believe it is possible to entirely eliminate the "squinners" no matter how conscientious or honest any business man may be.

The indecent girl and "cooch show" and other attractions in the same category have practically disappeared from the amusement park. In isolated cases there are some games which ought to be eliminated, in fact, which must be eliminated. Respectable, clean-looking, honest and courteous employees must be substituted not only in the operation of games but throughout the working force. The public must receive considerate, generous and efficient service. Equipment must be kept up to date, safe and attractive.

It has been my experience in the matter of construction that beauty is no more costly



SELLS AS FAST AS YOU CAN MAKE IT

WHY NOT MAKE \$100.00 a Day?

THIS can be done easily with a little effort on your part with one of our New and Improved Electric Candy Floss Machines. More candy can be made on one of these machines at less cost than on any other candy machine that is made, and can be made in all colors and flavors. One pound of sugar will make twenty cones that now sell everywhere at 10c each, and this machine, run at ordinary speed, will produce candy floss for five cones every minute it runs. Count that up and think of your profit. Just attach the plug to any electric socket, either AC or DC current. Last year we were unable to supply the demand. The price of this little wonder is \$200.00 net Nashville. Write for literature and full particulars. Do it Now.

ELECTRIC CANDY FLOSS MACHINE CO.

Nashville, - Tennessee

Sales Board Jobbers Attention!

Try These Live Wires and Get the Money Quick



CALIFORNIA GOLD COINS MOUNTED CHARMS, SCARF PINS, RINGS, ETC.

2 Samples, \$2.00

Mix 'em in on your jewelry assortments. Beware of imitations. Satisfaction guaranteed. Be the first in your field. Let's go. Blank Boards any size 10c per hundred holes. Complete line of Trade Boards, Poker, Put & Take, Baseball, Cigarette Boards, Etc. Cash with order.

4 Samples for \$2.00

Tulsa Sales & Novelty Co.,

11 East Ninth Street,



KEEP ME SMILING Our Trade Mark

TULSA, OKLA.

TUTANKHAMEN EGYPTIAN MUMMIES

Wrapped Egyptian style, up-to-date, right to the minute. \$45.00 each. THE BABY IN THE BOTTLE—Swell large size Two-Headed Baby Girl, about 16 inches high, very natural and lifelike, exhibited in 7 gallon museum jar, 1x18 inches. A whole show or a feature for Side or Pitt Show. Also lots of other Mummified Freaks, Sea Serpents, Mermaids, Devil Fish, Two-Headed Giants, Devil Child, Stamese Twins, Chinese Palaces and others, with or without banners. Price list FREE.

THE NELSON SUPPLY HOUSE, 314 E. 4th St., So. Barton, Mass. Billy Nelson, Mgr.

MENTION US, PLEASE—THE BILLBOARD.

than ugliness, and if the average park builder would devote a little more time and thought in the planning of his grounds, structures, etc., he would find his efforts well rewarded. Beauty of line, form and color always has a psychological effect upon the human mind, and the enjoyment to be derived by park patrons can be materially increased thru the medium of attractive surroundings. Then, too, I have always found that most people are decidedly susceptible of environment in the matter of conduct. If a park has about it the air of elegance, propriety and refinement, even tho it be a place intended for merriment and respectable hilarity, those same qualities will be reflected in the conduct of the patrons to a great extent.

Rides in Public Parks

THE installation of amusement devices in public parks is becoming more and more common as the years go by. I believe that in years to come, and at no distant date, there will be very few of our public parks in which there will not be a great many devices in operation. This means competition, and unless some park men wake up in the very near future they will find that their patronage has been transferred to the public park which, because of its increased natural beauty, its assortment of improved devices, combined with the fact that it is operated from the public pocketbook, has changed its position from that of competition to one of domination in entertaining the local masses.

So I say to all brother park owners and managers, if you have not been working along the lines of making your park an asset to your community start to do so at once! Gain the confidence and good will of your public, keep your park clean, morally and physically, employ none but efficient, courteous, honest and moral help. Co-operate in every movement for the betterment of your city thru your local Chamber of Commerce. Co-operate with every organization, religious, fraternal or otherwise which is in your city for a good purpose. Make yourself known to your fellow citizens as an upright, respectable, public-spirited citizen. Be generous with the use of your premises for every good purpose. Thus you will have public confidence, public good will and public patronage, which means success to your enterprise, and your park will be indeed a real asset to your community.

The Circus World as I Have Seen It for Fifty Years

(Continued from page 13)

That fall in Arkansas I met W. W. Cole, who was also going South with his show, which had had a big season. I saw the Cole show for the first time in Arkadelphia, Ark., and was very much impressed with the size and performance. We went South to Southern Texas, where I arranged to go into Mexico at Laredo, using the Mexican National Railroad, which was completed at that time nearly to Sanluis. We showed at New Laredo, Lampasas, Villdama, Salinas and Monterey, besides making a stand at the end of the road called Villa Garcia. We did a good business, but were held up in each town for everything. Contracts made ahead of the show were of no value whatever. The "Alcalde" in each town raised prices on everything we required and was judge, jury and executioner on all matters.

At each point they forced us to use a regiment of soldiers to guard the people, as they said, for which they charged \$100 a day. They also asked up some old laws regarding the taxation of money that was to be taken out of the country, to the amount of 40 per cent, and made us a world of trouble. However, we outwitted them. We hid the bulk of the money in nail kegs in the stock cars, and after a thrilling set-to with the treasurers we escaped. We secretly arranged to abandon one stand on our return trip, which saved us eventually, but not without a clam that was serious. When we crossed the railroad bridge again and were back in Newva Leon, U. S. A., we were a happy lot of trouper.

In 1879 James L. Hutchinson had the privileges with the Van Amberg Show, ably assisted by his two lieutenants, Ed Kohl and Frank Drew. Names of a few candy butchers: Canada Jack, Ben Mengel, John Lannin, Met McTullem and John Foster; clown, Sam Brady; manager of concert, O. J. Ferguson; manager, Warren Bouchiten, treasurer, Mose Craue, assistant manager Jack Steele; Charlie Wood, boss hostler; Charlie Johnson, elephants. The artists were: Andrew Gaffney, cannon ball; William Lester, contortionist; the Lowanda Brothers, riders; Frank Charvatt, balancer; Showies, equilibrist; Langley's Brothers, broder act; Harry Lamkins, barrel kicker, and Clarinda Lowanda, principal female equestrian.

But Few Money-Getting Shows

IT IS very obvious that the money-getters of the circus world forty to fifty years ago could be counted on your fingers. That condition might exist today on account of the many imitations of large shows, but we will not discuss that now. Cooper & Bailey, Barnum's World's Fair, Howe's Great London, John Robinson, Forepaugh, Van Amberg, W. W. Cole and Yankee Robinson were the popular ones that did the business in the circus world then.

I could name many others who were in existence at that time, but I do not think those facts will interest the public of today. As far as comparison as to size was concerned, the Barnum outfit was the largest, but the Howe's first London set the pace for parade material. 100 gorgeous hand chariots and telescope tableau cars were the talk of this country for many years. They were copied, but never excelled for many years.

While the Barnum show, under the supervision of the old Flatfoot Party, namely George F. Bailey, Lut June, B. Angevine and A. Titus, took more money at the door than the Cooper & Bailey Show, the latter's privileges however, under the management of J. L. Hutchinson, were taking four to five times as much money as the Barnum privileges were. That fact enabled J. L. Hutchinson in 1880 to make that wonderful big deal consolidating the Barnum and Cooper & Bailey shows and getting a share in the deal for himself, the firm afterwards being known as Barnum, Bailey & Hutchinson.

On the Cole Show Advance

WHEN I joined the advance of the W. W. Cole Shows in St. Louis in the spring of '83, I was informed the show was going to the Coast, or so it was rumored. Louis E. Cooke was general agent, C. T. Sivalis railroad man, R. C. Campbell contracting agent, myself press and advertising—a strong combination if I do say it myself; and I must say that in the four or five years I was with the Cole show my business relations with Mr. Cooke were the most pleasant of my career. He left us in 1885 or 1886 to accept a position with the Adam Forepaugh Show, R. C. Campbell taking his place.

The trip to the Coast in '83 was a very eventful one. We took in the Northwest, including the Puget Sound country, and in many cases we showed in towns where they had never seen an elephant.

When the Northern Pacific was completed to Wallula Junction, Wash., it made connection

Photo & Art Postal Card Company

444 Broadway, NEW YORK

The following line we are publishing and manufacturing: Birthday, Best Wishes, Congratulations, Calling, Lovers, Mottos, Storks, Landscapes, Hand-Colored Bromide Cards, Tiraz, Jeweled, Ribbons, Pure Silk Hand Machine Embroidery, Steel Engraved Cards, Cardlets, Borders and Booklets. Also complete line of Holiday Cards and Postcards of 1000 Picture Stars. In ONE to 25-CENT SELLERS, PRICES RANGING FROM \$3.00 A THOUSAND TO \$100.00 A THOUSAND.

We will submit SAMPLES upon receipt of \$3.00, \$5.00 or \$10.00, according to assortment requested. Also make Local Views from your own photographs.

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Give satisfaction 500 styles 500

Quality and service guaranteed 28 years' experience.

THE BEACH LEATHER COMPANY COSHOCOTON, OHIO.

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ACCESSORIES

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VALUE PLUS POSITIVE SERVICE



NEW DEVICE Increases Balloon Profits

Makes Balloons float and easier to sell. Think of it—700 Balloons can be filled with one tank of Hydrogen Gas, at a cost of less than one-half cent. This new REGO outfit is easy to attach and tanks of Hydrogen can be purchased in any town. You can start making big money immediately by sending for one of these outfits.

SINGLE GAUGE OUTFIT COMPLETE, \$12.00

Shows pressure being used in filling.

DOUBLE GAUGE OUTFIT COMPLETE, \$19.00

Shows amount of gas in tank, also pressure being used.

Adapter to fit any size tank, \$1.75 extra

Full directions furnished with every outfit. A child can operate it. Write today if you can not buy from your local balloon jobber.

THE BASTIAN-BLESSING CO.

131 West Austin Avenue, CHICAGO, ILLINOIS.

RINGS MADE IN STERLING SILVER GOLD SHELL AND ELECTROPLATE



Band Rings all sizes and weights. 3,600 styles of rings. Complete line of goods for engraver.

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150 Chestnut Street, PROVIDENCE, R. I.



POGO JUMPING STICKS

The craze of six continents. World's newest and best athletic toy. Made in 5 sizes.

CONCESSIONAIRES HERE'S A WONDERFUL NUMBER

FOR PARKS, FAIRS, CARNIVALS, ETC.

Write for Circulars and Prices. Immediate delivery.

THE POGO COMPANY, 35 East 10th Street, NEW YORK

WALLACE MIDWAY ATTRACTIONS

OPENING OUR 8TH SEASON APRIL 23RD, PLAYING MINING TERRITORY.

WANT SHOWS with own outfits; 70-30, Wild West, Dog and Pony, Walk-Thru Show, Crazy House, Mechanical Show, Midget, or any Show of Merit not conflicting. Will furnish Tops for reliable Showmen.

WANT PERFORMERS and Musicians for Colored Plant Show. State what you can do and salary expected in first letter.

CONCESSIONS—Can place SUX Shirts, Grocery, Ham and Bacon, Silver Clocks, Beaded Bags, Baskets, Teddy Bears, Glass and Aluminum Wheels. Exclusive Privilege, \$35.00 a week.

WANT GRIND STORES, Long-Range Shooting Gallery, Clearcut Gallery, Fish Pond, Palmistry, Hoop-La, Pitch-111-You-Win, Country Store, Candy Floss, Popcorn and Peanuts, or any LEGITIMATE Concession.

WANT Ell Wheel Foreman and Allan Herschell Carousel Foreman. Other Ride Help. State salary, experience and reference. All write I. K. WALLACE, Thornville, Ohio.

THE BEST LOT LOCATION

For Carnivals, Circuses, Rodeos, Chautauques and Outdoor Attractions in the Greater Wheeling (W. Va.) District, is LEAGUE PARK, situated in MARTINS FERRY, O., just across the river from Wheeling, W. Va., located near the center of a district drawing from a combined population of 200,000. Street car and bus service reaching all surrounding points at park gates. Railroad yards and Ohio River within two blocks of grounds. RENTAL RATES REASONABLE. Write FRED WHITE, League Park, Martins Ferry, Ohio.

FOR SALE--ONE KNACK CONCESSION TOP!

10x18, 10-ft. side wall, frame complete. One Wardrobe Trunk. Eleven Stock Trunks. Hoops Outfit complete. Wheels and other goods. Write W. N. CHALKIAS, P. O. Box 287, New Castle, Pa.

with the Oregon R. R. and Navigation Company, making a complete line to the Coast. That event was celebrated by the driving of the golden spike and other appropriate ceremonies at Wallula Junction just before we used the road for the circus.

Our business thruout the Northern and Western trip was immense, the best, I think, the Cole show ever had.

Doris & Colvin Circus

THE John B. Doris Shows, formerly the Batchelor & Doris Big Shows, wintering at Indianapolis season 1887, sold Doc Colvin a half interest, the show going out as the Doris & Colvin Circus, Menagerie, Hippodrome and Wild West.

I left the management of the Wonderland Theatre in Detroit to take the general agency for Doris & Colvin that season. Our spring business was fairly good, but a wrong steer south was the undoing of the aggregation. Doris, with poor judgment, selected Texas, where the show had been the year before and where it did not leave a very sorry reputation. To repeat in the face of such conditions, and the opposition of the Sells Brothers' seven-elephant show with superior features, was suicide to start with. Sells Brothers, coming in behind us in every town we played in the State, killed our business and the show had to close in early November and ship to St. Louis. There the show was sold for the benefit of the creditors, and I think it paid 38 cents on the dollar. That was the end of all Doris' traveling shows.

The following spring John B. Doris opened a dime museum on Eighth avenue, New York City, and for several years was very prosperous. He then sold his museum and got into politics, in which he continued until he died in 1910.

Adam Forepaugh Show

THE Adam Forepaugh Show was at its zenith when I joined it in 1888. An immense show—twenty-five elephants, fifty cages of animals, an elegant performance, expensive parade material and good stock. Adam Forepaugh, Jr., was putting over the forty-horse act and the huge ensemble gave impressive magnitude to the aggregation. Our business that season was big, we using the Eastern territory exclusively.

Subsequent seasons with the show up to the time of Adam Forepaugh's death were all good business. After Mr. Forepaugh's death Bailey bought the Forepaugh show, retaining Adam, Jr., for five years at \$10,000 a year, the only way he could buy the show. Joseph T. McCall was general manager for a number of years and made a success of the business from the start. A man of quick decision, good judgment and an indefatigable worker. My business relations with him were the most friendly.

When Louis E. Cooke went to the Barnum & Bailey Show I went with him. Mr. Bailey had a wonderful show. One of the features was the Somersault Automobile with two people. I was ahead of that show several years, finally leaving to take the general agency of the Forepaugh-Sells Bros., where I handled the show several years until the death of Louis Sells, the last one of the Sells Bros., when the show was sold to the Ringling Bros. The Sells Brothers or Forepaugh & Sells Bros. was a strong combination, especially when the four brothers were alive; Ephraim, Lewis, Peter and Allan Sells all died rich at Columbus, O. The elder of the four, Allan, died in '92.

Sells & Forepaugh Robbery

GOLDSBORO, N. C., fall of 1903. It was two days before the close of the season. Lewis Sells walked into the marquee and announced so all doorkeepers and officers could hear him, "Well, boys, the money to pay off has come. Twenty-five thousand bucks and only a little package—not over three inches high at that." The next morning at nine o'clock when Spaeth, the treasurer, opened the safe the \$25,000 package was gone, together with \$4,000 in bills and \$2,000 in gold.

Great excitement took place as the news of the robbery was made known. Several of the employees of the show were arrested and put thru the third degree, but no clues that meant anything were discovered. The keys of the safe, an old-fashioned flat one, were under the treasurer's pillow. They were taken out, used and returned without Spaeth's knowledge.

Detectives were summoned and they tried their best to locate the thieves, but to no avail. The show went into winter quarters at Columbus

CANDY

For Trade Wheel

Try our Special Carton of 50 one-pound Beautiful Boxes packed with Assorted Chocolates.

PRICE, PER CARTON, \$15.00.

Size of one-pound Candy Box, 3x12x4 1/4 in. TERM—\$5.00 with order, balance C. O. D. Buy early while these prices will last.

BEN J. LA BEAN

1623 3d Ave., South, Minneapolis, Minn.

CONCESSIONAIRES SELL SNOW FLAKES

The new Pop Corn Confection with the flashy box and big surprise, 250, \$11.25; 500, \$22.50; 1,000, \$15.00. P. O. B. Walnut, Illinois.

SNOW FLAKE CO. Walnut, Ill.

NEW BASEBALL GUM VENDING MACHINE

HIGHLY ATTRACTIVE GAME OF SKILL

This new machine, in its beautiful colors of bright green, yellow and red, in highly polished mahogany finish cabinet and nickel trimmings, attracts the young and old to test their skill at catching the ball, aside from getting a piece of gum, all for ONE PENNY.

TEN (10) DAYS' TRIAL

We want to send you one of these machines and we want you to be both judge and jury. Only in this way can you know the real merit of our product and be able to pass upon its superiority, simplicity and its money-making qualities over other vending appliances. For this reason we are willing to send you a machine for 10 days' trial, and if at the end of 10 days you don't find that you will get your cost out of this machine in a very short time simply return the machine and you will be under no obligation.

SPEAKING OF COST

The greatest cost an operator has today is getting around the territory looking after his machines, especially so when operating a large number of machines that have very little attraction and a small intake. This is not so with the Baseball Gum Vender.

COST \$37.50. HOLDS ABOUT 2000 BALLS OF GUM—GETS TEN TO TWENTY TIMES MORE PLAY

Than the average vending machine with a minimum of attention. Now, then, consider the claims we make for our Baseball Gum Vending Machine and our clean-cut proposition.

MONEY-BACK GUARANTEE

Send us your order today with your remittance of \$10.00, balance C. O. D., and we will send you one of our machines, together with an ironclad guarantee that if for any reason you choose to return the machine to us after 10 days' trial your money will be promptly refunded. In other words, we hold your money in reserve subject to your acceptance of our Baseball Gum Vender. Can any offer be more fair? We make this offer because we want nothing to stand in the way of your giving this machine a trial. We hope, therefore, that you will have no reason even to hesitate about sending us your order. Take advantage of the many good locations that you can readily place this machine on a 20% basis. Machine can be put on a counter or regulation stand. Dimensions: 7 inches deep, 21 inches high, 18 inches wide.

Price, \$37.50. \$10.00 Deposit. Balance C. O. D. We can supply a high-grade Ball Gum at 18¢ per 100 in Case Lots.

SHIRLEY NOVELTY MFG. CO., 411 SOUTH SANGAMON ST., CHICAGO, ILL.

NOTE—THIS IS A NEW MACHINE. ALL TERRITORIES OPEN. FOR EXCLUSIVE WRITE OR WIRE NOW.



\$47.25 Profit in 4 Hours

Doughnut Making Business has wonderful possibilities. Doughnuts have taken the country by storm. Enormous demand, \$25.00 to \$75.00 a day. Capacity, 300 dozen a day. Doughnuts sell fast at 30¢ to 40¢ a dozen, 200% profit. No experience needed. Flour ready prepared—add water—put dough in hopper—turn crank—out they are, sweet, savory, golden doughnuts.

AMAZING PROFIT FREE
Money-making possibilities unlimited. Put this Automatic Doughnut Machine in display window. Attract crowds, battling odor whistles. You take in money fast. Pay for the machine the first week. Jos. F. Donnoyer, Pa., says: "Made \$47.25 profit in 4 hours." Others report earnings equal or better. Big money wholesaling.

WRITE NOW
Get in on the ground floor—act quickly before others start. These machines pay big anywhere—no town too small. Get full details of this new, profitable business—costs nothing to investigate. Write today.

BUTLER & BUTLER,

Dept. 18, 5650 Lake Street, CHICAGO.



Attractive Prices and Merchandise Suitable

- for Sheet Writers, Concessionaires, Etc.
 - Gold-Plate Military Spectacles, Dozen..... \$3.00
 - All-Shell Military Spectacles, Dozen..... 6.00
 - New Scissors Tays, Gross..... 3.50
 - New Jumping Frogs, Gross..... 2.00
 - Squawkers, Gross..... \$1.50, \$2.25, 3.25
 - Opera Glasses, Dozen..... 6.00
 - Victory Canary Songsters, Gross..... 22.00
 - Combination 5-in-1 Tools, Dozen..... 2.00
 - Gillette Type Razor in Nickel Box, Dozen..... 2.75
 - Fancy Bed Chains, Dozen..... 6.00 to 8.00
 - Fancy Drug Bottles, Dozen..... 50¢ to 6.00
 - 10 J. Platinum-Finish Wrist Watch, Each..... 4.55
 - Ladies' Nickel Wrist Watch, on Leather Strap, Each..... 3.40
- RED, WHITE AND BLUE PARASOLS, AIR AND GUN BALLOONS, SQUAWKERS, PAPER HATS AND A FULL LINE OF CARNIVAL NOVELTIES. New Catalogue will be out in May. DEPOSIT REQUIRED. GOLDBERG JEWELRY CO., 816 Wyandotte St., KANSAS CITY, MO.

JUMBO SQUAWKERS WHIPS

Largest JUMBO Squawker ever made, 100,000 of them at \$4.50 per gross. SILENT AND CELLULOID handles, from \$6.00 up to \$12.50 per gross. Celluloid Pin Whips at \$8.00 per gross. Also AIRPLANES, Paper Hats, Knives, Cans, etc.

FOLLOWING LIST OF GAMES:

High Strikers, Dial Strikers, single and double; Machines, Clown Ball Game, Sam Yanson Ball Game, the great Funnel Ball Game, Hand Strikers, Mechanical Man, Wheels, etc. SEND RIGHT AWAY, TODAY, for Catalog, Enclose stamp. It will bring you some of the BEST MONEY-MAKING propositions for 1923. DO IT NOW. Address MOORE BROS., Manufacturers, Lapeer, Michigan, for over 15 years.

SALESMEN of ability can earn \$100 per week selling our \$5.000 accident and health policy for only \$12.50 a year; no dues or assessments; hospital benefit, surgeon's fees and other attractive features covering every accident and sickness; either men or women accepted, ages 16 to 70 years; excellent side line. Address, with references, L. B. SMUTZ, Mgr., 710 LaCade Gas Bldg., St. Louis, Missouri.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

without any discovery being made as to the guilty parties. In my estimation it was an inside job and was well handled, as never to my knowledge has there been any light on the robbery.

The Unforeseen Troubles and Often Fatalities That Occur to Circus Managers

WITH seventeen more days to show in Texas the Poropugh & Sells Brothers' Shows were quarantined as they ran into Houston from Gonzales. Armed guards prevented us from getting off the trains. Altho we had no sign of sickness with the show, the temper of the people was aroused and we were in for it. Two cases of cholera, which were reported after we had left San Antonio, caused the scare. Anyone who has been there will tell you that the people get panic-stricken whenever a scare is started.

We were ordered to get out of the State immediately. But how? They would not allow anyone to get off the train. Finally Peter Sells and the writer, favored by darkness, escaped the guards, got to the railroad officials and made arrangements to take the show out of the State via Dallas, thence to Texarkana and out of the State.

These rungs by the show were tragic almost, for when we arrived in Dallas it had been on the road for forty-eight hours without food or water. There the citizens would not let our people off the trains, or even give or sell us food and water. We had a few sandwiches handed to us on long poles. The whole populace acted like Indians.

That night while going thru Texarkana the writer had three carloads of food, hay and grain attached to the moving sections (no stop allowed) and a run was made to an old siding in Arkansas, fifty miles east, where there was a water tank. Then we fed the people, stock and animals for the first time in nearly four days. We were lucky in that we lost only two or three small animals. But we nearly starved the people.

John Robinson

The John Robinson Show, the czar of the Southern country for nearly a quarter of a century, always did well. The Negroes had a sort of reverence for old Massa John and no show for many long years could compete successfully with the old original John Robinson aggregation in the Southern country. The old "Governor" went South immediately after the war when it was a dangerous game for Northern men to go down there, yet he made his route, not without some serious trouble, and brought his show home intact.

Ringling Brothers

While retrospection has run true to form in this little narrative, we could not close without a brief mention of the present wearers of the crown in the show business. Very little to be said, only in the utmost praise.

The early struggle of the Ringling Brothers, their uphill fight for supremacy, their indomitable purpose to run a clean show, their improvement of the morals of the entertainment, elevating the tone and management until they have a record of perfection among the leading business houses of the world. Long life to them. Their prosperity is assured.

I might look ahead a year or two when the contents of the telegraph wagon will be sent via air from one exhibition point to another.

White Elephant War

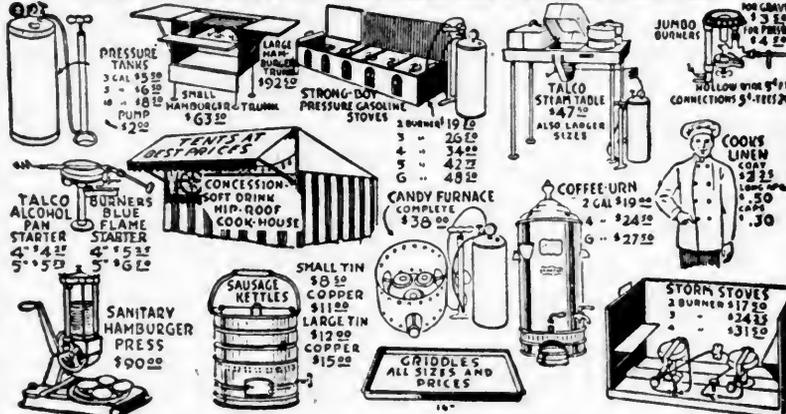
The White Elephant War engaged the attention of the show world nearly two years. P. repugh and Barnum wasted fortunes in unnecessary advertising in newspapers and on billboards. While it lasted it was a bitter fight and proved to be the alibi on which a subsequent division of country was effected between the two shows, one show in the East one year, the other in the West the same year and vice versa.

Beveridge Wild West

The Beveridge Wild West Show was a Helena, Mont., outfit except the cars and other paraphernalia which were bought at Peru, Ind., of Ben Wallace. Doc Colvin was manager. The show opened at Joliet, Ill., and a few weeks of fat business was followed by a war be-

COOKHOUSE GOODS --- JUMBO BURNERS

Strong Boy Stoves, Tanks, Pumps, Griddles, Hamburger Trunks, Steam Tables, Coffee Urns, Linens, Juice Outfits, Candy Floss Machines, Warmers, Hamburger Hand Grips, Tamale Kettles, Lights.



Our line of Cookhouse and Concession Equipment and Supplies is well known and the most complete and reasonably priced in the country. We have just the sort of goods the Roadman needs. You are cordially invited to write us, stating your requirements, and we will mail catalogue.

TALBOT MFG. COMPANY, The Reliable Supply House, 1213-17 Chestnut St., St. Louis, Mo.

BALL GUM AND CANDY NUTS

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Get our new idea Gum, Peanut and exquisite Perfume Machines. Easily placed. Small investment.

Write for our circular, containing full particulars.

WALTER GUM CO., 740 Flushing Ave., Brooklyn, N. Y.

YOU SHOW MEN

Must have Good Music to get the MONEY.

Let me make your organ play as good as New. Either at my shops or at your home. Satisfaction Guaranteed.

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MINTS

One Cent per Package. Write for quantity prices. PEERLESS MINT CO., Toledo, Ohio.

Concession Frame Tents 6x8, 8-oz. Khaki, \$18.40; 10-oz., \$22.50; \$10, 8-oz. Khaki, \$21.00; 10-oz., \$24.40. 1/3 cash, balance C. O. D. TUCKER DUCK & RUBBER CO., Ft. Smith, Ark.

Look thru the Letter List in this issue. There may be a letter advertised for you.

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Adler-Jones Supreme Floral Sheeting 95c a Yard

We offer the famous Adler-Jones Quality Chrysanthemum Sheeting, any color, at 95c the square yard. This Sheeting cannot be surpassed in Quality, and is not duplicated at our price.

A Real Opportunity—Order from Adler-Jones See Our Prices on

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CARNIVAL AND CONCESSION MEN OUR CATALOGUE FOR 1923



will be ready to mail about May 1. Send us your permanent address and we will mail you one as soon as it comes off the press.

We have in stock ready for the opening of the season a full line of American-made Balloons, Transparent Gas in round and sausage shapes, Air Balloons, round and sausage shape; Patriotic, Printed, Chinamen, etc. Balloon Sticks, Toy Whips, Rubber Balls, good Flying Birds, Jap Crook Canes, Flags and many new Novelties. Jap Nested Baskets, Dolls, Kettle Kats, Silverware for Wheels, Canteens, Pearl Bead Necklaces, Dice and Desk Clocks and a large Variety of Goods for Hoopla and other Games. Salesboards, Percentage and Paddle Wheels, Serial Paper Paddles. Large line of Watches, Clocks and Jewelry for all purposes. Knives, Safety Razors. Don't fail to get our catalogue. We ship orders the same day they are received. Our service is unsurpassed. We sell wholesale only. We do not sell consumers. Give us a trial order. If you don't know us, we both lose money. Address all inquiries to

SHRYOCK-TODD NOTION CO.

822-824 N. 8th Street, ST. LOUIS, MO.

HIGH STRIKERS WILL GET THE COIN THIS YEAR

"MOOREMADE" Strikers easy to PUT UP AND DOWN. 27 ft. HIGH and in 4 sections, packed in 2 crates. "MooreMade" Machines are THE BEST NOW for One-Man Outfit. Can't be beat. Write for catalog. "MooreMade" Double Hit Strikers will make YOU the DOUBLE Money this year. BUT you should ORDER EARLY. We manufacture great many other GAMES that GET THE MONEY. Our \$110 DIAL STRIKER is one that YOU should send for the catalog. Extra Heavy Bumpers, Largest BELLS, Steel Parts used in "MooreMade" Strikers, which makes them the STRONGEST on the road in 1923. Send stamp for catalog. We are Sorensen Whip Mfrs. also. Squawkers, Balloons, Novelties. Get big money yourself this year. 1923 models ready. Over 15 years same.

Address MOORE BROS., Mfrs., Lapeer, Mich.

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

Cowboy Sports and Frontier Contests

(Continued from page 10)

to the management, but the cost to the game is great. The remedy is an organization that will give continued positions to capable, honest judges and that will cast off the poor and dishonest ones.

No. 3.—Contestant cliques which attempt to bar all those who are not members of the inner circle, who procure the best mounts in bulldozing and who form a trust and try to exclude all others from having an honest chance in the competition. The remedy: A fuller knowledge of the damage they are doing to the game, rules that will prevent such trusts. This can be brought about only by the proper organization.

No. 4.—The judge buyers, those parasites of the contest game who divide their winnings with dishonest judges, who are traitors to their own sport and a curse to their fellow contestants (and why they are not ostracised by honest contestants who know them, I cannot understand). The remedy is an organization that will convict and bar them from the game.

No. 5.—Jealousy among contestants and managers. The remedy: An organization that will show them that much more can be accomplished by all pulling together.

No. 6.—The championship evil, which is almost wholly the fault of the managers and promoters. A real championship title given by a nationally recognized association of managers would be worth more than any purse that has ever been offered in the contest game.

No. 7.—The disgraceful conduct and publicity attending escapades of some who seem to be of the opinion that the cowboy must be a loud-talking, liquor-drinking, gun-toting demon from roaring gulch. The remedy: An organization that would make them behave or bar them from contests.

No. 8.—Lack of interest by managers and contestants in their own business or those things pertaining to the welfare of their business. In this case the evil is most flagrant and it is only necessary to state that The Billboard is now the only publication in America that devotes columns of space in an effort to uplift the sport, yet this lack of interest is so apparent that it seems that fully four-fifths of those whose livelihood depends upon the future of the contest business give the matter of organization and other vital requirements of the business only passing interest.

Real Organization Needed

IN CONCLUSION let me say that I hope that I am not misunderstood. It is not my intention to declare myself the "savior" of the contest game. The saving of the game can only be brought about by a fuller understanding, frank and honest discussions, a real organization of honest, capable managers, and help from every one who really wishes to see Cowboy Sports prosper and gain in popularity. I have made plenty of mistakes, and perhaps I have helped to damage the game. I do not deem myself so innocent that I would cast the first stone, and I point the finger of scorn at no particular person, but if you have spent just a little time in any branch of the contest business you know that the evils of which I have spoken really exist, and down deep in your heart you know that real Frontier Contests or Cowboy Sports are the greatest all-American sports in the world—sports that should annually attract as many spectators and as big gate receipts as our national pastime—baseball.

A few years ago when the publicity broke regarding the world's baseball series scandal, baseball staggered and came near toppling from its throne, but the keen-sighted business men at its head quickly purged it of its parasites, grasped a firmer hold, straightened and saved the sport and baseball has grown more popular than ever.

The men who are at the head of the Cowboy Contests can save the staggering, stumbling sport by proper organization, but it will surely die if those who should be vitally interested in the sport as a whole wrap themselves in their own contest and let the rest of the world go by.

Exhibitional Flying

(Continued from page 15)

Present Thrill Dispensers

THE exhibition field is today well supplied with expert stunt pilots, who have all aided the fairs by their presence. Not intentionally trying to overlook any of the fliers who are considered the most popular today in fair work, will name, first, "Billy" Brock, Jimmy Faulkner and Paul Milner, all of the Boyer Flying Circus; E. H. Lee, Dallas Spear, Nelson Kelly, Dave Behncke, Pilot Hermance, of Florida; Earl Danagherly, Bob Blair, Vern Onie, C. B. D. Collyer, Bert Blair, Ray Applegate, W. A. Yackey, Shirley Short and E. Fosnaugh.

Space will not permit of a review of the work of all the present thrill dispensers, so shall only mention a few of the most prominent in the field. There are perhaps but few in the amusement world who have not seen or

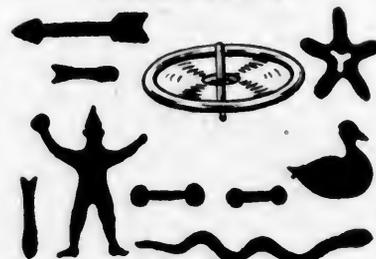
AY-WON WINNERS! RADIO REX



"THE WIRELESS DOG"—A Wonderful Novelty. Put the dog in the kennel, clap your hands, or call him "Rex", and he will come out to you without touching him. Cash must accompany your orders. Packed each in a carton, 6 1/2 inches long, 4 inches wide, 7 inches high.

PRICE, \$16.00 PER DOZEN
Sample sent parcel post, prepaid, for \$2.00 each.

"HARRY"



THE MARVELOUS MAGNETIC TOP, With Many Figures. By spinning the top it makes the most figures dance back and forth. There are about ten different figures with this top, including Snakes, Arrows, Dumbbells, Ducks and Fish. Will amuse young and old to watch the marvelous operation of this wonderful novelty. A tremendous seller when shown. Each top packed in an attractive lithographed box, complete with figures and instructions.

IN GROSS LOTS, \$8.50 PER GROSS
Sample Dozen, parcel post prepaid, \$1.00
Sample orders cash in full.



The Bootlegger Hand Puzzle

Take the Boot and Bottle from the hand if you can! This is an interesting puzzle, made of steel. Will sell on sight. Neatly packed one dozen on a display card. Each Puzzle with instructions. Price, \$8.50 in Gross Lots. 3 Dozen in Box for \$25.00 per Box, sent postpaid. No samples sent.

Victory Canary Songsters
PRICE: \$1.80 DOZEN.
\$20.00 IN GROSS LOTS.
Samples, postpaid, 35c each

NO CATALOG.
25% Deposit on All C. O. D. Orders.
AY-WON TOY & NOVELTY CORP.,
494 Broadway, NEW YORK CITY

Soft Drink Glassware



Write for circulars of complete "Jules" Flavor and Equipment.
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RINGS THE DIMES!

High quality, quick seller, for Theaters, Carnivals, Fairs. Concessionaires retailing them like hot cakes at 10c each. Case of 960 bars brings \$96.00—net profit \$46.00.

Order TODAY from any jobber or send us \$5.00 for trial case, \$35.00 balance, C. O. D. by express prepaid in the East, freight in the West.

Ideal Cocoa & Chocolate Co.
39 Park Place, New York City.



EXACT SIZE—Wrapped in Maroon Flint Paper Embossed in Gold.

A New Butter-Kist Popcorn Machine at Half Former Price!



HERE'S a marvelous money-making opportunity—a beautiful, new automatic Butter-Kist Popcorn Machine at half what former models cost.

A great proposition for Fairs, Carnivals, Circuses Amusement Parks, Theaters, etc. Within a few hours after its receipt you can be earning big profits, selling to crowds of merry-makers the world-famous Butter-Kist Popcorn.

The "Gold Mine" is a beauty. Attractive mahogany-finished cabinet. Handsome, gleaming glass sides. Highly-polished nickel parts. Takes up little room. Feeds, discharges, pops and butters the corn automatically. Keeps the corn warm and crisp after popping. Produces thirty 10-cent packages an hour.

Butter-Kist Popcorn sells fast—especially at Carnivals, Fairs, Amusement Parks, etc. It's nationally known and advertised. People go out of their way to buy Butter-Kist. F. J. Studer writes, "My Butter-Kist Popcorn profits have averaged over \$900 per year for six years". R. C. Haegg says, "First six months' sales went over \$2500". Many are making even more. And remember out of every dollar's worth you sell, you keep 65 cents as your profit. The compartment for peanuts means additional profits from easy sales.

The Butter-Kist Popcorn Machine attracts customers whether in use at Circus or Carnival—Movie Show or Street Fair. For a small down payment you can put this profit-maker in your park or theatre. Builds trade. Makes big profits. Write immediately for the new Butter-Kist Easy Payment Plan.

Butter-Kist Popcorn
"America's Oldest Treat"

HOLCOMB & HOKE MFG. CO.
World's Largest Manufacturers of Popcorn
Machines and Peanut Toasters
2168 Van Buren St., Indianapolis

HOLCOMB & HOKE MFG. CO.
2168 Van Buren St., Indianapolis, Ind.
Please send me, without obligation on my part, your free Butter-Kist book.

Name _____
Street _____
City and State _____
Business _____

The coupon filled in, will give you a quick start towards big profits. No obligation on your part. Fill in and mail TODAY.

BUTTER-KIST
Popcorn and Peanut Machines

Aluminum Ware!

**Highest Grade,
Lowest Prices**

All Leaders For This

-Season-

Investigate Now

CONCESSIONAIRES



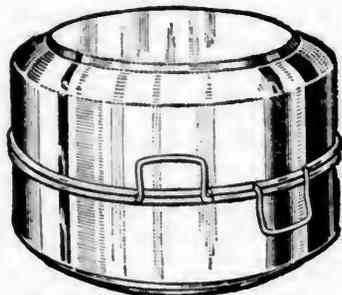
Our Aluminumware will prove the biggest money maker ever handled, because of its superior quality, attractiveness and extremely low price. It can be used on any concession where prizes are given, and leave enormous profits. The fact that this aluminumware has never been sold at the price we quote allows you to dispose of same more freely than anything that's ever been offered of its kind.

OUR BIG TEN ASSORTMENT

arranged especially for Wheels and Corn Games will prove a boomerang for operators. All big pieces, every piece a live one, equalized to eliminate the feeling that one may be getting a larger prize than the other. **NO DISSATISFIED PLAYERS—ALL BOOSTS—NO KNOCKS.**

IMMEDIATE SHIPMENTS

All goods well packed, large stock always on hand assuring you of getting what you want when you want it. Write to-day or drop in to see us for pictorial and descriptive circular and price list.



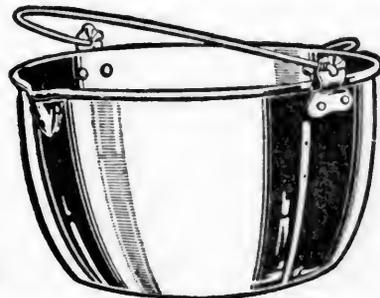
Chicago Distributing Company

Office and Sales Rooms,

35 South Dearborn Street

CHICAGO,

ILL.



heard of "Jersey" Ringle, that unassuming and sociable chap from Chattanooga. Mark Campbell, of Venice, Calif., is another of like nature. Both seem to have been persuaded by their newly-acquired "better halves" to quit aviating and roam the world no more. "Bugs" McGowan, Dick Seal, Sgt. C. G. Button, Ernie Foshangh, F. E. Young, Burt Barr, DuJardin Fliers, and Gordon Holder are others who have held crowds in suspense with their daring stunts.

The Helicopter and the Glider

NOT since the days of the pusher type plane (seat built out in front of motor) have aviators been able to use the average half-mile track for landing and taking off. This has necessitated the using of an adjacent field with the present type of plane generally used for exhibitional flying. This point alone has caused some fairs to discontinue booking the airplane. But with the many new and smaller type planes now being put on the market, there will soon be enough of these planes and pilots to make the rounds of those who have had to go without. The present successful planes of which I speak are the Sperry and Longren types, which land and take off in a very small space.

Until such a plane reaches your section, would advise the smaller fairs to put on display the much-talked-of Helicopter type of flying machine, or a small motorless airplane, known as the glider. Such exhibits, well advertised and placed in the Art or Machinery Hall, will attract and interest young and old alike, thus doing a good turn toward boosting aviation, which is lagging in the U. S. when compared to the activities of other countries.

With newer designed planes and an ever-changing list of exhibitional fliers, the pioneers and their deeds are soon forgotten by the fickle public. The individuals who fostered and promoted the first aviation shows and flying circuses are even unknown to many in the exhibition game of today. Of these men, on whose shoulders aviation in the U. S. was carried along, the writer still remembers the name of Harry F. McGarrle (deceased), who promoted and managed the first aviation shows staged back in 1910, thru the East and South. Dick Ferris did likewise out in California along about the same time, and then there was Wm. Pickens, the man who made Barney Oldfield, Lincoln Beachy, Omer Locklear, Horace Kearny and Katherine Stinson famous thruout America. Others who were also instrumental in pushing aviation forward up to the time of the war included Harry E. Tudor, J. Alex. Sloan, John S. Berger, F. E. Young and the late Frank L. Albert.

The facts as I have given them should bear me out in my statement that the airplane, when correctly flown and managed, still remains a leading attraction, and it is to the fair committees' best interest as well as the public that they continue to present the best and latest in aviation attractions.

ANNOUNCEMENT

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We are ready to cater to your wants in the line of Dolls, Lamp Dolls, Beacon and Esmond Blankets, Bath Robes, Silverware, Aluminum Ware, Umbrellas, Baskets, Candy (Golden Brown Chocolates), Wheels, Manicure Sets, Salesboards, Pearls and Clocks. Send for Catalog and Price List today.

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Connect yourself with one of our live distributors
Pasnik Shakeless Cellars

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WANTED for the INTER-STATE AMUSEMENT CO.

Colored Performers for Plant. Show. People who double Brass preferred. Would consider good Vaudeville Performer who can change each night. I furnish complete outfit for shows. Athletic Man to take charge of show on percentage. All season. Good Man to handle Five-in-One, experienced Merry-Go-Round Help, Real Foreman who can get up on Monday. All Concessions open. No profit. Cashhouse, Hamburger, Juice, Blankets, Lamp Dolls, Corn Game, Silverware, Slum Wheel, Huckle Buck, Glass Candy, Ball Games, Aluminum. Anything that is legal come on. Bigger and better than ever. Show opens April 1st. Address all mail L. R. McCRIDE, Mgr., P. O. Box 64, Fort Smith, Ark.

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Look thru the Letter List in this issue. There may be a letter advertised for you.

Spangler "Quality Merchandise" Always in the Lead

TIE UP WITH A HOUSE THAT WILL ALWAYS GIVE YOU ALL YOU EXPECT FOR YOUR MONEY, AND MORE

All Spangler Goods Sold Under a Money Back Guarantee.

A Few of Our Leaders Listed Below.

Dozens of Other Live Sellers

ELECTRIC LIGHTED VANITY CASES: Large octagon, genuine cowhide leather. Center tray elaborately equipped with gold finish fittings, beautifully lined, two mirrors, to retail for \$15.00. Yours for \$5.00 Each, or \$54.00 a Dozen. In Patent, \$48.00 a Dozen. Sample, \$4.50.
 In Keystone Shape, best fitting, three fittings and change purse. Greatest value ever offered at \$ 8.00 a Dozen. Sample, \$2.00.

LAMPS: Beautiful Boulder Lamps. 15 inches high, mahogany finish base. Complete with latest shades. In artistic silk shades. \$24.00 a Dozen, Sample, \$2.50.

MANICURE SETS: We are featuring a 21-piece Ivory Finish Manicure Set. Put up in satin and velvet lined imitation leather covering at \$13.50 per Dozen. Sample, \$1.50. Same set engraved in black, blue or rose, \$17.25 per Dozen. Sample, \$1.75

FISHING REELS: Sixty-yard capacity. Quadruple Multiplying. 2-inch spool discs. Packed in 4 individual boxes. Retail for \$6.00. Our price by the Dozen, \$24.00. Each, \$2.50.

FLASHLIGHTS: Bull's-eye Lamps. Three times the brilliancy of ordinary 2.5-volt bulbs. 1 1/2 x 3/4 vulcanized fibre. Flash contact button. Slide lock for permanent light. Convex ground lens. Retail for \$1.70. By the Dozen, \$12.00. Sample, prepaid, \$1.25. Larger sizes proportionately low in price.

ELECTRIC TORCHIER LAMPS: 18 inches high. Not the cheap kind, but an article which, as one of our customers describes it, "Looks like a hundred dollars' worth." Command your own price. Our price to you, \$24.00 a Dozen. Sample, \$2.50.

MEN'S RUBBER BELTS: We bought several hundred gross of the better kind with stitched edging. By the Gross, \$14.50, with Roller Bar Buckle. With Grip Buckles, \$16.50 a Gross. Sample, 25c.

THREE-IN-ONE SHOPPING BAGS: With top flap. Classiest and best Bag ever offered at \$54.00 a Gross. By the Dozen, \$5.00. In brown Spanish leather, \$9.00 a Dozen. Sample, \$1.00.

CANDY: Highest grade hand-dipped chocolates put up in attractive boxes at 38c a Box of 14 ounces net. \$4.20 a Dozen.

MEN'S SILK TIES: We have picked up a large job lot of beautiful Fibre Silk Knit Ties. Not the cheap kind, but a high-grade tie in assorted patterns. While they last at \$4.25 a Dozen.

SILK SHIRTS: If interested in high-grade Silk Shirts at prices that will surprise you ask for Special Circular No. 21. Dozens of other live items. Send for Catalogue No. 2.



160 N. Wells St., Chicago, Ill.
SEND FOR CATALOGUE.

The Heart of the Prairie

(Continued from page 12)

who during the summer months manage a couple of thousand acres of land. The part of Zeke Swinney was acted by a young man who knows farm machinery in every particular. Dick Larrabee, Factotum to David Harum, and Amos Ehrlich, Landlord of Eagle Tavern, were taken by two brothers, both of whom were brought up on the farm and intend to go back. Widow Cullum, Mary Blake, Deacon Perkins, Chet Timson, John Lenox and General Wolsey were exceptionally well taken by young men and women, some of whom come from farms and small communities. The cast was one of the best the writer has ever had the opportunity of training or seeing in that particular play.

Three Incidents Regarding "David Harum"

THREE incidents in regard to the comedy, "David Harum", I shall never forget. One was at a Farm Bureau picnic in Walsh County, near the Canadian border line. The play was the feature of the afternoon program. It was during the month of June and, altho the weather was threatening, a big crowd assembled to witness the production. The stage was built of rented plank from a lumber yard in a nearby town. Wires were stretched from tree to tree on which were hung green draperies. Just before the opening of the play it began to rain. This, however, did not dampen the interest of the audience, for they stayed all thru the production. They sat in the rain with their umbrellas up, intently interested and applauded during the play, and then at the end of every act in a manner that showed that they got every point of the great American novel. The makeup of the young Thespians, which was partly washed off by the pouring rain, did not in the least affect the production. A few days later the same play was presented in a large tent at the Stutsman County Fair at Jamestown. The tent was located about 600 feet back of the grand stand. One evening the temperature rose to a very high degree, but the excessive heat did not affect either the size of the audience or their interest in the production. Everybody at the fair said it was the feature of the whole program outlined by the board of directors. Folks for miles around told their friends about "David Harum".

During the past twenty-five years it has been the good fortune of the writer to see different kinds of plays and various programs presented in town halls, basements of schoolhouses, churches, homes, country stores, gymnasiums, auditoriums, theaters, hotels, streets and numerous other places, but I never had the opportunity of seeing a hasehall diamond used for a play and on Independence Day, which was the case with the play, "David Harum". The American Legion boys down at Lisbon, N. D., wanted me to bring the play there as a feature of their evening program. A little after 6:30 o'clock in the evening a frame made of two-by-four scantling was erected. The center of the frame was about nine feet from the home plate and on it 11-foot green draperies were hung. An old, soiled canvas from a nearby farm was laid on the worn ground for the stage. Automobiles and batteries furnished the light necessary for the production. The baseball pits, where the players stayed until called on to bat, were used as dressing rooms. Within an hour after the stage was erected the bleachers were packed. For two straight

hours several hundred people listened to "David Harum"—not a soul left, or was a firecracker heard. It was the most unique performance ever experienced by the producer.

Last year the "Bonnie Brier Bush", by Ian MacLaren, was presented to several crowded houses. Luchlan Campbell, William McLure, Archibald McKittrick were acted in a manner which brought many favorable comments.

One might go on and relate incident after incident to show not only the type of plays presented, but the wide influence the Little Country Theater has on the social life in country communities in this great Northwest.

At the North Dakota State Fair

Last July the North Dakota State Fair Board at Fargo turned the old dairy building and land adjacent to it over to the Little Country Theater of the North Dakota Agricultural College, to be converted into a Community Building and Playground.

The grounds and buildings are ideal in every respect, something that can easily be duplicated in any country community in this or any other State. The grounds are large enough for the athletics, picnics and celebrations of the average community. Eventually they will be surrounded by a hedge, planted to trees, and made beautiful as well as practical and useful. The building is forty feet wide and sixty feet long, with a white exterior and green roof. It will seat about 400 people. The windows, which afford excellent ventilation, are high enough to allow plenty of wall space for exhibits of all sorts, especially for community and school fairs. The stage is forty feet in width and fifteen feet in depth, with a proscenium opening twelve feet in height and eighteen feet in width. The interior is tastefully decorated and arranged so that it can be used for any kind of an occasion.

The aim of this community project, which is sponsored by the North Dakota Agricultural College, is the same as that of the Little Country Theater which is the original and one of the leading country life laboratories in America. The object is to stimulate an interest in the characteristic activities of a country community which are athletics of all sorts, exhibits of every kind, music, both vocal and instrumental; public programs, including plays, festivals, pageants, addresses, demonstrations, illustrated lectures, readings and talks; social functions, such as picnics, parties, receptions and indoor socials. In other words, this typical community center which was inaugurated at the State fair last year, will serve as a medium thru which the people of the country communities will be able to present their home-talent programs, thereby encouraging other communities to do likewise. This will have a far-reaching effect in building a bigger and happier country life.

Several interesting programs, demonstrative of what any community can do, for every community has a wealth of hidden talents, were presented during the fair week. One afternoon a program illustrating athletics, exhibits, music, the drama and social functions was presented by a group of country school teachers and others interested in country life. A picnic followed the program. Three afternoons the Bergen Township Farmers' Club, located a few miles from Pekin, N. D., presented "Back to the Farm", a three-act comedy by Merline Shinnway, to packed houses, hundreds being turned away. The Bergen Township Farmers' Club, one of the most active in the State, was organized several years ago at the instigation of County Agent Kristianson. The object of the club, which has a membership of about

300, is to make the township one of the most attractive communities in the State in which to live. All the members are interested in better farming and in the raising of more and better live stock. The ten characters in the play all lived on farms. The total acreage of these farms is over 6,000. The play was originally presented by the cast the last week in May in Matt Hovell's barn, a short distance from Bergen School Number Four, where the club holds its regular meetings. The barn was packed to the eaves and between two and three hundred people turned away. The crowd was enthusiastic in its praise of the splendid acting done by the cast. The acoustics of the barn were perfect. The club has already started a fund for a community building which will be right in the open country.

The play was trained by Elizabeth Stahl, formerly a country school teacher and now a farmer's thrifty wife. In addition to these features there were band concerts and other types of programs. A playground worker was in charge of the younger folks and showed them all kinds of games on the surrounding lawn.

The building was filled with various exhibits, including an art exhibit, 100 photographs of community buildings, scores of pictures of floats, festivals, plays and pageants, and a country-life bookshelf containing the best books and literature on athletics, exhibit arrangements, music, drama and social functions.

Nothing was left undone to make this community center attractive and genuine in every respect. The thousands that passed thru the fair gates inspected the building and grounds and made themselves at home.

In short, the Little Country Theater is THE HEART OF THE PRAIRIE, dedicated to the expression of the emotions—of the life of country people everywhere and in all ages.

United We Boost, Divided We Bust

(Continued from page 7)

and expositions that have driven back the darkness and beckoned us to where we are.

Round-Table Talks

"It is always fair weather

When Fair fellows get together."

Great good comes from the splendid meetings that fair managers annually hold. These have grown to be useful and helpful to every branch of fairdom. Years ago these meetings were little more than junket trips. Today these meetings are a business event and a mighty uplift for bigger and better fairs. The elegance of letterheads now used is in striking and strange contrast to the old letterheads which had the appearance of being printed with apple butter. The letterhead is an index of the fair it represents.

Pageants, motion pictures, photographs of high-spot features of the fair, permanent buildings, higher-class attractions, concessions, uniformity of premium classification, dates, racing programs, combination advertising, are all results of annual conventions and round-table talks. Men become great in fair management the same as men do in other walks of life. We should appreciate and thank those men and women who have won the title of leaders in the fair game or in any of its branches. Who will invent a man or set of men who can and will furnish fairs with half a dozen high-class shows?

The Billboard's Mission

Fair folks, the world over, should take off their hats to The Billboard. It is eight thousand miles thru and twenty-five thousand miles around. It is the clearing house for play folk and fair folk. It is a mighty card index for indoor and outdoor sport and show. It broadcasts fair dates and fair news everywhere. It carries the fair boys' message. It is the night key to any and all classes of entertainment. There ought to be a national association of county fairs. This would be easy because the States are already organized. We nominate the genial editor of The Billboard as the proper person to issue this call to colors; Forward—The fairs!

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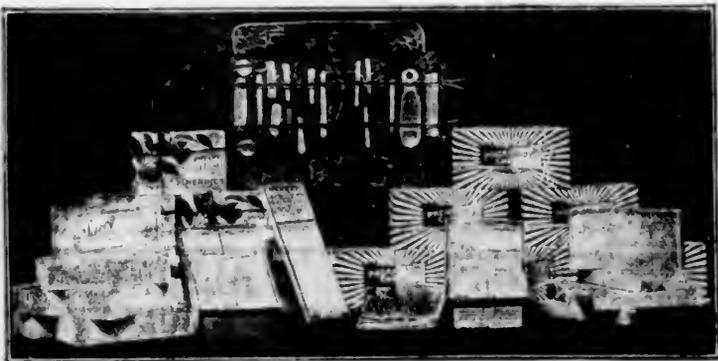
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Music Everywhere

(Continued from page 9)

of the county, and of utilizing community programs in celebration of national holidays.

As suggestions we offer the following selected from a list prepared by Community Service: "The New Era", a pageant of patriotism and reconstruction which has been successfully performed in many parts of the country; "A Pageant of Independence Day" (this is especially adapted to city communities. From 150 to 500 can take part and it contains several stirring scenes); "The Pageant of Patriots" (this is a pageant for young people from 8 to 25 years of age. It contains dialog, pantomime and dances. Requires from 150 to 500 as desired); "Under the Stars and Stripes" is a festival of citizenship and is intended to bring together in closer understanding the various nationalities and groups of a community. It includes singing games, folk songs and dances, national anthems and marches of more than sixty nations.

Music at Fairs

MUSIC as an entertainment feature at county, district and State fairs has already been successfully used at many of these celebrations. As has previously been stated in The Billboard, several fair associations expend thousands of dollars every year for their musical programs. The Minnesota State Fair spends from \$5,000 to \$15,000 annually for music. The Canadian National Exhibition of Toronto guaranteed the sum of \$12,000 for the production of grand opera at the fair in 1922 and the receipts more than covered the guarantee and the cost of the production as well. The Iowa State Fair last season, for the first time, presented grand opera under the direction of A. F. Thavlu. The second act of "Aida" was put on, with the principal roles sung by artists of Mr. Thavlu's company, and a chorus recruited from among Iowa's singers. The result was more than satisfactory, and as several other fair associations sent representatives to see the production and reported favorably it is said other fairs will have grand opera as one of the features of the 1923 fair.

Perhaps here again will be raised the objection that this is too costly for many fair associations, and again we would call attention to the material available which permits selection within the means of any organization. There can be had musical plays, pageants, operettas, etc., ranging from the inexpensive pageant to the most elaborate production. We suggest any of the following pageants: "America, Yesterday and Today", three speaking parts, 200 to 500 may participate. An outdoor pageant, but can be given in large hall; "Glory of the Crimson Cross", a Red Cross pageant in six episodes. Not difficult to produce; 250 men, women and children are required for the performance. (If operettas there is likewise a wide choice; "All at Sea" (a Gilbert and Sullivan Dream) is in two acts. Songs and choruses are from "Pinafore"; "Pirates of Penzance"; "The Mikado"; "Iolanthe"; arranged and adapted by H. W. Loomis; 25 principals required and the chorus may be as large or as small as desired. "Contest of the Nations" is particularly suitable for use by fair associations, as it permits of utilizing community singing organizations, musical clubs, etc., as the number of people who can participate may vary from 50 to 5,000. This pageant-like operetta represents competition between the nations in singing, dancing and picturesqueness. It may be given with or without dialog and the time of performance is one hour. Four operettas on which no royalty must be paid are "Manzelle Taps"; "Captain Crossbones"; "Yokohama Maid" and "The Lass of Lunerick Town"; then operas which may be rented include "Eileen"; "Princess Ida"; "Mlle. Modiste"; "The Gelsa"; "San Toy"; "Erminie"; and many others the names of which can be had by writing the concert editor of The Billboard.

Anywhere, everywhere there is a demand for more music and better music, and committees interested in promoting the welfare of communities, of rural districts, of cities, directors of fairs, managers of parks, will find quick response whenever they present musical programs as a part of a recreational program. Make MORE MUSIC and BETTER MUSIC the slogan and the goal for the summer of 1923.

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WE'RE BOOSTING YOUR GAME, BOOST OURS—MENTION THE BILLBOARD.

A Chautauqua Review

(Continued from page 11)

Signs of Danger

THERE have been plenty of signs that this danger point was being reached, but we have disregarded them until it was too late. The most easily read sign is that of forcing the business. When the saturation point has been reached, and the bureau manager becomes desperate, then he begins to take contracts without any guarantee—that is a most important danger sign. No enterprise or business can be run successfully without a guarantee. Every grocery man receives a guarantee when he hands over a pound of sugar that that sugar will be paid for. He is not guaranteed that his business will yield him a profit at the end of the year. But he does require a guarantee that he will receive his money for the goods he gives to you over the counter. The chautauqua or lyceum bureau does not ask to be guaranteed a profit in its business, but it must ask to be guaranteed pay for the goods it delivers, or ruin will follow. The artist must be guaranteed that he will receive his fee for his service. Any other plan means dissatisfaction for the public and ruin for the bureau. Platformists who are willing to go out without guarantee are not worth a guarantee. The only purpose in the wide world for a community in putting on a chautauqua is that they may have the benefit of the worth-while artist and not the cheap impostor who is willing to work for a handout. The increase of the chautauquas which were being borne on the shoulders of the bureaus was indication enough that the word chautauqua was oversold.

What Is To Be Done?

JUST what is to be done is the problem before the bureau. If the writer were able to answer it thoroly he would have been able to have dominated the business long ago. But it seems to be that the solution perhaps lies in a system of county organization which would enable the towns of the counties to cooperate instead of compete. If that can be done another ten years will see a healthy growth in the number of platform enterprises and the prosperity of those who are making it their life work.

My Experiences in the Carnival Field

(Continued from page 16)

organizations were brought into existence; but the small shows, which were legion, continued to operate all over the country and were compelled to pay the same overhead as the large shows and, in order to meet the almost prohibitive expense of operation, were practically forced to use the '49 Camp and the girl show. Merchandise wheels were turned into money buybacks, and the innocent knife racks and dart galleries and other grind stocks were changed into lineups and thieving joints.

This practice has caused the smaller cities of the country to a greater extent than the larger cities to be infested with a gang of thieving, immoral parasites who had and still have the nerve to bill themselves as carnival organizations. Like the story of the pitcher that went to the well once too often, the so-called grafting carnival went before the public once too often, until the word at last is recognized as a thing to be shunned and avoided.

It cannot be said, however, that shows of other days were of a higher order than today. The reverse is nearer correct. Very few of the pioneers of the carnival game are they who never had a "cooch" and girl show. As a practical assertion, these particular attractions were the bulk of entertainment offered the public, if such can be termed entertainment. Today we find with the larger companies shows, riding devices and other features which can be found thru no other channel, many of which, in fact a majority, embody educational and amusement features not to be found elsewhere. These carnivals offer a diversion to hundreds of thousands annually who are unable to visit the large parks and amusement resorts. Their right to entertainment should be respected just the same as those more fortunately blessed with a greater portion of wealth.

The Present Clean-Up Campaign

THE present clean-up campaign directed against carnivals in general by various organizations thruout the country has not been caused by the fact that shows of today are going backward. True it is, there are many evils to be corrected and should be suppressed if the business is to live, nevertheless the car-

(Continued on page 254)

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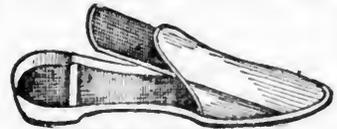
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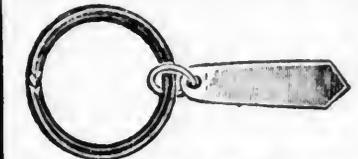


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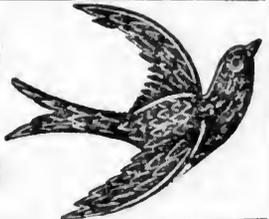
Per Gross \$2.00

Blue Bird

Brooches

Per Gross

\$1.00



BEAD NECKLACES

Assorted colors. Gross --- \$2.50



GLASS ANIMAL CHARMS

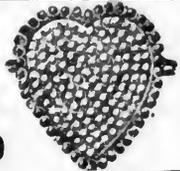
Assorted. Cats, Dogs, Rabbits, Bears, Elephants.

Per Gross \$1.50

Blue Heart

Brooches

Gross, \$1.50



HALF ROUND BAND WEDDING RINGS

Electro plated, highly polished.

Gross, \$1.00



LADIES' STONESSET RINGS

Gross, \$1.50

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PHONES, WATKINS { 10401
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San Diego a Mecca for Theatrical Folks

(Continued from page 18)

Marie deBeau Chapman, a past favorite as leading woman on the melodramatic circuit of Stair & Havlin, formerly with Anna Heid in musical comedy; also with Raymond Hitchcock, Gaskill & McVitty, Wm. F. Mann, was the original Tempest in "Tempest and Sunshine", Salome in the "Holy City".

R. A. Chapman, for twenty years associated with the amusement field, maintaining offices in New York and Chicago, as director and manager, press agent, formerly with Sidney R. Ellis, B. J. Morgan, Stair & Havlin, Wm. D. Mann, Gaskill & McVitty, now in real estate business.

Wm. Quinn, with Alcazar stock in San Francisco, and Morosco in Los Angeles, in pictures with Universal Company, now with Colonial Players.

Charlotte Treadway, Orpheum Circuit with Herbert Bashford, with Oliver Morosco production of "Upstairs and Down", toured Australia and New Zealand, with Brissac Players' stock at Long Beach, now leading lady with Colonial.

Alfred Cross, with Mrs. Fiske in "Madam Sand"; also "Peg o' My Heart", stock in the East and on the Pacific Coast, is leading man at the Broadway Strand.

James Dillon, "Floradora" Company in Chicago; Belasco stock in Louisiana, musical comedy, now with Cross Players, Broadway Strand.

John DeWeese, with Wm. H. Crane, Harry Beresford and Kolb & Dill, now with Cross Players.

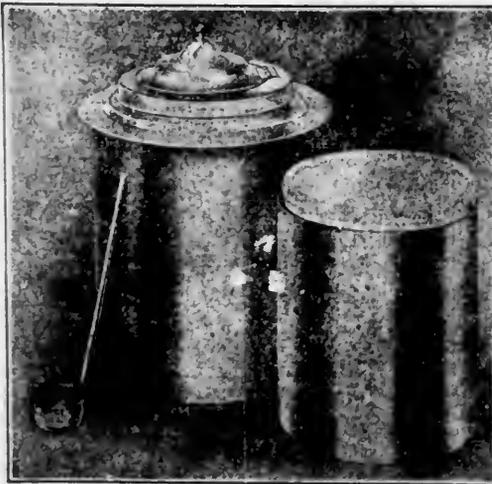
Agnes Akers, with Jaa. K. Hackett, "Bird of Paradise" Company, Keith Circuit, now with Cross Players.

Marie Van Tassel, with Oliver Morosco's "Wait Till We're Married", vaudeville, stock at the Fulton and Ye Liberty in Oakland.

Murray Barnard, stock in Brooklyn, Wooster, Paterson, N. J., and Baker Stock Company, Portland, Ore.; with Blanche Ring "The Wall Street Girl"; "Three Tenors", with Clifton Crawford, "Cheating Cheaters" in Chicago.

Clarence Webster, formerly with Keith's Chestnut Street Theater Philadelphia; Franz Schubert Symphony Orchestra, "Pink Lady" Company in the West Coast, leader of the Savoy Symphony Orchestra, Pastorage Circuit.

William Mack, musical comedy with Ed. James, Marie, Joe Oppenheimer, with "The People's Art", vaudeville, now leading lady at Lyceum.



COMPLETE ORANGEADE SETS

Such as furnished by us to NEDICK'S, New York.

\$60.00 EACH

Write for our catalogue of soda fountain goods.

CECIL MANUFACTURING CO.

206 Canal Street,

New York City.

NEW GAMES For Parks, Piers, Resorts — Carnival and Fair — Concession Operators—NOTICE

THE RED DIAMOND TRADE STIMULATOR, the new stock store, a game of skill, can be played by any number of players from two to fifty; any kind of stock for prizes. Big flash. Fast and fascinating. Takes the place of wheels. F. O. B. factory, \$50.

BALL GAME

THE RED DIAMOND BALL GAME, the king of ball games, built for service. Fast, flashy and entertaining. Will hold the play. Automatic score display. Babies set up by pull of rope. No wait, no delay. A real money-making game at a popular price. \$25.00. F. O. B. factory.

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DIAMOND MANUFACTURING COMPANY, Maleta, Ohio.

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YOU Mr. High Striker Operator should SEE the NEW 1923 "MooreMade" then you will know that this Striker is the BEST ONE for 1923. YOU can earn \$50 per day with this FLASHY MooreMade. Larger Bells, heavier Bumpers, Steel Parts used in building the NEW 1923 "MooreMade". Get in early if you want 'em. Write today for Catalog of FACTS and FIGURES. Over 15 years and prices lowest now. MOORE BRDS., Mira, Lapeer, Michigan.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

Lou Newman, with Kitty Gordon, Western vaudeville, U. B. O. Circuit and Wilkes Players in Seattle, now with Lyceum Musical Comedy. William H. Hamby, playwright and author. Austa Pierce, stock. Barbara Guernsey, stock and pictures, now leading lady with Cross Players. Rex Cherryman, stock in Detroit, pictures, now with Cross Players. George Madison, stock. Fred Short, stock. Paul Scott, character actor, stock, now with Cross Players. Perkinus Fisher, in the Ezra Kendall sketch, "The Half Way House". Ed. Wendell, famous as "The Lost Boy", also in "Katzenjammer Kids". Esco Ives, formerly with Jim Post Company. Herman Gessler, formerly with Lombardi Opera Company. Sybil Stone, formerly with California Opera Company. Neal Anderson, vaudeville team Norwood & Anderson, nut comedians. Foster and Foster, vaudeville, comedy piano act. Howard and Dolores, vaudeville, singing and talking act. Lon Smith, vaudeville, team of Smith and Farmer. Reeves' Scottish Serenaders, vaudeville. Al. G. Hart, Ringling Circus in 1904. Jane Babcock, dramatic star. Julia Gray, one of the successful stars of Lincoln J. Carter. Willard Hutchinson, supporting E. H. Sothorn, also vaudeville. Austin Adams, producer and playwright. Bertha Vick, vaudeville, team of Morris and Sherwood. Louis Bernie, vaudeville, "Bernie's Musical Maids". Ed. Buckley, Buckley's Dogs. J. S. Angell, Angell's Comedians, stock. Fred Varin, vaudeville and minstrels, now in cleaning and dyeing business. Ferdinand Munier, road production "The Old Homestead", also stock. Isabel Maxon, stock. W. D. Gross, with Jas. A. Hearn in "Shore Acres"; also Robert Mantell. Joseph Dowling, character actor. Dick Harding, stock. Harry Becker, Canfield and Becker, song and dance artist. Fred Rawson, carnival and circus manager. Harry Ball, vaudeville. Prof. Falt, hypnotist. George Best, with Kolb and Dill.

Leaders of 1923

The articles illustrated are only a few of the many attractive and fast selling items in our new 1923 catalog. No concessionaire can afford to make plans for the new season until he has seen our wonderful display of novelties at our new show rooms. If unable to pay us a visit write for our catalog. It is yours for the asking.

Every Concessionaire in the Country Should Deal With Us

THESE ARE THE REASONS:

- 1—High quality merchandise at rock bottom prices.
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- 4—Our chief aim co-operation. We know your problems.
- 5—Price changes. Reductions voluntarily, whenever possible. Advances only when absolutely compelled.

Dolls, Doll Lamps, Novelties, Blankets, Auto Robes, Cameras, Clocks, Silverware, Beaded Bags, Pearls, Watches, Umbrellas, Ukeleles, Aluminum Roasters, Aluminum Buckets, Electric Utensils, Overnight Cases, Traveling Bags, Manicure Sets, Wheels, Paddles, Salesboards.

1923 NEW CATALOG NOW READY

FAIR TRADING CO., INC.

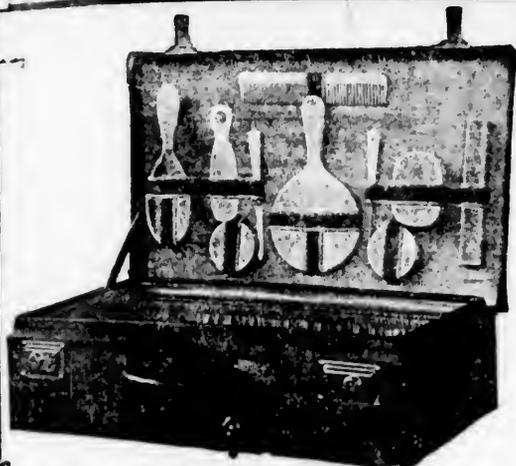
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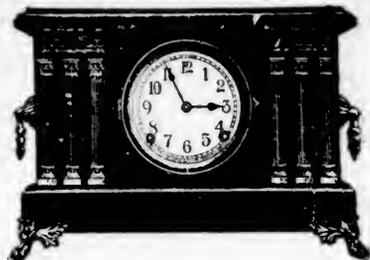
MORRIS MAZEL, President



No. 258—Code Name Sam—The best item on the market today. Will be the best seller of 1923. 20-inch Overnight Case. Made of extra quality leather finish Dupont. Silk finish lining in blue or pink. Fitted with 10 useful necessities. Remarkable value at..... \$4.50



No. 75—Code Name Cara—Best doll value for 1923. 14-inch Wood Pulp Composition. Fine metal cloth with marabou trimming. Gold head with feather on head. Packed 6 dozen to case. Special Price..... \$5.00 Dozen.....



No. 124—Code Name Charlotte—Blackwood Clock. Eight-day, 15 inches wide, 10 1/2 inches high. Packed securely in individual cases. Mighty attractive. Best bet in clocks. Surprising value at..... \$4.00



No. 274—Code Name James—Manning & Bowman 8-Cup Electric Aluminum Percolator. Very attractive item. Flashy and useful. Worth a lot more. Our price..... \$5.00



No. 281—Code Name Roast—18-inch Oval Aluminum Roaster. Made of heavy gauge pure Aluminum. Selling them as fast as they come in. Packed 6 dozen to case or one-half dozen to carton. Can not be beat at..... \$25.00 Doz.

Maudie Lillian Berry, prima donna with Kolb and Dill.
 Grace Hay, solo violinist with Sousa's Band.
 Frank Hurley, vaudeville, now county supervisor.
 Bertha Faust, Orpheum vaudeville, now Mrs. Al. Hart.
 Chas. G. Perley, stock actor.
 C. M. Appletill, producer.
 Molly Summers, soubrette with McIntyre and Heath.
 Lotta Gladstone, vaudeville.
 F. W. Wilkens, musical comedy.
 Clayton Kennedy, vaudeville.
 Mattie Rooney, vaudeville.
 The Postells, vaudeville.
 Wm. Tompkins, "Topical, Talkative Tompkins", vaudeville.
 Harry Brown, the first theatrical agent in New York City.
 Nellie Blanchard, stock.
 Art Whitting, stock.
 Lucille Spinney, dramatic artist.
 Wm. Locke, stock.
 Della Locke, stock.
 Mme. Ernestine Schumann-Heink, grand opera star.
 Carrie Jacobs Bond, singer and composer.
 Louis Fontaneli, theatrical manager.
 Lou Keyzer, past eight years leader of Spreckels Theater orchestra.
 Ruth Varin, vaudeville, team of Varin and Varin.
 F. C. Kendall, trombonist in various bands.
 J. C. Seebold, flutist in many Eastern bands.
 E. P. James, Kansas City Symphony Orchestra and many road attractions.
 Among those of the profession who have played San Diego, and, being impressed with its future, have bought property there, are:
 Mme. Juanna Galski, grand opera star; Emma Carns, musical comedy star; Eva Tanguay, vaudeville star; Dr. Frederick Cook, Arctic explorer and lecturer; Chapine, French opera star; Glen Ellison, opera star; Musette, violinist; W. H. Clifford, director; Alfred Soiman, composer; Carl Rosini, magician; Cal Stewart, original "Uncle Josh"; Curtis and LeVan, vaudeville; Edna Aug, vaudeville; Billy Link, vaudeville; Mabel Elaine, with McIntyre and Heath; Collins and Hart, vaudeville; Henry and Lazel, vaudeville; Francesca Redding, vaudeville; McGee and Reece, vaudeville; Chas. Oyster, vaudeville; The Germans, vaudeville; Joe Cook, vaudeville; Billy Broad, vaudeville; Cataldo Bros., vaudeville; Holden and Harron, vaudeville; Jas. E. McDuff, vaudeville; Emma Francis, vaudeville; Reed and St. John Trio, vaudeville; DeLea and Orma, vaudeville; Jack Taylor, monolog artist; Haney and Billsbury, vaudeville, sister act; Chas. Riley, Irish sketch; Florence Ingersoll, Ingersoll and Archer; Billy Arno, juggler; Bob Finley, sketch; Dunlap and Dunlap, sketch; Ethel Davis, musical comedy; Dr. Davis, monologist; Richards and Montrose, dancing act; Christine Hill, dramatic star; Archibald Whitelaw, monologist; Wm. S. Stan-
 con, monologist; Nat France, monologist; Frank

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Catalogues and Samples of Mounts and Folders sent on request.

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Unbreakable Dolls in 14-16-19-26 inch Sizes—All styles and prices.

Also manufacturing all sizes of Walking and Talking Mama Dolls.

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KNOXALL DOLL CO.

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 100 Greene Street, NEW YORK CITY

R. Merritt, monologist; Johnny Neff, monologist; William Hilliar, magician; The Del Fonda Trio, jugglers; The Four Avolos, musical act; The Mozarts, spectacular singing and dancing act; Richard Straus, Straus and Becker; Monty Wilkes, lariat wrestler; The Mardo Trio, acrobatic act; Elma B. Smith, imitator and impersonator; Cliff B. Dean, dramatic sketch;

Wm. Wesson, The Great Wesson, impersonator; Beck and Honey, dancers and singers; Ed. Evans, acrobat; The Florence Troupe, acrobats; Schade and Schade, sketch; Marcou, concertina; Raymond Teal, blackface comedian; Joe Burna, singer; Staffors and Stone, singers and imitators; Leonard and Whitney, vaudeville; Ling and Long, vaudeville; Fred Ardath, vaudeville; Lucler and Ellsworth, vaudeville; Dolly and Mack, vaudeville; Shaw's Animal Circus, vaudeville; Pierce and Mazie, vaudeville; James A. McCurdie, comedy rube act, Roach and McCurdie; Wm. Cuttall, dramatic sketch; Frank Taylor, lion act; Wm. Richards, with Billy Reeves; Chas. Enoch, horizontal bar act, Enoch and Zamater; Nelson and Floyd, vaudeville; Oswald Hillerd, owner Prince Flora; Five Musical Lunds, vaudeville; Louise and Sterling, vaudeville; Florence Trio, vaudeville; The Hibbos, vaudeville; John P. Wade, vaudeville; Apollo Trio, vaudeville; Briere and King, vaudeville; Hugh Fay, vaudeville; Three Jahns, vaudeville; Belle and Jones, vaudeville; Morlandini Trio, vaudeville; Spanish Goldinis, vaudeville; Seymour and Smith, comedy sketch; Dav-enport and Francis, dramatic sketch; Chas. A. Wolf, dramatic sketch; Emma G. Loomis, dramatic sketch; Celeste Leslie, lady quartet; Jas. Burton, sketch; Dave Woods, dog act; Williams and Wolfus, comedy sketch; Mr. Crapsey, bear act; Lucy and Bartelmes, foot jugglers; Eddie Moon, comedy musical act; John Hermeda, concertina; Ed. Burton, Burton and Brooks; Chas. O. Wolf, Wolf and Wishert; Early and Lait, comedy singing and talking; Dominic Cervo, concertina; Eddie Davis, Davis and Walker; Toby Zarow, The Carmen Trio; Richard Karsey, marimbaphone artist; Harry Rapley, mgr. National Theater, Washington, D. C.; Myrtle Vane, stock.
 In addition to this long list of professionals living in San Diego, there are also those prominent on the silver screen who lived here prior to becoming favorites in filmdom:
 Harold Lloyd, Marguerite DeLamotte, Roy Stewart, Roscoe Karns, Anita Loos, writer of scenarios for the Taimadge sisters; Wilfred Lucas.

Look thru the Letter List in this issue. There may be a letter advertised for you.

G. C. LOOMIS WANTS Concession Agents for the C. C. Zeller Shows. If you are a worker and can get the money write me. Glad to hear from old friends. Have for sale one 21-Horse Candy Race Track; will sell cheap. G. C. LOOMIS, Box No. 3, Fremont, Nebraska.

HIGH GRADE TOILET SOAP
 and other fast sellers put up under your own name.
PARKER CO., Howe, Indiana.

NEW 1923 PATTERNS

F. DESSAUER & CO., INC.,

BRIGHT COLOR COMBINATIONS

(WHOLESALE DRY GOODS)

ADAMS AND MARKET STREETS, CHICAGO

“Esmond” Indian Blankets

AT BARGAIN PRICES!!

Order Your Indian Blankets for the Carnival Season Now!

No. 1625--64x78,	3 Patterns, Combination colors, Navy, Grey and Tan. Each..	\$2.85	No. 517, 66x80,	3 Patterns, Combination colors, Navy, Tan and Dark Blue. Each	\$3.50
No. 1629--64x78,	4 Patterns, Combination colors of Navy, Green, Red and Grey. Each.....	\$2.85	No. 321, 72x84,	4 Patterns, Flashy Combination colors, Red, Navy, Tan and Brown. Each.....	\$4.15
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EACH BLANKET IN BOX PACKED 60 TO CASE

Terms, 20% deposit, balance C. O. D. On receipt of 10% deposit we will hold any of above Blankets for delivery up to September 1st, 1923

“Prices Subject to Change Without Notice” We advise placing your orders at once at above prices, as our mills have already advanced their prices over 15%, and our next offering will no doubt have to be at advanced prices.

F. DESSAUER & CO., INC., “Chicago’s Leading Bargain House”

My Experiences in the Carnival Field

(Continued from page 251)

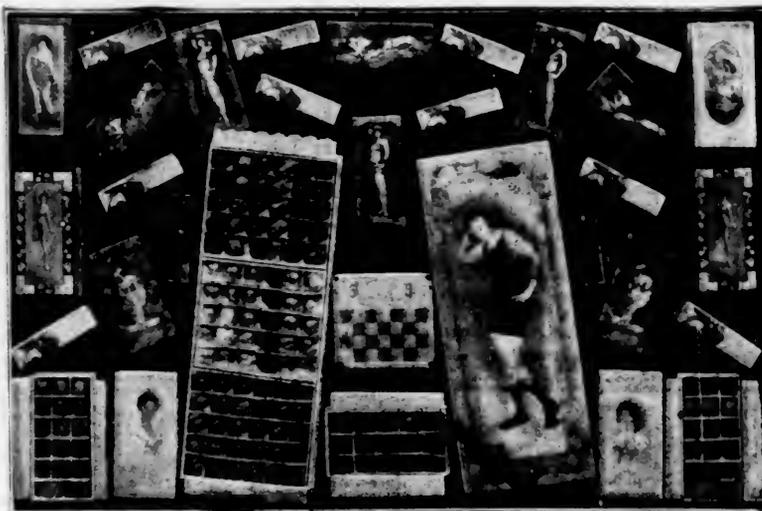
nival of today is one of the greatest exponents of amusement in the world and offers more real enjoyment and entertainment than can be derived from any other single source.

The one direct cause of 90 per cent of the present agitation has been caused by the general business depression throuout the country. Merchants, civic bodies, churches and all kinds of reform organizations, grasping at any straw to place the blame, hold their hands up in horror with the announcement a carnival is coming, thereby denying a carnival manager conducting a legitimate institution, with thousands and thousands of honestly made dollars invested, the right to live and carry on his business, regardless of the feelings or sentiment of the general public.

Going back to the methods of self-destruction employed by the carnivals themselves it must be admitted the business is infested to a great extent by men who do not hesitate to use any means to accomplish an end; in fact, the competition is carried on so strongly with blood money, bribery and dishonesty it is a hard matter for a show traveling on its merits as an amusement institution to live and prosper. It is the one greatest business in the world where competition is not the life of trade, but its destruction. We find just as many honest men in the show business as can be found in churches or elsewhere, most of whom possess above the average of knowledge, and to successfully conduct a large show requires even more brain power than is required in any ordinary business pursuit. The one great fault in carnivaldom is the lack of organization and cooperation. Many arguments can be advanced along this line, chiefly among which may be mentioned the fact that the managers are scattered all over the country, have very little time for anything other than personal business matters, and organization thru correspondence is not strong enough to accomplish its purpose. To keep abreast of the times a carnival manager necessarily spends from sixteen to twenty hours daily, year in and year out, in order to keep his company up to the standard.

Another Great Danger

A NOTHER great danger experienced today is the professional fair secretary and our own envious general agents. Carnival managers and general agents know what this means. To relate a personal experience I may say that I have been told by two leading fair secretaries that my show, even much larger than the one contracted, was too tame for their people, for no reason other than we had nothing but clean, high-class entertainment open at all times to ladies and children. This secretary probably wanted a “cooch” show to satisfy his own whim rather than the people who make it possible for him to draw a salary. By another one, that while he would love to have my show on his midway account of its reputation for cleanliness, still he was offered more money by another show, and after all money was the one great consideration, never taking into mind the people or his obligation to them. It is a known fact a



\$5.95 CANDY \$5.95
that is real candy,
not junk.

If you want chocolates that are good and tasty then you should try ours.

Send for this sample assortment.

- 1—\$5.00 Box Chocolates & Cherries
- 2— 75c Boxes Chocolates
- 4— 60c Boxes Chocolates
- 8— 40c Boxes Chocolates
- 10—Boxes Cherries

\$5.95

25 Boxes and a 600-Hole Board, when sold brings in \$30.00.

No. 4432—Sample, \$5.95

WRITE FOR QUANTITY PRICES.

25% with order, balance C. O. D.
Send for our 1923 Catalogue.

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CHICAGO, ILLINOIS



BEAUTIFUL DOLLS

FANS—FLAPPERS—FLOWERS

15-17-20-22 inch Unbreakable. 22 inch Lamps. 21-27 inch Walking and Talking.

Everything manufactured in our own Factory, which insures lowest prices, best quality, and most reliable service.

FINEST FLASHES—ALL STYLES

No Catalogue. Send \$5.00 for Sample Assortment if you use cheapest numbers; or send \$10.00 for Sample Assortment of better quality.

PAUL WILSON & CO.

OUR DOLLS ARE A BETTER BET THAN RAIN INSURANCE.

15 Lispenard St. Phone Canal 0075. New York

legitimate show cannot operate on the same terms as a grafting outfit when the fair association's name and prestige are used to veil their tactics.

It has been my sad experience only this year to know of two cases where fair secretaries absolutely ignored any legitimate offer for the fairs they control and would only consider the largest amount of money offered them individually—to put in their own pocket—regardless of the fair.

It was my intention in writing this article to make it purely biographical, historical and reminiscent, but the loss of valuable data destroyed by our recent fire has made my efforts rather dull, and many interesting occurrences of the earlier days of carnivaldom are not plain enough in my memory to relate correctly.

In conclusion I wish to say after twenty years of real successful carnival experience, during which time I built up a show equal in size to most, blessed with a reputation second to none in the world, my conviction is the only way to conduct a show of this character is upon the highest possible plane, clean and above reproach, which must be admitted is a hard struggle, but will without doubt triumph in the end. It is a great feeling of satisfaction to know you may return from year to year and enjoy good business and be among people who respect you as human beings. The carnival will live forever, but those who survive and reap the reward justly due will be those who by experience have found there is only one way—TO GIVE VALUE RECEIVED.

March 17, 1923. St. Patrick's Day. Is it not propitious for 1923's Spring Number? On the day of him who drove the "snakes" out of Erin, Billboard accepts our advertisement, and it appears thus. Twenty Patterns of Diamond Blankets of 4 to 6 colors each. The mills that have outshone themselves in colors, designs and quality. Four Patterns of the nationally known and advertised Nashuas, 6 designs each. Two other lines. Over 140 Blankets to select from. Several patterns at each price. If you use Blankets, we have something to tell you. Address below.

We brought our Lamp out February 17th. One month ago. Today it stands firm from coast to coast with buyers in practically every State in the Union. We have another one. List or Retail Price, \$13.25. To you by the dozen, \$7.50 Each. A WONDER. Another within the next ten days. To you, \$5.00 Each. The logic of these Lamps is the logic of the Electric Sign over the old tin one, of talking merchandise over Dumb Staples. The Logic of Flash, Vogue, Quality.



Worth more per foot front than Blankets

Fire Companies Organizations Civic Bodies You Can Shove 500 Per Week

CONCESSIONAIRES GET THE "EX."

BETTER THAN BLANKETS

THE DOLL, POODLE AND BLANKET CRAZE BEATEN

P-01375 1/2 Ivory L-1 Buff tint
P-01375 1/2 Ivory L-2 Pink tint

Height, 14 inches. Diameter shade, 8 inches
Key socket. 6 ft. Covered cord and plug

"Let in the Light"

Carnival Managers, Concessionaires and Beach Operators

Lease and rent lamp privileges. Be guided by our business barometer. It shows that the lamp is selling faster and getting more money than blankets. Two designs, as illustrated, five hand-painted shades, absolutely not frosted glass, scenic and plain, ivory chrome bases of two patterns, best of glass shades, six feet of covered cord and plug, push or key sockets. Each in a separate carton; can be shipped with maximum safety by freight, express or parcel post; low shipping charges; minimum damage.

Lamps mean more money for owner, manager and concessionaire. Wise business men will get the "ex." immediately. Some of big men already closed. Churches, lodges and kindred organizations using 60 to 85 a night. Use cold business sense.

Get in on the "Lamp Age." Homes are loading up on lamps, four and five to a room. This is not hysteria; it is business sense, money doctrine. Doll Lamps "went over" because of Lamp Craze. No other logical reason. Now, give them what they really wanted when they got Doll Lamps. This Lamp fills the gap, the demand, the need. Business men will be guided by sales records. Another turning of the tide at hand. Lamps win.

List or Retail Price, \$7.50. Sample, \$5.00

SEE LOT PRICES BELOW

The Flash of the Midway 1923



INCREASE DISTINCTION AND WORTH OF ALL SHOWS

CARNIVAL MANAGERS WELCOME THE LATEST BIG CONCESSION

P-01498 1/2 Ivory L-7 Buff tint
P-01498 1/2 Ivory L-8 Pink tint

Height, 13 1/2 inches. Diameter shade, 8 1/2 inches
Push socket. 6 ft. Covered cord and plug

LOT PRICES

\$42.00 per dozen. \$350.00 per 100

\$325.00 per 100 after 1st 100

F. O. B. Convenient Points. Terms on Request

Impossible to turn out Lamps like sausages; it takes time. Large stocks our solution. Two factories now contracted. Only two making them. Jobbers and large users, coast to coast, anticipate your needs. Lodge, church and organization requirements alone over 100 thousand. Carnival managers, concessionaires and park operators who have not investigated, arranged space and come to terms, will be assured season deliveries, sound business basis and no disappointments by closing early. Don't ask for "toy lamps". We don't have them. We have lamps with 12-inch and 14-inch shades. Ride the winner. We back it. Investigate.

WE ALSO QUOTE:

Blankets, \$2.00 each and up. No cribs
Great Clocks, \$2.50 each to \$5.50 each
Umbrellas, Ladies' or Gents', \$10.50 and up
Dolls, etc. Prices on request.

C. C. McCARTHY & CO., WILLIAMSPORT, PA.

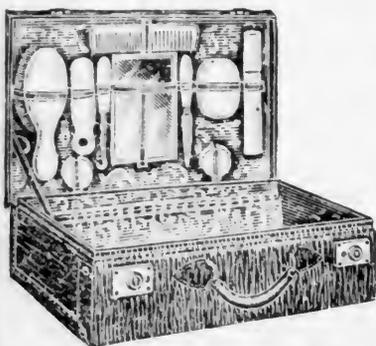
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"Everything for Carnivals, Concessionaires and Bazaars"

SINCE 1911

Our business has been a continuous success due to our Golden Rule Policy of fair dealings, lowest prices, quality merchandise.

Our many years of practical experience as a Supply House gives us a clear understanding of your requirements. Come let us serve you. We will both benefit.



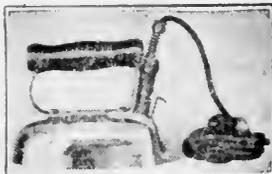
No. 710—20-Inch Overnight Case. Made of extra quality leather finish. Silk finish lining. Fitted with 10 useful toilet articles.

Quantity price, \$4.50. Sample, \$5.00



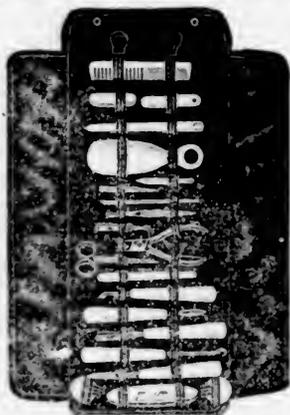
No. 50-E—Electric-Light Vanity Case or Canteen Box. Made of extra quality leather finish Dupont. Silk poplin lined. Fitted with five gold finish fittings and change purse. Octagon shape.

Quantity price, \$4.00 each. Sample, \$4.50



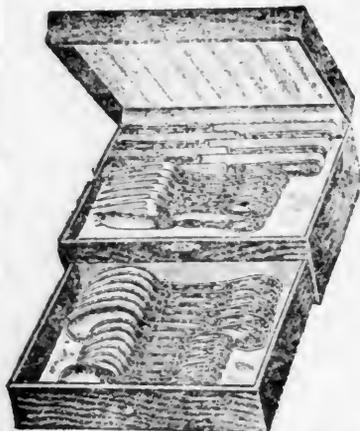
No. 650—Royal Electric Iron. 6½ pounds. Guaranteed standard wiring. High nickel finish. Fully guaranteed.

Quantity price, \$2.50. Sample, \$3.00



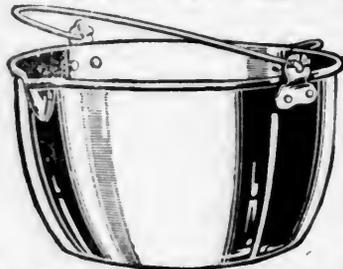
No. 725—21-Piece Manicure Set (minus scissors). Patent gold finish and embossed leatherette case. Assorted color linings.

Quantity price, \$1.15 each. Sample, \$1.35



No. 205—26-Piece Rogers' Silverware. Each piece stamped "WM. A. ROGERS." In oak chest, double compartment.

Quantity price, \$3.90. Sample, \$4.10



No. 760—Aluminum Preserving Kettle. Colonial design. Eight quarts.

Quantity price, 90c each. Sample, \$1.10



No. 515—Fruit Bowl. Sheffield silver plated, bright finish, gold lined, 6 in. high.

Quantity price, \$1.75 each. Sample, \$2.00

Write for our 1923 "Handy" Catalog in which we feature the following lines: Silverware, Aluminumware, Umbrellas, Canteen Boxes, Overnight Cases, Manicuring Sets, Blankets, Electric Percolators, Toasters, Irons, etc.

25% cash, balance C. O. D.

We ship same day orders received.

CHAS. HARRIS & CO.

(Established 1911)

730 N. Franklin St., Chicago, Ill.
Long Distance Phone, Superior 7171

DOLL CONCESSIONAIRES HUB DOLLS

Topped the midway last year. We have added new numbers this season. Real humdingers. Talk about flash, men! These babies will knock them dead!

If you handled our dolls last year, you come first. Let us know at once with what show you are going to be this season, and we will give you the same protection. Remember our policy. We sell our dolls to only one man on a show. No competition for you.

If you did not handle our dolls last year, be the first one to the "X" this year.

To take care of the increased demand for our dolls we have moved into larger quarters and are now occupying 10,000 square feet of space which will enable us to triple our output and take care of additional business.

Our "Chicago" Doll



The prettiest doll on the market. Made up in the following sizes: 15, 17, 20 and 26 inches. Artistically dressed in attractive colors of silk, velour and crepe dresses, with hats to match. Trimmed with real plumes. Lace trimmed pants. This doll was the winner last year. Still going big.

HUB DOLL MFG. CO.

Originators of New Creations

730 N. Franklin St. (Our New Quarters) Chicago, Ill.
Long Distance Phone, Superior 7159

EARN \$50 A DAY!



SELLING MEN'S GAS-MASK

Goodyear Raincoats

These coats are made of better grade Gaberdine Diagonal Cloth in Tan shade, rubberized to a pure India rubber.

Style, fit and workmanship is unexcelled. Every garment made on our premises and bears "The Goodyear Guarantee" label.

ORDERS FILLED PROMPTLY.

INDIVIDUAL SAMPLE, \$2.15

\$1.90

EACH
IN DOZEN OR
GROSS LOTS

THE SEASON'S BIG HIT

Cashmere All-Weather Coats

Made of Cashmere cloth, Oxford shade, rubber-lined, single-breasted, belt all around, convertible collar, combination dress coat. Bears "The Goodyear Guarantee" label. Can be worn rain or shine.

INDIVIDUAL SAMPLE, \$2.50

\$2.25

EACH
in Dozen or
Gross Lots



Sample orders *Must* have M. O. or *Cash* in full with order. Quantity orders *Must* have a 20% Deposit. Balance C. O. D.

GOODYEAR RUBBER MFG. CO.

Dept. C-F,

34 East 9th Street,

New York City

AGENTS WANTED.

WRITE FOR OUR SIX BEST SELLERS

CANDY

AT FACTORY PRICES

DIRECT FROM MANUFACTURER

Packed in the Very Newest 1923 Style Boxes—New Designs—New Sizes—Highly Lithographed—Rich Colors That Appeal to All.



No. 17—FLOWER GIRL. Size 14x8.

QUALITY

We manufacture our own Chocolates in our own daylight factory, where the strictest sanitary conditions exist. Each piece hand-dipped—Assorted Creams, Caramels, Nougats and Butter Crisp—coated with the best of chocolate. Packed right, keeps fresh, holds color and will stand up in any climate. Compare our Quality Chocolates with others and see for yourself.

LOW PRICE

The prices of a few of our numbers printed below will give you an idea of the money we can save you this season. Just compare these with others and see for yourself. Remember, when you buy Weiller's Candy you not only get the benefit of the low manufacturer's prices, but you also receive a better quality hand-dipped Chocolate. Ask any Weiller customer and you will find that the come-back sale is bigger than any other chocolates handled by concessionaires.

FLASH

The NEW 1923 DESIGN boxes in which we are packing our Chocolates this year are positively the very best ever offered the concession trade. Exceptionally attractive and create a demand no matter how large or small the crowd.



No. 19—OUR PEACH. Size 14x8 1/4.

SEND FOR OUR ILLUSTRATED CIRCULAR AND PRICE LIST

No. 7—1/4-Pound Picture Box—Size 7x3 1/2.	Each Piece Wrapped,	- - -	10c Each
No. 13—Leader—Size 8 1/2 x 4 3/4.	Each Piece Wrapped in Separate Partition,	- - -	15c Each
No. 8—1/2-Pound Flashy Picture Box—Size 8x4.	Packed in Cups,	- - -	17c Each
No. 14—1/2-Pound Double Layer—Size 6 3/4 x 3 3/4,	- - - - -	- - -	20c Each
No. 15—Concession Special—10x5 1/4.	Each Piece Wrapped. Partition Box,	- - -	21c Each
No. 17—Flower Girl Shown Above—35 Pieces,	- - - - -	- - -	35c Each
No. 10—1-Pound, Embossed Top, Double Layer—Size 9 1/8 x 5.	Real Flash,	- - -	37c Each
No. 19—Our Big Hit—Shown Above. Very Attractive,	- - - - -	- - -	64c Each
No. 1—Size 9 1/8 x 4 3/4.	Contains 15 Pieces,	- - - - -	22c Each
No. 2—Size 11 x 6 3/4.	Contains 28 Pieces,	- - - - -	35c Each
No. 3—Size 15 1/2 x 6 1/2.	Contains 40 Pieces,	- - - - -	59c Each

SERVICE

All orders, large or small, are shipped immediately upon receipt. Our big factory is in operation day and night and is equipped to give you better service than most candy concerns can offer you. Our 24-hour service guarantees delivery. We have been selling the concession trade for years and know how to ship so it reaches you when and where you want it. We are located in the biggest railroad center in the world, which makes shipping easy for us.

SALESBOARD OPERATORS

SEND FOR OUR NEW ILLUSTRATED CATALOG. WE CAN SAVE YOU MONEY ON YOUR ASSORTMENTS. DISCOUNT TO QUANTITY BUYERS.

WEILLER CANDY COMPANY

MANUFACTURERS FOR CONCESSIONAIRES AND SALESBOARD OPERATORS.

227 WEST VAN BUREN ST., - - - - CHICAGO, ILLINOIS.

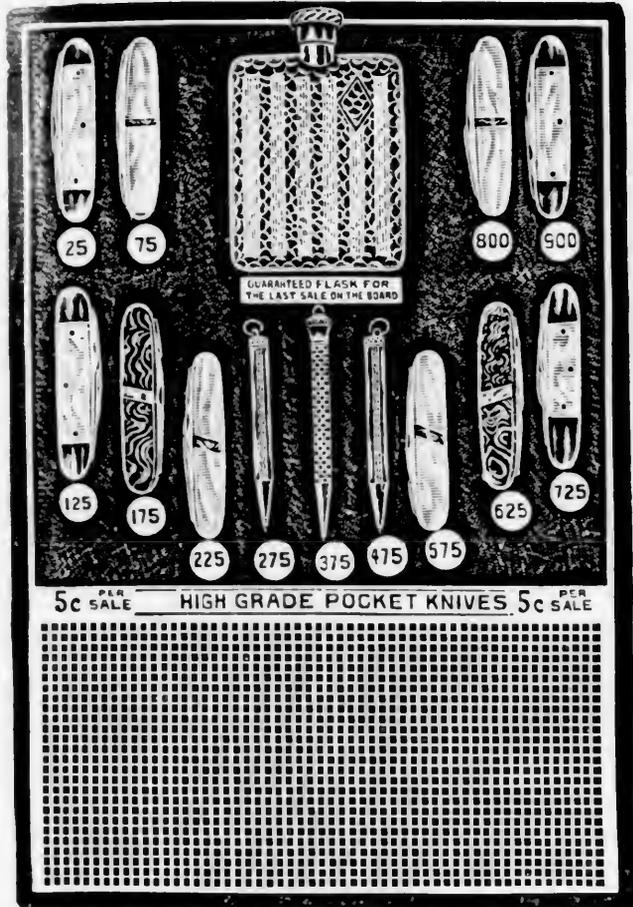
LOCAL AND LONG DISTANCE PHONE: WABASH 9564.

FASTEST SELLING SALESBOARD ASSORTMENTS

SATISFACTION GUARANTEED OR MONEY REFUNDED. NO QUESTIONS ASKED.

\$10.75 BIG PROFITS \$10.75

BRINGS IN \$75.00



BRINGS IN \$75.00

5c SALE HIGH GRADE POCKET KNIVES 5c PER SALE

ALL GENUINE PEARL KNIVES

LIST OF PREMIUMS:

10 GENUINE PEARL KNIVES 3 LADIES' PENCILS

Guaranteed FLASK (Prize for last sale on board)

FURNISHED COMPLETE WITH A 1,500-HOLE 5c BOARD.

We can furnish this outfit with a 10-year Guaranteed Watch for last prize instead of Flask, for \$14.00. 10-year Elgin Watch for last prize for \$19.00.

\$18.50

\$18.50

24 HIGH GRADE PRIZES



24 HIGH GRADE PRIZES

THE LITTLE WONDER

LIST OF PRIZES

- | | |
|---|-------------------------------------|
| 4 \$1.00 SILVER CHARMS. Coins included. | 2 CAMO BROOCHES. |
| 2 BIRD ENAMELED BROOCHES. | 4 WALDENAR CHAINS. |
| 2 GENT'S BRIAR PIPES. | 2 PHOTO LOCKETS, with Ribbon Chain. |
| 2 FINE POINT PENCILS. | 2 'REDMANOL CIGARETTE HOLDERS. |
| 2 HIGH GRADE POCKET KNIVES. | 1 CIGARETTE CASE. |

Furnished complete with 10-year GOLD-FILLED GENT'S WATCH. Price for Last Sale on Board. Furnished complete with 800-Hole 10c, or 1,500-Hole 5c Board. Be sure to state what Board you want.

THIS GUARANTEE GOES WITH EACH AND EVERY BOARD WE SELL
On this basis we have built our business selling complete Salesboard Assortments to operators for the past 18 years. Our boards are equipped with legitimate merchandise only. This means repeat business and more dollars in your pocket.

\$84.00

21 VALUABLE PRIZES



\$84.00

21 VALUABLE PRIZES

THE NATIONAL

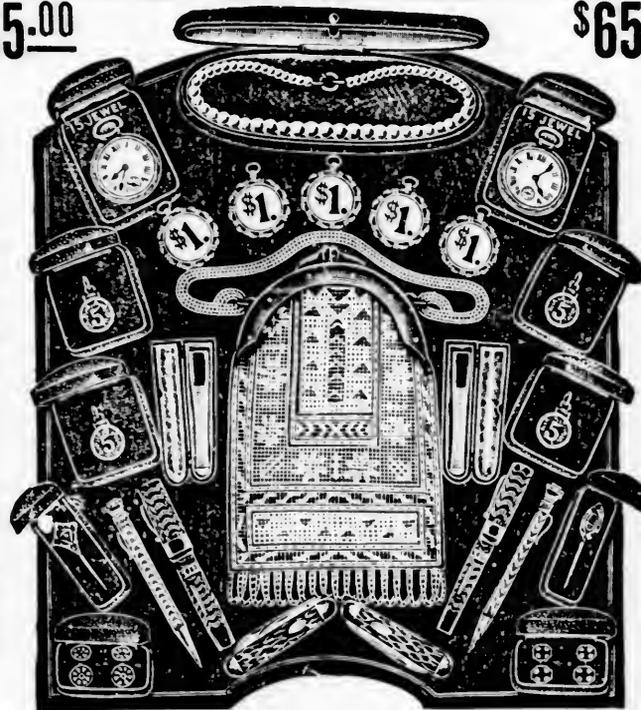
LIST OF PRIZES

- | | |
|--|--|
| 1 STRING HIGH-GRADE PEARLS, IN VEL. | 2 REDMANOL CIGAR HOLDERS. |
| 1 VET. BIRD ENAMELED BOTTOM PIPES. | 2 BRIAR REDMANOL BOTTOM PIPES. |
| 2 PEARL HANDLE POCKET KNIVES. | 2 SOLID GOLD PARKER FOUNTAIN PENS. |
| 2 HIGH-GRADE GOLD-FILLED GENTS' WATCHES. | 2 ELGIN CIGARETTE BOXES. |
| 1 FIRST-CLASS 9-PIECE MANICURE SET. | 1 GOLD-FILLED LADIES' WRIST WATCH. |
| | 6 \$5.00 GOLD COIN FOBBS (Coins included). |

Furnished complete with a 3,000 10c Salesboard.

\$65.00

25 VALUABLE PRIZES



\$65.00

25 VALUABLE PRIZES

A PIPPIN

LIST OF PRIZES

- | | |
|---|-------------------------------------|
| 5 SILVER \$1.00 CHARMS. Coins included. | 2 15-JEWEL, 10-YEAR GENTS' WATCHES. |
| 1 STRING HIGH-GRADE PEARLS. | 1 FINE QUALITY BEADED BAG. |
| 2 CIGARETTE HOLDERS, IN CASE. | 2 \$4.00 SOLID GOLD FOUNTAIN PENS. |
| 2 \$3.00 RITE WELL PENCILS. | 2 GENTS' SCARF PINS. |
| 2 CUFF LINK SETS. | 2 STAG POCKET KNIVES. |
| | 4 \$5.00 GOLD COINS, in Box. |

Complete with a 2,000-Hole 10c Board, Price, \$65.00. Complete with a 4,000-Hole 5c Board, Price, \$66.75. Be sure to state what Board you want. Satisfaction guaranteed or money returned. No questions asked.

Cash in full or 1/4 of amount with order, balance C. O. D. Send money order or certified check and avoid delay.

ESTABLISHED 1907 **MOE LEVIN & CO., 180 N. Wabash Ave., CHICAGO, ILL.** ESTABLISHED 1907
FASTEST SELLING SALESBOARD ASSORTMENTS ON EARTH

