

THE BILLBOARD

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Matching of Sheets.

Location is not the only matter to be considered in obtaining a first-class bill board display. The appearance of a stand is recognized by the shrewdest advertisers as of material consequence in attracting attention and producing desired results. In order to be assured of the best effects from what we may be permitted to term "the potentiality of the poster," many little questions of technique and detail are to be taken into consideration. From the very "laying-out" and arrangement of the paper in the bill-room to the actual daubing of the sheets upon the boards, a certain degree of skill, adaptability and taste, inherent rather than acquired by practice, should be called into play. These matters we refer to are not mere trifles, although some bill posters may regard them as such. One of the most essential of these apparently minor points in the craft is the matching of the sheets upon the boards.

Matching has always been regarded as one of the niceties of the business, and no journeyman bill poster is rated as a first-class man who is not an accomplished and dextrous master of this art. Patch-work or crazy-quilting should no longer be tolerated, although even to-day it too frequently obtrudes itself, more particularly in the smaller towns. What could appear more bungling and objectionable to the sight than to behold a section of a stand pestered an inch or more "off joint."

Up to within recent times all paper, except circus work, was sent out to bill posters just as it came off the press, usually single-sheet size, and then it was posted together in sections by experienced men in the bill-room before being sent out on its route. As it thus passed through competent hands, no difficulty in matching and handling the work was ever encountered.

Nowadays, however, a practice has come into vogue, and is rapidly being established as a custom, whereby the printing-house that turns out the work essays to "section" the sheets, and as some unskilled and incompetent employe in most cases is undoubtedly detailed to do this work, the result of his handicraft is often perplexing and sometimes bewildering. What a volley of oaths does the bill poster fling forth when he receives a large consignment of paper which has thus been "sectioned" by a novice, and lopsidedly lapped together or pasted wrong lap up. No one but a well-tutored bill poster—one well worthy of good pay—can properly joint, trim, match and section the sheets together so that they leave the printing establishment in proper shape to be posted on the hoardings.

From time to time a number of complaints have reached the editor of "The Billboard" in regard to the shoddy sectioning of stand work, for which certain lithographing and printing concerns are the sole sponsors. The latest offender in this respect, and one that can be cited as a splendid example of this reprehensible practice, which has caused bill posters so much bother and trouble, inasmuch as the work in question practically covers the entire country, is the lithographing firm of Forbes & Co., of Boston, and the case at issue is the Quaker Oats' latest sixteen-sheet stand. This work is being delivered to bill posters through the agency of the O. J. Gude Company, of New York, who have no doubt been the recipients, and unjustly so, of numberless complaining letters concerning the matter. But, fortunately, the fault is in no wise the concern of the New York solicitor, but of the Boston lithographing plant.

We have no means of finding out why Forbes & Co. permitted this work to leave their establishment in such a condition, nor do we know whom they engaged to do the "sectioning," but it is, without doubt, the

In fact, it has been found necessary in order to get the bill up on the boards in any kind of a decently matched condition, to tear it apart and re-set, re-match and trim over. That its usefulness for a long-time showing has thus been impaired, if not actually destroyed, can be readily seen. And all because of a little hasty and untidy work in sending the stock out.

If printing houses intend to continue sending out their work in pasted sections, let them employ the services of a first-class bill poster, charged with the responsibility of superintending the "sectioning." Fortunately, most of them have already done so. Now, let the others take a timely tip and save the

get the best results from his outdoor showing by this kind of a display, for it impairs immeasurably the attractiveness of the boards if one or two-sheet "snipe" work is posted beneath, by imparting a cramped, checked and dimnutizing effect. And if no "sniping" is daubed beneath the three-sheet, it looks even worse, in a way that makes the bill appear lost, lonesome and unequal to its surroundings. But if three-sheets must make their appearance on stand locations, then let them be blanked in; but here another objection is met with, for the advertiser or middleman usually expects the bill poster to stand the expense of this blanking, which is costly, and accordingly unjust. Let advertisers pay for the blanking, if they want this kind of display, or, what would be better still, let them order four-sheet-high paper from the printing house when arranging for their contracts, in the first place, and the increased percentage of gain on the unquestionably fine listed and protected stand-showing they will receive will far more than offset the additional expenditure in printing. Some of our very largest advertisers have familiarized themselves with this fact in the school of experience.

Stutesman's Ideas.

Charles W. Stutesman, the well-known bill poster of Peru, Ind., was an interesting contributor to a recent issue of the "Advertising World," of Columbus, O. Selecting "Poster Publicity" for his subject, he wrote as follows:

"Outdoor display greets the eye on every hard, at every corner, every crossing. If the display is a good one, it tells its story at a glance, and this ceaseless, tireless, persistent repetition accomplishes the purpose of the advertisement. Cheapness, too, is an important consideration in these days of close figuring. That method of advertising is the cheapest which will put the most money in your pocket at the least cost. There is only one thing to do, and that is to advertise the way. There are many ways of advertising but no doubt of it—bill posting influences business. Every bill is a stereopticon, blazing a perpetual picture in bright colors and great letters on the eye and brain of every passerby, old or young, grave or gay, willing or unwilling, by night or by day, ceaselessly everywhere. The whole population is its audience, its circulation is always on the move; the active, busy, throbbing community sees it. It costs them nothing. The human tide on the streets is the circulation, and ebbs and flows and never sleeps, for posters are never folded and never pocketed. They are always talking, and talking loud for twenty-four hours a day, and never talking to empty benches. They are up before dawn in the morning, for they have been out a night, but they are, nevertheless, always ready for a hard day's work, bright-faced and smiling. And even in their ragged, tattered fragments, fluttering in every vagrant breeze like the grimy garments of the diamond digger, they are eloquent of much activity at many golden dollars earned. In advertising, the main, the only thing, is to reach an audience—the public. All methods have that in common, but some are and must be better than the rest. Some methods discharge many blank shots, and worse still and more so, at no target at all. Bills are dead shot they never miss. The public must stop, too, listen to the story of the bill board, and an objectionable bill is posted, how very soon do the guardians of the peace discover it. There are some things that you need not see, but it is not the poster. There are some things that you can dodge, avoid, escape, turn away from, but not the poster. It is unavoidable as death and taxes, and like its atmosphere, it is all-pervading, universal.



CHARLES A. HOOD,

President of the Ohio State Bill Posters' Association, and
Proprietor of the Plants at Lima and Delphos.

shoddiest and most listless piece of puttering and dough-dabbling that has ever come under our observation. In the first place, many of the sheets, in being pasted together, are trimmed up instead of down, and every bill poster knows what that means—a lot of unnecessary, but very careful daubing, when the bill is being posted on the hoarding. Then again, nearly all of them run obliquely out of joint an inch or more, which means an additional incursion on the bill poster's time and work, for which he receives not a penny.

bill posters of the country an immense amount of bothersome, additional toil and superfluous blasphemy.

Another matter in relation to the appearance of bills on the hoardings to which we desire to direct attention by way of criticism, is the custom which still prevails in some metropolitan centers as well as suburban districts, of posting three-sheets on locations that were designed and erected for stand-work, four or five sheets in height. There is no disputing the fact that no advertiser can

Bill Posters' Department.

The Quitter.

When I was ruler of the roost My mind was free from care, Until I gave myself a boost That tossed me in the air. As president, I did, 'n' gub, Control the official organ; I knew no more about the job Than little Sallis Morgan; But then I jugged along awhile, With the gangsters at my feet, Until they bucked against my style And launched a rival sheet. The crowd stood by me in the fight, And told me not to swerve. I could have put the gang to flight, But didn't have the nerve. For things were getting awful tight— I really needed dough, So I gobbled all the coin in sight, And let the journal go. And now because of this laydown They scoff at me and titter; Beneath their smiles I see a frown, Which means I'm dubbed a quitter.

The Chicago Meeting.

Chicago, Ill., May 21.—Special correspondence. The special meeting of Western bill posters, called at the instance of Charles K. Hager, of St. Louis, to study the character of the proposed Protective Company, projected by the Eastern clique, was held in the convention hall of the Leland Hotel, today. Scarcely more than a baker's dozen were in attendance, including Samuel Pratt, of A. Wambach & Co., New York, who was the only Eastern man to show up. Pratt is president of the scheme, and its alleged foster father. He made the trip to Chicago for the sole purpose of acting as a sort of scolding and mortifying butter to forestall any adverse action that might result in an irreparable split in the national body. His mission was not unsuccessful, but, in exploring the alleged penicils of the prospective trust, he failed to convince many of the Westerners as to its feasibility and practical purposes. The meeting was called to order at 10:30 o'clock a. m., and, barring a brief noon recess, remained in session till 5 o'clock in the afternoon. The first motion carried and put to a vote was one whereby the members pledged themselves to secrecy in regard to their discussions and deliberations, special efforts being made to keep the editor of "The Billboard" in ignorance of the proceedings. This thick atmosphere of secrecy, of almost the Masonic type, manifested itself in the form of carefully guarded doors, barred windows and a dungeon-like silence in the hall, which wafted its influence out into the corridors and the rotunda of the hotel. After Pratt had unfolded his plan, Mr. Hager took the floor, and in a cool, passionless style pointed out the flaws, faults and impracticabilities as outlined in the constitution and by-laws. This led up to a series of arguments and vain drivings that continued throughout the day. When the shades of evening began to gather, it was found that no definite conclusions had been reached, nor anything tangible accomplished. In consequence, the matter remains in statu quo. The following is a list of those who were present: Samuel Pratt, of New York; Col. Burr Robbins and R. C. Campbell, of Chicago; Charles K. Hager, of St. Louis; Frank Fitzgerald, of Milwaukee; Michael Breslau, of Minneapolis; Al and Charles Bryan, of Cleveland; L. H. Ramsey, of Louisville; Alexander Harrison of Indianapolis; H. W. Walker, of Detroit; George Leonard, of Grand Rapids, and two representatives from the R. J. Gunning Company, of Chicago.

Indiana State Convention.

The regular annual meeting of the Indiana Bill Posters' Association was held at the office of the Indianapolis Bill Posting Company, 11 North Pennsylvania street, Indianapolis, on Wednesday, May 16. About twenty-three members were present. President Harrison called the meeting to order at 11 o'clock a. m. Among those in attendance were the following: Alex. Harrison, of Indianapolis; George Seeger, Jr., of Lafayette; J. H. Debbins, of Richmond; F. C. Wise, of Crawfordsville; Chas. W. Stutesman, of Peru; Murray & Swisher, of Richmond; Charles Kurtz, of Goshen; Charles E. Schelzger, of Logansport; Charles B. Weedworth, of Ft. Wayne; L. H. Ramsey, of New Albany and Jeffersonville; C. H. Maxwell, of Ellettsburg; and Fred. Seitz, of Greensburg. Officers elected for the ensuing year were: Alex. Harrison, president; Chas. W. Stutes-

man, vice president, and George Seeger, Jr., secretary and treasurer. The first session of the convention closed at 12:30 o'clock. The afternoon session opened at 2 o'clock and lasted three hours. The report of the secretary and treasurer showed that the association was in fairly good condition. Many trade matters of minor importance were discussed, and the demands made by the Continental Tobacco Company caused a resolution to be passed instructing the secretary to notify all members to send in lists sufficient to cover the State, so that the president could select territory, adjust complications and settle disputes. The meeting adjourned, subject to the call of the president.

Rocky Mountain Convention.

The Rocky Mountain Bill Posters' Association held its annual meeting at the Windsor Hotel, Denver, Col., on the afternoon of May 12. The following officers were elected for the ensuing year: E. A. Haskel, of Grand Junction, president; Robert Anderson, of Salt Lake, vice president; A. H. Searies, of Denver, secretary and treasurer. The following delegates were elected to attend the national association convention, which meets at Atlantic City, N. J., the second week in July: James A. Curran, of Denver; Robert Anderson, of Salt Lake. The executive committee includes John Coleman, of Leadville; J. Quinn, of Cripple Creek; J. A. Curran, of Denver. There were twenty-eight delegates in attendance at the convention. Three States and two Territories were represented, Colorado, New Mexico, Wyoming, Arizona and Utah. Addresses were made made by Charles Bingham, of Denver, and S. A. Pierce, of San Francisco, on the "Benefits Derived by the Advertiser by the Work of the Association." Upon the invitation of the management of the Taylor Opera House the delegates attended the performance at that theater at night. The Denver Theater, Elitch's and Manhattan Beach were also placed at their disposal.

Wisconsin State Convention.

The Wisconsin State Bill Posters' Association held its annual meeting at the Republican House, in Milwaukee, Wednesday afternoon, May 9, and elected P. H. Haber, publisher of the Fond du Lac Commonwealth, its president. The principal business of the session was the election of officers, which resulted as follows: President, P. H. Haber, of Fond du Lac; vice president, Karl Stussy, of Eau Claire; secretary and treasurer, A. J. Kempf, of Sheboygan. Delegates to the National convention in Atlantic City, in July—E. A. Hartmann, of Madison, and President P. H. Haber. The president appointed E. A. Hartmann, J. E. Williams of Oshkosh, and C. G. Sherman of Chippewa Falls, the executive committee. The Wisconsin association was organized two years ago, with seven members, and was incorporated this year with a membership of about forty. Milwaukee won from Waupaca as the next convention city.

Keep Us Informed.

Every bill poster owes it to himself, as well as to "The Billboard," to keep us informed of all fairs, street fairs and conventions which are held in his town. Our fair and convention lists are closely scrutinized by all the large advertisers. They watch these events closely, and always endeavor to get a showing on the boards while the town is crowded with visitors. Some of them post, while others are content to merely distribute, but in either event it means more work and more money for the bill poster. Keep us posted. Send in any news of this character that you can obtain. It benefits us, it is true, but it benefits you still more.

A Coming Man.

Charles A. Hood, whose portrait appears on the front page of this issue, has just been elected president of the Ohio State Bill Posters' Association, and is the proprietor of two first-class bill posting plants in that state—those of Lima and Delphos. Mr. Hood was born near Delphos, O., June 26, 1868, and has, with the exception of three years spent at Anderson, Ind., lived there all his life. His father died when he was fifteen years old, which left him to choose his own profession or business calling. He clerked in a grocery and drug store for a number of years, and was for nine years commissary for the Toledo, St. Louis & Kansas City Railroad, resigning that position to give his entire attention to the advertising business which he has built up in Delphos in the last five years. He is also manager of the opera house in that city, one of the best and most complete for a place of that size in the state. On May 19 he freight the fine bill posting plant of W. C. Trull & Co., of Lima, O., to which he will devote his personal attention. He was married to Miss Martha Wadsworth, of his native town, Jan. 24, 1888, and has two bright boys, one ten years and the other two years old. Mr. Hood thinks that the outdoor advertising business is only in its infancy, and he expects some day to own a plant in one of the large cities.

Daubs.

P. H. Oliver, of Findlay, O., visited his old home at Upper Sandusky, O., May 20 and 21. Robert M. Smith, city bill poster of Rockport, Ind., reports that he has sold his plant to Sam R. Cook. J. F. Bixton has sold out his business as bill poster and distributor at Norwalk, Conn., to H. H. Bussing. More failures result from advertising a little too little than from advertising a little too much—Printers' Ink. A. L. Biddgett has succeeded C. O. Ackerman as manager of the New Haven Bill Posting Company of New Haven, Conn. Frank B. Rhodes, formerly the bill poster at Frederick, Md., has out a rural play called "Uncle Bez." Frank Adams is the star of the company, which is meeting with pronounced success. George W. Churchill, licensed advertiser and distributor, of Parsons, Kan., writes to complain about the indifferent and unreliable work which, he claims, is performed by Howard Graves, another distributor of that place. Fred Woodward, the bill poster at Anaconda, Mont., writes to inform us that he has purchased the plant at Helena, Mont., and sold a half interest in his Anaconda plant to A. A. McCann. McCann will be manager of the Anaconda interests, while Woodward assumes personal control in Helena.

The convention of the Ohio State Bill Posters' Association for 1907 will be held in Columbus, O. This is due to the exertions of George Chennell, manager of the Columbus Bill Posting Company. Mr. Chennell was appointed a delegate to the National Convention at the Xenia meeting. The State convention next year will be held on May 8 and 9. John Gray, who is in charge of the printing for the Peruna Drug Company, was a "Billboard" caller on May 17. Mr. Gray has been connected with the Peruna concern for a dozen years. He reports that the amount of distributing matter that will be placed by his establishment this year will be twice as large as that of any previous year.

John E. McCarthy, of McCarthy & Getter, city bill posters, Kalamazoo, Mich., sold his interest in the plant to his partner a short time ago, and has joined Bryan's forces at Toledo, O. "Jack Mack," of Kalamazoo, was for many years a prominent craftsman among craftsmen in Michigan, and few men in the business are more popular or widely acquainted in circus and theatrical circles. It is a laughable predicament in which Campbell again finds himself. In March he went down to New York and allowed himself to be cajoled into signing the forty-city scheme, and on April 16 the directors of his company met in Chicago and failed to indorse his action. Rattled Robby felt so crestfallen over the matter that he didn't have the nerve to attend the regular annual meeting of the gangsters' sheet. That's what, Tom.

One of the most unique means of advertising ever used in this city, says the Kalamazoo (Mich.) News, is the sign placed in front of the American House barber shop. In days of old a large sized tree stood directly in front of the tonsorial parlors. In course of time the tree was cut down, leaving only a stump. The enterprising hair clippers have taken the stump and made it into a chair. The sign on the chair reads, "You are next." According to a Grand Rapids (Mich.) dispatch, a train composed of fifty cars, with two engines, pulled into that city from Springfield. On board the cars, which were gayly decorated with red, white and blue banners, were nearly 2,000 Champion Mowers and binders. It was a novel advertisement and attracted attention, and caused comment along the entire route traveled. The train was nearly a third of a mile long, and is said to have been the heaviest and longest train hauled with a single locomotive ever sent out on any railroad.

J. M. Looker, the city bill poster of Abilene, Kan., writes to the editor of "The Billboard" in the following interesting vein: "If I can't give you any news, I'll take the opportunity to do some kicking about a grievous burden to me and also to others, I think. I can do that in my clumsy way. I don't count myself a chronic kicker, but why should I be expected to pay a commission to an agency for posting after fifteen years' hard struggle to work up a business, and then have it put in the hands of an agency that makes me pay a big commission on honest work that I do, and then wait from thirty to sixty days for my pay, while they sit in a fine office and laugh at my helpless folly and rake in the dimes that I worked hard to earn?"

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Winamac, Ind., Weavings.

To the Editor of "The Billboard": Dear Sir—It is not taking up too much of your valuable space, we would like to make our first report of work of posting, distributing and taking since opening here, which was on April 15. We have posted 600 quarter sheets and distributed 200 pamphlets for Dr. Chase Co., Philadelphia, Pa., posted 500 quarter sheets, distributed 1,000 samples for the Kendon Manufacturing Co., Minneapolis, Minn., posted 5,800 cards for A. K. Forster Drug Co., Indianapolis, Ind., one 21-sheet and three 12-sheet stands for Continental Tobacco Co., tucked 100 signs for Gargling Oil Co., Lockport, N. Y., distributed 1,000 samples for Nive O'Clock Washing Tea, Williams Bros., Indianapolis, Ind., 5,000 booklets for Boston Medical Institute, Chicago, Ill., 1,000 booklets for Lydia E. Pinkham's Medical Co., Lynn, Mass., 1,000 memorandum books for

Will A. Moltou, Cleveland, O.; 1,000 Chamberlin's short stories, and tucked 200 signs for E. G. Smith, local druggist. The above list includes our circuit of towns, as well as Wimmac. We wish to say that we guarantee absolutely first-class service at a very reasonable rate, and would be pleased to hear from all advertisers who wish to cover this territory at an early date. E. O. BUCKINGHAM.

Letter from Oliver.

To the Editor of "The Billboard": Dear Sir—Under the head of "Ohio State Convention" in your valuable paper of May 19 you say the meeting lasted about four hours. We were in session from about 1:30 to nearly 7 o'clock. Owing to some of the members having circuses in their territory, they wanted to get home quick—with them myself, on account of the G. A. R. parade on May 9. In regard to the U. P. A., will say that the retiring officers, especially the president and secretary, worked hard to put Ohio where she stands to-day, with 78 members, and all in good standing, and all owners of good boards. I am building four new boards in good locations, 200 feet in all. I was sorry to hear of Trull selling out at Lima, but glad he has another good town, Fosteria. I visited him on May 19, and found him leasing new places and getting ready to build new boards. I also visited the Robinson Show the same day. P. H. OLIVER.

Chicago.

The "Durham Tobacco" campaign which R. J. Gunning is carrying on in Iowa, is attracting an unusual amount of desirable comment, and the newspapers of the State are contributing their share towards this furor. As typical of the newspaper interest created, the following clever skit from the Davenport Republican may be cited. "A famous animal artist is in the city, and is giving considerable evidence of his knowledge of nature and skill with the brush. The freckles of a building is his canvas, and a boy's nose of masculine gender his favorite subject. For he is advertising 'Bull Durham' tobacco, and is painting genuine Durham bulls on all the large walls of the town. As a rule, such artists are of only mediocre ability, his work gives evidence that he is a pastmaster with the brush, and could give Rosa Bonheur some pointers in his particular line. All you have to do is to keep your eye alert when moving about, and should you come across the particular wall on which he is at work it will be interesting. His lightning methods and skillful wielding of big brushes are a revelation. The above indicates the great interest which Gunning's work throughout Iowa has stirred up, not only among consumers of the tobacco themselves, but also among the newspapers. Valuable direct and indirect publicity of this kind is always attendant upon the work he executes. The impressiveness of wall displays is not confined to the effect upon the eye alone, but extends farther, as this newspaper article indicates. WILL H. KARNES.

Communication from Harbaugh.

Mill Run, Fayette County, Pa., May 19. To the Editor of "The Billboard": I have just returned home from a visit I have been away touring the towns in the interest of signs and the sign painting business with considerable success, through April and into May. I was lately in the new quarters of Clowe's Advertising and Distributing Company, and was shown the first issue of "The Billboard" as a weekly. I heard the manager pass comments upon the subject of "The Billboard" becoming a weekly. It seemed to stagger him. The thought of \$4 per annum! He called "The Billboard" the best thing he ever saw, and I claim the same passing compliments for the paper. I like "The Billboard" for many reasons, especially because it is newsy, and I explained to Mr. Clowe to stick to "The Billboard" and it will stick to him. He is a full member of the I. A. of D., and, without having "The Billboard," he would lose far more through some disreputable advertisers, by and by, than the \$4 subscription, for with "The Billboard" constantly I, e., weekly, he can be posted upon all points, and can save himself from the dire effects of the Stahlbrod gang, who are trying to annihilate the I. A. of D. and its membership. I have been studying up things, and if we want to have clear sailing we have got to stand with you. I am not in the distributing business, but am interested in your cause, and I have always received splendid treatment from all upon "The Billboard's" staff, without knowing any name personally, except the secretary and treasurer's. You say "The Billboard" will grow. That is the talk which inspires hope. Now, if you can produce my chapters in "The Weekly Billboard," which have been started in the monthly, which are entitled "Sign and Sign Bulletin Painting," they can and will do more good than before, and, as they would appear more frequently, they will preserve a freshness in their interest. With the hope that you will soon get the articles started again, and as I do not wish to miss a single copy of "The Billboard," as my thin ends with July, with the expectation of having that you will resume publishing "Sign and Sign Bulletin Painting" at an early date, I have other chapters in readiness, also notes of working interest to your readers. ALLEN E. HARBAUGH.



Future of Traveling Distributors.

After surveying the field I am convinced that traveling distributors' days will come to an end when they are found as a class not serving their employers' best interests. In keeping down the expense of the distribution to the lowest minimum, talking the merits of the goods at every possible opportunity, seeing that no advertising matter is wasted, that best results are obtained, being careful to follow implicitly all instructions, and strictly enforcing these instructions where help is employed, their days of usefulness may be greatly prolonged. House-to-house distributions, when rightly performed, is conceded to be one of the most effective means of advertising known to the advertiser. But the system has been greatly abused until, I am sorry to say, its effectiveness is greatly diminished. The many ways which have contributed to its failure are well known to the advertiser, to the traveling distributor and to the "local man," if they but stop to review the past. It is only necessary to place yourself in the position of the receiver of advertising matter to at once see the success or the failure of the system. Would it be pleasing to you to have your lawn strewn with paper, no matter how attractive the appearance of the book or paper might have been when clean, or your hallway filled with advertising matter, to be trampled upon and put you to the trouble of picking up? Would it be pleasing to you to find your mail-box full of advertising matter mixed in with or totally excluding your regular mail? Would you like to be called to the door by a rap or a ring only to find no one in sight and only a piece of advertising matter for you to peek up and destroy? These traveling distributors must weigh all these points carefully, and must continually study to present his advertising matter in a way that brings the involuntary "thanks" from the lips of the receiver. He must also make sure that his help does this in the same way. Therefore, too much care can not be exercised in the selection of help. First, the traveler must be intelligent, well versed in the merits of the article he represents, familiar with the business methods of his firm, neat in appearance, pleasant in manner, and preserve the ability to make friends with those he meets. With these qualifications, coupled with his ability to keep down expenses and make his distribution bring a demand for the goods, his personal success is assured. And in the employment of help only those who are intelligent, neatly dressed, gentlemanly in appearance and of good standing in their towns should be employed. Any with repulsive habits or appearance, any that you would dislike to have present a sample or pamphlet to your own family, should not be employed at any price. Please the receiver and you make a customer, displease, and you might better have never tried to advertise. What is true of the traveler is also true of the local distributor. I am sorry, very sorry, indeed, that our travelers have often found it necessary to refuse to employ the local man because he lacked the above qualifications. Perhaps in no other occupation is the opportunity so good or the temptation so strong to render dishonest service as in the distributing, and in this assertion I am not charging the "local distributor" alone. The traveler as well, I am sorry to say, comes in for his share of rebuke. I am, however, happy to remark, that Dr. Kilmer & Co. have a force of travelers whom the druggists, the people and ourselves consider as near "ideal" as possible. But we have had those who abused their trust and eventually lost their positions, as well as any others hereafter found not serving the best interests of their employers. It is not probable that local distributors will displace the traveling distributor in the very near future. The traveler is direct from the house. He has an interest which can never be instilled into the minds of the local distributor, no matter how honest and conscientious that local distributor may be. It is doing one thing, and doing it well, that brings perfection. The traveling distributor represents one line of goods the entire season, and season after season, while the local distributor has any number of different goods to represent, the merits of which he has no definite knowledge. I have taken a great deal of interest in the discussion of this subject by our representatives, who, in some cases, have been bitter in their criticism of Mr. Steinbrenner, who has in an able manner endeavored to preserve the good standing of his members. I have always considered the aims and objects of the International Association of Distributors as intended to improve the condition of its members and to render the advertisers better service, but why its members should sometimes work against their own interest by doing shabby work I can not understand. The experience of the traveling distributors and my own would indicate that better local service can be obtained from a man or youth who never distributed a piece of matter before, than from the experienced distributor. Why? Because the inexperienced knows no other way than to follow instructions, while the experienced knows every way to avoid following instructions. Occasionally we find a man worthy of being called a distributor, and when we find such a one I feel like grasping him by the hand and shouting the good tidings to the ends of the earth, whether he belongs to an association or never heard of one. The greatest trouble is with the "King Distributors" in big cities, who sit behind the

safeguard of a city license, with their feet upon their desks, dictating to their stenographer the earnest soliciting letter telling of their most excellent service, while their dollar-a-day men are out making the "King Bee" fifty cents a day profit each. The distributors who reside in smaller towns, who do their own work, or half of it, or at least give it their personal supervision, are the most reliable, but their service can be greatly improved by following the instructions and suggestions of those who are interested in the betterment of the service. I could write volumes upon this subject, but my purpose is to show that the days of the traveling and local distributor will never end so long as both give honest service.

In conclusion I have a few questions to put. Why is it that some distributors ask a higher rate when the work is to be under the immediate supervision of the traveling distributor? Why is it that in some cases local distributors refuse to take contract under any consideration of the traveling distributor is to give the work his immediate supervision? Who can help regarding such men with suspicion? With best wishes and high regard for all honest, conscientious traveling and local distributors, and a hope that this article will point out the error of their ways to all others, I beg to remain, yours very truly,

W. D. REIDINGTON, Mgr. Dist. Dept. D. Kilmer & Co.

Objection from Street & Smith.

Street & Smith, the New York publishers, have issued a statement to the effect that they are always willing to induce any movement for honest distribution. There is one point, however, to which they seriously object. They have proven, they claim, by long experience, that their own men can get the work done honestly in most places by helpers at a cost not exceeding \$1 per thousand copies on the average. The advantage of an organized system and responsible help is sufficient, they say, to make them willing to pay \$1.50 where they employ members of the I. A. of D., but they can not afford and positively refuse to pay \$2 per thousand for this work, as they have been charged upon several occasions this season. They hope that the I. A. of D. will see the point of this and not charge over \$1.50 per thousand when their own men seek their services.

Notes.

Dayton Spice Mills, Dayton, O., are distributing for their baking powders. Herbol's Feed Co., Racine, Wis., is getting ready to distribute. Write them. A. S. Wright & Co., of Syracuse, N. Y., are making up their list for distributions. Dr. W. S. Burkhardt, of Cincinnati, is sampling and circulating the Southwest Distributing contracts are being made in Western territory by John Morrow & Co., of Springfield, O. The Southwest is being covered by distributing matter from the Cheney Medicine Company, of Toledo. Distributors should write Dr. Kilmer & Co., of Binghamton, N. Y. They are making up their summer list. Dr. A. W. Chase Med. Co., of Buffalo, N. Y., is putting out considerable distributing matter in the East. Handsome booklets are being sent out by the Pico Co., of Warren, Pa. Consult local druggists for distribution. Samples of English Tea from W. H. Hooker & Co., 229 W. Broadway, New York, are being distributed in Pennsylvania. The Lydia E. Pinkham Co., of Lynn, Mass., and Street & Smith, New York publishers, are both distributing in the Western States. The Alaska Bonanza Trading and Transportation Company of Chicago has been closed up by the United States postal authorities. Distributors, take note. The United States Post-office authorities have declared the Advertising Company of March, Mich., to be a fraud. Many distributors are supposed to have handed circulars for this firm.

Assistant General Passenger Agent Thorn, of the "See," has received a supply of pamphlets and novelties relating to the excellent fishing and summer resorts on the "See" line. One of these pamphlets is in the shape of a trout, and upon opening its mouth there are displayed some pretty scenes along the "See" together with a train schedule covering all the principal resorts of the line.

L. M. Harkness, the city bill poster and distributor of Stockton, Cal., and a member of the I. A. of D., recently received a very complimentary letter from the Adams Co., 132 Howard street, San Francisco, for its very thorough, efficient and conscientious manner in which he distributed 1,500 circulars for that firm. So excellent was the work that the Fresno people cheerfully took off their hat to Mr. Harkness.

Wonder what Harry L. Kramer, of "Casearet" fame, really thinks of the Kaska Kandy Kabin Manufacturing Company, of South Bend, Ind.? Looks like trafficking on another firm's name, doesn't it Harry? "The Billboard" hasn't as yet formed a very high and favorable opinion of the Kaska concern. They are sending out circulars to distributors in the "Dear Friend" style of correspondence. This is enough to queer them. But, in addition to this, they are advertising in the papers for circular distributors, and the innocent victim who responds is sent a proposition to forward fifty cents for an outfit and become an agent. The proposition may be a good one for Kaska, but the distributing idea is lost sight of.

TIPS.

The following is a revised and up-to-date list of reliable firms who are constantly sending out samples and circulars for distribution. Every first-class distributor should have his name on this list:

- ARKANSAS: The Guarantee Medical Co., Hot Springs. CALIFORNIA: California Fig Syrup Co., 232 Church street, San Francisco. CONNECTICUT: Sawyer Medical Co., 138 Middle street, Bridgeport. Prof. F. C. Fowler, Meriden. Kockapoo Medical Co., New Haven. DISTRICT OF COLUMBIA: A. O. Bliss & Co., 27 B street, N. W., Washington. M. A. Wirtz Co., 611 Eleventh street, Washington. GEORGIA: Swift's Specific Co., Atlanta. ILLINOIS: German-American Med. Co., Kankakee. Green-May Medical Co., Bloomington. H. E. Bucklin & Co., 265 Michigan avenue, Chicago. J. P. Dieter Co., 163 West Washington street, Chicago. M. A. McLaughlin Co., corner Quincy and State streets, Chicago. A. Bryant & Son, Princeton. E. B. De Witt & Co., 205 LaSalle avenue, Chicago. Roy Medical Institute, Chicago. Prayance Medical Institute, Chicago. Patent Chemical Co., Chicago. Hansen's Ready Recovery Co., Chicago. Boston Medical Institute, Chicago. INDIANA: Sterling Remedy Co., Indiana Mineral Springs. Dr. Miles' Medical Co., Elkhart. Indianapolis Brewing Co., Indianapolis. Anti-Trust Baking Powder Co., Indianapolis. The Cooking Club Publishing Co., Goshen. Van Camp Co., Indianapolis. Dr. N. C. Davis, Indianapolis. IOWA: I. C. Hurlinger & Co., Keokuk. KANSAS: The W. W. Gavett Co., Topeka. KENTUCKY: Wilson Drug Co., Lexington. LOUISIANA: A. M. Chemical Co., New Orleans. MAINE: Dr. Thomson Medicine Co., Calais. Gould & Whipple, Portland. MARYLAND: Emerson Drug Co., 311 W. Fayette street, Baltimore. A. D. Wilson, 127 W. Baltimore street, Baltimore. Nelson Remedy Co., 11 E. Gorman street, Baltimore. Chas. A. Vogeler Co., 309 W. Lombard, Baltimore. Victor Remedy Co., Frederick. Winkelman-Brown Drug Co., Baltimore. MASSACHUSETTS: Lydia E. Pinkham Medical Co., Lynn. J. C. Ayer & Co., Lowell. Chas. I. Reed & Co., Lowell. Novelty Plaster Works, Tootville. Drs. F. E. & J. A. Greene, Boston. Petter Drug and Chemical Co., Boston. C. I. Graves & Son, Boston. E. C. Towdry Co., Boston. MICHIGAN: Pope's Medical Co., Charlotte. Postum Cereal Co., Battle Creek. Conolly Medical Co., Detroit. The Sprague Publishing Co., Detroit. Dr. Goldberg, 291 Woodward avenue, Detroit. Mrs. Kennedy & Kegan, 148 Shelby street, Detroit. Hayes & Coon, 24 Gratiot avenue, Detroit. Dr. A. B. Spanney & Co., Elizabeth and Woodward avenue, Detroit. Williams, Davis, Brooks & Co., 26 Congress street, Detroit. J. D. Bean & Co., Edwardsburg. Stuart Co., Marshall. Dr. Harpe Pattern Co., Grand Rapids. I. B. Ford Co., Wyandotte. MINNESOTA: Pillsbury-Washburn Flour Mills Co., Minneapolis. Korden Manufacturing Co., Minneapolis. MISSOURI: Miller Drug Co., St. Louis. Achencher-Busch Brewing Association, St. Louis. Leggett & Myers Tobacco Co., St. Louis. MONTANA: Newbro Drug Co., Butte. NEBRASKA: Curative Remedy Co., Lincoln. NEW JERSEY: Geo. B. Green, Woodbury. NEW YORK: J. W. Bryant Co., Albany. Dr. Kilmer & Co., Binghamton. Garfield Tea Co., 11 Sterling Place, Brooklyn. W. H. Elmstedt, Morristown. Gerhard Mennen Chemical Co., Buffalo. Hutton Remedy Co., Buffalo.

- Dodd's Medical Co., 635 Ellicott Square, Buffalo. Foster, Milburn & Co., 293 Michigan street, Buffalo. Dr. R. V. Pierce, 632 Main street, Buffalo. R. T. Booth Co., Ithaca. Dr. D. Kennedy Corporation, Kingston. Genesee Pure Food Co., Leroy. Allen Olmstead, Leroy. S. C. Wells & Co., Leroy. Frank D. Reddish, Leroy. Bright's Chemical Co., Little Falls. American Tobacco Co., 111 Fifth avenue, New York City. B. T. Babbitt, 82 Washington street, New York City. Delgate & Co., 55 John street, New York City. E. E. & J. A. Greene, 25 W. Fourteenth street, New York City. Frederick Boyer, 26 Maiden Lane, New York City. Humphrey's Homeopathic Medicine Co., 113 Williams street, New York City. Geo. W. Minoro, 23 Vanderwater street, New York City. Peck's Extract Co., 75 Fifth avenue, New York City. Abbey Effervescent Salt Co., New York. Tr. Radway & Co., New York City. Seely & Co., New York City. A. M. Bininger & Co., New York City. Tarrant & Co., New York City. R. & B. Corset Co., New York City. Health Food Co., New York City. New York Condensed Milk Co., New York City. Sam W. Hoke, New York City. J. L. Prescott & Co., 90 West Broadway, New York City. Jas. Pyle & Son, 436 Greenwich street, New York City. Scott & Browne, corner Pearl and Rose streets, New York City. Seville Baking Co., 77 Hudson street, New York City. Tarrant & Co., 100 Warren street, New York City. Dr. Louis Weigert Co., 136 Liberty street, New York City. The Velvet Silver Soap Co., 21 Nostrand avenue, Brooklyn. Franklin Manufacturing Co., 191 Burr street, Rochester. Dr. Williams' Medical Co., Schuectady. A. N. Wright & Co., Syracuse. Merrill-Soule Co., Syracuse. Dr. B. J. Kay, Saratoga Springs. OHIO: R. Pretzinger & Bro., Dayton. Drs. Hess & Clark, Ashland. Dr. W. S. Burkhardt, 121 E. Seventh street, Cincinnati. Golden Specific Co., Glenn Building, Cincinnati. India Spice and Drug Co., Marietta. Coffee and Spice Co., Columbus. Peruna Drug Co., Columbus. Dr. Hartor Medical Co., Dayton. Akron Cereal Co., Akron. Peruna Drug Manufacturing Co., 24 West Fourth street, Cincinnati. Bayer Medicine Co., 1706 Adams street, Toledo. Cheney Medicine Co., 1212 Adams street, Toledo. PENNSYLVANIA: Clinax Liniment Co., Titusville. Miller Soap Works, Lancaster. Dr. Chase Co., 224 N. Tenth, Philadelphia. Hobbs Soap Manufacturing Co., 119 South Fourth, Philadelphia. Dr. David Jayne & Sons, 212 Chestnut street, Philadelphia. H. H. Munyon's Remedy Co., 1565 Arch street, Philadelphia. Fels & Co., Philadelphia. Dr. Bosanko Co., Philadelphia. Hand Medicine Co., Philadelphia. Merchants' Association, Williamsport. P. C. Tansou & Co., 25 Washington avenue, Philadelphia. J. H. Zefflin & Co., 206 Cherry street, Philadelphia. Hestetter & Co., 59 Water street, Pittsburgh. TENNESSEE: Thatcher Medical Co., Chattanooga. New Spencer Medical Co., Chattanooga. Chattanooga Medical Co., Chattanooga. VERMONT: Wells, Richardson & Co., Burlington. WISCONSIN: Pabst Brewing Co., 97 Chestnut street, Milwaukee. Dr. Shoop Family Medicine Co., Racine.

Keying System for Distributors.

In a letter to W. H. Steinbrenner, of Cincinnati, secretary of the I. A. of D., the Boston Medical Institute, 289 Dearborn street, Chicago, announces that it has adopted a system of keying their distributing. The letter says in part: "In your capacity as secretary of the I. A. of D., we wish to state that this year we have originated a new system; it is in effect the keying of all the books we ship out. We enclose you one explaining the scheme. You will see by this that when a party writes to us that we can give a distributor credit for the same, and follow it up still further when the party becomes a patient. Now, we would like to ask you, where we have made special shipments of 5,000 and 10,000 of our books and never had a return, what steps you think we would be justified taking in this matter? We intend this fall to get up a list as accurately as possible, showing which distributors of our keyed books did good work, and which did not. We may publish the results of the different men's work in 'The Billboard.' We would like to hear from you in the matter, and would be pleased to correspond with any other advertiser who could go to the trouble of keying their work, exchanging experience," etc.

THE BILLBOARD.

Published Weekly at

27 East Eighth Street, Cincinnati, Ohio, U. S. A.

Address all communications

for the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

Subscription, \$1.00 a year, 6 mos., 52.00; 3 mos., 21.00, in advance

ADVERTISING RATES

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

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

The editor can not undertake to return unsolicited manuscripts; correspondents should keep copy. When it is necessary to wire the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

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

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Saturday, May 26, 1900.

GANG RULE.

Everyone interested in the out-door methods of advertising, and this list includes advertisers, solicitors, bill-posters, sign-painters, distributors, theatrical managers, showmen, and all other promoters and representatives in publicity and amusement circles, is aware of the fact that the organization, known as the Associated Bill Posters, is dominated by a little clique composed of scarcely more than half a dozen men whose headquarters are located in New York City. These men, it is claimed, are simply plotters inspired with the greed of vultures, whose evident aim is to wax rapidly rich and grossly fat on their wily schemes. Their orders are sent forth to inferior members in the form of commands or edicts and must be obeyed, without question or murmur, combined with the promptitude and precision of trained men-at-arms. They hold the highest official positions by virtue of appointment, only one or two being elected by voice of the majority. They have been in power several years and no Russian czar, Persian satrap, or Philippine governor-general, under American supremacy, ever ruled with such a rod of iron.

Last year at the regular annual meeting of the organization, held in Chicago, a general feeling of dissatisfaction and disgust manifested itself among the rank and file members, which gradually developed into a well-organized attempt to dethrone the gangsters. But this movement was doomed to failure in the end, owing to the lack of proper leadership, coupled with the white-livered weakness of the member from Chicago. This particular member, in deference to the fact that he was the representative of the largest Western city, was chosen by the "insurgents" as their candidate for the presidency, which practically clinched his election and, the defeat of the clique. Just before the time for voting arrived, however, he was taken into a side-room by the Eastern gangsters, and in the presence of his two lieutenants—one from Pennsylvania

and the other from Kentucky—was duly informed that he must withdraw from the race, otherwise the gang threatened to throw their full strength and whole support to his opponent in the local bill-posting fight that was going on at that time. This threat actually blanched the features of the Chicagoan, and he collapsingly condescended to their wishes. Had he stood pat, asserted his manhood, and defied them, he would have won a great victory not only for the organization and himself, but in his local contest as well. But his vacillation lifted the gangsters into power once more, and lowered himself to that undesirable condition which in the lingo of the street would be dubbed a "dead 'un."

Another attempt will be made this year to defeat the gangsters at the Atlantic City convention, but whether these efforts will be more successful than those of last year cannot be foretold. Recent reports from New York indicate that those most august and brainy rulers are now perfectly indifferent to any opposition or demonstration that may be made against their methods, in as much as they feel that they have feathered themselves securely in a nest by exploiting the alleged Protective company, the success of which, they assert, will place them in a more powerful and important position than the old association could ever have done. This, of course, means, translated into plain fact, that the new scheme was evolved for the purpose of nullifying the possibility of majority rule, by giving a quietus to the association which has been in existence so many years.

But the Protective company has not proved such a howling success as yet, and the Associated Bill Posters' organization, therefore, is not prepared to receive its death-blow. Judging from the decided feeling that exists in the West, and to which expression is freely given, the eventual upshot of the whole affair will very likely be a split between the East and the West, resulting in two separate and distinct organizations, linked by affiliation only.

OUR POSITION.

Independence is the keynote of "The Billboard's" policy, but in asserting this manly quality we aim to be fair-minded and broad-gauged enough to conserve the interests of all our readers. An opinion prevails in some quarters that we are opposed to organization and openly inimical to the members of the Associated Bill Posters in particular. This notion was engendered, fostered and disseminated by the action of a few unthinking and not overscrupulous men who pose as the pillars and foundation stones of the organization. That it is false—and ludicrously so—it is hardly worth while asserting. But we are opposed, we frankly admit, to the domineering gang, who essay to rule by threats and fear and who endeavor to commandeer the whole fraternity like a herd of sheep.

When "The Billboard" was the official organ of the association the gang tried to shape the policy, it was deemed advisable to be pursued by dictating the class of advertising that should be admitted to its columns as

well as the nature of the news to be printed. These are two very essential points, which no well-balanced editor or proprietor should yield to any outside authority. "The Billboard" today still occupies the same resolute position it took at the beginning; i. e., it cannot be browbeaten into a mere vehicle of unreadable rubbish or subsidized into a mirror of self-adulation. Any advertising from a reliable source will be accepted, so long as it conforms to the regulations of the postal authorities, and any news that is fresh, lively and interesting will be served to our readers, regardless of social sentiments or business benefits.

They Say—

That a paragraph is more potent than a page. That discord is once more rife in the little narrow circle of the gangsters. That a ship without a rudder is in just as helpless and pitiful a plight as a journal without an editor. That some people seem to get all their pleasure out of life trying to make other folks miserable. That Lou Scott, of St. Paul, intends to be present at the Atlantic City meeting, and will very likely exhibit a few things not down on the gangsters' slate. That many of the boys are wondering what Will Tirrell intends to do. Everybody admits that he's too good a man to quit the business. Will he join the Bryans? No, he goes to Foster. That the cry has gone forth: "Smash the trust!" The gangsters have evidently made an irreparable blunder. Will they surrender to the wishes of the majority or will they continue to rule and ruin? That Campbell would have a difficult time convincing many of his bill posting associates that he was not at some time or in some way connected with Chas. H. Hood's defunct Chicago enterprise.

That the gangsters are going to employ the same old bulldozing, wheedling and browbeating tactics at Atlantic City. Is there any prominent bill poster with vertebrae enough to throw down the gauntlet? That H. Gaylord Wilshire, of Los Angeles, Cal., is a strong, convincing and popular public speaker. His latest address was delivered on May 13 before the Socialists of Los Angeles in behalf of a new city charter.

That R. J. Gunning's efforts in the East are being attended by most gratifying results in the way of large-sized contracts. It is expected that he will have to employ an attendant to carry them back to Chicago.

That official instructions have been forwarded to Sam. Robison not to spring the same luges on the Atlantic City gathering that he did three years ago. A different kind of trust is incubating now, Sam., which you haven't signed yet.

That Bum Chapman has purchased a very neat and up-to-date shirt, with a starched front and a high, stiff collar, and that the time-honored and characteristic frilled bosom will be abandoned at Atlantic City. Is Billy Drita responsible for this?

That Charlie Bernard's excellent photograph of the front page of our last issue was a great surprise to many of the boys, and caused considerable comment. "Hello! Charlie wears a beard now, b'gum," was the echo that came from many quarters.

That J. A. England, the good-natured heavy-weight bill poster, of Zanesville, O., was tendered the office of secretary of the State association at the recent Xenia meeting, but thankfully declined the honor, owing to the pressure of duties that fully occupies his time at home.

That the Rocky Mountain Association secured the services of an exceptionally well-qualified man for the position of secretary when they elected Bob. Anderson, of Salt Lake City, to that busy post. Don't let the gang dope you, Bobbie, at the Atlantic City convention.

That Mike Breslauer is having a rather perplexing time of it between the Sylla of the Eastern gangsters' mandates and the Charly-babs of instructions from Chicago. Mike should remember that every well regulated, non-elected director of an organization places himself in a position to be bossed.

That the Eastern clique—that little charmed circle of afraid-of-each-others—sent out repeated instructions and did all in its power to prevent "The Billboard" from publishing the proceedings of the various St. C. conventions. But as we make it a point to get all the news, we have covered them just the same, weeks in advance of any of your bubbly organs. Although the gang may boycott us on advertising, we will get the news, in spite of trusts, combines and schemers.

That the latest surprise is the report of a proposed combination of all the large outdoor advertisers for mutual protection against the New York gangsters' half-formed bill post-

ing trust. It is further reported that if the gangsters should happen to whip enough bill posters into line in order to make an apparently successful bluff, the big advertisers will immediately institute plans to establish opposition plants in all the large cities of America. Greed and selfishness always feed upon their own entrails in the end.

That George Otting, of Newport, Ky., has built up as fine a line of local commercial customers as any bill poster in America in a town of about 50,000 population. Among his local customers can be found two wall paper firms, carrying 28-sheet stands; two tailors with 8 and 3-sheets, two shoe stores, with 8-sheets; two furniture houses, with 8-sheets and smaller work, and one bicycle firm, with a 3-sheet. All of this work is from the press of the Donaldson Litho. Co. and all of these showings are for three months or more.

That Cincinnati leads the world in three distinct lines, at least. They are in the printing of posters, labels and playing cards. The poster work done can not be praised too highly. It is the largest and finest business of the kind in the world, and that these may not appear to be unwarranted claims, it is needed but to tell the facts that Cincinnati has practically all of the printing of posters to do for all the circuses of the country and at least 75 per cent of the theatrical work. The first circus bill of all modern size was set by the late A. O. Russell by hand, and from the early and simple beginning the business has grown to its present enormous proportions, and has earned its reputation as the first city in the world in this branch.

That the tables showing the estimates of the cost of printing and posting to cover any city or section of the country, or of the entire United States, for that matter, which appeared on the front page of "The Weekly Billboard" of May 12, has made a big hit with all the large advertisers and bill posters of the country. We are in receipt of scores of the most flattering and complimentary letters in regard to the subject. Barney Link, of the American Bill Posting Company, of Brooklyn, writes: "I can not see how that table of estimates of printing and posting which you published in your last issue, could be improved upon, and it is bound to be of great service to the whole fraternity. It is clear, concise and strictly up-to-date, and is a splendid sample of the kind of trade journalism that I admire." One of the largest cereal companies in America briefly wrote: "This is what we have been looking for for years."

Levyne's Letter.

To the Editor of "The Billboard." Dear Sir—The John Chapman Company are the bill posters of Cincinnati. Population of the city, 45,000; with the outlying districts, 100,000 more. Besides this city, Chapman posts in fifty-two other towns tributary to Cincinnati, whose populations are from 500 to 2,000. "Hummer" tells me he posts for nine theaters and four summer resorts—a good showing (what I mean by a "good showing" is a thorough posting without a waste of paper, on first-class locations)—200 8-sheets, 200 24-sheets and 2,000 1-sheets. This firm has distributed about 400,000 pieces of advertising matter since the 1st of January, this year.

The John Chapman Company first started in business in 1865, and has done business under this name ever since.

The head of this firm is the old "standby," familiarly known as "Hum," whose greatest personal peculiarity is his shirt collar, which "Hum" uses as a trade-mark. Chapman, with his 40,000 feet of boardings to look after, is a busy fellow, and could give me only a few moments of his precious time, yet I managed to squeeze out of him the information that he had 8,000 feet of bulletin boards (Royal Baking Powder has 1,000 feet; Coca Cola, 500; Tallawanda Water, 118; Sorosis Shoe, 500; besides Fleischmann's Distillery, Starway Piano, and a lot of local work to fill in the rest. I was greatly surprised to learn that they sold \$5,000 worth of paste in a year, which speaks well for this firm. I am continuously telling the bill posters that they do not pay enough attention to their paste. I don't see why all bill posters do not monopolize the trade for paste in their cities.

CHICAGO, ILL.

The bill posters of this city are O. P. Fairchild & Co. Population, 50,000. A good showing consists of 100 8-sheets, 75 24-sheets and 1,500 1-sheets.

This firm was established in 1865, and those bill posters who have the honor of knowing Mr. Fairchild personally need no further introduction. In looking over the boards, I find that the outside man is a painstaking fellow, all boards look neat and clean.

I also noted the amount of local work up, and as only a few poster salesmen come this way, it speaks well for this firm's hustling ability.

NEWPORT, KY.

Population, 25,000. The boards are owned by H. H. Otting & Son, and consist of 8,000 feet. Otting tells me he can put up comfortably 75 8-sheets, 25 24-sheets and 300 3-sheets.

The theaters of Cincinnati post in this town and Covington. Again I see the local merchants come to the front, and this is the amount of live paper up now: F. Dine, 50 8-sheets, Marx Bros., 50 8-sheets, 50 1-sheets, 1,000 half sheets, Daniel Hetch, 25 8-sheets; Emerson Shoe, 10 8-sheets, Walton Bros., 5 28-sheets, 300 1-sheets.

And the present time is out-of-season for local merchants. Say, my friends! let's see if we can't sell some paper this fall. Ours truly, M. L. LEVYNE.



Alive to the Danger.

At last the Administration, State and national, has awakened to the danger which it has incurred through its persistent opposition to the Ohio Centennial Exposition project.

Governor Nash himself has fought the exposition from the very day he went into office, as related in "The Billboard" of May 1.

It is doubtful now if the exposition will receive even the reduced appropriation of \$500,000 which was finally squeezed out of the legislature, for the money is now tied up in the Supreme Court upon a test case as to its availability for expenditure by the new Centennial Commission.

Pointers for County Fairs.

To the Editor of "The Billboard": Dear Sir—Can any of your many readers give pointers on strong attractions for the smaller class of fairs?

What is the best means of advertising a county fair, the ordinary gate receipts of which are about \$600 and the prize money about \$1,500?

Scandal.

A good deal of interest has been stirred up, not only in Philadelphia, but all over the country, over the filing of a suit by Charles H. Dietz against the Philadelphia Commercial Museum to collect about \$1,200 that he alleges to be due to him on account of work that he undertook and carried out for the concern.

In his suit for back pay and personal expenses, Dietz alleges that the work that he did was of a nature that will bear fruit if investigated. He says that the Philadelphia Commercial Museum entered into an arrangement with the Sugar Trust by which the institution agreed to ascertain the amount of sugar that was sold in that city by all the sugar refineries, thus giving the trust a great deal of the most valuable information that could be got at in no other way.

Sugar Refining Company, the Philadelphia branch of the Sugar Trust.

The Philadelphia Commercial Museum is an institution that has for its object the gathering and dissemination of information regarding foreign trade for the benefit of American merchants and manufacturers.

The Cincinnati Fall Festival.

Manager Ziegler, of the Cincinnati Fall Festival, is bustling, as are all connected with the great enterprise. The amusement and attraction features of the festival are now being arranged, and in our advertising columns will be found a list of features and attractions desired.

Will Yank the Eagle's Tail.

Aurora, Ill., May 18.—(Special.)—The Fourth of July Committee of last year could not spend its money on account of the rain, and so adjourned, subject to the call of the chairman, Mayor Howard.

There is a good sum in the treasury toward another celebration, and it is not unlikely that there will soon be a call for another meeting of the committee to arrange for a celebration this year.

Enormous Sums Invested.

A careful estimate reveals the fact that enormous sums have been invested by private speculators in the side shows organized for the double purpose of enriching their promoters and furnishing endless diversion to the countless throngs of amusement seekers who will come to Paris for the exposition.

There will be a monster Fourth of July celebration at Canton, O. President McKinley will be the feature.

Fourth of July Celebrations.

- Huntsville, Ala.; Leadville, Col.; Clinton, Ia.; Charleston, Ill.; Peru, Ill.; Colfax, Ill.; Rossville, Ill.; Moline, Ill.; Aurora, Ill.; Edwardsville, Ill.; Oregon, Ill.; Cairo, Ill.; Sterling, Ill.; Bourbon, Ind.; Vincennes, Ind.; Terre Haute, Ind.; Madison, Ind.; Indianapolis, Ind.; Perryville-Auburn, Me.; Dover, Me.; Houlton, Me.; Owosso, Mich.; River Junction, Mich.; Worthington, Minn.; Blue Earth, Minn.; Rushford, Minn.; Hutterfield, Minn.; Guilford Court House, N. C.; Schuylerville, N. Y.; Malone, N. Y.; Belfast, N. Y.; Sincleville, N. Y.; Pulaski, N. Y.; Lockport, N. Y.; Jarrostown, O.; Canton, O.; Ripley, O.; Painesville, O.; Cambridge, O.; Greenville, O.; Upper Sandusky, O.; Johnsonburg, Pa.; Castlewood, S. D.; Augusta, Wis.; Monroe, Wis.; Darlington, Wis.; Wausau, Wis.; Galesville, Wis.; Eagle, Wis.

Doings.

News is news, and "The Billboard" contains it. Sherman, Tex., will have a street fair the week of Aug. 6.

Stockton, Cal., is to have a street fair the third week in June.

Warren, O., will probably have a Fourth of July celebration this year.

Dexter, Ia., will hold a big street fair Sept. 25 to 27. A. H. Eastman is secretary.

The Illinois State Fair, at Springfield, this year, will add a carnival to its features.

The Maryland State Firemen's Association will hold a convention June 14, at Baltimore, Md.

The Richmond, Ky., Fair Company is thinking of holding a meeting the second week in July.

"The Billboard" is the only recognized authority on fairs, street fairs and expositions.

Bestock's business in Washington was reported as "fair only," on account of bad weather.

It is planned to hold an old-time county fair at San Jose, Cal., for the benefit of the Agricultural Society.

Hassan Ben Ali will give the Midway exhibition for the Elks at the Dallas Street Fair, May 28 to June 3.

Will S. Heck, of Cincinnati, will have charge of all the amusement features at the Lexington, Ky., Fair this season.

The Napa, Cal., Agricultural Association will give a rare meet and hold a pavilion exhibit during the week of July 9.

Chicago Elks have made a contract with the Great Oriental Carnival Company for a street fair and carnival, to be held in August.

Kemp's Wild West and Hippodrome will be the feature of the West Kentucky Fair Circuit, which includes Madisonville, Greenville, and Princeton.

The Sacramento (Cal.) Street Fair came to an end May 5, after a very successful week. The funds raised will be used to promote the State Fair next fall.

The Danish Hospital Society, of Racine, Wis., will hold a street fair during the week of July 23. Peter B. Nelson is chairman of the general committee.

The Second Ohio Regiment, Uniform Rank, K. of P., of Cleveland, will conduct a carnival and military bazaar, June 4 to 14. Lieut. Col. James S. Cockett is chairman.

The Sandusky Lodge of Elks has in contemplation a carnival for the third week in June. Amusement features are being engaged, and complete plans are well under way.

The Elks Lodge, No. 135, will hold a carnival the week of May 28, in New York. Frank A. Robbins, of the Greater New York Carnival and Midway Company, is director-general.

The Winchester Elks have elected the following officers for the Fair Association: A. Remick, president; T. C. Robinson, vice president; John E. Heau, treasurer; W. H. Garner, secretary.

The Elks' Fair will be held on the south side of the city, for a period of three weeks. Mr. John G. Scorer will have the general direction of the enterprise, with offices at 119 LaSalle street.

They are talking of holding a street fair, carnival and Midway at Nicholasville, Ky., before long. Meetings of the Commercial Club have been held, and the matter will be pushed through.

The directors of the Sonoma-Marlin (Cal.) District Fair Association are: J. H. Wates, of Healdsburg; Fred A. Wilkerson, of Petaluma; J. H. Prbor, of Sausalito; T. P. Keegan, Frank Muther, W. J. Eardley and John P. Overton, of Santa Rosa.

Gen. H. V. Hoynton has accepted an invitation to attend the annual Fourth of July celebration at Guilford Battlefield, Guilford Court House, N. C., and to deliver the addresses on that occasion. Gen. Joseph Wheeler has also been invited, and is expected to attend.

The following comprise the Blue Ribbon Fair Association Circuit, of Southwest Missouri: Holden, Mo., Aug. 7 to 9; Rich Hill, Mo., Aug. 14 to 17; Harrisonville, Mo., Aug. 21 to 24; Springfield, Mo., Aug. 28 to 31. W. A. Dennis, of Springfield, Mo., is the circuit secretary.

Geo. Bleistein is doing some wonderfully clever work for the Pan-American Exposition. No such preliminary advertising has been seen before. Every line of his stuff is interesting. It is always superbly illustrated, and that is why it is not only used, but eagerly sought after by publications.

Jamestown, O., proposes to have "a hot time" at that burgh on the Fourth of July, under the management of the Jr. O. F. A. M. Council No. 31, and the Cyclone Lodge K. of P., No. 548. Needless to say, it will be a halcyon and vociferous occasion if the Jamestowners do as they are wont to do.

Frank A. Robbins, manager of the Greater New York Carnival and Midway Company, will furnish the Oriental attractions for the Great Elks Fair and Carnival at Orange, N. J., the week of May 28. It will be a gala week, and promises to be one of the most successful of the Eastern street fairs.

The Valley Traction Company, of Bay City, Mich., is building a pavilion theater at Winona Beach, and will book their attractions in conjunction with Riverside Park, Saginaw, Mich., which opens June 10. Munger McCarty has arrived in Saginaw, and is busy superintending the many new improvements.

That "The Billboard" is "a unique weekly, with a field of its own," is recognized by all.

Letters and notices to that effect are continually coming to the office of "The Billboard" or being accorded the paper by its friends. The following clipping, taken from the New York Dramatic News, is among the latest:

Dan Quinlan, director-general of the Elmira Street Fair and Exposition, has closed his season with Field's Minstrels and taken up the active work of the street fair. Mr. Quinlan is a man of great executive ability, and a very shrewd advertiser. Under his able management, the Elmira show is bound to prove a great success.

Frank T. Bestock is said to have lost \$20,000 on the Brocklyn Street Fair, and to be due to a refund on the part of the Elks to cooperate with him. The amount is doubtless greatly exaggerated. At any rate, he paid all his bills with commendable promptness, thus proving, if he lost any great amount of money, that he had it to lose.

"The Billboard," a Cincinnati publication, issues a list of some 100 summer parks. All of these furnish vaudeville as part of their attractions, and as each and every park will use an average of seven acts a week, or say about twelve performers, it can readily be figured that the opening of the summer parks gives employment to about 5,000 vaudeville actors weekly.

The South Francisco Land and Improvement Company donated \$7,500 worth of land and agreed to sell fifteen acres more, to the San Francisco and San Mateo County Agricultural Association, providing the association would erect buildings on the land within two years. The proposition was accepted. The association will shortly give an exhibition, at which \$20,000 will be distributed in prizes.

C. H. Washburn, of Belle Plaine, Ia., secretary of the Belle Plaine Big Four District Fair, says that this will be one of the greatest fair years ever known in Iowa. His fair, at least, he writes, is going to spread itself. Large prizes have been offered for the races, and the committee on privileges has prepared to "cut her loose," and a great fair is expected. The Cedar Rapids carnival and race week follow the Belle Plaine fair.

A. C. Burton, manager of the New England Carnival Company, a one of the best hustlers in the business. He divides his time, half of it being in advance, and the remainder is put in track with the show. It is a difficult and trying position, but he gets away with it.

Gaskill's Fair business at Chattanooga was great. He showed to one hundred and twenty-one thousand, two hundred and twelve (121,212) paid admissions in the week.

Mr. W. F. Crossley, manager of McIntyre & Heath's Comedians and formerly well known in connection with Ward and Vokes, Russell Bros., Eugene D'Rourke, J. L. Sullivan, "The Electrician," Halsey's attractions, etc., has a new enterprise in the field. It is the latest exciting novelty, and is known as the "Crossley Cycle-Hurdle Track." It promises to make a great hit among parks and summer resorts. A track on something of the same plan has recently been opened at the Paris Exposition, and has proved to be a money-maker.

The American Amusement Company, of Saginaw, Mich., is very busy looking its combinations at the various street and county fairs in Ohio, Indiana, Michigan and Illinois. The company reports almost enough time for two companies; one will open at Kokomo, Ind., July 24, the other in Ohio Aug. 1. The shows will travel in combination sleeping and dining cars, to carry twelve aerial and ground acts, one ballroom, and unformed numbers of twelve men, with each combination. A great deal of correspondence with prospective fairs is had, which, if they materialize, will enable the show to put out another company.

The Niagara County Agricultural Society, at its meeting recently held at Lockport, N. Y., decided to have such a Fourth of July celebration this year as has never before been held in that county. Details have not yet been perfected, but it is proposed to have athletic games, horse races and all usual and unusual Independence Day doings. A committee, composed of Dr. Crowforth, A. H. Ashford and J. Milton Woodward, was appointed to prepare a program that will eclipse all previous efforts. It is stated officially that there will be a big display of fireworks in the evening. The county fair (this year) will be held on September 19, 20, 21 and 22.

The dramatic order of Knights of Kherassan of Chicago will conduct a carnival and industrial exposition for a period of three weeks, beginning June 25. The old base-ball grounds on the west side have been secured, and work on fences and booths will be begun about the 1st of June. The executive committee consists of Charles S. Hardy, president; Geo. E. Baker, secretary-treasurer; Chas. H. Cushing, Dr. James P. Way, and James L. Murray. John G. Scorer is general manager, H. L. Heckman business representative. The carnival features will be furnished by the Great Oriental Carnival Company. The executive headquarters of the Kherassan Fair is 119 LaSalle street, Chicago.

Lancaster Lodge of Elks.

Lancaster, O., May 17.—(Special.)—Lancaster Lodge, No. 507, I. P. O. E., with thirty-six members, was instituted to-day by Mr. Al G. Field in the presence of 500 visiting Elks from Columbus, Zanesville, Washington C. H., Logan, Athens, Marietta, Wellston and other Southern Ohio towns. The city was handsomely decorated, and the visitors were highly entertained. The installation ceremonies took place at 4:30 p.m.

LIST OF FAIRS.

This list is revised and corrected weekly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely free of charge.

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CALIFORNIA.

FERNDALE, CAL.—Ferndale Fair Association, Sept. 4 to 8, 1900. E. B. Carr, Fern-
dale, Cal., pres.; W. H. Roberts, Ferndale,
Cal., secy.
SACRAMENTO, CAL.—California State Agri-
cultural Society, Sept. 3 to 15. A. B.
Sparks, Sacramento, Cal., pres.; Peter
I. Shields, Sacramento, Cal., secy.
WILLOUGHBY, CAL.—Agricultural Association,
July 29 to Aug. 4, 1900.

COLORADO.

GLENWOOD, COL.—Farmers' Club District
Fair, Sept. 19 to 22. C. B. Sewell, pres.,
Carbondale; C. D. Fuller, secy.; L. R.
Willets, Basalt.

CONNECTICUT.

BRANFORD, CONN.—The Branford Agricul-
tural and Horticultural Society, Sept. 13
to 20. E. Doolittle, pres.; J. P. Callahan,
secy.; W. K. Foote, treas.
DANBURY, CONN.—Danbury Agricultural
Society, Oct. 1 to 6, 1900. S. H. Rundas,
pres.; J. W. Bacon, treas.; G. M. Rundas,
secy.
HUNTINGTON, CONN.—Union Agricultural
Society, Sept. 18 and 19. C. J. Wakeley,
pres.; S. L. Palmer, Shelton, Conn., secy.
NANGATUCK, CONN.—Beacon Valley
Grauge Agricultural Society, Sept. 18 and
19. T. S. Trusdell, pres.; F. M. Cander,
secy.; E. A. Hotchkiss, treas.
NEWTOWN, CONN.—The Newtown Agricul-
tural Fair Company, Sept. 25 to 27, 1900.
T. E. Platt, Redding Ridge, Conn., pres.;
S. J. Horsford, Newtown, Conn., vice pres.;
H. G. Curtis, Sandy Hook, treas.; P. H.
McCarthy, Newtown, Conn., secy.
NORWICH, CONN.—New London County Agri-
cultural Society, Sept. 3 to 5. J. A. Hill,
pres.; T. W. Yennington, secy.; C. W. Hill,
treas.

GEORGIA.

ATLANTA, GA.—Southern Interstate Fair,
Oct. 10 to 27. T. H. Martin.
EATONSWICK, GA.—Southeastern Fair Asso-
ciation, June 26 to 30. Dr. J. A. Butts,
pres.; F. D. Aiken, treas.; F. McBrown,
secy.

ILLINOIS.

ALEDO, ILL.—Mercer County Agricultural
Society, Sept. 18, 19, 20 and 21, 1900. G.
W. Williams, Box 348, Aledo, Ill., secy.
ATLANTA, ILL.—Atlanta Union Fair, Sept.
4 to 7, 1900. Ed. Subbelleff, McLean, Ill.,
pres.; J. P. Hieronymus, Atlanta, Ill.,
treas.; W. B. Stroud, Jr., Atlanta, Ill., secy.
AVON, ILL.—Avon Fair and Improvement As-
sociation, Sept. 4 to 7, 1900. G. W. Shinkel,
Avon, Ill., pres.; E. C. Woods, Avon, Ill.,
treas.; Julian Churchill, Avon, Ill., secy.
BATAVIA, ILL.—Kane County Fair, Aug. 28
to 31, 1900. H. T. Hunter, secy.
BELLEVILLE, ILL.—Boone County Agricul-
tural Society, Sept. 4 to 7. John Hanuab,
pres.; W. D. Swail, treas.; M. D. Perkins,
secy.
BUSHNELL, ILL.—The Bushnell Fair Asso-
ciation, Aug. 28 to 31, 1900. C. C. Chann,
Bushnell, Ill., pres.; James Cole, Bushnell,
Ill., treas.; J. H. Johnson, Bushnell, Ill.,
secy.
CAMBRIDGE, ILL.—The Forty-third Annual
Fair of the Henry County Agricultural
Society, Aug. 20 to 24, 1900. L. J. Wilkinson,
pres.; Theo. Beltonster, secy.
CARMEL, ILL.—White County Agricultural
Board, Sept. 4 to 8, 1900. Elvis Stinnett,
Carmel, Ill., pres.; J. W. McHenry, Carmel,
Ill., vice pres.; R. L. Organ, Carmel, Ill.,
treas.
CHAMPAIGN, ILL.—Champaign County Agri-
cultural Board, Aug. 28 to 31, 1900. H. H.
Harris, pres.; J. M. Clark, treas.; J. N.
Heers, secy.
CLINTON, ILL.—DeWitt County Agricul-
tural and Mechanical Association, Aug. 6 to
10. J. Fuller, pres.; Thos. Ewing, treas.;
F. McCuddy, secy.
DELAVAN, ILL.—The Twenty-second Annual
Fair of the Tazewell County Agricultural
Board, Aug. 28 to 31, 1900. J. W. Crabn,
pres.; I. O. Jones, secy.
ELMWOOD, ILL.—The Elmwood Fair Asso-
ciation, tenth annual fair, Aug. 21 to 24.
M. R. Sturtevant, secy.
EL PASO, ILL.—The Twentieth Annual Fair,
Woodford County Agricultural Board, Sept.
19 to 24. E. A. Childs, pres.; Geo. R. Cur-
tiss, secy.
FAIRBURY, ILL.—Fairbury Union Agricul-
tural Board, Sept. 3 to 7. R. E. Straight,
pres.; A. H. Westerwelt, secy.; L. B.
Downing, treas.
FLUPEPORT, ILL.—Northern Illinois Agri-
cultural Association, Sept. 11 to 14. J. E.
Tazewell, Ridget, Ill., pres.; W. H. Foll,
Fronport, Ill., secy.
GALENA, ILL.—Jol. Daviess County Agricul-
tural Society, Sept. 25 to 28, 1900. Wm. T.
Hodson, Galena, Ill., pres.; H. B. Chetlain,
Galena, Ill., vice pres.; John J. Gray, Ga-
lena, Ill., treas.; Wm. Barner, Galena, Ill.,
secy.
GRIEGSVILLE, ILL.—Illinois Valley Fair
Association, Aug. 7 to 10. C. M. Simmons,
pres.; J. S. Feinley, treas.; J. F. Hatch,
secy.
HOPESTON, ILL.—Hoopston District Agri-
cultural Society, Twenty-fifth Annual
Fair, Aug. 20 to 24. Dale Wallace, secy.

LA HARPE, ILL.—La Harpe Fair Associa-
tion, Aug. 20 to 24, 1900. E. A. Wilcox,
Durham, Ill., pres.; Geo. Coulson, La
Harpe, Ill., vice pres.; John R. Roberts, La
Harpe, Ill., secy.; C. H. Ingraham, La
Harpe, Ill., treas.
LE ROY, ILL.—Le Roy Fair and Agricultural
Association, Aug. 21 to 27, 1900. John Bare-
more, Danvers, Ill., pres.; Ed. Laugdon, Le
Roy, Ill., secy.
LIBERTYVILLE, ILL.—Lake County Agri-
cultural Society, Sept. 11 to 14, 1900. Wm.
E. Miller, Libertyville, Ill., pres.; E. W.
Parkhurst, Libertyville, Ill., treas.; O. E.
Churchill, Libertyville, Ill., secy.
MACOMB, ILL.—McDonough Stock Agri-
cultural Association, Aug. 13 to 17, 1900. W.
O. Blaisdell, pres.; A. K. Lodge, vice pres.;
Geo. Gadd, treas.; F. R. Kyle, secy.
MARION, ILL.—Williamson County Agricul-
tural Association, Sept. 18 to 21. Joab
Goodall, pres.; W. H. Bundy, secy.; C. M.
Kern, treas.
MONTICELLO, ILL.—Platt County Agricul-
tural Society, Aug. 13 to 17, 1900. Wm. H.
Kratz, Monticello, Ill., pres.; C. V. Lodge,
Monticello, Ill., vice pres.; C. A. Tatman,
Monticello, Ill., treas., mgr. and secy.
MORRISON, ILL.—Fair, Sept. 4 to 7. A. R.
Lewis, secy.
MT. CARROLL, ILL.—Carroll County Agri-
cultural Board, Aug. 21 to 24. G. M.
Wherritt, pres.; A. A. Foster, treas.; Geo.
C. Kenyon, secy.
MT. STERLING, ILL.—Fair, Aug. 27 to 31.
John H. Briggs, secy.
MURPHYSBORO, ILL.—Jackson County Fair
Association, Sept. 25 to 29. P. H. Elson-
mayer, pres.; Willard Wall, treas.; J. J.
Penny, secy.
QUINCY, ILL.—Baldwin Park Driving Asso-
ciation, July 17 to 20. T. S. Baldwin,
mgr.
ROCKFORD, ILL.—Winnebago County Agri-
cultural Society, Sept. 3 to 7, 1900. A. J.
Loyjoy, Rockford, Ill., pres.; E. S. Barthol-
omew, Rockford, Ill., vice pres.; Chandler
Stan, Rockford, Ill., treas.; J. P. Whitehead,
Rockford, Ill., mgr. and secy.
RUSHVILLE, ILL.—Schuyler County Agri-
cultural Association, Sept. 3 to 7, 1900. Chas.
M. Doyle, Rushville, pres.; J. E. Thompson,
Rushville, vice pres.; A. H. Clarke, Rush-
ville, treas.; Jas. S. Cowen, Rushville,
mgr.; Howard F. Dyson, Rushville, secy.
SAYBROOK, ILL.—McLean County Fair As-
sociation, Aug. 21 to 24, 1900. W. W. Dut-
law, Saybrook, Ill., pres.; John Bouchrean,
Saybrook, Ill., vice pres.; C. P. Easterbrook,
Saybrook, Ill., secy.; James Ruglers, Say-
brook, Ill., treas.; Jas. McKumey, Saybrook,
Ill., mgr.
SPRINGFIELD, ILL.—Illinois State Fair,
Sept. 24 to 29, 1900. W. C. Garrard, secy.
SWANEETOWN, ILL.—Gallatin County Agri-
cultural Board, Aug. 28 to Sept. 1, 1900.
Charles Canoll, Swaneetown, Ill., pres.; R.
E. Lawler, Equality, Ill., vice pres.; John
McKellrott, Swaneetown, Ill., treas.; Mar-
tin Doherty, Swaneetown, Ill., mgr.; Marsh
Wischart, Swaneetown, Ill., secy.
WARREN, ILL.—Union Agricultural Society,
Sept. 4 to 7, 1900. W. L. Gale, secy.
WATSEKA, ILL.—Watseska Fair, Sept. 4 to
7, 1900. H. H. Hotelling, pres.; Thos. John,
vice pres.; L. D. Watson, treas.
WATSON, ILL.—Effingham County Agricul-
tural Board, Sept. 11 to 14, 1900. Wm.
Voelker, Altamont, Ill., pres.; W. M. Ab-
raham, Watson, Ill., treas.; L. P. Mantz,
Elliotstown, Ill., secy.
WHEATON, ILL.—Dupage County Agricul-
tural Society, Sept. 5 to 8, 1900. John
Christie, Wheaton, Ill., pres.; Wm. W.
Steven, Wheaton, Ill., treas.; N. E. Matter,
Wheaton, Ill., secy.
WOODSTOCK, ILL.—Mellery County Fair,
Aug. 28 to 31. M. Zimbleman, pres.; A. S.
Wright, secy.

INDIANA.

ANDERSON, IND.—Madison County Fair,
Sept. 4 to 8. T. B. Orr, pres.; C. K. Mc-
Cullough, secy.
ANGOLA, IND.—Steuben County Fair, Oct.
9 to 12. Emmett A. Bratton, pres.; A. W.
Goodale, secy.
BAINBRIDGE, IND.—Putnam County Fair,
Aug. 13 to 17. J. C. Bridges, pres.; A. R.
Allison, secy.
BLOOMINGTON, IND.—Monroe County Fair,
Sept. 12 to 15. Ben Kirby, pres.; Geo. P.
Campbell, secy.
BOONVILLE, IND.—Warriek County Fair,
Sept. 10 to 15. Clamor Pelzer, pres.; J. F.
Richardson, secy.
BOSWELL, IND.—Benton County Fair, Aug.
27 to 31. Hiram Bright, pres.; W. H. Mc-
Knight, secy.
BOURBON, IND.—Bourbon Fair Association,
Oct. 2 to 5, 1900. Robert Erwin, Bourbon,
Ind., pres.; L. Johnson, Bourbon, Ind.,
treas.; H. W. Parks, Bourbon, Ind., secy.
BREMEN, IND.—Twelfth Annual Fair, Oct.
9 to 12, 1900. Bremen Agricultural Society,
John Huff, pres.; John T. Weiss, treas.;
Edward Heckman, secy.
BRIDGETON, IND.—Parke County Fair, Aug.
27 to 31. J. W. Adams, pres.; F. M. Miller,
secy.
CHRISNEY, IND.—Spencer County Fair,
Aug. 20 to 25. J. C. Haines, Lake, Ind.,
pres.; J. P. Chrisney, Chrisney, Ind., secy.;
F. Jones, Pigeon, Ind., treas.
COLUMBUS, IND.—Bartholomew County
Fair, Sept. 11 to 14. A. H. Reeves, pres.;
Ed. Rodman, Jr., secy.
CORYDON, IND.—Harrison County Agricul-
tural Society, Aug. 27 to 31. J. W. Mc-
Kinster, pres.; J. C. Sieg, treas.; E. S.
Tuell, secy.
COVINGTON, IND.—Fountain County Fair,
Aug. 21 to 24. Col. J. McMannomy, pres.;
W. T. Ward, secy.
CRAWFORDSVILLE, IND.—Montgomery
County Fair, Sept. 19 to 23. J. L. Davis,
pres.; W. F. Hulet, secy.
CROWN POINT, IND.—Lake County Agri-
cultural Society, Aug. 28 to 31. A. A. Bibler,
secy.; Crown Point, Ind.
EAST ENTERPRISE, IND.—Switzerland and
Ohio Counties Agricultural Society, Aug.
28 to 31. R. W. Galbreath, North, Ind.,
pres.; E. L. Turner, Bear Branch, treas.;
J. R. Elder, Bear Branch, secy.

AN INSTANTANEOUS HIT!

The 4th of July Posters

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ELWOOD, IND.—Elwood Driving Park and
Fair Association, Aug. 21 to 24. N. J.
Leisure, pres.; Frank E. DeHoritz, secy.;
Jos. A. DeHoritz, treas.
EVANSVILLE, IND.—Tri-State Fair, Sept.
17 to 21. W. M. Akin, pres.; W. L. Sworn-
stedt, treas.; R. L. Akin, secy.
FAIRMOUNT, IND.—Fairmount Fair, Aug.
6 to 10. Henry Davis, pres.; Wm. Lucas,
secy.; J. B. Wright, treas.
FLORA, IND.—Flora Agricultural and Hor-
ticultural Association, Sept. 19 to 24, 1900.
J. T. Gillam, pres.; Wm. H. Myer, treas.;
Wm. H. Lesh, secy.
FRANCESVILLE, IND.—Francesville Street
Fair Association, Oct. 2 to 5. E. D. Knotts,
pres.; Guy D. Brewer, secy.; J. W. Burgett,
treas.
FRANKFORT, IND.—Clinton County Fair,
Aug. 27 to 31. J. C. Shaucklin, pres.; Jos.
Heavilon, secy.
FRANKLIN, IND.—Johnson County Agricul-
tural, Horticultural and Park Association,
Aug. 28 to Sept. 1. Wm. A. Bridges, Trai-
lgaier, pres.; Wm. S. Young, secy.; Samuel
Harris, treas.
GREENFIELD, IND.—Hancock County Agri-
cultural Association, Aug. 14 to 17. Wm.
A. Justice, Eden, Ind., pres.; Charles Down-
ing, secy.; W. C. Barnard, treas.
HAGERSTOWN, IND.—Wayne County Fair
Association, July 31 to Aug. 3. L. M.
Pierce, pres.; L. S. Bowman, secy.; Knobe
Porter, treas.
HUNTINGBURG, IND.—The Fourteenth An-
nual Dubois County Fair, Sept. 10 to 15,
1900. H. C. Rothert, secy.
INDIANAPOLIS, IND.—Indiana State Fair,
Sept. 17 to 21, 1900. Aaron Jones, pres.;
Chas. Downing, Indianapolis, Ind., secy.
KENDALLVILLE, IND.—Noble County Fair,
Sept. 24 to 28. O. F. Johnston, pres.; G. P.
Alexander, secy.
KENTLAND, IND.—Newton County Fair,
Sept. 4 to 7. David Weldon, pres.; H. A.
Strohm, secy.
LAFAYETTE, IND.—Tippecanoe County Fair,
Sept. 3 to 7. Jas. Murdock, pres.; W. M.
Blackstock, secy.
LA PORTE, IND.—La Porte County Agri-
cultural Society, Sept. 10 to 14. J. Vene
Dorland, La Porte, Ind., secy.
LAWRENCEBURG, IND.—Lawrenceburg
Fair Association, Aug. 21 to 25. Wm. H.
O'Brien, Lawrenceburg, Ind.; Victor Oht-
ting, Lawrenceburg, Ind.; H. L. Nowlin,
Gulford, Ind.
LERANON, IND.—Boone County Fair, Aug.
20 to 25. G. W. Campbell, pres.; Riley
Hauser, secy.
LIBERTY, IND.—Union County Fair, Sept.
1. M. C. Keffer, pres.; H. F. McMahan,
secy.
LOGANSPOIT, IND.—Cass County Fair,
July 31 to Aug. 2. J. A. Brown, pres.; J. T.
Tomlinson, secy.
MADISON, IND.—Jefferson County Fair, Aug.
14 to 17. C. R. Jobuson, pres.; C. R. Jobu-
son, Jr., secy.
MARENGO, IND.—Crawford County Fair,
Sept. 3 to 7. J. E. Feltzer, pres.; Sherman
W. Stewart, secy.
MIDDLETOWN, IND.—Henry County Fair,
July 24 to 28. A. S. Miller, pres.; F. A.
Wischart, secy.
MUNCIE, IND.—Muncie, Ind., Fair, Aug. 14
to 17, 1900. Wm. H. Wood, Muncie, Ind.,
pres.; C. H. Anthony, Muncie, Ind., vice
pres.; B. C. Bowman, Muncie, Ind., treas.;
F. J. Claypool, Muncie, Ind., mgr.; M. S.
Claypool, Muncie, Ind., secy.
NEW ALBANY, IND.—Floyd County Live
Stock and Driving Association, Aug. 20 to
25. George W. Strack, pres.; Louis Strack,
secy.; Edward Sloemer, treas.; Henry W.
Fawcett, mgr.
NEW CARLISLE, IND.—St. Joseph County
Agricultural Society, Sept. 19 to 21. L. C.
Eckert, pres.; A. H. Compton, secy.
NEWCASTLE, IND.—Henry County Fair,
Aug. 7 to 11. Robert A. Smith, pres.; W. L.
Rlsk, secy.
NEW HARMONY, IND.—Posey County Agri-
cultural Society, Aug. 22 to 25, 1900. Alfred
Bibbrey, New Harmony, Ind., pres.; Henry
Bibbrey, New Harmony, Ind., vice pres.;
W. W. Rebb, New Harmony, Ind., treas.;
Geo. C. Taylor, New Harmony, Ind., mgr.;
Geo. C. Taylor, New Harmony, Ind., secy.

NEWTON, IND.—Fountain County Fair, At
30 and 31. Geo. Duncan, pres.; Hora
Gray, secy.
NORTH VERNON, IND.—Jennings Coun
Fair, Aug. 7 to 10. A. A. Tripp, pres.;
H. Nauer, secy.
OAKLAND CITY, IND.—Gibson County Fa
Sept. 3 to 6. R. B. Richardson, pres.; V.
R. Harris, secy.
OSGOOD, IND.—Ripley County Fair, Ju
31 to Aug. 3. J. C. Gilliland, pres.; Ch
W. Gray, secy.
POPLAR GROVE, IND.—Howard Coun
Fair, Sept. 3 to 7. Luther McDowell, pres.
A. D. Wood, secy.
PRINCETON, IND.—Gibson County Fa
Sept. 3 to 8. S. H. Hargrove, pres.; S. V.
Strain, secy.
REMINGTON, IND.—Jasper County Fa
Aug. 28 to 31. Christian Henster, pres.
Jasper Guy, secy.
PORTLAND, IND.—Jay County Fair, Sep
24 to 28. John Smuck, pres.; C. O. Hard
secy.
RICHMOND, IND.—Wayne County Fa
Sept. 19 to 24. W. W. Zimmerman, pres.
Joe Stevenson, secy.
ROCHESTER, IND.—The Fulton County A
gricultural and Mechanical Associati
Sept. 12 to 15. N. A. McClung, pres.;
Dawson, treas.; F. F. Moore, secy.
ROCKPORT, IND.—The Rockport Fair As
sociation, Aug. 14 to 18. B. F. Bridges, pres.
Jas. A. Payne, secy.; T. E. Snyder, treas.
RUSHVILLE, IND.—The Rush County Fa
Association, Aug. 28 to 31. R. N. Hinc
man, pres.; W. L. King, secy.; A. B. Hinc
man, treas.
SHELBYVILLE, IND.—Shelby County Joi
Stock Agricultural Association, Sept. 4
8, 1900. Sidney Conger, Flat Rock Islan
pres.; Geo. H. Dunn, Shelbyville, treas.;
E. Amsden, Shelbyville, secy.
SPRUNCA, IND.—Brown County Fair, Sep
11 to 15. J. B. Craven, pres.; Samuel Wal
er, secy.
STENDALLVILLE, IND.—Eastern Indiar
Agricultural Association, Sept. 24 to 2
O. F. Johnston, pres.; G. P. Alexande
secy.; John Mitchell, treas.
SWAYZEE, IND.—The Swayzee Tri-Coun
Agricultural Association, Aug. 14 to 17, 19
Wm. Hartley, pres.; E. C. King, secy.
TERRE HAUTE, IND.—Vigo County Fa
Sept. 24 to 29. W. P. Hams, pres.; Chas.
Luffin, secy.
TIPTON, IND.—Tipton County Fair, Sep
to 14. Jas. N. Waugh, pres.; B. F. Ran
secy.
VALPARAISO, IND.—Porter County Agricul
tural Society, Sept. 4 to 7. J. W. Hallada
Valparaiso, Ind., secy.
VINCENNES, IND.—The Knox County Agr
cultural and Mechanical Society, Oct. 8
13. M. J. Niback, pres.; J. M. Hous
secy.; H. A. Fonks, treas.
WINCHESTER, IND.—Third Annual Gree
Ing, Aug. 20 to 24. A. C. Green, pres.
Perry Leavell, secy.

IOWA.

ALGONA, IA.—Kossuth County Agricultur
Society, Sept. 25 to 28, 1900. C. A. Lewi
Algona, Ia., pres.; E. P. Keith, Algona, Ia.
vice pres.; W. H. Bailey, Algona, Ia., treas.
G. F. Beck, Algona, Ia., secy.
ATLANTIC, IA.—Agricultural Society of Ca
County, Sept. 3 to 6, 1900. C. R. Hun
Atlantic, Ia., pres.; J. B. James, Atlanti
Ia., vice pres.; S. Straight, Atlantic, Ia.
secy.; F. H. Crombin, Atlantic, Ia., treas.

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122 S. CAP. AVE. INDIANAPOLIS, IND.

ADUBON, IA.—Audubon County Agricultural Society. Sept. 18 to 21. G. W. Hoover, Sec.; R. C. Spencer, secy.; H. W. Wilson, Secs.

RHODES, IA.—Eden Dist. Agricultural Society. Sept. 18 to 20. W. A. Nichols, Wate Center, pres.; W. N. Mason, Melbourne, treas.; H. M. Weeks, secy.

DURHAM, ME.—Agricultural Society. July 4 and Sept. 14 to 19. Rufus Parker, pres.; S. S. Parker, treas.; J. H. Williams, secy.

STREET MEN Do you know that... RAG TIME STICK PINS ARE THE LATEST CRAZE... LUCKY Rabbits' Feet, FOR THE RACES, Street Fairs, County Fairs, Etc.

CALOOSA, IA.—Mahaska County Fair Association. Sept. 4 to 7, 1900. D. A. Himes, pres.; C. E. Lofland, treas.; C. E. Monroe, secy.

CORNISH, ME.—O. V. U. Agricultural Association. Aug. 21 to 23. R. G. Peare, pres.; O. B. Churchill, N. Parsonfield, Me., treas.; H. L. Merrill, E. Parsonfield, Me., secy.

PADUCAH, KY.—The Commercial and Manufacturers' Association. Oct. 9 to 12. Geo. H. Dains, secy.

FAIR MANAGERS!—The American Amusement Co., offer combinations of Balloon Ascension and Parachute, Marion Band of 12 pieces, one day or more for little money. Write for circular and terms. Season opens July 25th in Indiana. Performers and Musicians wanted. SAGINAW, MICH.

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BROCKTON, MASS.—Brockton Agricultural Society. Oct. 2 to 5, 1900. Hon. H. W. Robinson, Brockton, Mass., pres.; B. H. Grover, Brockton, Mass., vice pres.; E. M. Thompson, Brockton, Mass., treas.; Baalls Sanford, Brockton, Mass., secy.

CLINTON, MASS.—The Worcester East Agricultural Society. Sept. 12 to 14, 1900. Col. John E. Thayer, Lancaster, Mass., pres.; Warren Goodale, Clinton, Mass., vice pres.; Hon. Lucius Field, Clinton, Mass., treas.; O. L. Stone, Clinton, Mass., mgr.; Wm. A. Kilbourn, South Lancaster, Mass., secy.

GREAT BARRINGTON, MASS.—Housatonic Agricultural Society. Sept. 26 to 28. Edward L. Vanlenssen, pres.; Frank H. Briggs, secy.; Orlando C. Bidwell, treas.

HINGHAM, MASS.—Hingham Agricultural and Horticultural Society. Sept. 25 and 26, 1900. Ebed L. Ripley, Hingham Centre, pres.; Hon. John B. Long, Washington, D. C., vice pres.; Robert Sprague, Hingham Centre, treas.; Ebed L. Ripley, Hingham Centre, mgr.; William H. Thomas, Hingham, Mass., secy.

LOWELL, MASS.—Middlesex North Agricultural Society. Sept. 13 to 15, 1900. Henry S. Perham, Chelmsford, Mass., pres.; Geo. R. Coburn, Lowell, Mass., secy.; S. Drexett, Lowell, Mass., treas.; E. J. Noyes, Lowell, Mass., mgr.

NANTUCKET, MASS.—Nantucket Agricultural Society. Aug. 29 and 30. Joseph A. Johnson, pres.; J. F. Murphy, secy.

PEABODY, MASS.—Essex Agricultural Society. Sept. 18 to 20. G. L. Meyer, Hamilton, Mass., pres.; J. M. Danforth, Lynnfield Centre, secy.; G. L. Strueter, Salem, treas.

PITTSFIELD, MASS.—Berkshire Agricultural Society. Sept. 11 to 13. Martin T. Coleman, Richmond, Mass., pres.; Charles H. Wright, secy.; Wm. P. Wood, treas.

TAUNTON, MASS.—Bristol County Agricultural Society. Sept. 18 to 21, 1900. Edward H. Temple, Taunton, Mass., pres.; Horatio H. Hall, Taunton, Mass., vice pres.; E. Clarence Hoyt, Taunton, Mass., treas.; Gertrude Williams, Taunton, Mass., secy.

WEST TISHBURY, MASS.—Martha's Vineyard Agricultural Society. Sept. 13 to 29. B. T. Hillman, Edgartown, Mass., pres.; G. H. Lane, treas.; F. Allen Lark, secy.

WINSTON, SALEM.—Piedmont Park Company. Oct. 30 to Nov. 3, 1900. J. L. Patterson, pres.; Thos. Maslen, treas.; G. E. Webb, secy.

WORCESTER, MASS.—Worcester Agricultural Society. Sept. 3 to 5. J. Hogg, pres.; Wm. J. Wheeler, secy.

MICHIGAN.

ARMADA, MICH.—Armada Agricultural Society. Oct. 3 to 5. John McKay, Romeo, Mich., pres.; R. V. Edwards, Armada, Mich., treas.; A. J. Freeman, Armada, Mich., secy.

BAD AXE, MICH.—Huron County Agricultural Society. Sept. 25 to 28. John Hunt, Verona Mills, Mich., pres.; Geo. W. Clark, secy.; C. E. Thompson, treas.

CALEDONIA, MICH.—Caledonia Union Fair Association. Oct. 3 to 5. Wm. McCrodon, pres.; Charles H. Kanusey, secy.; D. P. Hale, treas.

CASS CITY, MICH.—Tuscola, Huron and Sanilac Fair Association. Oct. 2 to 5, 1900. Henry Dodge, Elmwood, Mich., pres.; Wm. J. Campbell, Cass City, Mich., treas.; A. N. Aie, secy.

CHAILLOTTE, MICH.—Eaton County Agricultural Society. Oct. 2 to 5. J. H. Gallery, pres.; Jas. H. Brown, treas.; Geo. A. Perry, secy.

FOWLERVILLE, MICH.—Fowlerville Agricultural Society. Oct. 2 to 5, 1900. C. L. Gordon, Fowlerville, Mich., pres.; D. C. Carr, Fowlerville, Mich., secy.; Fred. Cuhn, Fowlerville, Mich., treas.

GRAND RAPIDS, MICH.—The Michigan State Fair. Sept. 24 to 28, 1900. M. P. Anderson, pres.; J. H. Butterfield, secy.

HILLSDALE, MICH.—Hillsdale Fair. Oct. 1 to 5. C. W. Terwilliger, secy.

HOLLAND, MICH.—South Ottawa and West Allegan Agricultural Society. Oct. 9 to 12. H. Kowken, pres.; L. T. Kanters, secy.; H. Lindens, treas.

IMLAY CITY, MICH.—Imlay City Agricultural Society. Oct. 2 to 4, 1900. M. J. Haskin, Imlay City, Mich., pres.; Dr. G. W. Jones, Imlay City, Mich., treas.; F. Rathsburg, Imlay City, Mich., secy.

IONIA, MICH.—Ionia District Fair Association. Oct. 2 to 5. E. J. Eayle, Saranac, Mich., pres.; Eldon P. Mains, treas.; E. A. Murphy, secy.

IRONWOOD, MICH.—D. S. Foreman's Tournament and Gayeton County Fair. Sept. 13 to 15. C. E. Hook, secy.

MARSHALL, MICH.—Calhoun County Agricultural Society. Oct. 2 to 5. Wm. Foster, Bante Creek, Mich., pres.; Wm. H. Arthur, secy.; T. J. Shipp, treas.

MARQUETTE, MICH.—Marquette County Agricultural Society. Sept. 26 to 28, 1900. E. B. Palmer, Marquette, Mich., pres.; M. E. Ashie, Marquette, Mich., secy.; C. H. O'Neil, Marquette, Mich., treas.

MIDLAND, MICH.—Midland County Agricultural Society. Oct. 3 to 5. Jns. G. Culver, secy.

MILFORD, MICH.—Milford Fair Association. Sept. 25 to 28. R. T. Bridgman, pres.; J. Fleldon, secy.; J. T. Watkins, treas.

PONTIAC, MICH.—Forty-eighth Fair of the Oakland County Agricultural Society. Sept. 18 to 21. E. Howland, pres.; F. W. Burch, secy.

MINNESOTA.

ALBERT LEA, MINN.—Albert Lea Street Fair Association. Sept. 26 to 28. T. V. Knatvold, pres.; C. A. Ransom, secy.; F. W. Barlow, treas.

AITKIN, MINN.—Aitkin County Agricultural and Stock Breeders' Association. Sept. 14 and 15. J. S. Campbell, pres.; T. P. McQuillin, secy.; T. E. Kroch, treas.

CHASKA, MINN.—Chusku Agricultural Association. Sept. 27 to 29. Fred Greiner, pres.; F. G. Luenfeller, treas.; T. Craven, secy.

CURRIE, MINN.—Murray County Agricultural Society. Oct. 4 and 5. W. H. Mellen, pres.; A. Currie, Sr., treas.; N. Currie, secy.

FAIRMOUNT, MINN.—Martin County Agricultural Society. Sept. 19 to 22. J. G. Mitchell, pres.; Cecil Sharpe, treas.; Edwin Wade, secy.

GARDEN CITY, MINN.—The Blue Earth County Agricultural Society. Sept. 12 to 14, 1900. W. H. Oyer, Garden City, Minn., pres.; E. N. Parker, Garden City, Minn., treas.; S. M. Dickinson, Garden City, Minn., secy.

HAMLIN, MINN.—Minnesota State Agricultural Society. Sept. 3 to 8, 1900. John Cooper, St. Cloud, Minn., pres.; T. J. Wilcox, Northfield, Minn., treas.; E. W. Randall, Hamlin, Minn., secy.

HUTCHINSON, MINN.—McLeod County Agricultural Society. Sept. 11 to 13, 1900. Sam W. Stocking, Hutchinson, Minn., pres.; Ed. A. Tems, Hutchinson, Minn., vice pres.; L. A. Riter, Hutchinson, Minn., treas.; L. P. Harrington, Hutchinson, Minn., secy.

MORA, MINN.—Kanobee County Agricultural Society. Aug. 31 and Sept. 1. O. Struble, pres.; C. F. Scribne, secy.; G. H. Newbert, treas.

ST. PETER, MINN.—Nicollet County Agricultural Society. Sept. 12 to 14. D. T. M. Lambert, pres.; J. A. Johnson, secy.; H. S. Sackett, treas.

WINNEBAGO CITY, MINN.—Fairbault County Agricultural and Joint Stock Company. Sept. 13 to 15. W. D. Richards, pres.; L. C. Stebbins, secy.

MISSOURI.

BOONVILLE, MO.—Cooper County Agricultural and Mechanical Association of Boonville. Aug. 7 to 10. H. T. Hudson, pres.; Fred. Santer, treas.; D. Jones, secy.

CARRIOLTON, MO.—Carroll County Fair Association. Aug. 21 to 24, 1900. F. J. White, Carrollton, Mo., pres.; D. D. Betzler, Carrollton, treas.; D. D. Thomas, secy.

COLUMBIA, MO.—Boone County Agricultural and Mechanical Society. July 31 to Aug. 3. J. Burruss, pres.; N. D. Hobnett, secy.; W. J. Carter, treas.

DENTER, MO.—The Stoddard County Agricultural Society. Sept. 25 to 29, 1900. L. P. Jeffers, secy.

HOLDEN, MO.—Johnson County Agricultural and Mechanical Fair Association. Aug. 7 to 10. Wm. Steill, pres.; T. C. Hornbuckee, secy.

LEE'S SUMMIT, MO.—Jackson County A. and M. Society. Sept. 11 to 14, 1900. E. S. Browning, Lee's Summit, Mo., pres.; W. H. Noland, Lee's Summit, Mo., vice pres.; J. C. White, Lee's Summit, Mo., treas.; Lewis Lamkin, Jr., Lee's Summit, Mo., secy.

LIBERTY, MO.—Intertownship Fair Association. Aug. 21 to 24. C. M. Russell, Warren, Mo., pres.; T. J. Wornall, treas.; C. E. Yancey, secy.

MILAN, MO.—Sullivan County A. M. & S. G. Association. Sept. 4 to 7. Reuben Payne, pres.; Dennis Ryan, treas.; C. B. Long, secy.

MOBERLY, MO.—Fair and Race Meeting. July 23 to 28. Jas. R. Lowell, secy.

NEVADA, MO.—Vernon County Fair Association. July 31 to Aug. 4, 1900. N. L. Winston, Nevada, Mo., pres.; H. M. Duck, Nevada, Mo., secy.

PLATTE CITY, MO.—Platte County A. M. & S. Association. Aug. 28 to 31. C. B. Cockrill, pres.; Wm. Forman, secy.; A. R. Jack, treas.

PIGSCETON, MO.—Mercer County Fair Association. Aug. 27 to 31, 1900. Jeff. Burchett, Princeton, Mo., pres.; F. H. Anfrich, Princeton, Mo., vice pres.; Jas. A. Thompson, Princeton, Mo., treas.; Geo. Sturgeon, Princeton, Mo., mgr.; Fred. W. Coon, Princeton, Mo., secy.

ROCKPORT, MO.—Thirteenth Annual Exhibition, Rockport Fair. Sept. 11 to 14. John H. Duff, secy.

SPRINGFIELD, MO.—Queen City Fair Association. Aug. 28 to 30. W. A. Dennis, secy.

ST. LOUIS, MO.—Fair. Oct. 1 to 6. Robt. Aull, pres.; Jos. A. Murphy, secy.

MONTANA.

BILLINGS, MONT.—Yellowstone Fair Association. Oct. 1 to 6. A. L. Babcock, pres.; H. W. Rowley, treas.; P. D. O'Donnell, secy.

NEBRASKA.

ALBION, NEB.—Boone County Agricultural Association. Sept. 19 to 21, 1900. H. C. Kiesler, St. Edward, Neb., pres.; J. O'Neil, Albion, Neb., vice pres.; Job. Green, Albion, Neb., treas.; H. C. Brooks, Albion, Neb., secy.

ALGONA, NEB.—Hamilton County Agricultural Society. Sept. 25 to 28. T. A. McKay, pres.; E. E. Williams, treas.; B. F. Isaman, secy.

BASSETT, NEB.—Rock County Agricultural Society. September. J. H. Putnam, Cuba, Neb., pres.; J. D. Brayton, treas.; W. T. Phillips, secy.

BERTHOLD, NEB.—Phelps County Fair Association. Oct. 2 to 5, 1900. A. J. Sandstrom, pres.; Alf. Andrews, vice pres.; C. C. Gibbons, secy.; R. P. Larson, treas.

BROKEN BOW, NEB.—Custer County Agricultural Society. Sept. 11 to 14, 1900. J. O. Taylor, Berwyn, Neb., pres.; A. R. Humphrey, Broken Bow, Neb., treas.; I. A. Purcell, Broken Bow, Neb., secy.

CLAY CENTER, NEB.—Clay County Agricultural Society. Sept. 26 to 29. B. W. Campbell, pres.; H. E. McDowell, treas.; O. C. Williams, secy.

GENEVA, NEB.—Fillmore County Agricultural Society. Aug. 21 to 24. Lee Huston, pres.; A. H. Steven, treas.; F. M. Flory, secy.

LINCOLN, NEB.—Nebraska State Fair. Sept. 3 to 7, 1900. S. C. Bassett, Gibbon, Neb., pres.; R. W. Furnas, Brownville, Neb., secy.

RED CLOUD, NEB.—The Red Cloud Interstate Fair Association. Oct. 2 to 5, 1900. J. L. Miller, Red Cloud, Neb., pres.; S. M. Crabill, Red Cloud, Neb., vice pres.; G. W. Dow, Red Cloud, Neb., treas.; D. J. Meyers, Red Cloud, Neb., secy.

ST. CHARLES, NEB.—St. Charles County Fair. Aug. 30 to Sept. 1. W. F. Adelphi, secy.

ST. JOHNSVILLE, NEB.—Frontier County Agricultural Association. Sept. 18 to 21, 1900. L. H. Cheney, secy.

NEW HAMPSHIRE.

CONCORD, N. H.—Concord State Fair. Sept. 4 to 7. Committee: David E. Murphy, Lewis B. Hunt, George H. Moses.

NASHUA, N. H.—Nashua Fair Association. Sept. 3 to 6, 1900. J. E. Tolles, pres.; M. H. O'Grady, treas.; T. A. Crowley, secy.

NEW JERSEY.

TRENTON, N. J.—Interstate Fair Association. Sept. 24 to 28, 1900. Gen. Richard Donnelly, Trenton, N. J., pres.; Wm. L. Salor, Trenton, N. J., vice pres.; Rudolph V. Kuser, Trenton, N. J., treas.; Mahlon R. Margerlin, Trenton, N. J., secy. and mgr.

NEW MEXICO.

ALBUQUERQUE, N. M.—New Mexico Territorial Fair Association. Sept. 18 to 22. W. V. McCreight, pres. and secy.; Arthur Everett, treas.

NEW YORK.

ALTAMONT, N. Y.—Albany County Agricultural Society and Exposition. Sept. 10 to 13, 1900. Robt. J. McCanby, Albany, N. Y., pres.; Joseph Snyder, Altamont, N. Y., vice pres.; V. P. Dunno Lee, Altamont, N. Y., secy.; Edward Becker, Altamont, N. Y., treas.

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

BALLSTON SPA., N. Y.—Saratoga County Agricultural Society. Aug. 27 to 31, 1900. D. F. Wimpy, Ballston Spa, N. Y., pres.; Welter I. Cayser, Charlton, N. Y., treas.; Frank L. Smith, Birehton, N. Y., secy.

BATAVIA, N. Y.—Genesee County Agricultural Society. Sept. 17 to 20, 1900. Daniel Harris, pres.; C. D. Harris, treas.; A. E. Brown, secy.

BATH, N. Y.—Steuben County Agricultural Fair. Sept. 24 to 28, 1900. C. A. Shultz, pres. and secy.

BROOKFIELD, N. Y.—Brookfield Madison County Agricultural Society. Sept. 17 to 20. N. A. Crumb, secy.

CANANDIGUA, N. Y.—Ontario County Agricultural Society. Sept. 18 to 20, 1900. C. P. Whitney, Orleans, N. Y., pres.; Homer Reed, vice pres.; Jas. S. Hickox, treas.

CANTON, N. Y.—St. Lawrence County Agricultural Society. Sept. 11 to 14, 1900. Leslie W. Russell, Canton, N. Y., pres.; E. H. Gilbert, Canton, N. Y., treas.; A. T. Martyn, Canton, N. Y., secy.; P. R. McMonagle, treas.

CHATHAM, N. Y.—Columbia County Agricultural Society. Sept. 4 to 7. G. McClellan, pres.; H. J. Baringer, treas.; W. A. Dardess, secy.

COBLESKILL, N. Y.—Cobleskill Agricultural Society. Sept. 24 to 27, 1900. O. F. Nelson, Cobleskill, N. Y., pres.; Hon. J. S. Pluder, Cobleskill, N. Y., vice pres.; S. C. Shaver, Cobleskill, N. Y., treas.; M. D. Borst, Cobleskill, N. Y., secy.

CORTLAND, N. Y.—Cortland County Agricultural Society. Aug. 28 to 31, 1900. Frank H. Sears, pres.; C. T. Brown, treas.; W. J. Greenman, secy.

DELIH, N. Y.—Delaware County Fair. Sept. 4 to 6. P. P. McIntosh, secy.

DRYDEN, N. Y.—Dryden Agricultural Society. Sept. 18 to 20, 1900. S. G. Lupton, Dryden, N. Y., pres.; Geo. Cole, Dryden, N. Y., vice pres.; D. T. Wheeler, Dryden, N. Y., treas.; J. B. Wilson, Dryden, N. Y., secy.

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ELMIRA, N. Y.—Channing County Fair. Sept. 3 to 7, 1900. Geo. McCann, secy.

ATHENS, O.—Athens County Fair. Sept. 25 to 27. C. H. Porter, secy.

M'CONNELLSVILLE, O.—Morgan County Fair. Sept. 4 to 6. P. H. Tannehill, secy.

OKLAHOMA. ENID, OKLA.—Garfield County Fair Association. Aug. 14 to 17, 1900. R. Messall, Enid, Okla., pres.; I. H. Watkins, Enid, Okla., treas.; S. H. Allen, Enid, Okla., secy.

OREGON. PORTLAND, ORE.—State Fair. Sept. 17 to 22. W. H. Wehrung, Hillsboro, pres.; A. Hush, Salem, treas.; M. D. Wisdom, secy.

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

NORTH CAROLINA. AYETTEVILLE, N. C.—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, secy. and treas.

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

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HEAVER, PA.—Heaver Centennial Celebration. June 19 to 22. M. Weyand.

BETHLEHEM, PA.—Penna State Fair. Sept. 11 to 14, 1900. J. Walter Lovett, Bethlehem, Pa., pres.; M. C. Fetter, Bethlehem, Pa., vice pres.; Geo. H. Young, Bethlehem, Pa., treas.; H. A. Gromau, Bethlehem, Pa., secy.

HURGETTSTOWN, PA.—Forty-fifth Annual Union Agricultural Association. Oct. 2 to 4. Dr. S. C. Botkin, pres.; R. P. Stevenson, secy.; W. H. Linn, treas.

CANTON, PA.—Union Agricultural Association. Sept. 4 to 7. Dr. W. S. Lewis, pres.; G. E. Hullock, treas.; C. D. Derrah, secy.

CONNEAUTVILLE, PA.—Conneautville Fair Association. Sept. 4 to 6, 1900. Mr. J. D. Corey, vice pres.

DAYTON, PA.—Dayton Agricultural and Mechanical Association. Sept. 25 to 28. W. C. Marshall, pres.; E. Morrow, secy.; C. W. Ellenberger, treas.

HANOVER, PA.—Hanover Agricultural Society. Sept. 25 to 28. R. M. Wirt, pres.; T. J. Little, treas.; M. O. Smith, secy.

HUGHESVILLE, PA.—Muncy Valley Farmers' Club. Sept. 18 to 21, 1900. Theodore A. Boom, Hughesville, Pa., pres.; Hon. Peter Reed, Hughesville, Pa., treas.; A. C. Henry, Hughesville, Pa., secy.

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INDIANA, PA.—Indiana County Agricultural Society. Sept. 11 to 14. M. F. Jamison, pres.; David Blair, secy.; A. W. Mafon, treas.; Hon. H. J. Thompson, Marion Center, Pa., privilege mgr.

LEBANON, PA.—The Lebanon Valley Fair Association. Sept. 4 to 7. Wm. Gassert, pres.; Wm. H. Means, M.D., secy.; J. K. Funk, treas.

LEBANON, PA.—Mt. Gretna Agricultural, Mechanical and Industrial Exposition. Aug. 20 to 24. J. H. Redecker, pres.; I. M. Rutter, secy.; H. W. Siegrist, treas.

LEIGHTON, PA.—The Carbon County Industrial Society. Sept. 25 to 28, 1900. Henry Miller, Leighton, Pa., pres.; C. E. Brinkman, Leighton, Pa., treas.; C. W. Bower, Leighton, Pa., secy. and mgr.

MANCHESTER, PA.—Manchester Fair. Sept. 25 to 28, 1900. W. P. Austin, Manchester, Pa., secy.

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

NAZARETH, PA.—Northampton County Agricultural Society. Oct. 2 to 5. F. F. Germet, pres.; J. J. Maos, secy.; J. R. Reimhenn, treas.

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

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

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

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

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

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

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

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

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

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

SOUTH CAROLINA.

WALHALLA, S. C.—Semi-Centennial Celebration. Aug. 16 to 18, 1900. Jas. Thompson, secy.

TENNESSEE.

WATERTOWN, TENN.—Wilson County Fair Association. Sept. 6 to 8, 1900. W. W. Donnell, Lebanon, Tenn., pres.; J. H. Davis, Sr., Stateville, Tenn., treas.; Caesar Thomas, Watertown, Tenn., secy.

TEXAS.

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

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

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

SAN ANTONIO, TEX.—San Antonio International Fair Association. Oct. 20 to Nov. 2. Nevelin P. Brown, San Antonio, pres.; J. C. Frost, San Antonio, treas.; John M. Vance, San Antonio, secy.

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

UTAH.

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

VERMONT.

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

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

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

VIRGINIA.

FREDERICKSBURG, VA.—Rappahannock Agricultural and Mechanical Society. Sept. 25 to 27, 1900. E. D. Cole, Fredericksburg, Va., pres.; S. J. Quinn, Fredericksburg, Va., treas. and secy.

WINCHESTER, VA.—The Shenandoah Valley Agricultural Society. Sept. 19 to 22, 1900. Charles Rouss, N. Y. City, pres.; E. G. Hollis, Winchester, secy.; Clark H. Purcell, Fredericksburg, Va., treas.

WEST VIRGINIA.

CLARKSBURG, W. VA.—Fair. Sept. 3 to 6. Frank R. Moore, secy.

MIDDLEBORNE, W. VA.—The Tyler County Exposition and Fair Association. Aug. 28 to 31, 1900. M. H. Stealy, pres.; C. H. Hingle, secy.

NEW MARTINSVILLE, W. VA.—Wetzel County Fair Association. Aug. 21 to 24. J. E. Eakin, pres.; R. E. McEldouney, secy.; S. J. Williams, treas.

SHEPHERDSTOWN, W. VA.—Morgan's Grove Fair Association. Sept. 4 to 7. A. S. Reynolds, pres.; G. T. Luehdar, treas.; R. S. M. Hoffman, secy.

WHEELING, W. VA.—West Virginia Exposition and State Fair. Sept. 10 to 14, 1900. Geo. Hook, secy.

WISCONSIN.

AMHERST, WIS.—Portage County Agricultural Society. Sept. 11 to 14. G. W. Smith, pres.; A. J. Smith, secy.; J. C. Webster, treas.

ANTIGO, WIS.—Fair. Sept. 18 to 20. Fred. Haysen, secy.

ARCADIA, WIS.—Arcadia Agricultural and Driving Association. Aug. 29 to 31. N. Lehrbach, pres.; George Schmidt, treas.; George Mathys, secy.

BARABOO, WIS.—Fair. Sept. 25 to 28. S. A. Pelton, Reedsburg, secy.

BERLIN, WIS.—Fair. Oct. 1 to 4. C. M. Willis, secy.

BEAVER DAM, WIS.—Dodge County Fair Association. Sept. 24 to 28, 1900. W. A. Van Brant, Horicon, Wis., pres.; A. L. Wallace, Fox Lara, Wis., vice pres.; C. W. Harvey, Beaver Dam, secy.; H. B. Drak, Beaver Dam, Wis., treas.

BLOOMINGTON, WIS.—Blakes Prairie Agricultural Society. Sept. 5 to 7, 1900. C. W. Stone, pres.; S. Kitto, treas.; Lincoln Abraham, secy.

HOUSHEL, WIS.—Fair. Oct. 3 to 5. F. C. Muffey, secy.

CECILLI, WIS.—Ozaukee County Agricultural Society. Sept. 17 to 19, 1900. Wm. H. Rintelman, pres.; L. E. Schroeder, treas.; J. Dietrich, secy.

CHIPPEWA FALLS, WIS.—Northern Wisconsin State Fair. Sept. 11 to 14. J. R. Sharp, pres.; M. S. Bailey, secy.; W. W. Phinn, Chetek, Wis., treas.

DODGEVILLE, WIS.—Fair. Sept. 18 to 21. W. J. Davey, secy.

DEFRAND, WIS.—Peplin County Agricultural Society. Sept. 25 to 28, 1900. E. J. Ryan, pres.; W. B. Smith, treas.; J. Dorwin, secy.

ELKHORN, WIS.—Walworth County Agricultural Society. Sept. 18 to 21. W. H. Aldrich, pres.; G. L. Harrington, secy.

ELLSWORTH, WIS.—Fair. Sept. 19 to 21. E. S. Doolittle, secy.

EVANSVILLE, WIS.—The Evansville Rock Co. Agricultural Association. Sept. 4 to 7, 1900. W. D. Campbell, pres.; Geo. L. Pullin, treas.; E. Springer, secy.

FRIENDSHIP, WIS.—Adams County Agricultural Association. Sept. 11 to 14. F. M. Filkins, Arkdale, Wis., pres.; L. N. Morse, Big Springs, Wis., treas.; Geo. W. Bingham, secy.

GALESVILLE, WIS.—Fair. Sept. 3 to 6. A. A. Arnold, secy.

GRANTSBURG, WIS.—Fair. Sept. 26 to 28. And A. Anderson, secy.

GREEN BAY, WIS.—Fair. Sept. 3 to 5. A. Spuhler, secy.

HILLSBORO, WIS.—Fair. Sept. 18 to 21. A. N. Jones, secy.

HORTONVILLE, WIS.—Fair. Sept. 25 to 27. H. T. Buck, secy.

HUBSON, WIS.—Fair. Sept. 12 to 14. F. M. Warner, secy.

JEFFERSON, WIS.—Fair. Oct. 2 to 5. J. L. Kearney, secy.

LANCASTER, WIS.—Fair. Sept. 12 to 14. G. B. Wheeler, secy.

Lodi, WIS.—Fair. Sept. 11 to 13. A. H. Hinds, secy.

MADISON, WIS.—Fair. Sept. 18 to 21. Eugene Shepard, secy.

MAUSTON, WIS.—Fair. Aug. 28 to 31. G. H. Ely, Mauston, secy.

MENOMONEE, WIS.—Fair. Sept. 18 to 21. R. W. Cronk, Louisville, secy.

MILWAUKEE, WIS.—State Fair. Sept. 10 to 14. John M. True, Madison, secy.

MINERAL POINT, WIS.—Southwestern Wisconsin Fair Co. Aug. 21 to 24, 1900. Thos. Prasken, vice pres.; Phillip Allen, treas.; W. H. Bennett, secy.

MONROE, WIS.—Fair. Sept. 5 to 8. B. G. Treat, secy.

NEILLSVILLE, WIS.—Clark County Agricultural Society. Sept. 11 to 14. E. D. Webster, pres.; G. L. Redmond, treas.; H. H. Heath, secy.

NEW LONDON, WIS.—New London Agricultural and Industrial Association. Sept. 25 to 28, 1900. A. Roloff, pres.; E. H. Ramm, treas.; Henry Cannon, secy.

NEW LONDON, WIS.—Fair. Sept. 25 to 27. Henry Cannon, secy.

NEW RICHMOND, WIS.—Fair. Sept. 19 to 21. O. J. Williams, pres.; J. W. McCoy, treas.; J. A. Hughes, secy.

PLYMOUTH, WIS.—Sheboygan County Agricultural Association. Sept. 4 to 6. Henry Wheeler, Sr., pres.; E. A. Dow, treas.; O. Gaffron, secy.

PORTAGE, WIS.—Fair. Sept. 18 to 21. J. E. Jones, secy.

PLYMOUTH, WIS.—Fair. Sept. 3 to 6. Otto Gaffron, secy.

RHINELANDER, WIS.—Fair. Sept. 11 to 14. W. C. Ogden, secy.

RICE LAKE, WIS.—Fair. Sept. 18 to 20. E. N. Bowers, secy.

RICHLAND CENTER, WIS.—Richland County Agricultural Society. Sept. 25 to 28, 1900. H. M. Rech, Richland, Wis., pres.; C. A. Matthews, Ithaca, Wis., vice pres.; J. M. Keys, Richland Center, treas.; W. F. J. Fogo, Richland Center, secy.

SENECA, WIS.—Fair. Sept. 10 to 12. Jas. Fisher, Jr., Eastman, secy.

SEYMOUR, WIS.—Fair. Sept. 27 to 29. H. J. VanVuren, secy.

SHAWANO, WIS.—Shawano County Agricultural Society. Sept. 19 to 21. M. J. Wallrich, pres.; D. E. Westcott, secy.; F. O. Perry, treas.

SPARTA, WIS.—Sparta Driving and Agricultural Association. Sept. 11 to 14, 1900. F. W. Teall, pres.; J. M. Fanning, treas.; J. P. Rice, secy.

SUPERIOR, WIS.—Douglas County Agricultural Society. Sept. 25 to 28, 1900. G. T. Herlick, West Superior, Wis., pres.; Nick Julius, Solem Springs, Wis., vice pres.; E. I. Cass, West Superior, Wis., treas.; W. H. Webb, Superior, Wis., secy.

TOMAH, WIS.—Fair. Sept. 4 to 7. H. J. Skinner, secy.

WAUTOMA, WIS.—Wauwasha County Agricultural Society. Sept. 26 to 28, 1900. Gilbert Temrant, Wautoma, Wis., pres.; Geo. P. Walbur, Wautoma, Wis., treas.; W. H. P. Wautoma, Wis., secy.

WEST BEND, WIS.—Fair. Sept. 19 to 21. W. P. Rix, secy.

WEST SALEM, WIS.—Fair. Sept. 25 to 28. F. H. A. Nye, secy.

WEYBEGGA, WIS.—Fair. Sept. 18 to 21. David Waffer, secy.

VIROQUA, WIS.—Vernon County Agricultural Society. Sept. 18 to 21. C. J. Smith, pres.; John W. Mills, Springville, Wis., treas.; F. W. Alexander, secy.

WAUSAU, WIS.—Marathon County Agricultural Society. Sept. 4 to 7. S. M. Quaw, pres.; G. Mueller, treas.; L. K. Wright, secy.

WAUKESHA, WIS.—Fair. Aug. 25 to 31. F. W. Harland, secy.

CANADA.

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

AYLMER, ONT.—Aylmer's Great Fair, East Elgin County Fair Association. Sept. 18 to 20, 1900. D. H. Price, secy.-treas.; A. A. Leslie, pres.

BOWMANVILLE, ONT.—West Durham Agricultural Society. Sept. 13 and 14, 1900. W. E. Pollard, pres.; Albert E. Clements, Tyrone, Ont., vice pres.; W. F. Allen, Beach av., Bowmanville, Ont., treas.; M. A. James, Lock Drawer 7, Bowmanville, Ont., secy.

CITY OF CHATHAM, KENT, ONT.—Peninsular Fair. West Kent Agricultural Society. Oct. 9 to 11. Jas. Chinnick, pres.; R. G. Fleming, treas.; Henry Robinson, secy.

COLLINGWOOD, ONT.—Great Northern Exhibition. Sept. 18 to 21. Chas. Lawrence, pres.; W. J. France, treas.; J. W. Archer, box 657, secy.

HALIFAX, CAN.—Nova Scotia Provincial Exhibition Commission. Sept. 12 to 20, 1900. Hon. J. W. Longley, Halifax, N. S., pres.; D. R. Clark, Halifax, N. S., treas.; J. E. Wood, Halifax, N. S., secy.

LONDON, ONT., CANADA.—The Western Fair Association. Sept. 6 to 15, 1900. St. Col. W. M. Gartsbone, pres.; D. Mackenzie, treas.; J. A. Nettles, secy.

MORDEN, CAN.—Morden Agricultural Society. Sept. 27 and 28, 1900. J. F. Hutchinson, pres.; J. Gilchrist, secy.-treas.

MORRISBURG, ONT.—Dundas County Fair. Aug. 29 and 30, 1900. J. Wesley Allison, Morrisburg, Ont., pres.; G. F. Bradford, Morrisburg, Ont., secy.

OTTAWA, ONT.—Central Canada Exhibition Association. Sept. 14 to 22, 1900. Wm. Hutchinson, M. P., pres.; E. McMahon, secy.

PAISLEY, ONT.—Centre Bruce Exhibition. Sept. 25 and 26. Geo. Chambers, pres.; F. E. Sheppard, secy.

PETERBOROUGH, ONT.—Peterborough Central Exhibition. Sept. 18 to 20. F. H. Doblin, pres.; W. J. Green, secy. and treas.

PRESCOTT, ONT.—South Grenville Agricultural Society. Sept. 18 and 20, 1900. G. T. Howard, Prescott, Ont., pres.; R. S. Throop, Prescott, Ont., vice pres.; T. R. Melville, Prescott, Ont., secy.

RICHMOND, CAN.—Carleton County Agricultural Society. Sept. 12 and 13, 1900. Hugh S. Conn, Ottawa, Ont., pres.; Wm. McElroy, Richmond, Ont., secy.

SAILT STE MARIE, ONT.—East Algonia Agricultural Society. Oct. 2 and 3. J. Dawson, pres.; Wm. Brown, secy.-treas.

SHERBROOKE, QUEBEC.—Canada's Great Eastern Exhibition. Sept. 3 to 8. Hon. J. McIntosh, pres.; W. M. Tomlinson, treas. and secy.

SOURIS, MANITOBA.—Glenwood Agricultural Society. Aug. 7 to 9. Capt. Wood, pres.; R. I. Crisp, secy.-treas.

THREE RIVERS, QUEBEC.—Association Agricole du District des Trois-Rivieres. Sept. 5 to 15, 1900. H. Caron, M. P., St. Leon, pres.; C. D. Herbert, Three Rivers, mgr.

TORONTO, CAN.—Canada's Great Exposition and Industrial Fair. Aug. 27 to Sept. 8, 1900. J. J. Withrow, Toronto, Can., pres.; Dr. A. Smith, Toronto, Can., vice pres.; J. Edwards, Toronto, Can., treas.; H. J. Hill, Toronto, Can., secy. and mgr.

WELLESLEY, ONT.—Wellesley and North-east Hope. Sept. 11 and 12, 1900. A. M. Fisher, Amubree, Ont., pres.; Geo. Bellinger, Wellesley, Ont., secy.

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JOSEPH REID, Kansas City.
W. H. STEINBRENNER, Secretary. Cincinnati, O.
President.

WOODBRIDGE, ONT.—Woodbridge Fair, Oct. 17 and 18. Richard Willis, pres.; T. F. Wallace, secy.; N. C. Wallace, treas.

WOODSTOCK, ONT.—North Riding of Oxford, Blanford and East Oxford Agricultural Society, Sept. 26 to 28, 1900. Valentine Ficht, pres.; F. H. Dent, Woodstock, Ont., vice pres.; R. A. Lawtell, Woodstock, Ont., secy.

MANITOBA.

BRANDON, MAN.—Western Agricultural and Arts Association (Western Manitoba Big Fair, July 31 to Aug. 3, 1900. W. J. Lindsay, Brandon, Man., pres.; F. J. Clark, Brandon, Man., secy.-treas.

JNEEPAWA, MANITOBA.—Beautiful Plains Agricultural Society, Aug. 7 and 8. G. S. MacGregor, pres.; John Wemyss, secy.

VIRGIN, MAN.—County of Virgin Agricultural Society, July 19 and 20, 1900. Wm. Stephen, Virgin, Man., pres.; A. G. McDougall, secy.

Street Fairs and Carnivals.

MONTGOMERY, ALA.—Commercial and Industrial Association Street Fair, Oct. 15 to 20. L. L. Gilbert, secy.

LUXORA, ARK.—Carnival and Free Street Fair, June 28 to 30. Will A. Smith, mgr., Lock Box 5.

LOVELAND, COL.—Northern Colorado Exposition and Street Fair, Last of September. W. C. Stiles, pres.; R. S. Cox, treas.; G. H. Pulterson, secy.

LOVELAND, COL.—Loveland Free Street Fair and Northern Colorado Exposition, Last of September. W. C. Stiles, pres.; G. H. Patterson, secy.; R. S. Cox, treas.

EAST HADDAM, CONN.—Two Hundredth Anniversary of the Town, June 6.

DE FUNIAK SPRINGS, FLA.—De Funiak Street Fair Association, Sept. 28 and 29. W. L. Cawthon, pres.; W. T. May, vice pres.; R. W. Storrs, secy.-treas.

MERIDIAN, GA.—Meridian Clerks' Association Celebration, July 4.

MACON, GA.—Macon Street Fair and Carnival, Sept. 26 to Oct. 5. W. H. Nesbitt.

VALDOSTA, GA.—Street Fair, June 20 to 22. H. N. Baldwin, mgr. Chas. Thompson, secy. and treas.

BELLEVILLE, ILL.—Street Fair Committee, Belleville Commercial Club, Sept. 10 to 15, 1900. Albert Hurke, Belleville, Ill., pres.; A. S. Halstead, Belleville, Ill., treas.; Chas. P. Fleischman, Belleville, Ill., secy.

METROPOLIS, ILL.—Free Street Fair, Sept. 18 to 22, 1900. C. P. Treat, pres.; W. A. Fitch, treas.; Frank Adams, vice pres. and secy.

ALEXANDRIA, IND.—Knights of the Royal Arch, Grand Barbecue, John Steiner.

MARION, IND.—Elks Street Fair and Carnival, June 11 to 16. E. L. Kinneman, chairman.

MONTPELIER, IND.—Montpelier Street Fair Association, Aug. 15 to 18. Harry A. Dodge, Montpelier, Ind., pres.; J. W. Crosby, Montpelier, Ind., vice pres.; D. A. Bryson, Montpelier, Ind., treas.; C. L. Smith, Montpelier, Ind., mgr.; C. L. Smith, Montpelier, Ind., secy.

RUSHVILLE, IND.—Street Fair and Carnival, July 9 to 11, 1900. Will C. Bretz, pres.; R. F. Scudder, secy.

CEDAR RAPIDS, IA.—Carnival and Street Fair, Oct. 1 to 6. Geo. K. Barton, pres.; C. L. Miller, treas.; Alex. Charles, secy.

DEXTER, IA.—Dexter Street Fair Association, Sept. 25 to 27. J. C. Soles, pres.; I. L. Patton, treas.; A. B. Eastman, secy.

LA PORTE CITY, IA.—Big Fourth of July Celebration, July 3 to 5. H. G. Conger, secy.

EDWARDSVILLE, ILL.—Madison County Centennial, Aug. 28 to 31. Major J. T. Crocker, pres.; H. P. Hotz, treas.; H. C. Gerke, secy.

EMPORIA, KAN.—Young Men's Business Association, Sept. 25 to 28. Wm. A. White, pres.; L. T. Heritage, treas.

EMPORIA, KAN.—Emporia Street Fair, Sept. 26 to 28. E. E. Fawcett, secy.

TOPEKA, KAN.—Home Products Exposition and Great Street Fair and Carnival, May 28 to June 2. W. H. Siter, secy.

WICHITA, KAN.—Carnival and Fall Festival (street fair), Oct. 1 to 6. H. C. Lockwood, secy.

ASHLAND, KY.—Street Fair and Merchants' Carnival, July 2 to 7. H. F. Bryan, pres.; S. L. Martin, secy.

WINCHESTER, KY.—Street Fair, July 3 to 5. W. H. Garner, secy.

BOSTON, MASS.—Elks' Carnival, Aug. 6 to 11, 1900. Combination Park.

FORT FAIRFIELD, ME.—Celebration, July 4. E. E. Austin, secy.

CALUMET, MICH.—Upper Peninsula Firemen's Association Tournament, Aug. 6 to 8. John D. Cuddihy, chairman; Homer A. Guck, secy.

HOUGHTON, MICH.—Street Fair and Carnival, July 2 to 7. Percy H. Penmore, secy.

SLEEPY EYE, MINN.—The Sleepy Eye Street Fair Association, Last week in September, 1900. A. C. Von Hagen, pres.; J. P. Bertrand, treas.; H. G. Huys, secy.

CHARLOTTE, N. C.—Elks' Carnival and International Firemen's Tournament, May 21 to 26. M. A. Lyon, director general; P. L. McMahon, chief marshal; Maj. G. F. Rutzler, secy.-treas.

NEWARK, N. J.—Newark Industrial Street Fair and Carnival, May 23 to June 2. Frederic A. Thomas, director general; H. J. Gottlob, treas.; T. J. McManis, secy.

CORNING, N. Y.—Free Street Fair, Harry Sternberg, manager.

ROCHESTER, N. Y.—Fair and Carnival, Aug. 13 to 18. J. E. Furlong, mgr.

WILLIAMSPORT, PA.—Street Fair, June 11 to 16. Geo. H. Hubb, mgr.

MANCHESTER, TENN.—Manchester Street Fair, Oct. 6 and 7. J. E. Willis, treas.

TULLAHOOMA, TENN.—Mid-Summer Festival, July 4 to 6. Hook Aydielett, mgr.

DALLAS, TEX.—H. P. O. Elks' Midway Carnival, May 28.

PARIS, TEX.—Firemen's Carnival and Street Fair, May 21 to 26. Address 243 Webb st.

FAIRMONT, W. VA.—Street Fair, June 21 to 23. Clyde Fleming, mgr.

HUNTINGTON, W. VA.—Elks' Carnival and Street Fair, June 4 to 9.

Races.

BENNINGS, (WASHINGTON, D. C.)—Nov. 17 to 30.

BLUE GRASS RACING CIRCUIT—Geo. Sturgeon, Princeton, Ia., Mo., pres.; R. E. Lowry, Seymour, Ia., secy. Harris, Mo., Aug. 20 to 24; Princeton, Mo., Aug. 27 to 31; Lineville, Ia., Sept. 3 to 7; Seymour, Ia., Sept. 10 to 14; Centerville, Ia., Sept. 17 to 21; Corydon, Ia., Sept. 24 to 28; Charleston, Ia., Oct. 1 to 5; Albia, Ia., Oct. 5 to 12; Lamoni, Ia., Oct. 15 to 19.

BRANFORD, CONN.—May 9 and 10, May 20, June 7, June 13 and 14, June 21, July 4 and 5, July 12, July 18 and 19, July 26, Aug. 1 and 2, Aug. 9, Aug. 15 and 16, Aug. 23, Sept. 3 and 4, Sept. 18 to 20, Oct. 17 and 18.

BRIGHTON BEACH, N. Y.—July 5 to Aug. 8.

BUFFALO, N. Y.—Buffalo Driving Club, Grand Circuit Meet, Aug. 6 to 11. John B. Sage, secy.

CEDAR VALLEY, IOWA—Dr. G. W. Fisher, La Porte, Ia., pres.; Leop. Levy, Waverly, Ia., secy. Circuit: Cresco, Ia., June 6 and 7, C. A. L. Louis, secy.; Decora, Ia., June 12 to 14, G. F. Baker, secy.; Waverly, Ia., June 19 to 21, E. H. Curtis, secy.; Cedar Rapids, June 26 to 28, J. W. Griffith, secy.; LaPorte, Ia., July 3 to 5, H. G. Conger, secy.; Marshalltown, Ia., July 10 to 12, J. S. Finkle, secy.

CENTRAL PENNSYLVANIA CIRCUIT—Williamsport, Sept. 11 to 14; Hughesville, Sept. 18 to 21; Lewisburg, Sept. 25 to 28; Milton, Oct. 2 to 5; Bloomsburg, Oct. 9 to 12.

CHICAGO, ILL.—Washington Park, June 23 to July 21.

CHICO, CAL.—Aug. 13 to 18.

CIRCUIT OF THE UPPER OHIO VALLEY—Wheeling, W. Va., Sept. 10 to 14; Woodsfield, Sept. 4 to 8; St. Clairsville, Sept. 5 to 7; Smyrna, Sept. 12 to 14; Moundsville, Sept. 15 to 21; Smithfield, Sept. 26 to 28; New Martinsville, Aug. 21 to 24; Middlebourne, Aug. 25 to 31; Cadiz, Oct. 2 to 4.

CLEVELAND, O.—July 23 to 27.

COLUMBUS, O.—July 20 to Aug. 3.

COLUMBUS, O.—July 23 to 27.

COLUMBUS, CAL.—July 23 to 28.

DETROIT, MICH.—June 14 to 27, 1900.

DETROIT, MICH.—Aug. 16 to 29, 1900.

EMPIRE CITY, N. Y.—Oct. 22 to Nov. 3.

FORT ERIE, ONT.—June 30 to July 31, 1900.

FORT ERIE, ONT.—Sept. 1 to 22, 1900.

GOSHEN, N. Y.—Aug. 21 to 24.

GREAT WESTERN CIRCUIT—Terre Haute, Ind., July 2 to 7; Peoria, Ill., July 9 to 11; Davenport, Ia., July 16 to 21; Des Moines, Ia., July 23 to 26; Hedrick, Ia., July 30 to Aug. 4; Joliet, Ill., Aug. 6 to 11; Freeport, Ill., Aug. 13 to 18; Dubuque, Ia., Aug. 20 to 23; Indianapolis, Sept. 17 to 22; Hamline, Minn., Sept. 3 to 8; Milwaukee, Wis., Sept. 10 to 15; Indianapolis, Ind., 1 to 22; Terre Haute, Ind., Sept. 24 to 29; Springfield, Ill., Sept. 24 to 29.

GRAVESEND, N. Y.—May 26 to June 16. Sept. 17 to 29.

HAMILTON, CAN.—June 4 to 9.

HARTFORD, CONN.—Aug. 27 to 31.

HIGHLAND PARK, MICH.—June 11 to 27. Aug. 16 to 29.

INDEPENDENCE, IA.—Aug. 27 to Sept. 1.

INLAND LAKE, WIS.—Aug. 20 to 25.

JACKSON, O.—Big Race Meet, July 4.

LAKEVIEW, IND.—May 10 to 26.

LA PORTE CITY, PA.—July 3 to 5. H. G. Conger, secy.

LATONIA, KY.—Latonia Jockey Club, May 28 to June 2; June 11 to 16; June 21 to 23; June 28 to 30.

MANSFIELD, O.—July 3 to 5. H. E. Bell, secy.

MARVSVILLE, CAL.—Aug. 20 to 25.

MONTREAL, CAN.—July 26 to Aug. 11.

MORRIS PARK, N. Y.—May 5 to 25; Oct. 1 to 20.

NARRAGANSETT PARK, PROVIDENCE, R. I.—Aug. 28 to 31.

NASHVILLE, TENN.—April 28 to May 5.

NEWPORT, KY.—Queen City Jockey Club, May 21 to 26; June 4 to 9; June 18 to 20; June 25 to 27; July 2 to 4.

NORTHEASTERN OHIO CIRCUIT—Rockford, June 12 to 14; Newburg, June 19 to 21; Valley Track, June 26 to 28; Youngstown, July 3 to 5; Akron, July 10 to 12; McKees Rocks, July 17 to 19; Erie, July 24 to 26; Warren, Aug. 1 to 3; Rockport, Aug. 7 to 9; Valley Track, Aug. 14 to 16; Newburg, Aug. 21 to 23; Youngstown, Aug. 28 to 30; McKees Rocks, Sept. 4 to 8.

PRINCETON, MO—July 2 to 4, 1900.

RACING CIRCUIT FOR NEBRASKA—Nebraska Speed Association, Circuit: Blair, Fremont, Hastings, Friend, Aurora, Central City Kearney, Oserola, Red Cloud, Nelso, Hubbell, Geneva, Seward, Lincoln, Beatrice. Every week from June 20 to Oct. 20. W. P. P. McCrary, Hastings, Neb., pres.; A. H. Farrens, Hastings, Neb., secy.

READVILLE, MASS.—Aug. 20 to 26.

RED BLUFF, CAL.—Aug. 6 to 11.

SARATOGA, N. Y.—Aug. 1 to 21.

SHEEPSHEAD BAY, N. Y.—June 16 to July 4; Aug. 25 to Sept. 15.

SOUTHWESTERN MISSOURI BLUE RIBBON FAIR ASSOCIATION CIRCUIT—Moberly, Mo., July 24 to 29; Columbia, Mo., July 31 to Aug. 3; Holden, Mo., Aug. 7 to 10; Rich Hill, Mo., Aug. 14 to 17; Harrisonville, Mo., Aug. 21 to 24; Springfield, Mo., Aug. 28 to 31. W. A. Dennis, circuit secy.

ST. LOUIS, MO.—May 12 to August 24.

TEXAS RACING FAIR CIRCUIT—Wichita, Kan., Sept. 4 to 7; Cleburne, Tex., Sept. 13 to 15; Denton, Tex., Sept. 19 to 22; Dennison, Tex., Sept. 25 to 28; Dallas, Tex., Sept. 29 to Oct. 14; Corsicana, Tex., Oct. 15 to 19; San Antonio, Tex., Oct. 20 to Nov. 3; Houston, Tex., Nov. 10 to 17.

TORONTO, CAN.—The Ontario Jockey Club, May 24 to Saturday, June 2, 1900. W. P. Fraze, Toronto, Can., secy.

VALDOSTA, GA.—Oct. 30 to Nov. 2.

WESTCHESTER, N. Y.—May 12 to Aug. 24.

WILLOWS, CAL.—July 30 to Aug. 4.

WOODLAND, CAL.—Aug. 27 to Sept. 1.



The Donaldson Litho Co. is having a tremendous run on street-fair paper.

The best poster of the year is the eight-sheet Soda Mint by the Russell & Morgan Co.

The Show Printers' Association will meet at the Hotel Bartholdi, New York, at 10:30 a. m., Thursday, May 31. A large attendance is assured.

The Standard Embossing Company, under the able management of John Church and his brother Dan, is enjoying a great measure of prosperity.

Koerner & Hayes, lithographers, Buffalo, N. Y., failed May 8. Assets \$200,000, liabilities \$400,000. Both members of the firm filed individual petitions in bankruptcy. Koerner will be remembered as the chief promoter of the lithographic trust, which fell through last summer.

An Ottawa (Ont.) exchange says: "The proprietors of a number of Canadian newspapers to-day waited on the government to ask that the duty on newspaper print paper be removed on account of the scarcity and increased cost of it in Canada by the destruction of the Eddy mills at Ottawa and the Laurentine mills, Quebec.

The Cincinnati Enquirer of May 21 contained a specially prepared article, nearly two columns in length, devoted to the printing interests of the "Queen City," in which it was shown that Cincinnati leads the world in the excellent quality and high reputation of the product.

Barium's Circus, that is now touring the continent of Europe, has used show bills printed in Cincinnati ever since it left, as it did all the time that it was showing at home. Bills were sent to England to be used by the advance agent in billing the sleepy little English towns, and when the big aggregation crossed over into Germany, the fences and blank walls were illuminated, and are now being pasted over with large show bills setting forth the attractions with the circus.

In the language of the Fatherland, every bill of which was printed in Cincinnati and shipped across the water. Such facts as these not only warrant the claim of Cincinnati as a center for turning out a large amount of product, but they attest also the high character of the goods, and bear out the statement that if others are nearly as good as the show bills made in Cincinnati, they are getting to be pretty good.

Tented Minstrelsy A Frost.

Ten years ago there were nine large circuses and menageries on the road in this country, all high-priced ones. To-day there are but two, namely, Forepaugh-Sells and the Ringling Bros. Nine years ago there were nine large industrial shows on the road playing to high prices. To-day there are but two, Primrose & Duckstader having transferred their minstrel company from opera houses to a tent, in which they are now touring the Southern country. Judging from adverse criticism along the line by the press, the transition has not been a pleasant one for the minstrel managers, nor has it been acceptable to the public. One paper devoted half a column to the fake features introduced, the highway robbery practiced in the sale of reserved seats, the peanuts, the lemonade, etc.



HALE'S American-European Firemen's EXHIBITION COMPANY

Will tour America under canvas, showing a collection of Steamers and Fire Apparatus, with firemen from the different countries competing at the Paris Exposition. Giving a spectacular tournament, including a LIVING EXHIBITION OF FIRE FIGHTING.

The most gorgeous Street Parade ever given in America will be presented daily, showing the different firemen from the principal nations of the world, including Steamers, Horse Carts, Hook and Ladder Trucks, Water Towers and all other kind's of fire fighting apparatus used in the civilized world.

Also, the Equipages of Royalty of the Old World: CZAR OF RUSSIA, EMPEROR OF GERMANY, KING OF ITALY, SHAW OF PERSIA, QUEEN OF ENGLAND, RAJAH OF MAHAR, KING OF SIAM, EMPEROR OF CHINA, PRESIDENT OF THE SOUTH AFRICAN REPUBLIC.

Exhibitions will be given daily under the auspices of the Fire Departments in the principal cities of America for the benefit of the Firemen's Fund.

Chiefs of Fire Departments desiring to obtain this great attraction, apply to THE INTERNATIONAL EXHIBITION CO., (DR. C. D. GRAY, Mgr.) Address, The Billboard, Cincinnati, Ohio

FOR SALE! SCENERY FOR BATTLE OF MANILA BAY.

For Particulars write J. S. TAYLOR, 53 River Street, CHICAGO.

NOTICE! Can furnish BALLOON ASCENSION with PARACHUTE ESCAPE by Lady on July 4th, 1900. Places wanting this attraction write quick. Price \$100.00 and expenses. PROF. E. STEVENS, North Adams, Mich.

ADVERTISERS TAKE NOTICE! We are now fully prepared to do distributing, bill posting and sign tracking. Rates reasonable, first-class service guaranteed. Winamac Bill Posting and Distributing Co. BOX 476, WINAMAC, IND. [4th] E. O. Huthroughs, Mgr

List of Letters.

Letters are at the office of "The Billboard" for the following-named persons, awaiting delivery. Send stamped envelope, and they will be forwarded:

Bostock, Frank C. Johnson, Charles.
Cash, Thomas J. Robinson, Dan. R.
Gaulter, The Great. Sitter, W. H.
Gray, Dr. Taylor, Parson.

Up-To-Date MONEY MAKERS.

No.	Description	Per Gross
1	Friendship sword	\$4.00
	With 1900 Bangle	\$5.00
2	Hewey Ring all colors of stones	\$12.00
3	Zaza Ring, all colors of stone	\$18.00
	With 1900 Bangle	\$19.00
4	20th Century Bangle Ring	\$5.00
	With 1900 Bangle	\$6.00
5	Friendship Ring, 14 gauge wire	\$6.50
	With 17 gauge wire	\$4.00
6	Japanese Cat's Eye Ring	\$12.00

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