

The PRICE 15¢ Billboard



112 PAGES

February 11, 1922

SOME THINGS AN AUDIENCE WANTS

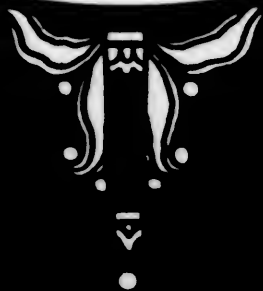
With a Special Discourse on Imagination

By Charles D. Isaacson

SARAH BERNHARDT'S LATEST PLAY

A Review by Sheldon Cheney

(Printed in U. S. A.)



A Weekly
Theatrical Digest
and
Review of the Show World

Per Gross.
 Barking Dogs... \$8.50
 Dying Pigs.... 6.25
 A. B. C. Card-board Bungalows, colored. 12.25
 Whistling Birds—Plain 3.40
 Colored 3.65
 Clowns, with ears 3.90
 Columbian Snakes 15.00
 Barking Dachshund Dogs, all rubber... 24.00
 Mammoth Squawkers, Gas, Patriotic, etc. Lowest prices. Write for complete list. Advertising Balloons our specialty.



**Dying Pigs, \$6.00 Per Gr.
 Dying Ducks, \$12.75 Per Gr.**

One-fourth cash with order, balance C. O. D.
 When sending in your orders write for new complete price list.

ACE SPECIALTIES CORP.
 114 Franklin Street, NEW YORK CITY

**THE NEW SUCCESS
 ROU-BALLETTE**



A POCKET ROULETTE GAME.
 SELLS AT 25c.
 A captivating, fascinating game for everybody. Attractively packed, one dozen to a display box.
A Great item for Jobbers, Novelty Stores, Concessionaires, Streetmen, etc.
\$21.60 Per Gross
 SEND \$2.00 FOR SAMPLE DOZEN POSTPAID
ROU-BALLETTE CO.
 175 5th Avenue, NEW YORK, N. Y.

SAVE TIME AND MONEY WITH E-Z BALL GUM MACHINES



SELLS THE MERCHANT'S OWN MERCHANDISE FOR CASH

THE BEST 5c BALL GUM VENDER ON THE MARKET

Attractive, safe, strong, fool proof, trouble proof. Simple to fill. Easy to collect. Perfect mechanism. 100% performance guaranteed.
 Write for prices, circular, etc.
AD LEE NOVELTY CO. (not Inc.)
 185 No. Michigan Ave., CHICAGO.

WINDOW SIGNS



AGENTS 500% PROFIT
Gold and Silver Sign Letters
 For store fronts, office windows and glass signs of all kinds. No experience necessary. Anyone can put them on and make money right from the start.
\$75.00 to \$200.00 a Week!
 You can sell to nearby trade or travel all over the country. There is a big demand for window lettering in every town. Send for free samples and particulars.
Liberal Offer to General Agents.
METALLIC LETTER CO.
 439 North Clark St., CHICAGO, ILL.

OWNERS MAKING \$10 to \$20 PROFITS DAILY

FROM THIS NEW 1922 MODEL SILVER KING O. K. MINT VENDER



This new machine is making \$10.00 to \$20.00 profit daily. Have you one in your store doing this for you? Send us \$25.00 down payment with order and pay balance C. O. D. Weight, 75 lbs.
 No blanks—a five-cent package of standard size mints or gum vended for each nickel played. This takes away all element of chance and will run in any town. You should have one of these machines getting this big profit.
 Have some used, rebuilt, redished to look like new for \$75.00, in excellent running order.
 Do not fail to order mints with machines. \$30.00 per case of 2,000 five-cent packages. Single boxes, \$2.50 per 100 five-cent packages.
 Order now and get this big profit.
SILVER KING NOVELTY CO.,
 604 Williams Building, INDIANAPOLIS, INDIANA.

KAGO UNBREAKABLE DOLLS



Send \$1.00 For Sample Post Paid

14-in. Wdg. Harabou Trimmed Dress \$10.50 Doz.
 18-in. Wdg. Harabou Trimmed Dress \$15.00 Doz.
Genuine Chinese Baskets at Lowest Prices
 12 1/2-inch, Cupid Dolls, Glass Finish, Plain, \$25.00 per 100.
 Write for Illustrated Circulars for the life line of fair goods.
ALISTO MFG. CO.
 1444 WALNUT ST., CINCINNATI, OHIO.
 Phone: Canal 3838.


PAPER HATS—CONFETTI SERPENTINES

Paper Hats, asst. Per gross..... \$3.50
 Paper Hats, R. W. B. Per gross..... 3.75
 Novelty Squeaking Hat. Per gross..... 8.50
 Musical Biscuits. Per gross..... 4.00
 Blow Out Ticklers. Per gross..... .90
 Blow Out Ticklers, Printed Snake. Per gross..... 2.40
 Blow Out Ticklers, Reg. \$5.00. Per gross..... 3.50
 Pipe Horns. Per gross..... 4.00
 Pop Horn, Reg. \$5.00. Per gross..... 3.50
 Canary Horns, Reg. \$1.00. Per gross..... 3.00
 Tissue Shakers, beautiful colors. Per gross..... 5.00
 Colored Bubble Ticklers. Per 100..... 1.00
 Carnival Rattlers. Per gross..... 3.75
 Tube Confetti, 8-in. best grade. Per 100..... 2.00
 Tube Confetti, 5 1/2 in. best grade. Per 100..... 1.50
 5-1/2 in. Bag Confetti Per bag..... 4.50
 Serpentine. Per thousand..... 2.50
 50% Deposit, Balance C. O. D.
NOVELTY FAVOR WORKS.
 9 W. 119th St., New York City.

AGENTS—FREE SAMPLE New patented Curtain Rod. Necessity in every home. Big profit. Four to ten sales at every house. Write for free sample. **HOME CURTAIN ROD CO.** Providence, Rhode Island.

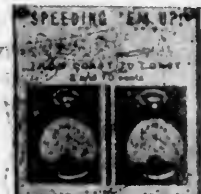
The Curker
 A. W. DAY, Box 249, Atlanta, Georgia.

How to Make \$5,000 a Year Selling Magazines



I don't care what your present earnings are. I can show you how to double and treble them instantly. Any man or woman can make big money with the aid of the greatest little money-making book ever printed—"How To Make Big Money."
 Every line of this book is based on my own practical experience. Every idea in it has been tested a thousand times, and has made good. I owe my present tremendous magazine business to the principles laid down in this book.
 It costs just One Dollar, and as I have on hand only a limited supply, I must ask you to act at once if you want a copy. Send me One Dollar and you will earn the cost of this book the first day you use it.
CROWLEY THE MAGAZINE MAN
 511 East 164th St., New York

ATTENTION! Salesboard Operators and Jobbers



If you are looking for something entirely new and different in the line of Salesboards, assortments with plenty of pep and speed write or wire for our new Premium Catalogue, which is just out of this press.
Income—Pay Out—Profit
 Takes in..... \$47.50
 Pays out in trade..... 8.00
 Cost of board to dealer..... 14.00
 Dealer's profit..... \$21.50
 Profit on trade..... 2.50
 Total profit..... \$24.00
 Our price to Jobbers and Operators, Sample Board, complete, \$11.50 Each. Send for catalogue and revised quantity price list. A deposit required on all orders.
Gellman Bros.,
 829 Hennepin Ave., Minneapolis, Minn.

Portrait Agents and Other Agents



If you are not selling our Clock Medallions you are losing money. \$2 and \$3 profit on each sale. Made from any photograph. Send for catalogue Photo Medallions, Photo Medallion Clocks, Photo Buttons, Photo Jewels, Photo Mirrors. Satisfaction guaranteed. Four day service. **GIBSON PHOTO JEWELRY CO.,** 808 Broadway Ave., Brooklyn, N. Y.

GUM 1c Per Pack

Regular Size, 5 sticks to package.
SPEARMINT AND ALL FLAVORS
 WE SUPPLY ALL KINDS AND SIZES
HELMET GUM SHOP, CINCINNATI, OHIO



Carnival Novelties of all sorts
 Toy Balloons, Whips, Canes, Blow Outs, Ticklers, Horns, Mics, Bird Warblers, Hop Birds, Confetti, Flags, Fireworks and Decorations.
 Catalog Free
Brazel Nov. Mfg. Co.,
 1700 Ella St., Cincinnati, O.

AGENTS AND CANVASSERS
 wanted to sell our Self Gas Lighter. Just turn on the gas, hold over flow, and it will light. Immediate sale without matches or friction. \$3.00 per doz. Sample, 10c. Rapid Mfg. Co., 10 E. 14th St., New York.

Two New Slot Machines
STRIKING CLOCK STRENGTH TESTER AND THE NOVELTY GEM.
 Machines bought, exchanged. Send for catalog and other information.
GATTER NOVELTY CO., 447 Poplar St., Phila., Pa.
WHAT YOU HAVE BEEN WANTING—Gazing Crystals, all the craze; very clear, smooth, highly polished; 2 1/2 inches dia. \$2. Circulars of Occult Books FREE. **STAR BOOK & NOVELTY CO. (Inc.)** Camden, New Jersey.

DOWN GOES SPEARMINT CHEWING GUM
 THE PRICE OF 100 Packages. In lots of 1,200 Packages. \$1.00 per 100 Packages. **NEWPORT GUM CO.,** Newport, Kentucky.
 If you see it in The Billboard, tell them so.

DAY "I SAW IT IN THE BILLBOARD."

Stage Beauty Loses a Pound a Day Through Amazing New Method

Without exercise, starving, baths, massages, or any bitter self-denials or discomforts, Ziegfeld Follies beauty and Artist's model reduces to normal weight in record time.

Free proof that anyone can lose seven to ten pounds a week. Results in 48 hours.

"IN just three weeks I reduced 20 pounds—just what I wanted to—through your wonderful way to reduce. And without one bit of discomfort. I think it is perfectly remarkable."

Thus writes Miss Kathleen Mullane, Famous Artist's Model and Ziegfeld Follies Beauty, whom a well known artist referred to as "one of the most perfect types of American womanhood." Yet, as she tells us in a letter written out of sheer gratitude, it is only a short time since excessive weight threatened to blight both her artistic and stage career. For some reason, unaccountable to her, she began to take on flesh steadily. This continued until in a very short time she was 20 pounds overweight—and still increasing daily.

In alarm she tried dieting, eating only one meal a day. This brought about a weakness that was as bad as obesity. Exercise, appliances, massage and rubber clothing were all tried, but without success.

Learns of New, Easy Method

Then came the surprise. Through another young woman who had benefited by it, Miss Mullane learned of the new, simple, natural law that has been discovered, whereby she could quickly reduce to normal weight without any dangerous starving, without patent foods, exercise or special clothing—without any painful self-denials whatsoever. It seemed almost too good to be true. But after all the discomforting and disagreeable things she had already tried, it would certainly have been the height of foolishness, she felt, if she had neglected to try this newly discovered natural method which was so simple and easy to apply.

Her own letter, quoted at the beginning of this article, tells what wonderful and speedy results she secured. In three weeks she had reduced twenty pounds. And she has no fear of ever again becoming stout, for this simple, easily-followed natural law which she has learned practically places the control of her weight in her own hands.

You, Too, Can Quickly Reduce to Normal

You can begin right now to lose as many

pounds as you wish. With this method many people have noted definite reductions within 48 hours. Another important feature of this discovery is that it enables you to control the rate of reduction. Some people arrange to reduce a pound a day or more. Others regulate the rate of reduction more slowly to prevent the necessity of great alterations in their clothes. In either case you note that with a decrease in weight there comes a clearer skin, a brighter eye, a firmer step—a general improvement in your health.

And yet you make little change in your daily routine. You do pretty much as you please. You continue to eat food you like—in fact instead of giving up the pleasures of the table many people say they actually increase them. All you really have to do is to follow one of Nature's simple laws—in return, Nature gives all and exacts nothing.

The Secret Explained

Eugene Christian, the world famous food specialist, discovered, after years of experience, the one safe, certain and easily followed method of regaining normal healthful weight. He discovered that certain foods when eaten together take off weight instead of adding to it. Certain foods cause fat, others consume fat. For instance, if you eat certain foods at the same meal they are converted into excess fat. There is nothing complicated, nothing hard to understand. It is simply a matter of learning how to combine your food properly.

These CORRECT combinations which reduce weight are regarded by users as so much more appetizing than the WRONG combinations that it seems strange to them that their palates could have been so easily satisfied in the past. They approach their meals with more zest than ever, enjoy them more thoroughly. They are even able to eat many delicious dishes which they have been forced to deny themselves in the past. You, too, will be shown how to arrange your meals in such a manner that many delicacies will no longer be fattening.

Thousands of people are now eating off weight by this new method. Men who were so stout that even walking was a tax report a rapid return to normal weight and youthful strength and energy. Stout women, who always felt tired and listless, and who had to wear the plainest and duller clothes because of their size, marveled to find how simple and easy was the method by which they attained ideal weight and secured figures which look well in the daintiest, fluffiest and most stylish garments.

Free Trial—Send No Money

Elated with his discovery and with the new hope, the renewed vigor, it would bring to stout men and women, Eugene Christian incorporated this method in the form of simple, easy-to-follow little lessons under the title of "Weight Control and Basis of Health." This is offered on free trial.



This is an actual photograph of Miss Kathleen Mullane, famous Ziegfeld Follies Beauty and Artist Model, who tells how she reduced 20 pounds in less than a month without self denial or discomfort.

Send no money; just mail the coupon, or a letter if you prefer.

When the course arrives, see your own unnecessary flesh vanish; see how your complexion improves, your eyes brighten, your step becomes more springy. See how it brings you charm, grace, attractiveness—all naturally and without the slightest harm. Weigh yourself. Decide how much weight you wish to lose the first week, and each week thereafter. Then try the first lesson. Weigh yourself the next day or so and note the remarkable result. Still you've taken no medicine, undergone no hardships or self-denials. You'll be as happily surprised as the thousands of others who have quickly regained a beautiful normal figure in this new, delightful, scientific way.

Although people would be willing to pay many dollars for such a safe, certain method of reducing weight, we have made our price as low as we safely can, because we want as many people as possible to benefit by the new discovery. Mail coupon or letter now. The course will be mailed in PLAIN CONTAINER, and only the \$1.97 (plus postage) deposited with the postman makes it yours. Then, if you are not satisfied in every particular, return it at any time and we'll gladly refund your money immediately, so you take no risk. Act today before you overlook it. Corrective Eating Society, Inc., Dept. W-2282, 43 West 16th St., New York City.

If you prefer to write a letter, copy wording of coupon in a letter or on a postcard.

CORRECTIVE EATING SOCIETY, INC., Dept. W-2282, 43 West 16th St., New York City:

You may send me, in PLAIN CONTAINER, Eugene Christian's Course, "Weight Control—the Basis of Health," in 12 lessons. I will pay the postman only \$1.97 (plus postage in full payment on arrival). If I am not satisfied with it, I have the privilege of returning it to you at any time. It is, of course, understood that you are to return my money if I return the course.

Name

(Please write plainly)

Address

City

(Price outside United States, \$2.15, cash with order)

Read What These Users Say!

LOST 28 POUNDS IN 30 DAYS.
"I found your instructions easy to follow and your method delightful. In 30 days I lost 28 pounds—8 pounds the very first week. My general health has been greatly benefited."
(Signed) EARL A. KETTEL,
225 W. 29th St., New York City.

LOSES 36 POUNDS
"Before I adopted your method of Weight Control I weighed 190 pounds. I reduced to 154 pounds in a few weeks and am still reducing. I feel better than I ever did before. Before reducing I was always tired. Now I can walk 6 miles and feel no ill effects. My complexion has wonderfully improved also."
(Signed) MISS ANNA QUEENAN,
5570 A Vernon Ave., St. Louis, Mo.

LOSES 40 POUNDS
"My weight was 168 pounds. My blood was all bad by blood test. My heart was weak, stomach sour, headache always—I didn't sleep and had to be always using pills of some kind or other. I am now in perfect health thanks to your method. I sleep perfectly and my blood test is now 100% pure. And I weigh only 128 pounds."
BEN NADDE,
102 Fulton St., New York City.

LOSES 22 POUNDS IN 14 DAYS
"I reduced from 173 pounds to 153 pounds (a reduction of 22 pounds) in two weeks. Before I started I was flabby, heavy and sick. Stomach trouble bothered me all the time. I feel wonderful now."
MRS. HAZEL VERMILYA,
Bloomington, Ind.

LOSES 44 POUNDS—REGAINS GIRLISH FIGURE
"I will always be thankful that I wrote for the course. I weighed 187 pounds. After getting the course I secured results right away and now am down to normal weight, having lost 44 pounds. It is grand to have a girlish figure again."
MRS. ERIC CAPOV, Manhasset, L. I.

LOSES 74 POUNDS
"I weighed 240 pounds and could not walk up a flight of stairs without feeling faint. I was very nervous, couldn't sleep and had indigestion so bad I had to see a doctor. I had no success with anti-fat medicines—in fact I even gained 3 or 4 pounds on some of them. Then I saw your advertisement and sent for your booklets. The first week I lost 10 pounds—and lost steadily until I reached 166 pounds (74 pounds reduction.) I never felt better in my life. There is no indigestion and I can now RISE upstairs. I have a fine complexion whereas before I was always bothered with pimples. I have reduced my bust 7½ inches—waist 9 inches—hips 22 inches. About ten times a day I hear some one say, 'My, how thin you are getting!'"
MRS. MARY DONNELLY,
82 West 8th Street, Baronne, N. J.

ATTENTION! SALESBOARD OPERATORS ATTENTION! CANDY JOBBERS

Why Buy From Jobbers—Save Money—Buy Direct

Our own hand-dipped, supreme quality Milk Chocolates. All flavors—nougat, caramel, rich cream, cherries, butter crisp. Lithographed boxes in colors—heavily embossed—neatly packed.

No. 101 ASSORTMENT

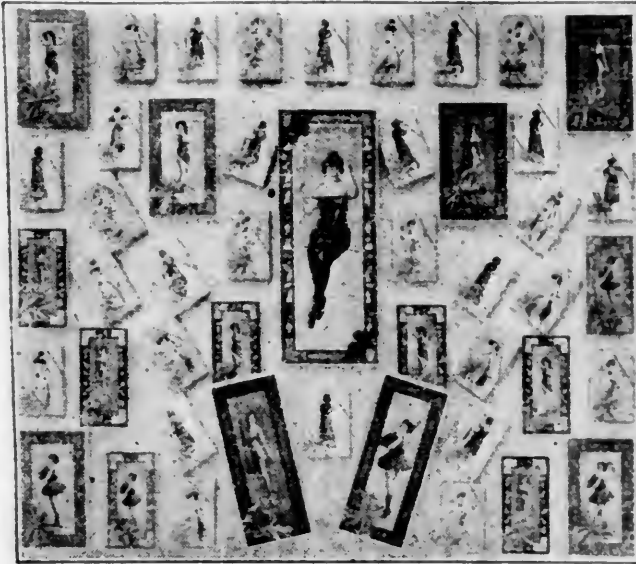
36 Boxes.
500-Hole Salesboard Free.
20—50c Boxes
10—75c Boxes
3—\$1.00 Boxes
2—\$1.50 Boxes
1—\$3.00 Box
PRICE \$8.50
BRINGS IN \$40.00.

No. 102 ASSORTMENT

22 Boxes.
500-Hole Salesboard Free.
10—50c Boxes
8—75c Boxes
3—\$1.50 Boxes
1—\$3.00 Box
PRICE \$5.75
BRINGS IN \$25.00.

No. 103 ASSORTMENT

50 Boxes.
1,200-Hole Salesboard Free.
30—50c Boxes
10—75c Boxes
5—\$1.50 Boxes
1—\$3.00 Boxes
PRICE \$13.75
BRINGS IN \$60.00.



ACTUAL PHOTOGRAPH OF NO. 105 ASSORTMENT.

No. 104 ASSORTMENT

47 Boxes.
500-Hole Salesboard Free.
24—50c Boxes
16—75c Boxes
6—\$1.50 Boxes
1—\$3.00 Box
PRICE \$11.75
BRINGS IN \$60.00.

No. 105 ASSORTMENT

47 Boxes.
600-Hole Salesboard Free.
30—50c Boxes
8—75c Boxes
6—\$1.50 Boxes
2—\$3.00 Boxes
1—\$7.50 Box
PRICE \$13.75
BRINGS IN \$60.00.

No. 107 ASSORTMENT

37 Boxes and Cherries.
1,000-Hole Salesboard Free.
12—50c Boxes
6—75c Boxes
10—\$1.00 Cherries
3—\$1.50 Boxes
5—\$2.00 Cherries
1—\$3.00 Box
PRICE \$13.00
BRINGS IN \$50.00.

COMPARE OUR PRICES AND QUANTITY OF EACH ASSORTMENT LISTED—THEN ORDER A SAMPLE AND COMPARE OUR QUALITY. YOU WILL BE CONVINCED THAT YOU CAN PURCHASE MORE QUANTITY, BETTER QUALITY, AT LOWER PRICES. A TRIAL ORDER MEANS A STEADY CUSTOMER. LET US HEAR FROM YOU. WE ARE IN POSITION TO MEET YOUR EVERY REQUIREMENT. OUR FACTORY NEEDS YOU. YOU NEED US FOR MORE QUANTITY—BETTER QUALITY AT LOWER PRICES. Each of the above assortments packed in individual cartons, complete, with Salesboard.

DEALERS BUYING 10 DEALS OR MORE—EITHER ONE DEAL OR ASSORTED, 10% DISCOUNT.

25% cash with order, balance C. O. D. BUY DIRECT—ELIMINATE JOBBERS' PROFITS.

WEILLER CANDY COMPANY

Manufacturers for the Salesboard Operator and Concessionaire.

227 WEST VAN BUREN ST.,

CHICAGO, ILLINOIS.

Local and Long Distance Phone: Wabash 9564.

SCENERY

Diamond Dye, Oil or Water Colors.
SCHELL SCENIC STUDIO, COLUMBUS, OHIO.

SCENERY and PLUSH DROPS FOR HIRE

Catalog. AMELIA GRAIN, Philadelphia.

CHAIRS 2,000 STEEL FRAME FOR BASEBALL PARK.

Chair Exchange, Cor. 6th & Vine Sts., Philadelphia, Pa.

FOURTEEN K. of P. GUARD SUITS

Never worn. Sizes 36 and 40. Purchased last fall F. A. LUCE, M. of W., Bucyrus, O.

CIRCUS AND STOCK COMPANIES

Excellent opportunity to complete wardrobe. Recent importation. Arms, Colored Dresscoats, Gipsy Smocks, Lansquenet, Polish, Priest, Spanish, Rocco, Turkish costumes. Notes with train. Uniforms to sell. A. WUER, 506 Paterson Ave., West Holoken, N. J.

SIDE SHOW BANNERS

Best in U. S. Price, Material, Workmanship. GEO. BELLIS, 1221 1/2 Main St., Little Rock, Ark.

AT LIBERTY AFTER MARCH 18

Wm. J. Irwin—Headbalancing, Trapeze, Mlle. Irwin—Wire Juggling. Address WM. J. IRWIN, care Gem Theatre, Steelville, Mo.

AT LIBERTY VIOLIN LEADER OR SIDE MAN

Experienced all lines. Violin. Only reliable managers answer. Wire or write. MISKI WISE, care Rex Theatre, Spartanburg, South Carolina.

FOR SALE

COTTON'S TWO (2) COMEDY DONKEYS

One-ton Truck, complete outfit, formerly operated by Frank Cotton. For particulars address MRS. FRANK COTTON, 33 First Street, Jersey City, New Jersey.

WANTED--TO PURCHASE FOR CASH

Shetland Pony and Basket Pony Cart. CATARAUG THEATRE, Niagara Falls, N. Y.

A. A. BANCROFT

Am penniless. Assist me quick and give me your address, as I must tell you my troubles and distress. YOUR MOTHER

THE BABY IN THE BOTTLE

Small, large size, wax Two-Headed Baby Girl, 16 in. high, exhibited in 7x18 in. museum jar, and lots of other Mummified Freaks. List for stamp. The Nelson Supply House, 514 E. 4th St., So. Boston, Mass.

RIVERVIEW PARK

ELYRIA, OHIO

A few Concessions open. Games of Skill, Drinks, Lunch. Good proposition for Shooting Gallery and Penny Arcade. Address PARK MANAGER, Box No. 187.

For Rent, Springbrook Park, South Bend, Indiana

Will lease to responsible parties AMUSEMENT PARK AND RACE TRACK. Drawing population: SOUTH BEND, 78,000; MISHAWAKA, 17,000; and, as these cities being divided by but a street and the park is situated on the dividing street, making a total city population of approximately 100,000 people. Three Interurban Lines, with drawing population (radius, 25 miles) of 75,000. Wonderful opportunity. For further information write W. E. BRYAN, 223 South St., Joseph St., South Bend, Indiana.

For Sale—Fun House

Eight years' lease, in one of the best Amusement Parks in the East. Reasonable percentage. Contents: Human Roulette Wheel, Social Whirl, two big Slides, Stage and a dozen other up-to-date Amusement Devices. Right price for cash. Inquire CHAS. A. WINSLOW, 250 West Fourteenth Street, New York City.

Wanted Immediately for Al G. Field Minstrels

Cello, orchestra, double alto, band. Must be experienced. Wire as per route.

WANTED--MUSICIANS ON ALL INSTRUMENTS

For the 12th Cavalry Band, Minimum of mounted duty. Duties strictly musical. Band occupies separate quarters. An excellent administration. Located at Brownsville, Tex., directly opposite city of Matamoros, Mexico. Vacancies in the highest grades for the right men. No quarters for married men. Special inducement to good Orchestra Pianist. If interested write G. A. HORTON, W. O., 12th Cavalry, Ft. Brown, Brownsville, Texas.

MED. LECTURER WANTED THAT DOES GOOD, CLEAN OFFICE WORK

and Straight in Acts when required. Must look the part and be able to get results. BLACKFACE COMEDIAN that can sing and dance, change specialties often and do strong comedy in acts. State lowest salary (pay own travel) and all you do. If you have any dirty habits do not answer this ad. Money sure. CHAS. ALLEN, Manager Nature's Remedy Co., Roderheid, McDowell Co., West Virginia.

THE BILLBOARD

Published weekly at 25-27 Opera Place, Cincinnati, O.

SUBSCRIPTION PRICE, \$3.00 PER YEAR.

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

112 pages. Vol. XXXIV. No. 6. Feb. 11, 1922. PRICE, 15 CENTS.

This issue contains 60 per cent reading matter and 40 per cent advertising.

FOR SALE

Good Canvas Tent

Size, 80x160. Only two years old. Cost \$1,500. Cash price, \$800. In splendid condition. Address H. B. BRANCH, Chamber of Commerce, Chester, S. C.

\$900 CASH Summer home furnished. Best fishing and hunting in the country. "Onora Park," Baldwin, Mich. H. L. DINWOODY, 2966 Lake Park Ave., Chicago, Ill. Tel. Oakland 1759.

TYPING and STENOGRAPHIC WORK

of all descriptions, specializing theatrical productions. Good references. M. F., care Billboard, New York.

WANTED Medicine Performers, Musical Man, Novelty Man. Must change strong for week. All must work in Acts. Sobriety essential. Those who wrote before write again. Mail list. TOM CHRISTY, Ste. Genevieve, Missouri.

STERLING STOCK COMPANY WANTS

Young Juvenile Leading Man with Specialties. Man for Heavies that can play Piano. Week-steady. Refer to: Wire Lowest. Address LARRY POWERS, Greenville, Ohio.

WANTED S. & D. Comedian, Team and Nov. city Act to strengthen my show. This is a medicine company two-week stands. Your own. State what you want what you can do and age. J. E. H. LONG, Lockport, Illinois.

WANTED SKETCH TEAM

Piano, Medicine show. MORAN & STEVENS, Bardeen, Ohio.

AT LIBERTY—A-1 STAGE HAND

Double parts and bits. Stock or Hep preferred. L. R. CHAFF, Box 702, Tuscaloosa, Alabama.

THEATRE MANAGER AVAILABLE

Account closing road company. Handle any size theatre, either pictures, vaudeville, combination or stock. Real exploitation and publicity promoter. Let me know where. Prefer South or East. Address LEO QUINN, Head House, Chattanooga, Tennessee.

AT LIBERTY—Join On Wire

No. 1 Trap Drummer, No. 1 Solo Trombone. Join or separate engagements. Read, fake, jazz, pop. Part songs. Hageneck-Wallace Tickets? Yes. References? Yes. Satisfaction guaranteed. Wire LYON & LEITHNER, care Original La Jazzers, Alexandria, Louisiana.

IF ELWOOD HESSE

of Endicott, N. Y., who went out with 'Lambert from Birmingham, N. Y., last fall will write to R. M. DORRIN, Bandmaster, Endicott, N. Y., he will get some very good news.

If you see it in The Billboard, tell them so.

The Billboard

DECORUM • DIGNITY • DECENCY

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NOT AGAINST FOREIGN INVASION

Actors' Equity Association Disavows Intention To Fight British Actors

"RENEGADE" PLAYERS THE ONLY OBJECTION

Subject Discussed at Labor Conference—Another Important Matter Kept Secret

New York, Feb. 4.—Paul Dullzell, assistant executive secretary of the Actors' Equity Association and who is holding the executive chair of the organization during the absence of Frank Gillmore, told a Billboard reporter that a great deal of unnecessary pother had been made by the newspapers about Equity's attitude towards actors coming to this country. Mr. Dullzell made it plain that Equity has no objection to any foreign artist coming here and playing if he will play the game according to the rules and not conduct himself to the prejudice of the organization.

Mr. Dullzell stated this attitude of Equity very strongly. He said:

"I can best tell you what Equity thinks of the so-called 'foreign invasion' by quoting you an extract from a letter that I sent a few days ago to Alfred Lugg, secretary of the British Actors' Assn. I wrote to him as follows: 'We would make it as emphatic

(Continued on page 103)

LEGISLATION

To Safeguard Theaters Will Be Sought for New York State

New York, Feb. 6.—Legislation designed to set up minimum standards of construction as safeguards for theaters and other places of public assembly will be introduced into the New York State Legislature this week by Henry D. Sayer, State Industrial Commissioner, at the request of Governor Miller, in an attempt to insure New York State against any disaster similar to that of the Knickerbocker Theater in Washington.

The proposed legislation will seek to provide for State supervision of municipal codes and to create codes for cities that now do not have them. Existing codes which do not come up to the State's proposed requirements would be made ineffectual. Complete authority is sought for the industrial commissioner to enforce the State's minimum standards in municipalities

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FRED M. BARNES



If the Showmen's League will raise \$10,000, Mr. Barnes says he will donate another ten thousand.

\$10,000 GIFT

To Showmen's League Offered by Fred M. Barnes for Future Needs

Chicago, Feb. 4.—Fred M. Barnes electrified a more or less passive meeting of the Showmen's League of America last night with the abrupt announcement that if the league will raise \$10,000 he will give the organization a check for another ten thousand.

Up to Mr. Barnes' sensational announcement the meeting had followed its usual course. The committee in charge of the dance to be given the evening of February 21 made its announcement, indicating that plans were practically finished for the function, except that the committee desired the members to buy their tickets

(Continued on page 103)

MEETING

Of California Fair Secretaries To Be Behind Closed Doors This Year

San Francisco, Feb. 3.—Members of the California Fair Secretaries' Association will hold their annual meeting at the Palace Hotel in this city Saturday, February 11, at 10 a.m.

This year's meeting will be behind closed doors as matters of extreme importance relative to the amusement

(Continued on page 101)

ENTHUSIASM MANIFEST AT MEETING OF PENNA. FAIRS

One-Day Session in Pittsburg Productive of Many Practical and Helpful Ideas—Annual Election at Philadelphia Meeting

Pittsburg, Pa., Feb. 4.—The ninth annual meeting of the Pennsylvania State Association of County Fairs, for the Western Division of Pennsylvania,

was held at the Seventh Avenue Hotel Wednesday, and by unanimous approval was pronounced one of the most successful ever held by this association. The fair men and showmen present were quite enthusiastic and expressed optimistic views on the outlook for the 1922 season.

This association, according to the report of Secretary-Treasurer J. F. Seldomridge, has now listed fifty-six fairs as against thirteen when the association was organized by Secretary Seldomridge April 13, 1913, at Harrisburg, Pa. That the organization has

(Continued on page 103)

WALTER VINCENT

Honored by Green Room Club—Lauds Equity in Speech at Dinner-Entertainment

New York, Feb. 6.—The Green Room Club gave a dinner and entertainment at its club house last night with Walter Vincent, secretary of the Actors' Fund and president of the International Theatrical Association, as the guest of honor.

In a speech Mr. Vincent said to the audience which completely filled the club room that he, in common with other managers, believed the actors were right in forming the Actors' Equity Association; that they had as much right to organize to correct

(Continued on page 101)

AUTO TRUCKS

Will Be Used To Transport Polack Bros.' 20 Big Shows This Season

New York, Feb. 3.—Polack Bros.' 20 Big Shows will this year forsake the rails and take to the road as the largest and most up-to-date motorized carnival that has ever been presented to the public. The amount of equipment will compare favorably with what is ordinarily carried on a thirty-car show train.

Under the personal direction of that progressive showman, Irving J. Polack, the Polack Bros.' 20 Big Shows will motor into the town of the opening date early in April. This will be in New Jersey in the vicinity of New York. From that time on until the big fair dates are reached the show will be moved overland, following the general scheme of the original caravans of England and the plan now used in France for transporting and presenting carnivals. Plans of an

(Continued on page 103)

NEW CIRCUIT

Of Burlesque Houses Planned in St. Paul—Only Principals Will Change Shows

St. Paul, Minn., Feb. 4.—This city is soon to be the headquarters of a new burlesque circuit, according to Jack Crawford and J. W. Whitehead, managers of the Gayety, local stock burlesque house. Crawford left last night on a tour over a tentative route which will take him to Des Moines, Omaha, Chicago and Detroit, where negotiations have been carried on for some time relative to the project. Under present plans only the principals would be moved each week, the choruses being kept permanent in each theater on the circuit. The Gayety managers have not divulged the

(Continued on page 103)

FAIR AT TAMPA

Opens With an Unprecedented Attendance—Big Success Seems Assured

Tampa, Fla., Feb. 4.—The South Florida Fair, one of the greatest agricultural exhibitions in the South, opened its 1922 ten-day engagement Thursday to the largest attendance in the history of the organization. On Friday there was another bumper crowd, as it was Children's Day, and

(Continued on page 101)

Last Week's Issue of The Billboard Contained 1,513 Classified Ads, Totaling 7,524 Lines, and 675 Display Ads, Totaling 24,210 Lines; 2,188 Ads, Occupying 31,734 Lines in All The Edition of This Issue of The Billboard Is 66,925

BRADY BLAMES PRODUCERS FOR CENSORSHIP DANGER

If Managers Were Not Quitters Theater Could Be Cleaned Up in Twenty-Four Hours, He Avers

New York, Feb. 6.—Fear of State censorship of the stage has aroused New York authors, actors and managers to action with the Drama League leading the way with the voluntary censorship plan already explained in *The Billboard*. Concerted action for this voluntary cleaning up of conditions which have brought about a demand for stage control is being demanded by John Emerson, president of the Actors' Equity Association, who, being opposed to any censorship, has accepted this voluntary plan as the lesser evil.

"There is only one way to look at the whole matter," says Mr. Emerson. "The present-day evils of the theater are so palpable that public sentiment is highly aroused. If we whose living depends on the stability of the theater can't do something to correct the situation, then others not so sympathetic will do the correcting in harsh and disagreeable ways. Our whole object (of the Actors' Equity Association) in going into this matter is to prevent a political censorship, which would be an atrocious thing.

Will Work Together

"We of the Equity propose to enter into an agreement with the playwrights and the managers by which we pledge ourselves to accept the verdict of the jury which would be drawn from the proposed panel of good citizens. Under that agreement no actor, author or manager could go to law over the withdrawal of the play or could demand damages. I think it is a perfectly fair proposition, inasmuch as the panel will contain no person connected with the theater or with any reform movement. Presumably it would be made up of intelligent, broadminded citizens. I feel sure that such a plan would be successful.

"We are fairly near to drawing up the agreement. It will have to be approved by the Council of the Equity, of course, but I assume that may be expected. It will have to be approved by the playwrights, thru their societies, and then by the Producing Managers' Association. Then, too, the approval of the Commissioner of Licenses would be necessary. Once these formalities are observed I see no reason why the plan shouldn't work. Nearly everybody I know who has gone into it is enthusiastic.

"If it does succeed, then dirt for dirt's sake will no longer be the motto of any manager or author."

Can't Be, Says Brady

That this idea of voluntary censorship can't be is the opinion of William A. Brady, who, thru his connection with motion picture legislation, ought to be an authority. He says:

"The producing managers could clean up the theater in 24 hours if they weren't dodgers and quitters. This idea of voluntary censorship is all wrong. The only cure for the admittedly bad condition of the affairs of the speaking stage remains in the good faith and courage of the men who really control it—the producers.

"I don't believe in the voluntary censorship plan because I am sure that Governor Miller will not stand for it. When we went before him to plead for the motion picture we assured him that we were more than willing to establish a voluntary censorship for the screen. The governor put his foot down, and said that if there was to be any kind of censorship it would be public, not private.

"All this talk about a voluntary censorship, however well meaning and earnest, is beating around Robin Hood's barn. The trouble lies with the producing managers themselves. Some of them are doing wrong. They know it and everybody else knows it, and yet the association doesn't lift a finger to stop it. Things are going on in the theaters of New York that are culpably criminal. How can some of these very offenders enter into a voluntary censorship plan when their own hands are dirty?"

Calls Association Yellow

"The Producing Managers' Association is yellow. It should change its name to the Duck Issue Association. It never does anything except duck. It ducked the high prices issue. It ducked the dirt issue. There isn't a producing manager in New York who doesn't know the difference between dirt and decency. When they put on dirty plays they do so because they know that dirt may fill their pockets.

"The situation in the New York theaters is bad. Worse, it is dangerous. The sooner the association calls a meeting and cleans up the better for all concerned."

A. H. Woods, producer of the Avery Hopwood strip poker publicity scheme, against which production those who realize censorship

of some kind is on the horizon have declared war, has this to say:

"I am not at all sure that a voluntary censorship would work out as a practical proposition, but if the boys and girls want it, all right. I'm for it, too. But I believe a far more sensible and practicable method of insuring the decency of the stage, a method which would be fair to the man who puts a lot of money into the business, would be this: Have your panel of 250 or 500 representative citizens not connected either with the theatrical business or with reform movements. Let them select a jury of twelve. Then let the authors take their manuscripts to this jury even before they take them to the managers. Let the jury go over these manuscripts and weed out the objectionable. Then let the author go to the manager and sell his play if he can. That would prevent a producer putting \$25,000 or \$50,000 into a show which might be blown off the boards in 24 hours."

Woods for State Control

The day after this statement was made by Mr. Woods, that producer caught a lot more (Continued on page 9)

THEATERS ORDERED CLOSED

Following Investigation by Building Inspectors in Brooklyn

New York, Feb. 5.—As a result of the investigation growing out of the American Theater collapse, in which seven workmen lost their lives last November, Brooklyn authorities have ordered one theater closed and the work on another stopped. The theater ordered closed is on Myrtle avenue. It has been in operation for several years and is of small seating capacity. The inspectors found that the metal ceiling was in bad condition, and other violations of the building regulations, sufficient to make the building unsafe, were reported. Another theater located in the Bath Beach District, known as The Parkway, which has been under construction for several months and which is nearly completed, was found by the inspectors to contain many violations of the building laws. The inspectors report that an entire new roof will have to be put on this theater.

EQUITY LOSES CASE

New York, Feb. 5.—Equity lost the decision in a case which was brought into court this week against Seymour Felix. It involved a matter of \$1,700 and the court announced Felix as the winner. Equity will appeal the case, it is believed.

WHITE CLOSES AT DETROIT

Detroit, Feb. 6.—Pat White, noted Irish comic, closed his engagement at the Avenue Theater Saturday night and will open at the Empress Theater, Milwaukee, Wis., February 13. During his stay at the Avenue he made many friends with his excellent work.

"IT PAYS TO ADVERTISE"



That is the name of a play presented recently by the Hazel Burgess Players at the Orpheum Theater, Nashville, Tenn., and that it does pay is evident from the crowd waiting in front of the theater, as pictured above. Stanley Whiting, manager of the Hazel Burgess Players, states that business has increased steadily during the past twelve weeks until capacity is now the rule.

YOUTHFUL SUSPECT ARRESTED COMEDIAN ILL WITH FLU; PART TAKEN BY ANOTHER

Toledo, O., Feb. 3.—Following up their investigation of the disappearance of eight checks from the West Toledo Amusement Company, Detective Delehanty and Culver arrested Fred Eisenlord, 18, of 1916 Sylvia avenue, this city. Six checks, which had been made payable to Harold Wendt, formerly of the Rivolt Theater, here; Harry Thornton, 4216 Lewis avenue, were said to have been found in Eisenlord's possession.

BUSINESS IMPROVES

Poughkeepsie, N. Y., Feb. 4.—Al G. Fields' Minstrel troupe played at the Risio Theater January 31. Last season the show did a business of about \$3,000 per day and had a big advance sale for this season. The policy of this house has been pictures for the first three and burlesque for the last three days of the week. Business, compared with last season, has been bad, but has now improved and the last week was a record breaker.

CLAIRE NAGLE'S ESTATE

New York, Feb. 4.—An estate "not exceeding \$1,500," in personality, was left by Claire Nagle Hammerstein, musical comedy star, when she died intestate on November 11 last, according to her husband, Arthur Hammerstein, theatrical producer, in his letters for administration upon the property, which has been granted to him by Snrograte Cohalan. Mrs. Hammerstein died at Reno, Nev. She was about twenty-five years of age.

HEARING OF AMERICAN THEATER CASE CONTINUES

New York, Feb. 6.—That provisions for the strengthening of the roof of the American Theater, Brooklyn, which collapsed November 29, causing the death of seven workmen, were made in the plans approved by the Building Department, but were omitted in the plan supplied the steel contractor, was disclosed last week at the fifth session of the hearing before Chief Magistrate McAdoo in the Kings County Supreme Court.

Testimony of witnesses led to the further disclosure that the steel construction was completed two weeks before official approval was given and that contrary to department regulations construction was meanwhile allowed to proceed.

A \$1,944-a-year plan examiner employed by the Building Department, and who had complete and final authority as to the safety of the plans for the new theater, declared from the stand that he had made twenty-one objections to the plan submitted for the roof by the steel contractor. The examiner asserted that he returned the plan, telling the contractor to submit detailed plans of the points he refused to approve.

The examiner said he passed on the construction of the columns to support the roof and upon the trusses to constitute the skeleton of the roof. He found fault with the anchorage and the lack of supporting cross frames. He advised the contractor to have three-foot rods imbedded in the tops of the columns and to these the bases of the trusses were to be bolted. The corrected plan, as returned to the examiner, had both these provisions, he testified.

A building contractor who constructed the frame of the roof testified that in the plan by which he worked there were no cross frames, and the trusses, instead of being bolted to imbedded rods, were laid on top of the columns and then fastened, each to a plate and by bricks built around them. Sway rods which were to give the roof added strength were attached to the trusses in a smaller number than the plan approved by the Building Department examiner provided, it was brought out.

This witness, who supervised about a dozen men in the construction of the roof, said he started the job October 1 and finished it twenty days later. Two weeks after the job was completed, it was brought out by the examining attorney, the Building Department approved the construction.

The hearing will be resumed.

PRICE WAR ON

Watertown, N. Y., Feb. 4.—A price cutting theater war is on here, launched with the reopening of the Antique.

The battle between the Robbins and the Szosonsky interests for patronage is the cause for price reductions. Prices have been ranging from 20 to 33 cents.

The Palace, one of the Robbins houses, is giving pictures and five acts of vaudeville for 20 cents now, and the Antique, which opened today, is charging only ten cents.

MAY TAKE DRASTIC STEPS TO CHECK "FLU" EPIDEMIC

New York, Feb. 6.—If within the next few days the records of the health department do not show a decrease in the number of influenza cases reported, it may be necessary to resort to drastic means in an effort to check the spread of the epidemic. More than 6,000 cases of influenza have been reported in Greater New York since January 1. Of this number there have been more than 150 fatalities.

ACTOR UNDER OBSERVATION

New York, Feb. 4.—Otto Niemeyer, former member of the cast of "Three Faces East," was sent to Bellevue Hospital for observation this week after he had created a furor in the office of Charles M. Schwab, steel magnate. Niemeyer, who since his retirement from the stage has been a salesman, is a member of the Actors' Equity Association. He is married and lives in Washington.

STARVING LIONS RESCUED BY RELIEF ORGANIZATION

New York, Feb. 5.—Because of a railroad strike in Germany forty-five lions belonging to the Hagenbeck Circus were abandoned in railroad yards in Hamburg and were rescued from starvation by a relief organization there. The animals were used in the big spectacle, "Quo Vadis."

DIFFERENCES ADJUSTED

Elmira, N. Y., Feb. 4.—The Majestic Theater and the orchestra members have patched up their fight. The two weeks' notice given the union musicians by the management is rescinded under the terms of the agreement and the orchestra will continue. It was announced that the terms of the original contract will prevail.

STOCK ACTIVITIES ON BROADER SCALE

Jessie Bonstelle Organizing Summer Companies for Pittsburg, Buffalo and Detroit

Detroit, Feb. 6.—Jessie Bonstelle's stock activities for the coming summer will be broader in scope than any undertaken by her in previous seasons. In addition to her Providence company, which will continue as long as business warrants, she will have stock organizations in Pittsburg, Buffalo and Detroit. The Billboard learns thru Miss Bonstelle's local associates that business at Providence is now very satisfactory, altho the first weeks would have discouraged a less seasoned manager than Miss Bonstelle. She is already closing contracts with well-known players for her Detroit, Pittsburg and Buffalo companies, and, it is alleged, when the roster is full for these towns it will contain the names of men and women active in Broadway productions during the present season. There will be no change this summer in the Bonstelle policy of giving Detroit and other towns the very best stock releases, varied throughout the season by tryouts of new plays. In all likelihood the Garrick will continue to house Miss Bonstelle's Detroit organization, the same as in former years, altho it is intimated the Shuberts would like to transfer her company to the Shubert-Mehigan. Inadequate production facilities at the Shubert-Mehigan it is said will make such a course impractical.

LEMAN NOT TO RETURN TO THE STEEL PIER

Atlantic City, N. J., Feb. 3.—Music lovers, both among the residents of the city and visitors, have been greatly interested in reports to the effect that J. W. F. Leman and his Symphony Orchestra would not return to the Steel Pier this coming season. For four years Professor Leman and his musicians have been the leading forces in the musical program at the pier and the attractive and exceptional series of programs offered daily have won innumerable friends and patrons. The Chamber of Commerce and several civic organizations have been interested in Professor Leman's efforts to put Atlantic City on the musical map and there is much regret over the possibility that he will not again be at the pier.

When a query was put to Professor Leman his reply was: "I have not put in a bid." In view of the work he had accomplished and the popularity of his orchestra Professor Leman was further questioned as to why he would not return but to all questions he stated he preferred that the Steel Pier Co. make answer, as he had withdrawn from all further participation.

SAFETY COMMISSIONER CLOSES PARK THEATER

Syracuse, N. Y., Feb. 4.—Owners of the Park Theater have been ordered by James B. Spencer, commissioner of public safety, to close the house and keep it closed until they have complied with a number of requirements to make it safe. Spencer says he found the other West End theater, against which complaint had been made, to be safe, and allowed it to continue.

Wellington W. Taber, superintendent of buildings, and Patrick O'Hara, fire inspector, reported that as now constructed the Liberty Theater is not safe. The house has been closed since a recent fire.

EMMA CARUS

Plans Taking "The Salt of the Earth" on Tour Again Next Season

The Emma Carus production, "The Salt of the Earth," closed in Detroit January 21 and not January 20, as erroneously stated in last week's issue of The Billboard. Miss Carus states that the production was scheduled for a Chicago run, but that she was obliged to cancel her plans when it was found that the Olympic Theater, in that city, could afford but two weeks' booking. Miss Carus plans to take the play out again next season.

SLIGHT INCREASE IN PLAYERS IN NEW YORK

New York, Feb. 5.—According to the National Census Bureau figures made public this week, actors and showmen in New York State increased from 1910 to 1920 from 7,567 to 8,180 among the males, and from 4,432 to 5,625 among the females. Considering the increase in population and increase in the number of playhouses the increase in the number of theatrical folk is not large.

ACTORS ENGAGE HOSPITAL

Group of Celebrities Will Undergo Treatment at Same Time in Cincinnati Next June

A dozen or so male and female celebrities of the dramatic, musical comedy and vaudeville fields have arranged for a special joint engagement in Cincinnati early in June. The dates will vary from one to two weeks, according to the progress of the patients as adjudged by their professional adviser and doctor, Dr. Edward H. Thompson. His reputation as a specialist on ailments of the eye, ear, nose and throat is nation-wide and generally known to stage folk. During the current season he attended practically all professionals who, while appearing in Cincinnati, were in need of attention for their vocal chords, nostrils, optics or hearing mediums. Where only temporary relief could be administered the patients requested appointments for their off-season and as more names were added to such a list a plan was decided upon whereby a group of stars chartered Dr. Thompson's hospital so all could be under the same roof while being separated from such things as tonsils, adenoids and other parts of the human system and undergoing physical repair. That the tragic nature of the "party" may be relieved the stars instructed Dr. Thompson to install a piano and phonograph in his institution for the duration of their stay.

NEW JEFFERSON CITY HOUSE

Jefferson City, Mo., Feb. 4.—The new Miller picture theater, being constructed by Manager Billy Mueller, of the Jefferson Theater, is nearing completion and is expected to be opened during the next thirty days.

WEAK CONSTRUCTION CAUSE OF COLLAPSE

Believes Harry Crandall—Wants To Be Punished if at Fault in Disaster

Washington, D. C., Feb. 5.—Belief that there was something wrong with the structure of the Knickerbocker Theater, which caused the roof to collapse, resulting in the death of nearly a hundred persons and the injury of scores of others, was expressed by Harry Crandall, one of the owners, in a talk with newspaper men.

Mr. Crandall, while not saying so directly, intimated strongly and repeatedly his own fear that the concrete roof was too heavy. He emphatically stated that there is no desire on his part to shirk responsibility and that if shown he was in any way at fault he wants to be punished. He emphasized, however, that in getting his license to operate the theater all responsibility toward the strength and safety of the theater rested with the district authorities who inspected the building and issued his license. Mr. Crandall is having an independent investigation made by engineers to determine, if possible, the cause of the roof collapse. He denied that he knew or that it had ever been brought to his attention in any way about there being any weakness in the roof or construction of any part of the Knickerbocker Theater.

All of those who were injured are on the way to recovery, it is believed. Some who were in

COLUMBIA NOTEHOLDERS ASKED TO GRANT DELAY FOR PAYMENT

Graphophone Company Official Issues Business Statement—Wants To Avoid Long Court Action

New York, Feb. 4.—In a letter to the chairman representing the holders of the Columbia Graphophone Company's eight per cent gold notes Francis S. Whitten, chairman of the directorate of the company, outlines the need for prompt approval by noteholders of a voluntary adjustment of finances. "The only alternative," he declares, "is an expensive and protracted court reorganization, resulting in needless delay in the financial readjustment and loss of all concerned."

Mr. Whitten goes on to say that, "in common with many other companies, we have been thru a period of severe shrinkage in the volume of business, accompanied by large depreciation of inventory values and other unfavorable factors."

"At the beginning of the period the company had outstanding contracts for large amounts of cabinets and other materials necessary for an extensive manufacturing campaign, anticipating that 1921 business would be commensurate with 1920 business. However, 1921 sales were approximately \$19,000,000 against \$47,000,000 in 1920."

"On December 31, 1921, the company owed large amounts to banks and merchandise creditors; this debt, with the \$6,000,000 five-year eight per cent notes and approximately \$250,000 real estate mortgages, made a total direct indebtedness of about \$23,200,000."

It is pointed out that, as a result of the efforts of the committee, substantial concessions have been made by the merchandise creditors and marked progress has been effected in the reduction of the company's commitments. On December 31, 1921, current assets on a going basis were valued at \$21,600,000, after writing off more than \$7,000,000. In addition the company has plants and investments that are carried at a figure in excess of \$9,000,000.

Furthermore, it is said that "the company is faced with the necessity of being relieved for the time being of payments on account of its indebtedness. The representatives of the banks and merchandise creditors, speaking for more than \$15,000,000 of the company's debt, are agreed upon the necessity for this relief."

FLORIDA CIRCUIT

Of Theaters To Be Formed by the Erlanger Interests, It Is Understood

Havana, Cuba, Feb. 2.—John Golden, American manager and playwright, left Havana January 25 in answer to a cable from A. L. Erlanger. Mr. Golden has been in Cuba negotiating for the booking of big shows in this city. It is understood from Mr. Golden that the Erlanger interests will form a circuit including Jacksonville, St. Augustine, Orlando, St. Petersburg, Tampa, Miami and Palm Beach. These cities have all agreed to hook the attractions coming to and going from Havana. The proposition of leasing the National Theater is now in the hands of Secundino Banos, president of the Gallego Club.

Joseph L. Rhinock, president and treasurer of the Shubert Theatrical Company; John P. Harris, of Pittsburg, head of the Harris-Davis Enterprises, and Ben L. Holdingsfeld, director in the Shubert Theatrical Company, met in Miami, Fla., on January 28 for the purpose of discussing, tentatively, plans for a large theater in Miami, the first of a chain of Southern show houses.

Whether the meeting at Miami had any connection with the proposed Erlanger circuit mentioned above could not be learned.

WINKLER STABBED

President of Chicago Musicians Assaulted in Federation Offices by Unknown Person

Chicago, Feb. 4.—Joseph F. Winkler, president of the Chicago Federation of Musicians, was stabbed three times in the offices of the federation yesterday under mysterious circumstances, the name of his assailant not yet having been learned. Mr. Winkler, after being taken to the Iroquois Memorial Hospital for treatment, refused to tell the police who did the stabbing.

At almost the time of the stabbing Winkler was said to have been formally indicted before Acting Chief Justice George Kersten under the true bill which was voted against him Thursday, charging him with attempting to extort \$225 under the guise of a fire system from Bert Earle, a randeville saxophonist who had refused to join the federation.

TO INVESTIGATE THEATERS

Chicago, Feb. 4.—Alderman Timothy H. ... has asked the council to investigate all downtown theaters, saying it is reported major ... the larger ones are ignoring fire and ... rules.

RUTH LAW'S FLYING CIRCUS



The death-defying quintette pictured above is the full roster of Ruth Law's Flying Circus for the season of 1922. Reading from left to right they are: Lieut. Verne Treat, Ruth Law, Louis James, Cliff Woodbury and "Jack" Cope.

GREENWOOD CLAIMS RIGHT

To Protect His Patronage-Increasing Plan

New York, Feb. 3.—A communication from George B. Greenwood, who has recently put into operation a publicity plan of increasing patronage for burlesque and vaudeville theaters on the American Burlesque and the Shubert Vaudeville Circuit, indicates that Greenwood is acting on legal advice that he is the originator and has fully protected his plan against infringement and imitation and he is warning theater managers thruout the country against using the plan.

From accounts that have reached The Billboard from Milwaukee, Wis., the plan was a success at the Lyric burlesque theater last week, and reports have it that it is going over well for the Shubert's Duquesne Theater at Pittsburg, Pa., and that the Shubert interests have arranged with Mr. Greenwood to put it into operation for their Rialto Theater, Newark, N. J.

OSWEGO THEATER DAMAGED

Oswego, N. Y., Feb. 2.—Fire last night damaged the Capitol Theater to the extent of several thousand dollars. Five hundred people in the theater at the time of the blaze marched out without panic.

CARMEN OPERA COMPANY HAS BEEN INCORPORATED

Chicago, Feb. 4.—The Carmen Opera Company, 134 South La Salle street, has been incorporated with 100 shares, no value, by Leslie I. Falk, L. Kuebler and Richard Bentley.

a critical condition are mending rapidly. The only death following the first reports was that of Col. E. H. Shaughnessy, second assistant postmaster general, who died Thursday last and was buried with military honors in Arlington Cemetery on Saturday.

Messrs. Harry Crandall and Barry Bulkeley, associated together in the Crandall amusement enterprises, issued a statement a few days ago denying a published report to the effect that the manager of the Knickerbocker Theater had called Mr. Morgan, general manager of the Crandall interests, and asked him to have the snow removed, this Mr. Morgan declining to do on the ground that it was unnecessary. Mr. Crandall stated Mr. Morgan and Robert Etris, manager of the Knickerbocker, both deny any such statement was authorized.

The grand jury continues to investigate the Knickerbocker tragedy, and the investigations by the District of Columbia Committee of Congress are being withheld until the grand jury makes a report. The report of the Coroner, who ordered a jury investigation, still is being awaited. It probably will not come until after the grand jury report.

FIRE SWEEPS OPERA HOUSE

Troy, N. Y., Feb. 4.—Rand's Opera House was swept by fire Tuesday, causing very heavy damage. It was one of the oldest and best known playhouses in the State and had shown plays by Booth and Barrett and all of the famous actors and actresses of the past half century. It was assessed at \$110,000, has been occupied during the last few years as a moving picture theater, and negotiations were underway for its sale to Mr. Hunt, the picture magnate. The total loss, including damages to two adjoining buildings, amounted to \$200,000.

ACTORS' EQUITY ASSOCIATION

JOHN EMERSON, President. ETHEL BARRYMORE, Vice-President. FRANK BACON, 2nd Vice-President
PAUL N. TURNER, Counsel. FRANK GILLMORE, Executive Sec-Treas. GRANT STEWART, Cor. & Rec. Sec.
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CHICAGO OFFICE ~ 1032-33 MASONIC TEMPLE BLDG.

Good Season for Dressing Room Pests

Office reports indicate that it is a prosperous season, at least, for those suave persons who make a profession of proying upon the sympathetic actor. There are more confidence men, confidence women and plain, everyday leaguers about the doors of the New York dressing rooms than ever before.

For example, there is that respectfully mannered, charmingly dressed lady whose same old hard, hard luck story has been a matter of concern to the glibble and soft-hearted actors for years. Sometimes her husband is dying, and she cannot go to him for lack of railroad fare; sometimes she herself has just come from the hospital and has no money for food and lodging; sometimes she has simply lost her purse. She has been about so many times that one sometimes wonders whether she is a woman or a syndicate.

Then again there is that chap whose names vary all the way from Jones to Spiegelwitz who wants to publish your picture. Not in one paper—nothing so plebeian—but in thousands of papers! You see, he represents the Associate Press, and that organization has just arranged to syndicate photographs along with news (to telegraph them by a new process in one variation of the story). If you will only pay a paltry hundred or so to cover the cost of the milline, or the electricity or something, you will be famous overnight.

In the Majestic Theater in Newark (N. J.) the "Welcome, Stranger," Company was not even favored with one of these verbal felicitations. Their money and valuables were taken from their dressing rooms while they were on the stage.

No one is so despicable as the man or woman who makes mock of real generosity. And actors are the most generous, understanding, sympathetic people on earth.

Hilda Spang Reinstated

Miss Hilda Spang, who resigned from Equity because she did not approve of the "Equity shop" policy, made application for re-election, met the requirements of the Council, and has been reinstated. She is now a member in good standing.

Stage Censorship

The article in the current issue of The Saturday Evening Post by Chief Justice McAdoo, telling of the need for a stage censorship, has caused much comment among our members. But we think that Judge McAdoo is wrong in his assumption that actors have a great degree of choice about the type of play in which they appear. Often these actors are under long-term contracts with the producing managements and must play what is put into their hands. And the great majority of them are in no position to reprimand a manager because a line here and there is off-color any

more than Mr. McAdoo. In his days as a young lawyer, could argue with the Court concerning a ruling.

We believe that a political censorship of the stage would be a great evil. No amount of quotations from Court decisions could affect this issue. If Mr. McAdoo believes that the playwright has greater freedom of speech than the novelist or newspaper editor let him read a few of the French classics or search the files of any publication given to yellow journalism. After all, drama is art, and we believe the co-operative plan proposed by the Authors' League, the Dramatists' Guild, the Producing Managers' Association and ourselves is the simplest and best means of meeting a certain public demand.

Finding the Truth

If you want to know the truth about any labor trouble ask a member of the group affected. A brakeman or conductor can tell you all about the present rate of railroad wages and what a reduction in same would mean to his class. So it is with miners and workers in other industries. One thing of which we can be certain is that large bodies of men don't strike for nothing; there is too much at stake. We know too little about conditions outside our own narrow sphere, but we have tongues and can ask. An intelligent workman in a few sentences will frequently enable us to see right into the heart of his problems.

Address, Please!

If you don't receive your Equity each month it is because you have changed your address or your folks at home have not affixed to it a one-cent stamp and readdressed it. Always drop us a post-card telling us of your change of address. Don't think because you have written the office on other subjects and not mentioned this particular one that we should know.

Obey That Impulse

Subscriptions to the Equity Thanksgiving Day Fund are still coming in. Many members have asked to be temporarily excused in view of present financial conditions, but have promised to make good before the end of the season.

Equity Ads

It seems to us that a good thing is passed up by those who do not have a card in Equity. So often a manager, agent or friend turns to its columns to find out where you are, and the price is only \$5 a year. If only one engagement in a lifetime were secured thru this medium you would be repaid at least twenty times.

Good Season in Kansas City

We received a very cordial welcome from Mr. and Mrs. Frank Delmaine in Kansas City. As everyone knows they are in charge of our office there and also responsible for a large tract of country, particularly to the South. In answer to inquiry we were told that there were few actors actually idle in Kansas City itself, that it was indeed doubtful if an order for two full companies could be filled at the moment.

We talked to managers, agents and actors and learned that many companies were behind in salaries, but were keeping going as best they could. Some other companies on the contrary were doing banner business. The manager who gives good production and who is careful in the selection of his cast, who sees that it is 100 per cent Equity and advertises it as such, is reaping a reward in this section of the country.

Tents and reps. going out of Kansas City will be more plentiful than ever this spring. If you are Equity and interested drop a line to Mrs. Ruth Delmaine and she will turn your letter over to the desirable agents.

No Autos for Actors, Say Managers

One complaint we heard was novel. It was against the actor who buys, generally on the installment plan, an automobile, which is generally a second-hand flivver, and who travels in it instead of going with the rest of the company. The result is that now and then performances are missed, and, even when they are not, the fear of such a catastrophe gives great anxiety to the manager. One manager told us he would refuse in future to engage actors who owned autos. He also said that on one occa-

sion the return fare in cash had been demanded at the end of the season by one of them, which meant a loss to him, i. e., the manager, since the railroad ticket helped to get his baggage thru.

The purchasing of automobiles, even on the installment plan, seems to indicate prosperity to the simple mind of the Executive Secretary, who has himself often been accused of owning a high-priced car. We wish that every actor will soon be able to afford one, but when that happy time comes we hope that they will be considerate of their manager's feelings and not insist on doing their jumps in them.

Denver News

We stopped over in Denver for a few hours and had a delightful visit with the members of the Wilkes Company at the Denham Theater. A first-class "stock" thia and a happy family, which goes to show that the manager and the director must be kindly and considerate people. Three days before we arrived a wedding had taken place between two members of the company, namely, William Walsh and Dora Clements, to whom we tender our heartiest congratulations.

Si Condit, our deputy there for years, has become so well-known that even managers of traveling attractions appeal to him for Equity rulings.

The current bill happened to be "Turn to the Right," and so it was last June when we were last in Denver. Upon that occasion we tried to buy a seat, but business was so big we had to be satisfied with a place in the gallery. However, there was no kick on our part since the performance was excellent. But since "Turn to the Right" still advertised we at (Continued on page 9)



Corns?

—just say

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Stops Pain Instantly

The simplest way to end a corn is Blue-jay. A touch stops the pain instantly. Then the corn loosens and comes out. Made in two forms—a colorless, clear liquid (one drop does it!) and in extra thin plasters. Use whichever form you prefer, plasters or the liquid—the action is the same. Safe, gentle. Made in a world-famed laboratory. Sold by all druggists.

Free: Write Bauer & Black, Chicago, Dept. 26, for valuable book, "Correct Care of the Feet."

Chorus Equity Association of America

JOHN EMERSON, President.

DOROTHY BRYANT, Executive Secretary.

Sixteen new members joined the Chorus Equity in the past week.

"The Greenwich Village Follies" chorus left New York 100 per cent Equity in good standing.

"Just Because" is the fourth 100 per cent Equity chorus to be organized in New York since January 1.

The personnel of the chorus changes more rapidly than does that of any other branch of the profession. Every year there are new faces—girls who were not in the business prior to the strike and who know nothing about conditions before September, 1919. It is safe to say that at least fifty per cent of our membership is comprised of newcomers to the profession. It is inconceivable to them that such conditions as existed before the strike could have been. They are never asked to give twenty weeks' rehearsal free—they do not think it possible that the chorus people were ever asked to do so. They have never given their time for three or four weeks of rehearsal free, only to be let out at the end of that time with nothing to show for their work. The conditions imposed by the Equity contract are only fair and just—they think that theatrical people always worked under those conditions. Most important of all, they do not realize that, without their organization, those old conditions would return. It is not the number of cases that the Equity wins that really counts, it

is the number of cases the Equity prevents ever arising, the number of injustices that are never committed because your manager realizes that you have a powerful organization guarding your interests. Make that organization powerful. It is for you to see that every chorus with which you work is 100 per cent Equity.

Don't make any arrangement with your manager by which you accept a cut in salary which will be effective UNTIL BUSINESS JUSTIFIES YOUR RETURN TO YOUR ORIGINAL SALARY. If business is such that it seems wisest to accept a cut in salary for the time being, accept that cut after a two weeks' notice of it. But if you are not willing to continue on the road indefinitely on a salary which is lower than that for which you agreed to leave New York—make a definite agreement with the management that your salary is to be returned to the original amount at the end of four weeks, six weeks or whatever the case may be. And if the manager is not able to return you to that salary at the end of the stated period, have an agreement that he is to give you your two weeks' notice and pay your fare back to New York. Unless you make such an arrangement you will find it a practical impossibility ever to return to your original salary. Who is to decide when business justifies paying you the higher amount? Is your card paid to May 1, 1922?—DOROTHY BRYANT, Executive Secretary.

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Graying hair ages a young face and makes you seem middle aged, even when it is premature. Restore it to its original natural color and look 10 years younger. This



is simple, sure and easy, no risk of the streaked, discolored, frothy hair which is worse than gray. Nothing to wash or rub off.

Mail coupon for free trial bottle of Mary T. Goldman's Hair Color Restorer a clear, colorless liquid, clean as water. Be sure to state exactly the natural color of your hair. Better, enclose a lock in your letter. Test as directed on single lock and abide by results. Then get full sized bottle at druggist or direct.

By T. Goldman, 1432 Gotham Bldg., St. Paul, Minn.
Please send me your FREE trial bottle and Mary T. Goldman's Hair Color Restorer. The natural color of my hair is
A. jet black..... dark brown.....
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NEWS THAT IS NEWS, HONEST AND DISINTERESTED REVIEWS

Conducted by EDWARD HAFTEL

BUSINESS GETTING BACK TO NORMALCY

Industry Gradually Getting Back on Even Keel— Break in Business Depression Strikes Note of Optimism

New York, Feb. 6.—The rumble caused by the vaudeville upheaval of the present season seems to be dying away and the business of the variety theaters appears to be getting back to normal gradually.

While this condition is not admitted generally by those chiefly responsible for the affairs of vaudeville there is enough optimism, even if forced, to warrant stating that the long looked for good times are not far distant. Little by little the business of vaudeville and combination houses is improving and the destructive tidal wave that was bound to follow the vaudeville eruption of last fall seems to be receding. The clearing away of the wreckage has been done at considerable expense, but, having been completed, there is nothing now to hamper constructive progress.

If any one outstanding thing has been accomplished by the evolution, or, as some are inclined to call it, the revolution of vaudeville, it is the inauguration of a new form of entertainment for theater patrons of the United States and Canada. The established circuits controlled or sponsored by the Keith interests, while rocked somewhat by the Shubert volcano, were on such solid foundation that no serious damage appears to have resulted. Individuals, it is true, became panicky and didn't know which way to jump, as is usually the case in times of danger, and profited or were hurt according to their standing with Dame Fortune, or, as she is known these days, Lady Luck.

Work Provided for All

Whatever may have been the intention of the Shuberts in causing the vaudeville upheaval doesn't matter now. These facts are outstanding:

1—Shubert vaudeville has had little effect upon Keith vaudeville.

2—If any have been hurt by the invasion of the legitimate producers in the variety field they are the "innocent bystanders" like Loew, Pantages, Fox and less important smaller time managers and the owners of feature picture houses who have been conducting their business at an overhead expense that no longer can be charged to exploitation.

3—Thousands who seldom attend vaudeville houses have become regular patrons and thousands of "movie fans" who frowned upon vaudeville are di-

viding their entertainment budget between variety houses and picture houses.

4—There has been a general improvement in "big-time" bills and many former small-time players have taken advantage of opportunity, brushed up their offerings and have found favor in the top-notch houses of one circuit or another.

5—The traveling vaudeville road show, each featuring a pretentious revue, gradually is coming into its own and finding as much support in the United States and Canada as it has abroad.

That all these things have been accomplished at great expense, and

often at a loss, is of little interest to Mr. and Mrs. John Public. They are seeing good vaudeville shows, and that's all they want. And, most important of all to the profession, perhaps, is the fact that:

Good acts now can get work in one office or another. Competition usually makes for employment.

With unusual presentation facilities in the way of a large chain of thea-

But they reckoned without their booking exchange facilities. It was as difficult to find the twenty weeks as it had been to find the stars. It was evident to those on the side lines that the Shubert vaudeville explosion was premature. It had been generally noised about that the Shuberts would adopt a vaudeville road show policy, but it wasn't materializing quite fast enough to suit the onlookers.

Meantime the Keith people were getting more than their usual share of the vaudeville money, despite the fact that this always has been considerable. If any casualties were resulting from the Shubert scare they were in the combination houses, such as those booked for vaudeville and pictures by Loew, Fox, Pantages and others.

That the Proctor theaters, many of which are also combination houses, did not suffer probably was due to the fact that they were getting the benefit of Keith booking and the bolstering of all Keith bills. Most of the box-office acts which were not controlled by Keith were with the Shuberts, with the natural result that other small-time circuits had to depend chiefly on the feature picture for the "pull."

Picture Houses Slump

And here again was a difficulty which the small-time houses had to face. The big feature picture houses on the order of the Strand, the Rivoli and the Capitol were feeling the general depression and were angling for first call on the big box-office attractions. The competition was so keen that it was only natural that combination houses playing the same features for not better than second run should suffer.

Keith could offer three or four or more headliners at the Palace and other important houses in competition with the Shubert, and, while their bills were expensive, they were holding their position and reporting sold-out houses. The Winter Garden business was weak and box-office reports all over the Shubert Vaudeville Circuit were not gratifying.

But the road shows were doing well, and that convinced the heads of the new circuit that unit vaudeville was the only way out. Headliners were headlining revues and getting away big in towns where this sort of entertainment was new, so whenever possible new revues were put into rehearsal and the Shuberts came out with an announcement that their original policy of unit vaudeville would be an established fact next season.

Whenever a revue was booked in with other vaudeville acts on the regular circuit business picked up and that policy finally became competition that was felt.

Now the situation is becoming clarified gradually. Good shows are beginning to draw good patronage and

(Continued on page 11)

CARL McCULLOUGH



Headlining in Shubert Vaudeville.

ters, the Shuberts were plainly in a position to hurt Keith vaudeville. They were able to open opposition houses in many important Keith key cities.

Shubert Booking Weak

But they didn't have the booking facilities, and there was the rub. They dangled twenty weeks' contracts, but comparatively few regular vaudeville players rose to the bait. Some did, of course. Musical comedy stars were quite ready to listen to Shubert bookers, for they had hopes of opportunities in productions, and twenty weeks between shows wasn't so bad. With plenty of players from the Winter Garden and Century revues, the Shuberts felt justified in going ahead on the twenty-week basis.

NO MORE "KID" ACTS MAY EXHIBIT IN ILLINOIS

Chief Inspector Kenna, of State Labor Commissioner's Office, So Rules and Sends Notice to Chicago Agents

Chicago, Feb. 4.—Theatrical agents who book minors in the future will have their licenses revoked, according to Chief Inspector John J. Kenna, of the State Labor Commissioner's office, and notice to that effect has been served on all of the Chicago booking agents within the past few days.

The question of children appearing in stage parts has bobbed up periodically in Chicago for years. Representatives of the Labor Commissioner's office have had minors and their parents or managers haled into court on numerous occasions. During the past three years a number of these cases have been bitterly contested and many of them were dismissed by the courts on the ground that the children appeared to have the proper care, and on the additional theory that the work the children were doing was good for them and a foundation for their future.

Eddie Foy was the last employer of minors

to land in court at the instance of the authorities. Mr. Foy had several of the Junior Foyes in an act in which he also appeared. The judge figured everybody was getting along quite well and dismissed the case.

Mlle. Theo. Hewes

To Present Program of Ballets and Divertissements in Indianapolis

On Monday evening, February 20, Mlle. Theo. Hewes and her company will present an interesting program of ballets and divertissements at the Murat Theater, Indianapolis.

Among the features to be presented are "Shobu," a Japanese dance drama from the pen of Zack C. Sanderson. Music for this drama is by Friedman, and the scenery and costumes were designed by Norman Levinson.

"Court of Louis XIV.," a garden fete of the court, also will be presented; also "A Holland Festival," "The Baby Dancers," introducing children from Mlle. Hewes' School of Dancing, and many other numbers with special scenic effects and lighting.

Music is to be furnished by the Indianapolis Philharmonic Orchestra.

CANCEL SAILOR BILL REILLY

A report reached New York last week that Sailor Bill Reilly was ill in Chicago from the effects of some kind of a drink. In an effort to have the report verified The Billboard wrote its Chicago office, and received the following telegraphic reply Monday afternoon:

"Shubert's Chicago office has no information about Sailor Bill Reilly except that his appearance next week has been canceled. Other customary sources of information say they have not seen him in Chicago."

AMBITION STIRS DRAMA STUDENTS

New York, Feb. 4.—No sooner had the curtain rung down on the last act of the play presented by the students of the American Academy of Dramatic Art than the youthful cast began rehearsing for a new production.

"Rham," a one-act work by Frank G. Thompson, and "The Harvest," a three-act play by Lennox Robinson, were the new plays rehearsed and produced in true professional style at the Lyceum Theater last night.

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LEE SHUBERT
Denies That He Will Sell Shubert Vaudeville Circuit

Atlantic City, N. J., Feb. 6.—Lee Shubert, in a statement, denies intention of selling the Shubert vaudeville circuit. Instead he says he will have thirty-five regularly booked vaudeville houses next season in addition to the traveling vaudeville units.

"THE BAT" GETS \$112,000 IN ONE WEEK'S ACTIVITIES

Chicago, Feb. 3.—"The Bat" still contributes to public interest, following its fifty-four week run in Chicago. Last week the seven companies playing grossed \$112,000. Washington paid \$24,000 to see the play; Cincinnati,

\$22,000; San Francisco, \$21,000; Indianapolis, \$17,000 and so on. The authors, Mary Roberts Rinehart and Avery Hopwood, took \$10,000 of this sum.

Curtis E. Darby
formerly of the
HIGH JINKS COMPANY
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Orders for \$5.00 or more, send half money; balance C. O. D. Samples \$2.10, 7 for \$1.00.
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"KENNETH CHRISTY"—Communicate Immediately
WANTED—10 CHORUS GIRLS. Must be pretty, shapely, height not over 5 ft. 3 in.; weight not over 130, and must have SINGING voices. THE BEST BET IN TABLOID. Would consider buying Chorus Wardrobe, eight to the set. Must be first-class condition. Good STOCK DATES wanted. Write wire. State full particulars first letter. **HAL HOYT, week Feb. 6, Ben Ali, Lexington, Ky.; week Feb. 13, Sun, Portsmouth, O.; "The Talk of the Town" Company.**

WANTED FOR FRENCH'S NEW SENSATION FLOATING THEATRE
Musical Comedy People in all lines, Chorus Girls, Vaudeville Acts that can double as even preference. California Players, Musicians for Orchestra only. State all you can do, also ages and descriptions. Photos returned. Address: **J. W. MENKE, Coal Center, Pennsylvania.**

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Singing Feature Tenor, spotlight solos. Wonderful Violinist. Big library. Violin, Piano, Cello, String Bass, for Feature Pictures. Violin, Piano, Saxophone, Drums, Xylophone, for Comedies or Vaudeville etc. Also Saxophone Trio and Piano. Many novelties. Two ladies and two gentlemen. Looking for a permanent town to settle in. One man excellent manager; is also slow painter and publicity man. Will manage your house if needed. This is an attraction out of the ordinary, and will draw business. Open Feb. 26 or 27. Wire: **ATTRACTION, Billboard, Cincinnati, Ohio.**

WANTED FOR YOUNG ADAMS COMPANY
Repertoire People with specialties, good Vaudeville Teams, to change three times at least. Photos, programs and lowest salary. If you want the work, Musicals New York, Vermont, New Hampshire, send open time. Address: **H. WILMOT YOUNG, Sherbrooke, Que., Feb. 9 to 18; Newport, Vt., week Feb. 20.**

THREE NEW REVUES SET FOR SHUBERTS

New Hussey Act; Cut Down "Midnight Rounders," and Another Bedini Revue Opens Next Week

New York, Feb. 6.—That the Shuberts intend to remain in vaudeville regardless of the charges that they purpose to unload is evidenced by the announcement from Arthur Klein's office this week that three new revues reinforced by feature vaudeville acts will be presented next Monday and booked over the entire Shubert Circuit.

Having made the entire Shubert Vaudeville Circuit in addition to having played week stands in Shubert houses not yet regularly booked for vaudeville, Jimmy Hussey a few weeks ago was called in to New York to prepare a new "New York Century Theater Revue." The success of his company had been so gratifying that the home office felt that Hussey could take out another outfit and repeat.

On the same day at the Shubert-Rialto in Newark Jean Bedini's latest vaudeville effort, "Spangles," is booked for criticism. Bedini promises as extensive a show as that with which he has surrounded Clark and McCullough.

Also on next Monday the other New York Century revue, "The Midnight Rounders," will have its first presentation with the Shubert-Crescent, Brooklyn, as the scene. This outfit is billed as a company of fifty and features, in addition to the Cleveland Bronner Ballet, Green and Ryler, Alice Ridnor, Helen Ely, Jean Carroll, Virginia Buchanan, Lillian Washburn, Ethel O'Brien, Collin Cameron, Rath Brothers, Sam Hearo, Harry Hines, Jimmy O'Hay, Buddy Doyle, Charles Wheeler, John Keller and Davey White.

Another Keith headliner has fled from the fold and now is to be found grazing in Shubert pastures. She is Marie Nordstrom and opened today at the Apollo Theater, Atlantic City. The same act in which she was seen on the Keith Time is her present vehicle. This is called "Tick-Track" and is by her sister, Frances Nordstrom.

ALL-COLORED SHOW AT FOLIES BERGERE

New York, Feb. 6.—An all-colored show will take its stand at the Folies Bergere February 14. The supper club, it is announced, will, after that date, be known as "The Dixie Plantation Room." Special decorations are being installed depicting a typical Mississippi steamboat landing, with a cotton field in the background.

CONVENTIONS AT KEITH'S

Cleveland, O., Feb. 3.—E. F. Albee, president of the B. P. Keith interests, and John P. Royal, manager of the Hippodrome Theater, came to the rescue of Cleveland in offering the theater for the use of conventions until the new public hall can be opened. In a letter to Mayor Fred Kohler and the Cleveland Chamber of Commerce Mr. Royal points out that no convention need be turned away from Cleveland, even tho' booked for the public hall. It is likely the plan will be accepted.

LARDNER FRACTURES ARM

Forster Lardner, genial house manager of the E. F. Albee Theater at Providence, R. I., sustained a painful fracture of the right arm at the elbow last week. The accident was caused by the sudden closing of a heavy door in the theater.

CHICAGO NOTES

Chicago, Feb. 3.—W. P. Conley, former Chicago representative of the old White Rats, has opened a club booking office in Room 1526, Masonic Temple.

Tell Taylor, music publisher, and Isham Jones, who has the orchestra in College Inn, have formed a corporation to publish songs.

It is reported that the Lenwood Amusement Company, Indianapolis, which has been operating stock in the Broadway Theater, is in receivership. The assets are given as \$13,711.

Janet Carew, well-known Chicago actress, has gone to her home in Princeton, Ind., for a visit.

Hy Will Miller informs The Billboard that the Nannie Smith All-Star Revue closed in Erie, Pa., February 1. Mr. Miller was with the cast.

FAMILIAR FACES ON CHICAGO VAUDE. BILLS

Chicago, Feb. 4.—Vaudeville brought back to us some of the old favorites of production last week. Tom Wise, whose last long engagement was in "Cappy Ricks," at the Cort, nearly three years ago, was at the Majestic. Franklyn Ardell, in "The Crowded Hour" some time since, was also on the Majestic bill. Over at the Apollo was Taylor Holmes, whose "Smooth as Silk" company played the Cort not so long ago. Then on the same bill there was Cleolini, who once sang most successfully in the Chicago Opera Company.

GETTING BIG ORDERS FOR STAGE SETTINGS FOR ACTS

Chicago, Feb. 2.—The Universal Scene Artists' Studios, in the State-Lake Building, has an order for complete stage settings for all productions of Richards the Wizard. Another big order was received from Lind Brothers, a ladder act which will play Loew Time. The Anderson Sisters have ordered a special gold gauze drop from this company.

"INDIAN GUIDE" FILM SUIT

New York, Feb. 4.—Suit for \$1,800 alleging breach of contract has been filed by the Primex Pictures Corporation, producer of the film featuring Fred Beauvais, the Indian guide, against the Shuberts. The plaintiff sets forth that it was guaranteed twelve weeks over the Shubert Circuit if the film grossed a minimum of \$12,000 on the weekly draw.

SOPHIE TUCKER IS GOING TO LONDON

New York, Feb. 4.—Sophie Tucker will open at Reisenweber's on Thursday night, February 9, for an engagement of six weeks, at the conclusion of which she will leave for London, where she opens on April 10 for an engagement of eight weeks, with Al Seigel at the piano.

MILDRED HARRIS CHAPLIN'S ACT

New York, Feb. 6.—Mildred Harris Chaplin, former wife of the film comedian, began a tour of Keith vaudeville today at Proctor's Mt. Vernon Theater, in a comedy skit entitled "Money Talks," by Edwin Burke. Miss Harris is assisted by Beatrice Morgan and S. Miller Kent.

CELEST ENLARGES

Chicago, Feb. 2.—The Great Celest has written The Billboard from Columbus, O., saying he has added a clever man to his act, and will play the Sheridan Square Theater, Pittsburg, following the Columbus date. He writes that a string of other houses booked by the U. B. O. will also be played by the act, which is now called "The Great Celest and Company."

BRODT REORGANIZING ACT

Chicago, Feb. 3.—Charles Brodt, who toured Pantages Time last year in his act, "In the Trenches," is back from Europe and is reorganizing the act. Last season the offering consisted of female impersonators. It is being transformed into a standard act with ten people as formerly. Errett Bigelow, of Emile De Recat, Inc., is furnishing the people.

MISSING THEATRICAL MAN

Toronto, Can., Feb. 4.—Ambrose J. Small, theatrical magnate, is still missing and his two sisters have appeared before the Board of Police Commissioners to ascertain what progress has been made in the search and to plead that greater effort be made to unravel the mystery. Gideon Grant, K. C., accompanied the Misses Small and was closeted with the commissioners for over an hour.

THEATER OFFICE SAFE ROBBED

Pittsburg, Feb. 4.—Seven bandits drove up to the Sheridan Square Theater in a high-powered machine, left one man at the wheel, walked into the playhouse thru the Penn avenue entrance, held up the scrubwomen and took about \$1,500 from the office safe early this week.

COHEN'S NEW THEATER

Poughkeepsie, N. Y., Feb. 6.—The Strand, Cohen's new theater, will be opened about June 1. It is built inside the old church at Main and Washington streets. Primarily it will be a picture house, but will also be equipped for vaudeville, which can be run if necessary.

NEW COLLINGWOOD THEATER

Poughkeepsie, N. Y., Feb. 6.—George Davis, manager of the new Collingwood Theater, says that when the work on this playhouse has been completed it will be the best equipped house along the Hudson and will play one-nighters and vaudeville.

IN CHICAGO BOX-OFFICES

Chicago, Feb. 4.—Roy Farrier, formerly treasurer in the La Salle Theater, is now in the box-office in the Woods Theater.

W. P. Carnegie is now treasurer of the La Salle and Merrill O'Hearn assistant treasurer.

INVENTS UNIQUE DEVICE

H. L. Bird, inventor, of Chicago, has perfected a combined adding machine and cash drawer which is said to have some unique features that will make it of particular interest to inventory takers, shipping and receiving clerks, hotel men and others who need a machine especially adapted to checking.

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MIDWEST BOOKING EXCHANGE DISCHARGE BAIL FOR JULES LARVETTE, AGENT

New Indianapolis Theatrical Agency—J. C. (Tex.) Mason, General Manager

The Midwest Booking Exchange, 24 S. Illinois street, Indianapolis, Ind., was recently formed and has as its general manager, Jose C. (Tex.) Mason, widely experienced showman.

Mr. Mason has run the gamut from performer to manager, has been a stunt aviator and high diver. During his seventeen months in the service, while stationed at Jefferson Barracks, Mo., he had charge of all entertainments produced at the barracks under the auspices of the Knights of Columbus.

Mr. Mason and his wife gave up traveling, due to the ill-health of the latter, who, since living in Indianapolis, has shown marked improvement.

UNION REFUSED TO RECOGNIZE NEGRO MUSICIANS

Columbus, Feb. 4.—Professional jealousy was responsible for the trouble experienced by a colored orchestra from this city in Miami, Fla., last week, according to the story told here by the musicians upon their return this week.

ERNESTO A HIT

Chicago, Feb. 3.—Freddie Ernesto, a Chicago favorite, just back from his native health in the Cape country of South Africa, is one of the latest openers that the Ullatto vaudeville bill has had in many a day.

W. H. PASSPART SAILS

W. H. Passpart, the international vaudeville agent, sailed Tuesday for Germany. Passpart will remain on the other side until March when he will return to press his \$300,000 suit against Martin Beck, head of the Orpheum Circuit, whose European agent he formerly was.

ROSE CRESS DENIES MARRIAGE

In the January 28 issue of The Billboard appeared a marriage notice of Danube Ahearn, in vaudeville, and Rose Cress, also in vaudeville with the Rose Cress Duo, a skating team.

SELWYN WRITING FOR KEITH

New York, Feb. 4.—M. S. Bentham has entered into an agreement with Edgar Selwyn, dramatic producer and playwright, whereby the latter will write and produce several acts featuring well-known stage stars, now under the management of the latter.



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New York, Feb. 4.—Ball of \$5,000, in which Jules Larvette, agent, has been held since his indictment November 11 last, on a charge of grand larceny, was discharged by the Court of General Sessions this week.

The indictment against Larvette and Mrs. Chew alleges that upwards of \$3,000 was stolen from a lieutenant who was a fellow prisoner of Captain Chew at Governors' Island. It is alleged that Mrs. Chew met the lieutenant while visiting her husband there, and that he gave her certificates of deposit to be forwarded to his brother in Iowa, but that instead of forwarding them she had Larvette cash them for her and that she kept the money.

WILL GIVE ALBEE DINNER

New York, Feb. 5.—In honor of his activities as a vaudeville pioneer, a dinner will be given E. F. Albee, head of the Keith Circuit, in the near future by a group of well-known persons in the world of finance, art and letters.

BERT ERROL SAILS

Bert Errol, female impersonator, has sailed for London, where he will open at the Coliseum the week of February 27. He will return to America in December to play a return engagement over the Keith Circuit.

SISTER TEAM SCORES

Vanity Fair DeLuxe Sisters in Great Demand as Prolog Act

Ironton, O., Feb. 3.—The Vanity Fair DeLuxe Sisters, Marie Russell Moore and Frances X. Moore, at the Marlowe Theater this week, with gorgeous costumes, featuring gold and silver gowns, are one of the best sister teams seen in any theater in Ironton for a long time.

OHIO MAN CANADIAN MANAGER

Ottawa, Can., Feb. 6.—Charles A. Smith, late of Cleveland and Columbus, O., has temporarily, in conjunction with Eugene Bourgeois, assumed the house management of the Russell Theater here.

Mr. Smith contemplates taking out a sensational vaudeville act, now under construction locally, in which event he will act as general agent and personal manager.

WILL PRODUCE BRITISH ACTS

New York, Feb. 5.—Jack Terry, of Terry and Lambert, has sailed for London to produce in association with Gus Harris several sketches for the Moss Empires.

SUN THEATER ROBBED

Springfield, O., Feb. 4.—Sneak thieves invaded the dressing rooms of the new Sun Theater here last night while the first performance was in progress, and stole \$75 from the clothing of members of the "Gambos of 1921" company, which is appearing here.

This is the second time the dressing rooms have been looted on amateur night recently.

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VAUDEVILLE NOTES

Sybil Vane will sail for London May 13 on the Lallie.

Mae West will appear shortly in a new act by Neville Flescon.

Frans and Sidney open at Atlanta, Ga., February 20 for a swing around the Loew Circuit.

Tommy Tucker has joined the Jessica Brown and Effie Weston act, "Dancing Debutante."

Jack Lewis, of Freeman and Lewis, is seriously ill at his home, 218 South Third street, Brooklyn.

Elmer F. Rogers, manager of the Palace Theater, New York, is recovering from a recent illness at Lake Placid, N. Y.

Carl Randall was out of the bill at the Palace Theater, New York City, last week, as a result of an attack of influenza.

Frank LaLonde, juggler, and Floyd Mack, ventriloquist, are rehearsing an act in which they will soon be seen in vaudeville.

John B. Hymer, co-author of "East is West," will play the Proctor theaters in February in a character skit called "Comp on Red."

Polly Moran, the "Sheriff Nell" of the movies, is meeting with success on the Keith Time. Miss Moran has a clever monolog.

Le Roy Kingdon will present Amelia Allen in a new act following the completion of her ten weeks' metropolitan booking on the Keith Circuit.

James J. Corbett, who headlined last week at the Orpheum Theater, Des Moines, Ia., edited the sports section of The Day Capital as a press stunt.

The Gralyn Theater, Governor, N. Y., will soon offer vaudeville, according to reports. Manager Carpenter says he is negotiating with a well-known circuit.

Lon Jonas, brother of Bert Jonas, vaudeville manager, has joined forces with Frank Otto, artists' representative, with offices in the Roxmar Building, New York.

Tommy Gordon has teamed with Baroness Boushaye in a new act, called "Yes—Well, That's Fine." Gordon, who is the author, recently split with Waite Hort.

The Jacobs Vaudeville Interchange, E. M. Jacobs, business manager, is a new Boston, Mass., booking office, which specializes in supplying people for prologs to motion pictures.

Robert W. Wayne, formerly of Louisville, Ky., has been appointed manager of the Loew Theater, Baltimore, Md. Mr. Wayne was at one time associated with the Keith interests.

Amelia Stone Kallz and her husband, Armand Kallz, producer of the act known as "Temptation," have agreed to disagree. Kallz was severed with separation papers in New York last week.

Verna Mosconi has fully recovered from her recent accident, in which she fractured her shoulder while appearing at the Palace, New York, and has rejoined the Mosconi Brothers' act.

Pat Moriarty will hereafter be known as Pat Downey. He is appearing with Charlotte Whitling in a new act called "Just Kids," the authors of which are George Whiting and Sadie Burr.

Reine Davies, vaudeville actress, and sister of Marion Davies, film star, won an award of \$12,500 damages in the New York Supreme

Court last week in her suit against Simeon L. Sherman and the Briarcliff Lodge Association. The actress asked \$360,000 of the defendants for injuries received in an automobile accident, for which both, it was charged, are responsible.

The Come Backs, a quintet of veteran minstrel men, were forced to work without costumes at Proctor's Fourth Street Playhouse, Troy, N. Y., January 30, their trunks having gone astray.

The Latona Troupe, based on the Toll Time and will make an extended tour of the Western U. B. O. Time. They have a novelty acrobatic act with an airplane finish that is a thriller.

Paul Edwards, of Reece and Edwards, is at Saranac Lake, N. Y., where he is recuperating from a recent nervous breakdown. He expects to be able to resume his vaudeville bookings in March.

The Royal Theater, in the Bronx, New York, is the first to be equipped with radiophone. It is planned to equip all of the houses of the Keith Circuit with this novel means of communication.

The New Century, Princess, Melba and Lincoln theaters, outlying Chicago houses, are now playing five acts of vaudeville together with pictures. The Ashton Mac Agency is booking the houses.

"The Reddita Girl," with Aryan Kelton and Hilda Landall, recently returned from England, is playing vaudeville houses in Greater New York. It is a comedy of the Oriental sort and is lavishly staged.

The opening program at S. Z. Poll's new Palace Theater, Waterbury, Conn., was as follows: Mary Lawler and Company, Frazier and Bunce, James Conlin and Naomi Glass, Conway and Yates and the Charles Ahearn Troupe.

On Sunday night, January 29, William S. Gourley staged a vaudeville show for the benefit of the Christie St. Hospital, Toronto, Ont., Can. Besides several popular local performers, the following professionals appeared:

The Capitol Four, Rollins and Barcome and Tom Sawyer's Boxing Dogs.

Jack McKay, the Scotch comedian, has five more weeks of Shubert vaudeville, following which he sails for England to fill bookings there. McKay's offering has been well received on the Shubert bills for fifteen weeks past.

Some of Eddie (Hayden) O'Connor's contracts: A new act for Francis and Demar, to be called "My Error;" a single for Blackface Eddie Ross (reported), and a sketch, "The Irish Ambassador," for a well-known Irish actor.

The Germania Opera House, Freeport, Ill., closed for four or five years, is now open, playing pictures and vaudeville on Saturday and Sunday nights, while Manager C. L. Gilbert plans running road attractions the rest of the week.

Charles Sosonsko, manager of the Avon Theater, Watertown, N. Y., made an offer to May Irwin for one week at that house for \$2,000. Miss Irwin turned down the offer and is reported to have accepted the terms of a Keith contract calling for \$20,000 for a ten weeks' tour.

Carl McCullough was relieved of \$34 by a street bandit last week while leaving the Crescent Theater, Brooklyn. In his hurry to make a safe get-away the robber overlooked a diamond ring and McCullough's salary, which was tucked away in an inside pocket of his coat.

The Southern Comedy Four, Jack Calesi, Mannel Fernandez, George McCloskey and Joe Menoni, are in New Orleans following a tour of Western vaudeville circuits. The members of the quartet are ex-news boys who obtained their start in motion picture houses in New Orleans.

Frank Mayo and wife, formerly Dagmar Godowsky, daughter of Leopold Godowsky, the eminent pianist, so it is reported, are going to take a four weeks' fling at vaudeville. They will appear in a double, Mr. Mayo, in a monolog and Mrs. Mayo in a selection of songs and piano numbers.

The following switch in house managers has been made on the Orpheum Circuit: J. A.

Bertram, to the Orpheum, Vancouver; Ed J. Levy, to the Orpheum, Salt Lake City; Harry Billings, to the Palace, Milwaukee; Sam Maurie, to the Orpheum, Lincoln, Neb.; Harry J. Bryan, to the American, Chicago.

James and Tiny Brennan, "Two Tiny Tots," have forsaken the tabloid field for vaudeville. They recently closed on the Pan. Time at the Empress Theater, Denver, Col. They will remain in Denver, with Mrs. Brennan's parents at 606 W. Colfax street, until spring, when they will return to vaudeville.

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 - DONALD KERR
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OFF THE RECORD

By PATTERSON JAMES

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IF there is one thing I like above a lot of other things it is a message of friendliness on or about New Year's Day. It is, therefore, with no little pride that I print the following epistle of good wishes from Columbus, O.:

Patterson James:

Have just read your junk in the issue dated January 14. Will you read it over and then refuse to acknowledge that the first three columns are extremely childish—to say the least?

I hope that 1922 will bring me two pleasures in particular, the discontinuance of your staff in The Billboard, which is supposed to be the showmen's trade journal (and that let's you out if the policies of a trade journal were followed), and the complete collapse of Equity.

Would a furniture manufacturer expect to see himself or his goods rapped by some vituperative scribbler on The Furniture Trade Review just because he opened an open shop or because the design or upholstery of his line failed to please some disgruntled individual on the staff of the journal?

As for Equity, that's a bastard child that gained some strength and took on some weight during, and due to, abnormal war conditions, but its days are numbered—and I believe that my hope in regard to that organization will be realized.

B. H. NYE,
504 E. Rich St., Columbus, O.

ONE would infer that Mr. Nye, who, from his sunny humor, might well be the reincarnation of the lamented and loved "Bill" Nye, was displeased with me. Yet somehow I cannot make myself believe it. There is such a tone of subtle good humor evident thruout his epistle to James that I cannot harbor the thought that 'twixt him and me there should be the slightest ill-feeling. From the robin's egg blue envelope which enclosed Mr. Nye's gay little note I imagine (tho it was inked out) that he is connected with the stove business. I'll wager he manufactures those round-bellied coal burners which sit in the middle of the parlor on wintry nights and fill the whole room with cheerfulness and kindness and some warmth. It may be, too, that being in the stove business (if he is in the stove business) that he has had trouble with some iron molders' union, which might make him peevish. I know one manufacturer in Milwaukee who foams, froths and effervesces at the mouth every time he sees a union suit in a dry goods shop window because once upon a time the molders in his foundry licked the everlasting daylight out of him and he has never recovered, tho the molders have. But what have stoves to do with me, poor soul that I am? Or with the theater? Or with criticism? Or the actors' union? If I were in the stove business I'd be glad if all the theaters were shut up, so that people would have to stay home nights and sit around the coal and wood burners I sold. Perhaps it is because Mr. Nye is in the stove business (if he is in the stove business, which I hope he is; you see, Mr. Nye, I have my little hopes, too) that he takes such an interest in my "junk." I was prepared to admit that the first three columns of the issue of January 14 were "junk" just to oblige Mr. Nye. I had not the remotest idea what first three columns he meant or what was in them, but, "to say the least," I wanted to do something to be agreeable. Then, out of curiosity, I got up

and looked up said three columns, and I think THEY ARE CORKING, and that this here Patterson James fellow is a peach.

I can see, tho, why Mr. Nye did not like them (if he is in the stove business, which I once again hope he is). If he isn't, what I am going to say does not go, naturally. But I hope he is in the stove business. Good and in! I find that the first three columns of "Off the Record" have to do with "draughts," "heating holes under the seat," boiler tenders, "cold," "heat," "perspiration," "chills," "fever" and "hissing." All these things may be grouped under the heading, "Stoves! What they do and do not do!" and would therefore attract the attention of a man in the stove business (if he happens to be in the stove business). Especially would this be true if the man got very hot under the collar where the stovepipe goes into the chimney. Then, of course, everything would be choked up with gas and it would be either necessary to shake down the fire and rake out the clinkers or turn the damper and wait till the wife comes home to tell you what next to do and also that what you have done you shouldn't have done. However, I am glad to make Mr. Nye's acquaintance. I like to make friends, and, if I do say it, Mr. Nye, I make friends easily. You will admit that, "to say the least." In the meantime I hope the stove business stokes up and that you'll have money to burn by spring, that is, if you are in the stove business, which I hope you are, "to say the least." Thanking you, one and all, for your good wishes and the same to you and many of them. I hope for your sake that the stove business is as I hope it is because you are in it, if you are in it? Are you?

ABOUT a fortnight ago I was told by someone to whom the information was confided by the press agent of a big-time vaudeville circuit, that a group of eight managers had decided that Alexander Woolcott, critic of The New York Times, was to be removed from the field of show reporting because of his reviews of their plays. The information is of particular value, coming, as it does, from a booster for the theater who is reputed to be the possessor of the largest library of filthy books in New York, and whose boss is broadly known as a man whose favorite diversion is kicking human obstacles out of his path to glorification and greatness. I hope they do put Mr. Woolcott out of their theaters. And all the other reporters of the drama, myself included. I hope, then, the newspapers will throw out all the theater advertising and open up immediately on the law which permits managers to bar from their show-houses anyone whose reports of their shows are unsatisfactory. Let us have the whole mess cleaned up once and for all. It does not take a gigantic intellect to figure out who is going to lose in such a contest, the press or the showshop.

NOT long ago I was reproached by a correspondent, who demanded my head because he insisted that I was an enemy of "show business" and because The Billboard is a "trade" paper. "Praise instead of criticism should be the policy of such an organ." It is

that same idea which is responsible for the condition of the theatrical business today. "Do not under any circumstances tell facts about plays or players or managers—we all must live," seems to be the cry of the perfervid protestants who write the wide open letters. No one on the inside must say a word. Nonsense!

It was waiting until the stench reached to high heaven that brought censorship on the motion picture industry. So long as the threat of the law was withheld the rottenness continued. No one raised a voice or a hand, either to call attention to it or remove it. Profits were large and the only code of morality known to a majority of the motion picture kings is the ledger. They played a waiting game and lost. Even now, instead of honestly endeavoring to clean up the picture business, the whole activity of the producers is apparently centered on evading the law. It was more probably his reputation as a politician than as a moralist that attracted the attention of the worried film moguls to a former Postmaster-General of the United States.

Any business, whether it is pictures or pickles, which requires the services of a watchdog commission to keep it from criminal practices or becoming a public nuisance has no right to existence. The enemies of the picture industry are not the "fanatics" who get the censorship laws passed, nor the critics who tell the truth about the films, but the men who make the pictures. The same is true of the theater. There is for the future of the entertainment business more power for evil in one exhibition like that at the Ziegfeld "Midnight Frolic" than there is in volumes of criticism about it. "The criminal, not the hangman, brings disgrace upon the house!"

ONE of the first fruits of George M. Cohan's return to the bosom of the Producing Managers' Association is the announcement that he is going to fight the ticket-speculating bloc among his brethren of the box office. He is quoted as remarking:

"Say, if they (the managers) were on the square about it they could put these birds out of commission overnight."

After this startling and profound statement, which, by reason of its novelty, has created a sensation along Broadway, the Crown Prince of Our Theater makes the modest assertion that his return to the P. M. A. was the "biggest blow" the actors' union has thus far suffered. "They're perfectly right over there when they refer to me as 'that terrible man,'" the Great Little Guy is reported to have said. Which means, I presume, that there will be "A hundred thousand dollars, and another, and another" forthcoming to fight the actors whenever the Cohan money bag gets too fat. In the meantime some ribald wretch sends me a clipping from The Jacksonville (Fla.) Times-Union:

"George Cohan is preparing for the biggest war in the history of the theaters. He is taking the first shot since returning from Europe at the enemy by lining up his managers against the Equity. Better watch out, George belongs to the Naval Reserves."

While you are having hysterics over that I will dash down to the ticket speculators and see if I can purchase admission for Mister Cohan's "The O'Brien Girl." Come to think of it, tho, I needn't bother. The ticket

brigands only plunge on the real shows.

THE papers have been carrying a story to the effect that the actors' organization wants something done about the invasion of this country by foreign performers. If there is any such movement on foot it ought to be guided with the greatest care lest disastrous results should ensue. Is Art international? If it is, English actors have as much business here as any other kind of actors. If it is not, American actors have no business playing in England and the Continent. I am in favor of home-grown talent always. I am unalterably opposed to any actor cutting wages—whether he is English or American—particularly those ladies and gentlemen who, because they can afford it, play in the "little" theaters for little or nothing as a concession to Art while keeping other actors either out of employment or working for starvation wages. When a bad actor is hired I want to see an American bad actor get the job. I do not approve of bringing over monstrosities, either dramatic or histrionic. If the English actors are cutting wages they ought to be driven out, not because they are English, but in spite of that fact. It is the competition of labor, not the nationality of the competitor, which is important. People who do that sort of thing are a menace to the profession whatever their nationality. They ought to be eliminated. But there are American actors who cut wages. They also should be retired to obscurity. But how is it to be determined whether an English actor is a professional menace? By his accent? Some of our American players are more British than the King in their speech. By their term of residence? Several of the most prominent members of the actors' union are not only English, but will never be anything else. Are they to be included in the ban? Or is it just the newcomers? Most of the English actors in this country that I have seen could be easily replaced by Americans and with advantage to the plays. They ought to be let go, not because they are English, but because they are rotten actors. But the actors' union should remember that the English organization is a stiff and bitter fighter. It is the only one which has kept off the stage German, Austrian and performers from non-allied countries. I do not say that keeping them off is right or wrong. All I wish to call attention to is the fact that they were kept out. What happened to the Roche can happen to the Yank. Verbum sap.

"BULLDOG DRUMMOND" is a great success across the water. Just how it is being taken I do not know. It may be that it really is being swallowed seriously or it may be that it is being taken for what it really is, a burlesque-melodrama. I hope, for the sake of what is left of the English reputation for having a sense of humor, that the latter is true. However, even if it is not, who are we to point the finger of scorn? A gentleman who conducts a column on the theater in one of the dailies makes this comment on the professional matinee given a short time ago:

"At the special performance of 'Bulldog Drummond' for actors in the Knickerbocker Theater yesterday the best acting was all behind the footlights. . . . The audience of players acted rather badly at first, missing the key of the play and laughing hilariously at several excellent scenes. . . . The influence of mocking plays like 'The Tavern' was responsible for this ill-timed laughter. . . . Before long, however, the listeners found their cues without a prompter and were soon absorbed in the really engrossing scenes of this very excellent, oldtime melodrama. . . . Their silence proved that, (Continued on page 101)

NEW PLAYS

THE THEATER GUILD Presents "HE WHO GETS SLAPPED"

A Play in Four Acts by Leonid Andreyev. Translated from the Russian by Gregory Zillboorg. Produced Under the Direction of Robert Milton.

(Courtesy of William Harris, Jr.)
Beginning January 9, 1922

Tray Musical Clowns	Philip Leigh
Briquet, Manager of the Circus	Ernest Cossart
Mancini, Consuelo's Father	Frank Belcher
Zinida, a Lion Tamer	Helen Westley
Angelica	Trapese
Estelle	Performers
Francola	Edwin R. Wolfe
HE	Richard Bennett

(Courtesy Sam H. Harris)

Jackson, a Clown Henry Travers
Consuelo, the Equestrian Tango Queen.....
Margalo Gillmore

(Courtesy George C. Tyler)
Alfred Bezano, a Bareback Rider.....
John Rutherford

Baron Regnard Louis Calvert
A Gentleman John Blair
Wardrobe Lady Kathryn Wilson

Usher Charles Cheltenham
Conductor Edwin R. Wolfe
Pierre Phillip Loeb

A Sword Dancer Renee Wilde
Ballet Master Olive Grymes

Ballet Girls.....
Vera Tompkins
Anne Tonnetti
Marguerite Wernimont
Frances Ryan
Adele St Manr

Actresses in Circus Pantomime { Sara Enright
Thomas, a Strong Man..... Dante Voltaire
A Snake Charmer Joan Clement
A Contortionist Richard Coolidge
A Riding Master Kenneth Lawton
A Juggler Francis G. Stadtler

Acrobats.....
Bears Taylor
Luigi Belastro

Salaam!
I approach the Sanctum of Bunkum with my shoes off, in my stockinged feet and with my head uncovered, reverentially.

I bow! I scrape! I knock my forehead in the dust on the lintels of the Temple of Twaddle!

My breath comes in short pants! (Here! Here! None of that, IF you please!)

I pour incense on the glowing charcoal in my censer bowl!

I swing my censer by its long chain! I beat my sounding brass! I tinkle my clanging cymbal! I am come to worship with all the other Little Light Bearers.

In its determined and indomitable purpose to bring forth the reluctant native genius of the American drama, the Theater Guild has produced Andreyev's stillborn study of Life Among the Kinkers. For the benefit of the Theater Guild, which could not possibly possess such low information, I may say that "a kinker" is an acrobat who knows enough to hold his "tuck" when he turns over. Into a circus in France comes a man with a wig and imperial as ruddygory as Mrs. Leslie Carter's fiercest. His best friend has stolen his wife and his ideas. The only place he can be happy is where he can get his feet in the sawdust and forget. He joins up as the clown who takes the slap, falls in love with a young bareback rider, who is going to be sold in marriage to a lecherous old baron, and poisons her and himself. The baron shoots himself. The worshippers of the Guild take the slap and are proud of it. One thing, and one thing only the production has and that is good, colorful grouping. Otherwise it is bosh, and not very clear bosh at that. Even the Critics of the Round Table, who rise like Yellowstone geysers every time anything happens on Thirty-fifth street, were forced to admit that they did not

know what it was all about.

From that, however, it does not necessarily follow that there is not sense in the play. There is. Plenty of it. But it is like Ireland's navy—hard to find. Personally, I thought the poisoning bit was very sensible. Also the suicide of the Baron. Likewise the speech of "He" about Consuelo rising from the depths of the sea like Venus Anadyomene. That was very, very clear. I saw the picture once in an old copy of Vergil. That's why I know.

Richard Bennett plays "He With the Pink Whiskers." Mr. Bennett is an excellent actor, but I did not like him at all in this. His laugh reminded me of Joe Morgan's while in the D. Ts. Margalo Gillmore brings the necessary quality of youth to Consuelo. I do not blame her lions for not loving Helen Westley's "Zinida." Miss Westley was, as usual, as hard

is self-supporting and has been from its inception."

Ha! Ha!—PATTERSON JAMES.

PLYMOUTH THEATER, NEW YORK
Beginning Friday Evening, January 27, 1922

ARTHUR HOPKINS

Presents

"THE DELUGE"

Translated and Adapted by Frank Allen

From Henning Berger's "Syndafoden"
Settings by Robert Edmond Jones
Staged by Arthur Hopkins

CHARACTERS

(In order of their appearance)

Stratton, a saloonkeeper	Robert E. O'Connor
Charlie, a waiter	James Spottswood
First customer	Arthur Hurley
Frazer, a promoter	Robert McWade
Another customer	John Ravold
Adams, a broker	Charles Ellis
O'Neill, a lawyer	Lester Lonergan
Nordling, an immigrant	Edward G. Robinson
Higgins, an actor	William Dick
Sadie	Kathlene MacDonell

SELWYN THEATER, NEW YORK

Arthur Hammerstein Presents

JOSEPH CAWTHORN and LILLIAN LORRAINE

In a Musical Comedy

"THE BLUE KITTEN"

Book and Lyrics by Otto Harbach and William Cary Duncan. Music by Rudolf Friml. Staged by Edgar Selwyn and Leon Errol and Julian Mitchell. Adapted from "Le Chasseur de Chez Maxim's" by Yves Mirande and Gustave Quinson.

Produced Under the Direction of Arthur Hammerstein.

If "The Blue Kitten" is intended to prove that Miss Lillian Lorraine has completely recovered from the injury to her back, it is a great success. So far as external evidence goes, Miss Lorraine's spine—all of it—is quite well again, thank you. Miss Lorraine's back and her face are about the only things "The Blue Kitten" can brag about. Joseph Cawthorn wages manful battle with an incredibly stupid book. You may imagine—faintly—what Mr. Cawthorn has to face when you read this rib-cracker:

"Where were you vaccinated?"

"I was vaccinated on the Riviera!"

After that you may believe anything of "The Blue Kitten." I used to think burlesque shows went the limit in forcing encores, but I find I am all wrong. "The Blue Kitten" not only drags in the repetitions when they are not called for, but adds insult to injury by repeating the repetitions. Robert Wolsey, and horn-rimmed spectacles, makes merry in a hard fashion, and Douglas Stevenson displays the latest effects in shirts, waistcoats, collars, cravats, trousers (lovely word that) and hair pomade. Mr. Cawthorn manages to get the lifeboat out in the form of a topical song, but it is too late even for the women and children. Miss Lorraine looks pretty, she does what she has to do well. Her back, quite well again, thank you, is far more interesting than this entire musical comedy whacked out by the butcher, the baker and the candlestick maker, and which is magnificently bare of novelty, charm, melody, wit, humor and every other entertainment asset. The program contains the customary Hammerstein notice that "the book, music, numbers, etc., of 'The Blue Kitten' have been duly copyrighted," and woe betide anyone who uses same. A quite unnecessary precaution, Mr. Hammerstein.—PATTERSON JAMES.

as nails, but, as usual, obviously sincere in what she is trying to do. Frank Belcher at all times was excellent as the brutal and degenerate guardian of Consuelo, and a fine and finished bit was the lecherous Baron Regnard of Louis Calvert. He looked like some foul and filthy bird of carrion. Henry Travers was very good as the master clown, and a simply affecting moment was done by Edwin R. Wolfe, as the old orchestra conductor. As I said before, the groupings were uncommonly well done and the color quality unusual and attractive. I am told that the play is the Guild's greatest commercial success. Which shows that you can make people believe anything if you go about it the right way. I notice with pain that the Guild has been corrupted by the vulgar money-getting policy of the Commercial Theater. It has raised its prices for Saturday evenings and holidays.

"The first consideration of the Guild is not, will a play make money, but, is it a fine play? The Guild, however,

drink in his life, gets drunk and buys for the house, and the wandering vaudeville actor and the Swedish inventor, who are looked upon as bums when they first enter, are accepted on terms of equality. The scalawag lawyer preaches the universal brotherhood of man and hand holds hand in democratic atmosphere of approaching death. Then the water recedes. The electric lights come on. The long-silenced telephone rings. The ticker clicks. And the whole atmosphere is (Continued on page 29)

HUDSON THEATER, NEW YORK
Beginning Monday Evening January 30, 1922

MARIE LOHR

Presents

(By Arrangement With A. H. Woods)

"THE VOICE FROM THE MINARET"

(Direct From the Globe Theater, London)

An Original Play in a Prologue and Three Acts

By Robert Hichens

Staged by Miss Lohr

CHARACTERS

(In order of appearance)

Andrew Fabian	Herbert Marshall
Selim	E. Rayson-Cousens
Father Elsworthy	C. M. Hallard
Evelyn Caryll	Marie Lohr
A. Muezzin	Jacques Chapin
Mrs. Fabian	Vane Featherston
Miss Rodd	Content Paleologue
A Walter	Evan Baldwin
Sir Leslie Caryll	Edmund Gwens
Astley	E. Rayson-Cousens

Marie Lohr has made an unhappy choice of a play with which to introduce herself to the United States of America. "The Voice From the Minaret" is neither fish, flesh nor box-office attraction. It has to do with one of Robert Hichens' most persistent pastimes, which is the mixing of faintly off-color ladies with clergymen and the direful after-effects of such a liaison. Of course, in "The Voice From the Minaret" Andrew Fabian was only a clergyman in pose. I am quite sure that Evelyn (Lady Caryll) might object to being called faintly off-color, tho it must be admitted that both parties to the affair roamed so far from the dramatic conventions as to call their union "a sin," withal a pleasant one. There is very little drama in it, only one solitary bit of color (which is suggested rather than expressed in the prolog scene in Damascus), and, while it may be a confession of hopeless philistinism, American audiences prefer their clergymen, like their whisky, straight. Then, too, there is bound to be a great deal of confusion created by the clerical background against which the figures of the play move. Over here comparatively few people know anything about the "High" and "Low" differences of practice in teaching in the English Church. A "priest" to us is a clergyman of the Catholic Church. A clergyman of other denominations is called a "minister." The appellation "Father" with us is seldom used except as the title of a Catholic priest. Except in the very High Church Episcopalian parishes the practice of going to confession is confined to Catholics. So that when one clergyman in the Hichens play is called "Father Elsworthy," and Andrew Fabian is called a priest whose mother is anxious for him to get married, and when Evelyn tells her gorilla husband that she went to confession to Andrew to tell his sins and not her own, the average American theatergoer will be at a loss to know whether frogs' legs are permissible food on Friday or not. All of this may be unfortunate ignorance, but it is some- (Continued on page 27)

"When the devil was sick
The devil a saint would be.
When the devil got well
The devil a saint was he."

This is the cheerful thesis upon which "The Deluge" is written. The gentle satire of the doggerel proverb is replaced in the Henning Berger drama by a vicious bitterness which is as palatable as a mouthful of aloes. A group of men who hate each other, a pair of wanderers and a street walker are caught and imprisoned by a flooded river in a prosperous Midwestern saloon. The waters rise steadily and the chances of rescue fall in the same degree. When all are convinced that there is no escape and that a horrible death is imminent the shyters, blaspheming lawyer makes up with the ruined faultfinder to whom everything is a lie and a cheat: the gambler in wheat, who is about to marry a rich girl because of her father's money, is reconciled to the streetwalker, with whom he had lived and abandoned; the miserly saloonkeeper, who has never taken a

THE DRAMATIC STAGE

FARCE · COMEDY · TRAGEDY

A DEPARTMENT OF NEWS AND OPINIONS

(COMMUNICATIONS TO THE BILLBOARD, 1493 BROADWAY, NEW YORK, N. Y.)

BETTER BROADWAY BUSINESS BRINGS FORTH NEW SHOWS

Theaters Expected To Remain Dark After Discouraging Number of Closings Are Lighted as Conditions Improve

New York, Feb. 6.—The "Closed for the Summer" signs which were dusted off recently preparatory to slamming shut the blinds on many of the Broadway theaters, have been put back in the cellars for a while at least. The unexpected box-office boom lasted long enough to cause the producers to gamble on a few more plays and now it is being predicted that the long-promised good times are at hand and that the regular show season will not be much shorter than usual.

Just to prove that conditions are improving along the big show street, the producers kept the critics busy every night last week with seven openings in six nights.

Monday night the English star presented at the Hudson Theater here "The Voice From the Minaret" and won favorable comment for herself and her players, but little praise for the play which she has presented in repertoire in England and throught Canada.

Doris Keane, in "The Czarina," opened at the Empire Tuesday night and won much acclaim. "The Nest," too, found much praise when William A. Brady added this piece to his list of Broadway attractions Wednesday night. At the same time De Courville's English revue, "Pins and Needles," was nvrilled at the Shubert with opinions conflicting.

Bat Theater Presentation

Thursday night the lights blazed again in front of the Greenwich Village Theater when Galworthy's "The Pigeon" was presented, and on Saturday night "Chauve Souris," Ballet's Bat Theater from Moscow, was moved intact via London and Paris and presented by F. Ray Comstock and Morris Gest for Broadway approval at the Forty-ninth Street Theater. It had been shown privately the night before to the critics.

Truly a busy week for a "dull season." Business is looking up in the opinion of Broadway.

The big money-getters along The Street continue to be the music shows in about this order: "The Music Box Revue," "Good Morning, Dearie," "Sally," "Bombo," "The Blue Kitten," "Tangerine," "Blossom Time," "The O'Brien Girl," "The Perfect Fool," "Marjolaine," "Up in the Clouds," "Shuffle Along" and "The Chocolate Soldier." "Good Morning, Dearie" and "The Music Box Revue" are still close to complete sell-out around \$30,000 gross weekly, and "Sally" remains at \$28,000 every week. "Bombo" and "The Blue Kitten" report more than \$20,000 each on the week, with "Blossom Time," "Tangerine," "The O'Brien Girl" and "The Perfect Fool" doing around \$18,000.

"Marjolaine" looks better than a \$15,000 gross show, with the other shows mentioned reporting around that figure. "The Chocolate Soldier" found strong support in cut-rate sales and should break along at least even until "The Rose of Stamboul," which is in rehearsal for the Century, is ready for opening.

New Productions Promised

Other productions rehearsing include the new Eddie Cantor revue, "Make It Snappy," "Little Miss Raffles" and "Mood of the Moon." George M. Cohan, having put out a number two company of "The O'Brien Girl," is said to be rehearsing a new comedy for early presentation, and William A. Brady promises "The Law Breaker" for the Booth Theater.

"Mme. Pierre" is the new title William Harris, Jr., has selected for "Les Haunetons," which goes into the Ritz February 15. Following a postponement, Frank Fay's "Fables" is set to show at the Park next week, when Wilson Collison expects to present his "Desert Sands" at the Princess, and "The Cat and the Canary" goes into the National. "The Blushing Bride" has ousted "The Squaw Man" from the Astor.

Of the dramatic shows "Kiki," getting \$16,500 (capacity) and reporting a record ad-

vance sale, leads, with "Captain Applejack" drawing only a few hundred less. "Balldog Drummond" jumped into the top-money class the first of the month, reporting well over \$16,000 on the spurt week. This English melo-

his well-known brothers. He started his stage career at the tender age of five years, appearing with his noted father, E. L. Davenport, as Damon's little son, in "Damon and Pythias," at the Arch Street Theater, which had its premiere fifty years ago.

For many years Mr. Davenport sang in musical comedies. He supported Edna May in "The Belle of New York" both in New York and London, and appeared in the Lew Fields' production, "It Happened in Nordland."

Five years ago Mr. Davenport appeared in a speaking comedy role in "Three Wise Fools," one of the first of John Golden's successes, and he has been talking comedy ever since.

LATEST O'NEILL PLAY

New York, Feb. 4.—The next Eugene O'Neill play to be produced will be "The Last Man," and Augustin Duncan will be the producer.

Like all O'Neill plots, that of "The Last Man" is unusual. The hero of the story, a role for which Mr. Duncan is already cast,

HARRY DAVENPORT



Playing the role of the Rev. David Lee in John Golden's sixth successful comedy, "Thank U," at the Longacre Theater, New York.

looks to be good for many more weeks of such business, as it is the talk of Broadway. "The Demi-Virgin," still getting much help from the censorship warriors, is reporting better than \$14,000, which is the gross "Six-Cylinder Love" is advertising.

The boom, whether temporary or permanent, is helping all Broadway shows, and has been very encouraging to those who have their money tied up in productions.

HARRY DAVENPORT

Living Up to Family Traditions in John Golden Comedy

Harry Davenport, despite his somewhat somber aspect in the photograph, has made people smile practically all his life, and perhaps most noticeably in "Thank U," the John Golden production, now enjoying a successful run at the Longacre Theater, New York, that transforms the penury of ministerial life into richest comedy.

Mr. Davenport is the youngest brother of the famous Fanny Davenport; not to mention

is an archaeologist. He has a hard problem to solve in the form of an unwanted child, supplied by his wife. No definite date has been set for the presentation of "The Last Man."

FRANK MCGLYNN ENTERTAINED

New York, Feb. 3.—The Business Men's Applied Psychology Club had as guests of honor at its luncheon meeting at the Hotel Martinique, Tuesday, Frank McGlynn, playing in "Abraham Lincoln," at the Riviera.

In response to requests for a "speech" Mr. McGlynn spoke on "Lincoln and Human Nature," and was warmly applauded by the business men.

PLAYERS AND PATRONS TO PRODUCE

New York, Feb. 1.—A. G. Delamater has in rehearsal a new comedy-drama by Philip Bartholomae and Emil Njytrej, which will be presented at a Broadway theater as soon as one is available. The name of the comedy-drama has not yet been decided.

SARAH BERNHARDT

Finds a New Vehicle—Premiere of "Regine Armand" at Brussels

Brussels, Jan. 13.—Sarah Bernhardt, in the premiere of "Regine Armand" at the Theatre Royal de la Reine St. Hubert last evening, provided Brussels with a dramatic event of memorable distinction and proved that after several years in unsuitable roles she has finally found a vehicle somewhat worthy of her present talents. This new play is by Louis Verneuil, author of "Daniel," her vehicle of the year past, and it surpasses that earlier piece both in dramatic values and in fitness to her powers as a star. The premiere had been extensively advertised locally—"creation a Bruxelles, avant les representations a Paris!"—and for once the dog town saw a finished performance that might stir many a theatrical capital, and doubtless will in due time.

The play is of the sort that might be called theatrical realism. It is obviously devised for stage effectiveness, and yet it cuts close to life, being free alike from romantic meanderings and rhetorical display. It has its moments, indeed, of patent unreality and questionable taste, and without Sarah Bernhardt it might be merely one of hundreds of such manufactured pieces that cross the boards each season. The point, however, is not the play's intrinsic merit, but the fact that it fits Bernhardt better than any other fashioned for her in several years past.

For one thing it gives her the rare opportunity of being herself, for she is cast as Regine Armand, "a pine grande tragedienne de l'epoque." For another it keeps her on the stage thru three solid acts—a welcome contrast to her recent somewhat skimpy appearances. Moreover it is a gracious, tender and pivotal part. She has indeed found a vehicle; one's only doubts are about her ability to carry so exacting a role continuously and not break under the strain—for her strength is not what it once was, and there is physical as well as emotional stress in the action.

The story concerns itself with the great tragedienne Regine, and with the overwhelming love she has for her son Michel. She has been seeing less of Michel than formerly, wherefore she suspects a love affair. But putting mother-jealousy aside the only questions: Is Michel happy? No. He is the lover of the young Madame Voraud, a "delicieuse enfant," who is most unhappily married to a business man thirty years her senior. Regine's beloved Michel is not happy; he suffers because he can not have the delicious Denise Voraud all to himself. So much the program tells of circumstances before the opening of the play.

In Act I, after the usual exposition, a blundering cad expatiates to Denise of the loneliness of young wives of old fogies unless they take advantage of their beauty and youth, etc. She lets him run on to the point of insulting her, and the lover Michel appears just in time to save her from an unwelcome embrace. A duel between Michel and the cad is the only way out. The rest of the act is concerned with the husband's piecing together of bits of evidence, when he begins to wonder just why Michel should be defending Denise's honor. At the curtain he is setting out to get the truth about their intimacy.

Bernhardt is discovered almost immediately after the rise of the second act curtain. She is at her dressing table in an alcove before an immense bouquet of pale pink, mauve and white blossoms, which set out her own color beautifully. Even a mere man of a reviewer had to note that her dress of soft blue, maroon and coral was calculated to complete a color scheme as clever as it was effective. Here, obviously, at first glance and throught, was the charming woman who had grown old gracefully.

Her first scene, too, is well calculated to show her at her most characteristic and best. It has precious little to do with the plot of the play, being turned around the visit of a stage-struck girl come to seek advice, but it is forgivable because in the circumstances it is so moving. For the great tragedienne—Regine or Bernhardt, as you will—gives expression to her estimate of the theater (in words, of course, that will be widely reported in due time). Fast on this interpolation there follows a second moving of sentimental scene, wherein Michel comes to his mother, admitting his love for Denise, and the mother shows tenderly the rare love she has for her son. Denise comes, in admiration for the great actress, followed by her husband seeking confirmation of his suspicions. He fails to lead Regine into incriminating her son, but stirs her terribly when he mentions Michel's coming duel. Regine's agitation and fear—sparks of the old fire here—foreshadow tragic events as the curtain falls.

Early in Act III Michel takes leave of his mother to go to his duel. There is growing

(Continued on page 25)

FAVERSHAM TO PLAY "HAMLET"

Has Decided Ideas on How the Role Should Be Acted

New York, Feb. 3.—William Faversham, who is now starring in "The Squaw Man," on tour, is preparing to play "Hamlet" next fall. Mr. Faversham, who has long cherished a desire to appear in this famous Shakespearean role, has decided ideas of his own about playing "Hamlet." He says: "I intend to act 'Hamlet' as well as to declaim him. The trouble with 'Hamlet' is that he is always read, never acted. This is usually because few players have the physical endurance to act the role. It requires athletic prowess, genuine physical strength to give the correct interpretation to the character. Not only is the role one of the longest in dramatic literature, but it demands unusual exertion in the latter part of the play. I have seen all the Hamlets from the time of Booth, and only one, the Irish actor, Barry Sullivan, whom I saw in London many years ago, possessed the athletic strength sufficient to hold up the play to the very end. Even such a resourceful actor as the late Henry Irving was magnificent up to the middle of the play. From that period he was exhausted, his physique not able to cope with the later demands of the role."

"TO THE LADIES" OPENS FEB. 20

New York, Feb. 2.—"The O'Brien Girl" will terminate its run at the Liberty Theater on Saturday evening, February 18, and the new Erlanger-Tyler comedy, "To the Ladies," will make its New York bow on Monday night, February 20.

"To the Ladies" was written by George S. Kaufman and Marc Connelly, authors of "Dulcy," and is now in rehearsal preparatory to its premiere at the Lyceum Theater, Rochester, Monday evening, February 13.

Helen Hayes and Otto Kruger have the leading roles, while the cast includes Isabel Irving, George Howell, Percy Helton, Robert Fliske, Norma Mitchell, William Seymour and others.

BACON REFUSES FILM OFFER FOR PLAY "FIVE O'CLOCK"

Chicago, Feb. 4.—Frank Bacon has refused an offer from a film company of \$15,000 for the picture rights to his play, "Five O'Clock." He produced this play in New York about a year ago, withdrew it and is reserving it for his own use after he has covered the country with "Lightnin'," if that time ever comes.

THE LITERARY REVUE

Cyril McNeffe, who under the name of "Sapper" wrote the successful melodrama, "Buildog Drummond," is the author of a volume of short stories called "The Man in Ratcatcher," which Putnam's have just published.

Harry Leon Wilson has recently completed a new novel, "Merton of the Movies," a study of life in the California picture studios, which Doubleday, Page & Co. will publish in the spring.

John Drinkwater, the writer of "Abraham Lincoln," is delivering a series of lectures in London on "The Poetry of Edward Arlington Robinson."

Harry Lee has been awarded the \$500 prize by the Poetry Society of America in the William Lindsay Contest for poetic drama for his four-act play, "Il Poverello." The judges were George P. Baker, George Arliss, Jessie B. Rittenhouse, Jane Dransfield and Stuart Walker. One hundred and forty-five plays were submitted in the contest.

"Plays of Old Japan," a new Seltzer publication, is the first attempt to present complete Japanese plays in English. The book contains five plays which have been acted for centuries on the Japanese stage and are still being played there.

Houdini will have a new book out soon. This time it is "Paper Tricks," and besides giving instructions for performance will give something of the history of each trick. E. P. Dutton & Co. are to be the publishers.

Some time this month Harper will bring out Charlie Chaplin's first book. The title is "My Trip Abroad."

"It," Lord Dunsany's latest play, will be published in the spring by the Putnams. Present plans call for its stage production in New York at about the same time.

"Shakespeare" is the name of a new play by Baz and Rubenstein, just brought out by Houghton, Mifflin & Co. This piece should not be confounded with Clemence Dane's "Will Shakespeare," a Macmillan publication. By all accounts the Baz and Rubenstein opus caused quite a stir in England when published there.



(Communications to Our New York Offices)

A GREAT TEACHER

The teacher is always known by his pupils, and surely the teacher who trained Paderewski, Mark Hambourg, Fannie Bloomfield-Zeisler and Gabrilowitsch can be called great. That man was Leschitzky, the most famous pianoforte pedagog of his time. Born in Poland, he became a professor in the Conservatory at St. Petersburg, but retired in 1878, moving to Vienna to live and teach. It was here that Ethel Newcomb came under his tutelage, the details of which form so large a part of her book, "Leschitzky as I Knew Him."

That this is so is not strange, for, according to Miss Newcomb, Leschitzky had a most individual system of instruction and one which requires a deal of explanation to make clear. For example, Leschitzky studied the hands of his pupils. He might forget a name or a face, but he never forgot the hands of anyone who had ever played for him. He had no "method" as such is usually known. Miss Newcomb says he once said to her: "Don't have a method. It is far better to leave your mind a blank for the pupil to fill in. . . . Even in technique it is impossible to have a method, for every hand is different. I have no method and I will have no method. . . . Adopt with your pupils the ways that succeed with them, and get away as far as possible from the idea of method. Write over your music-room door the motto, NO METHOD." In the face of the impostors who have claimed to teach the pianoforte by the "Leschitzky method" this is mighty interesting information. Then he taught all his pupils to listen to their playing. This, he held, was the keynote of all good piano playing—"Good pedaling, good style, good taste all depend, for the most part, on listening to your own playing. Piano playing is not all emotion by any means. You must use your senses, and always have them with you, or your emotions count for very little. If you listen well, that in itself is a means of attracting many emotional qualities." Technique, as such, Leschitzky had little use for. He recognized its proper place as a means to an end and not the end itself, as all true interpretative artists learn sooner or later. His comment on the Tschaikowsky Concerto illustrates this beautifully. He said to Miss Newcomb: "That is one of the easiest to play if one has technique enough."

To the student of the pianoforte and the teacher Leschitzky as I Knew Him will be valuable. There are illuminating comments on that art on almost every page. Those who are not keenly interested in the finer points of pianoforte playing may find the book monotonous. In justice to the author it should be said that the subject is the cause of this rather than her manner of telling. The book has no index and it should have had one to be of maximum service to the student.

SOME PLAYS

In these days, when only a small portion of the country is visited by companies playing the current dramatic offerings of the season, the printed version of the play is the best substitute for the real thing. It beats the motion picture version, in my opinion, if only for the reason that you get the author's dialog in full and the play in the form which he originally designed for its presentation. It requires imagination to visualize the action, of course, but most of us have enough to do that, and, besides, you can be your own producer, company manager and scenic artist rolled into one. You can take the curtain up when it suits your convenience, and, for that matter, ring it down in the middle of the show if it is that kind of a piece. Yes, there are lots of advantages to the play in a book that compensate for the lack of a play in the theater.

These thoughts are the result of reading several plays that have all seen the light of day during the present New York season and which I visited before reading the text. The printed version is, in some cases, more enjoyable than the stage production, and the reverse in others. This is hardly true of "The Circle," by Somerset Maugham, tho. Here the score would figure about even, I think. The dialog in this piece is so good that reading it is a joy that compensates very rarely for the absence of the players. Maugham has constructed a smooth plot for this comedy, with nice differentiation of character. Add this to his sparkling dialog and you have a rare bit of dramatic writing, either in printed or acted form. In this case I would recommend seeing the play if you can and reading the book whether you can or not.

In the case of "The Wandering Jew," by E. Temple Thurston, I liked the book better than the acted play. This reworking of the ancient legend seems to suit the textual form better than the exhibitional one. The dialog has a rhythm when read that it lacked when spoken on the stage, and a certain sonorance which seemed to escape the actors. The author has done up his play in a rather ancient form of wrapping, which does not detract from it in reading, but was very evident in production. Yes, in this case the book strikes me as being better than the acted play.

"Dulcy," by George S. Kaufman and Marc Connelly, I liked better on the stage than in the reading. This piece, one of the big New York successes of the present season, depends a lot upon interpretation. The way in which the sentences are spoken counts heavily in this play, and they are better in the hearing than in the reading. Some of the comedy points may be missed by the same readers who would laugh heartily at them were they to see the performance; but, fortunately, this is not true of all—the points, I mean, not the readers. This seems to be a case of buying the book if you can't visit the play. If you cannot do the latter, by all means read Dulcy, for it is bright, witty and well constructed. You will heartily enjoy the hour or so it takes to read it.

"Swords," by Sidney Howard, reads much better than it plays. In fact, it reads so well that one wonders, at first, why it was not a success on the stage. I can imagine many a person reading this play and then calling the New York theatergoers an unregenerate lot, who don't know a good thing when they see it. The only answer to that is that the reader would probably change his mind if he saw the piece. The very qualities which make the book good reading work against it in production. The blank verse which has such a fine swing when you read it sounds stayer when spoken. It seems endlessly long when played, and the reader, having the privilege of quitting the moment his interest flags, has the advantage over the spectator who has to sit thru the show without these breathing spells. However that may be, "Swords" is a splendid play to read, and that is what we are concerned with in this column. It is miles above the usual drama as far as literary quality goes, and Sidney Howard has written well enough to make one think that the text of his play will be in demand long after its short run in New York is forgotten.

LESCHITZKY AS I KNEW HIM, by Ethel Newcomb. Published by D. Appleton & Co., 35 West Thirty-second street, New York City. \$3.50.

THE CIRCLE, by W. Somerset Maugham. Published by George H. Doran Co., 244 Madison avenue, New York City. \$1.25.

THE WANDERING JEW, by E. Temple Thurston. Published by G. P. Putnam's Sons, 2

West Forty-fifth street, New York City. \$1.75.

DULCY, by George S. Kaufman and Marc Connelly. Published by G. P. Putnam's Sons, 2 West Forty-fifth street, New York City. \$1.75.

SWORDS, by Sidney Howard. Published by George H. Doran Co., 244 Madison avenue, New York City. \$1.50.

TOM WISE ROUNDING OUT FORTY YEARS ON STAGE

Chicago, Feb. 3.—When Tom Wise appeared at the Majestic last week he let it be known that this year of grace is his fortieth in the service of the stage. Mr. Wise, always a Chicago favorite, made his debut in "Lost in New York," at the old Bijou Theater, in 1882. Since that time he has been one of the prolific contributors to the American stage. He has appeared in forty-five Broadway productions, the most notable of which were "A Gentleman from Mississippi," "The Merry Wives of Windsor," "Cappy Ricks," "General Post," "Pals First," "Song of Songs," "Arcton a Mason," "Man and Woman," "Glories," "Private Secretary," "Prince Chap," "Mrs. Temple's Telegram," "Home Folks," "Mr. Barnum" and in most cases was either a star or a co-star.

As co-star he has had as his stellar associates John Barrymore, Douglas Fairbanks, John C. Rose, Louise Dressler and William Courtoy.

FOR STAGE CHILDREN'S WELFARE

New York, Feb. 2.—There was a very busy meeting of officers and members of the Stage Children's Fund at the Hotel Astor January 31. In addition to an entertaining program the following new officers were elected: Mrs. Millie Thorne, president; Dr. Ida C. Nam, vice-president; Mrs. Ben Hendricks, third vice-president; Alice Brady, fifth vice-president; Mrs. John H. VanTine, treasurer; Mrs. Emil Dickman, recording secretary, and Mrs. Julia D. Schaeffer, corresponding secretary.

Those who entertained were Grace Angela, of "Marjolaine," Kate Fowler Chase, Eugenia A. Jones and Ben Hendricks.

HELEN MACKELLAR

LOSES "BACK-PAY"

New York, Feb. 2.—From the city of Boston, where Helen MacKellar was playing in the Selwyns production of "Back-Pay," emanates the following engaging story:

Miss MacKellar set out on a Saturday night, with the cute little sum of \$1,500 in back-pay, to engage transportation back to New York. But when Helen got back to her hotel said back-pay was gone.

After registering emotions of despair, wonderment and concentration, Miss MacKellar remembered she had left her little roll at the Pullman office. And there, in the bundle, was an accommodating little check that identified Helen as the owner of the goods.

NEW BOOKS

On the Theater and Drama

THE GUIDING LIGHT—By Anne Marjorie Day. Pilgrim tercentenary pageant play in four episodes. 51 pages (American dramatists series). Richard G. Badger, 194 Boylston street, Boston, Mass. \$1.50.

MASTERPIECES OF MODERN SPANISH DRAMA—By Barrett Harper Clark, Ed. The Great Galeota, The Duchess of San Quentin, Daniela; translated from the Spanish and Catalan; with a preface by the editor; new edition. 290 pages. Stewart Kidd Company, 121 East Fifth street, Cincinnati, O. \$2.50. Formerly published in 1917 by Duffield & Co.

WILL SHAKESPEARE—By Clemence Dane. An invention in four acts. 188 pages. The Macmillan Co., 64 Fifth avenue, New York City. \$1.75.

Shakespeare, Marlow, Anne Hathaway and "The Dark Lady of the Sonnets" are here presented.

ANGELS AND MINISTERS—By Laurence Hausman. Four plays of Victorian shade and character. 150 pages. Harcourt, Brace & Co., I West 47th street, New York City. \$1.50. Contents: The Queen, God Bless Her; His Favorite Flower; The Comforter; Possession.

THE ATLANTIC BOOK OF MODERN PLAYS—By Sterling Andrus Leonard, Ed. Edited with introd. comment and annotated bibliography. 234 pages. Atlantic Monthly Press, 8 Arlington street, Boston, Mass. \$2.

Fifteen plays by Harold Chapin, Lady Gregory, John Galsworthy, Lord Dunsany, Percy Mackaye, John M. Sings, Gordon Bottomley and others.

MODERN MEN AND MEMBERS—By Hesketh Pearson. 208 pages. Harcourt, Brace & Co., 1 West 47th street, New York City. \$2.50.

Studies of Shaw, Frank Harris, Lytton Strachey, Stephen Phillips, Wells, Edmund Gosse, Hall Caine, Lewis Walter, Joseph Conrad, Father Vaughan, The Irvings, The Chestertons and others.

VAGABOND PLAYS, FIRST SERIES—244 pages. Norman, Remington Co., Inc., 147 North Charles street, Baltimore, Md. \$2.

Six plays first produced in the Vagabond Playhouse, Baltimore. "The Double Miracle," and "The Importance of Being a Roughneck," by Robert Garland; "On Vengeance Height," by Allan Davis and Cornelia V. Vencill; "Pan in Amhush," by Marjorie Patterson; "Release," by Edward H. Smith; "The Conflict," by Clarice Vallette McCauley.



FASHIONS

BEAUTY

GOSSIP

(COMMUNICATIONS TO ELITA MILLER LENZ, CARE OUR NEW YORK OFFICES)

THE SHOPPER

1. Our correspondents have sent in so many inquiries about sport coats that we have chosen one of the smartest sport coats in the city for our illustration.

The lines are both swagger and graceful, and the new raglan sleeves are very effective on any type of figure. The material is polo cloth, of a soft, luxurious weave. A belt confines the waist, while slash pockets and hard leather buttons (like they use on the menfolks' coats) lend a smart finish. The shades are dark and light tan, as well as reindeer. The price is \$39.50. This shop invites correspondence from our out-of-town friends.

2. The jaunty hat on the figure matches the coat, being made also of polo cloth, with a soft, stitched brim, which one may arrange for becomingness. A band and tailored bow of lighter tone grosgrain ribbon are the sole trimmings.

3. A novel service is offered by a costume house which will be of special interest to out-of-town theatrical folk. If you need a new costume for your act, period or modern, beautiful or ridiculous, you may write this costumer, explaining your requirements, and he will prepare tinted sketches and send at whatever point along your route you designate. His charges are moderate.

4. A Bramley frock for travelling or knockabout wear may be purchased at a small Sixth avenue shop for \$7.98, said to be reduced from \$12. Skirt and blouse are separate, the blouse being of the shirred slipover style. Kid collar and cuffs are the only elaborations. All sizes and wanted shades.

5. If you have one of those beaded bags or a favorite beaded theatrical costume that needs expert repairing there is a specialist who not only mends them for a modest price, but who also makes hand bags to order from customers' material.

6. The fashionable slipover tunic blouses in black Canton crepe, straight lined and loosely belted, may be purchased for the surprisingly low price of \$9.95. This style of blouse is ideal for the full figure because of the simplicity of the design. This blouse, which comes in below-the-knee length, is being featured by a reputable blouse house.

7. Some very effective models of the cape frock, in homespun tweed, as well as the cape-breeches combination for hiking, etc., are being shown at a Forty-second street shop for \$25. The colors, of course, are bright, altho there are some models in natural tweed.

8. The woman with a preference for decided colors and effects in millinery, red, for instance, will be interested in a little milliner in the theatrical district who is quite a specialist in daring color effects, and who changes her color scheme each week. Her hats sell from \$10 up.

9. Very lovely and exclusive conceptions of the newest negligees, that follow the classic lines, are gracing the racks in a shop located in New York's "fifties," at \$15 and \$17.75. In lovely pastel tints, developed from Alhambra and Crepe de Chine. This shop takes orders at these prices, too. We traveled about New York to discover these splendid values.

10. If you make your own costumes you will want to get some ideas about period designs by visiting the exhibit of Dolls of All Nations at the Arden Gallery, 599 Fifth avenue, New York. Exhibit closes February 18. Admission is free.

11. The woman who is fond of all black for evening wear will be interested in a set of black silk "nudies," consisting of shirt and knee-length bloomers. The price is \$5, a special one to the woman who is within the size range of 24 to 29. The design is perfectly plain.

12. Imported spangled robes of unusual beauty and design, in the newest color effects, are now being offered to women of the theatrical profession at special prices, ranging from \$24.50 up, by a firm well known for theatrical accessories of unusual worth. This firm, too, invites correspondence.

SIDE GLANCES

COURAGEOUS MR. ATWILL!

Professional women who pursue the art of beautification at Hepner's, on West Forty-fourth street, have been amused (and charmed too, we'll venture) to behold among the galaxy of feminine stage beauties, whose autographed photographs adorn the walls, the manly, handsome profile of Lionel Atwill, now playing in "The Grand Duke" at the Lyceum Theater. True, there are two or three other masculine faces among the galaxy, but they are heroes of the past, notably Nat Goodwin, which makes the up-to-date Mr. Atwill all the more conspicuous.

SHE GLORIED IN LONG SKIRTS!

Queen Isabella, of Spain (who was round and plump), says a biographer, went strolling up the Avenue de Jena at Paris, trailing after her a long green silk skirt, which spread out over at least half the pavement. Lucky for Isabella that Dr. Copeland was not then Health Chief of Paris and that she wasn't seeking an engagement with the Shuberts.

BUT MARY GARDEN DOESN'T

Said that famous song bird and one and only Impresario in the wide, wide world, who also admitted at the Lotus Club dinner recently that she likes jazz: "Bobbed hair—short skirts! What signs of emancipation of the spirit!"

THE HUMBLE MATCH STICK EXALTED!

With the advent of the new match stick hat the girl who used to coax cigar conchs from her admirers will probably henceforth be pleading for match sticks. The match sticks are grouped in pyramids to form a fetching little chapeau that looks like a modified head-dress for a Javanese idol. The match sticks may be colored to suit the fancy. Perhaps the United Cigar Stores will now discontinue the practice of giving away matches with smokes.

ANOTHER MILLINERY "UPLIFT"

Madame, who feels duty bound to wear her earrings on all occasions, formal and informal, and in all kinds of weather, should feel relieved to learn that she may now abate the fancy ringlets or droplets from her shell-like ears to the trusty side-brims of her hat. Only she must be sure to choose a hat with a brim.

IN THE GOOD OLD DAYS!

Years and years ago, before the Horn & Hardt Automats invented the nickel-collecting machine, which has all the virtues of the army machine gun minus its dangers, Cotton & Reed's Minstrels produced a skit entitled "Around the Meal in 80 Seconds." We wish some enterprising skit producer would get busy on "Around the Subway Shuttle in 80 Seconds."

THERE'S MUCH IN A MAIDEN'S NAME!

This stirup about Doris Stevens, who is now honeymooning in Paris with Dudley Field Malone, firmly but graciously refusing to wear her hubby's name, hasn't caused a ripple in theatrical circles. For haven't they often heard Nazimova's husband referred to as "Mister Nazimova"?

BEAUTY NOTES

Hepner says that the use of bobbed wigs and switches is increasing because women are letting their bobbed tresses grow to meet the changing mode.

The most approved and most healthful coiffure for the woman who is letting her abbreviated locks grow is to coil switches about the head in classic fashion and fasten them in place with tiny shell or fancy combs.

Mary Garden attributes her litha and beautiful figure to constant swimming.

Adelina Patti never used soap and water on her face, depending upon cold cream as both a cleanser and beautifier.

Annette Kellermann's recipe for enlarged pores and blackheads:

Ether, 2 oz.

Soap Liniment, 2 oz.

Rub thoroughly into the skin, removing with soap and water after it has been on an hour.

"They used to SAY beauty was skin deep," remarked a beauty specialist. "Now we KNOW it is soul deep. The skin is but a casing for the real jewel. Look at the famous actresses—they radiate something more than beauty. It is the personality some call soul, others intelligence; some say it is self-forgetfulness." She said it in passing, but it was a subject to which she had evidently given more than passing thought.

THE VANITY BOX

(a) There is a new method of curling bobbed hair permanently in ringlets, from the ends up, at \$1 each curl. The curls are guaranteed to stay in for six months. No heaters are used.

(b) There is a well-known New York hairdresser who has perfected a permanent wave arrangement which will not harm hair of any texture or color. This will be welcome news for the woman with very fine or brittle hair.

(c) The woman who has a dry skin that is disposed to wrinkle on exposure to the weather will be interested in a cream that is made especially for her. It is used as a powder basis,

costs \$1.50 a jar and is made by a Fifth avenue beauty specialist.

(d) A special shampoo for blondes. Made from chamomile flowers, and while not a bleach brings out the golden tint and helps to keep the hair light. It is 50 cents a package, plus postage.

(e) A liquid waterproof nail polish to please the refined woman and ensnare her to dispense with buffing, is \$1.

(f) Everybody is talking about lavender tinted powder for stage and evening use. A cosmetic specialist is concocting a lavender powder that

GLIMPSING THE MODE

The Englishwoman and the Parisienne who frequent the Riviera, and America's eternal feminine at the Southern winter resorts, who adopts or adapts the French mode, provide us with the following style notes for our guidance in "keeping up appearances."

The sport mode reigns supreme, and the New York costume authorities are already showing wonderful phases of it, and from these showings we glean our report:

MATERIALS

Colorful woolen plaids, plant homespun and durable tweeds, and even leather (especially pure white), white kasha and white crepe.

The all-white effects are relieved with flamboyant colors, while black and white combinations are shown in profusion.

THE LINES

The silhouette has shaped itself according to Grecian standards and has managed, too, to attain a French chic. In other words, one must be slender. Long-waisted overblouses, belted or draped with the new handkerchief girdles, fastened with a saucy side flare, are shown in pleasing profusion. A hat to match the girdle is very smart, especially if it is of a shade that emphasizes the color of one's eyes.

SWEATERS

The newest phase of the sweater is an adaptation of the Tuxedo, buttoning below the waist line.

Hand-knitted slipover sweaters, with crochet borders and yoke designs that resemble Irish lace are refreshingly novel. These sweaters look well with the new cape frocks of plaid wool, with straight, unplaited skirt.

SPORT SKIRTS

Sport skirts were never so pleasing. While the plaited and accordion-plaited model is still seen, it is being relegated to the background in favor of the plain, trim skirt, with or without fringed ends. Some of these skirts are elaborated with side fringes, running from the belt to the hem, which remind one of an Indian maiden's skirt.

The new sport shoes come in shades to harmonize with these skirts.

INFORMAL DRESSES

Aside from the wide latitude offered by the sports mode, navy serge dresses are going to be quite as popular as ever. One may wear a navy dress, beaded or piped in bright red, or a brown serge piped or beaded in a complementing shade.

AFTERNOON FROCKS

Bernard shows a number of fetching taffeta afternoon frocks with pointed waist line, while Kurzman shows dinner frocks of Georgette. Printed chiffons, with Egyptian patterns, too, are shown. Crepe promises to be the most used for this purpose.

EVENING GOWNS

Beaded tunics and spangled robes come in so many charming variations of design and color that fashioning the evening gown is a very simple matter. Brocades, in silver and gold, are approved, but these fabrics will appeal more to the elderly woman. Chiffons and laces offer the woman who fashions her own evening gowns a wide latitude.

NEGLIGEEES

Simplicity is the first requisite of the modish negligee. Elaboration breaks the long-lined harmony.

The waist line, when there is one, emulates the blouse of the moment by resting on the hips. The hem is uneven and the neck is high in the bateau effect.

If one is a bit too slender an overjacket of velvet or silk, in panel effect, will round out the angles.

The sleeves are long, loose and flowing in pagoda or bat-wing effects, altho the conventional kimono sleeve, slit from wrist to elbow, is approved. Or, one may dispense with sleeves altogether, provided one utilizes a becoming lace scarf as one would a cape, letting the ends flow gracefully.

appears to be a trifle more delicate in tint and fragrance than the usual. It is \$2 a box.

(g) Possibly you have already discovered the economy of carrying with you those silky tissues for removing cold cream from the face. If you haven't you will be interested to learn that they are a wonderful convenience when traveling, as they are compactly arranged to carry in the handbag and are absolutely sanitary, as you discard them as you use them. They are \$1.50 a large box.



DRAMATIC NOTES

Annie Hughes, it is reported, will soon return to London.

May Hopkins and Mrs. Jacques Martin have been engaged for "Montmartre."

Frank Monroe will be the guest of honor at a Friars' "Actors' Night" February 12.

Clifford Brooke, stage director, will return to the stage as one of the cast of "Madame Pierre."

Olga Petrova has been elected vice-president of the Drama Comedy Club, of which Edith Totten is president.

Rose Winter and Frank Connor have been added to the cast of "Montmartre," soon to be produced in New York.

"Kiki," as characterized by Lenore Ulric, has so inspired Charles Dana Gibson that he is painting an oil likeness of her.

Lenore Ulric has played 180 times as Kiki at the Belasco Theater, New York, to full capacity audiences.

"The Bat," Wagenhala & Kemper's great success, is now in its 77th week at the Morosco Theater, New York.

"The Dover Road," now playing at the Bijou, New York, and featuring Charles Cherry, has reached its fiftieth performance.

"The Grand Duke," in which Lionel Atwill is starring, is now in its fourth successful month at the Lyceum Theater, New York.

Marguerita Sylva, who has long cherished a desire to revive "Zaza," will soon appear in a Spanish play written along the same lines as "Zaza."

Phillip Bartholomae and Emil Njtrej have decided on "Broken Branches" as the title for their new play, which started rehearsing last week.

Charles de Lima and Charlotta Monterey will be members of the cast of "Mme. Pierre," which opens at the Ritz Theater, New York, February 15.

Master Jack Grattan, who contributes his mite to the success of Brady's production, "Drifting," played with Grace George in "Marie Antoinette."

"Thank-U" introduces two species of flapper, the "Rustic Flapper," played by Frances Simpson, and the "Flip-Flapper," played by Dickie Woolman.

The Longacre Theater, New York, honored a matinee party of New York University students last Monday, who stole away from their studies to see "Thank-U."

John C. Carlyle is in Bellevue Hospital, New York, where, on January 13, he underwent an operation. He is getting along nicely and hopes soon to be able to leave the hospital.

Judith Yoseell has sworn off vamping for the more angelic pastime of appearing in "Bluebeard's Eighth Wife," in which she doesn't even have to cast languorous glances.

Isabel Irving's many admirers will be glad to learn that they may soon see their favorite

Better Speech

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in an important role in "To the Ladies." Geo. Canada last season as leading woman in Cyril Howell has also been signed up for "To the Mand's old vehicle, "Grumpy." Ladies."

Violet Hall Caine, a niece of Hall Caine, the novelist, is a member of the Robert B. Mantell Company at the Olympic Theater, Chicago. Miss Caine is filling the vacancy caused by the death a week ago of Genevieve Reynolds. Miss Caine, who was born in London, toured

Agnes Morgan and Alice Lewisohn of the Neighborhood Playhouse, New York, will direct "In the Beginning" and "Gospel of the Brothers Barnabas," which will comprise the first performance of the Theater Guild's new three-night play, "Back to Methuselah," which will have its premiere Monday evening, February

LONG RUN DRAMATIC PLAY RECORDS

Number of consecutive performances up to and including Saturday, February 4.

IN NEW YORK

Table listing plays and their consecutive performances in New York. Includes titles like 'A Bill of Divorcement', 'Ann Christie', 'Bat, The', etc., and their respective run counts.

IN CHICAGO

Table listing plays and their consecutive performances in Chicago. Includes titles like 'Hindu, The', 'Lightnin'', 'Little Old New York', etc., and their respective run counts.

27, at the Garrick. It takes the women to start things!

Alice John and Carter Carrington are the two most recent additions to the cast of "Madame Pierre," Eugene Brieux's comedy, which William Harris, Jr., will produce in the near future.

J. Rankin Towse, dramatic critic of The New York Evening Post, recalls viewing as his first play "Jack, the Giant Killer," in 1853, with Lydia Thompson, then in her teens, as the hero.

George Fawcett, of "The Squaw Man," who was ill for several days, returned to the cast during the last few days of that play's run and was able to accompany the company when it departed for its tour.

"The Voice from the Minaret," which was of the new plays introduced to New York last week, and in which Marie Lohr, the English actress, made her American debut, played 300 performances in London.

Lady Diana Manners was shown in a Sunday rotogravure supplement "sans makeup," a publicity stunt that at least bears the stamp of originality. How many publicity agents would show their "protegees" sans make-up?

Samuel Shipman, bachelor playwright, who wrote "Lawful Larceny," has written a new comedy, entitled "It's Cheaper to Get Married," and states that he is willing to PROVE it. We wonder if he means he's willing to TRY it?

Grace LaRue and Hale Hamilton, who are co-starring in John Golden's sparkling comedy, "Dear Me," now in its third season, are captivating audiences down South. Mr. Golden is considering sending the production to London this spring.

S. G. Bayne, president of the Seaboard National Bank, claims to be the oldest living playgoer. Mr. Bayne, who is seventy-eight years old, recalls seeing Sam Phelps in "The Man of the World" at Sadlers Wells Theater, London, as his first theatrical adventure, at the age of six.

Florence Eldredge, playing in "The Cat and the Canary," at the Lyric Theater, New York, made her first stage appearance in "Seven Days Leave," in support of Marguerita Sylva. Blanche Frederick, also playing in "The Cat and the Canary," made her professional debut in "The Darling of the Gods." She also played in "39 East."

L. J. K. HEIL Says:

Several years ago when Charlie Chaplin met James Madison he remarked: "The first act I ever did came from MADISON'S BUDGET." Asked how he made out with it, Charlie characteristically replied: "The act was all right, but I was rotten." Needless to say, Charlie has since then "improved"—and, for that matter, so has the BUDGET. The latest issue, MADISON'S BUDGET No. 18, is the fastest, funniest and most sure-fire bunch of comedy material ever offered BUDGET patrons. It contains a gigantic assortment of Mr. Madison's original monologues, parodies, double acts, both for two males and male and female; 200 single gags, a sketch for four people, a number of minstrel first-parts with finale, a one-act musical tab, etc., and, best of all, the price still remain ONE DOLLAR per copy. Send orders to L. J. K. HEIL, 1052 Third Avenue, New York.

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STOCK DRAMATIC

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(COMMUNICATIONS TO OUR CINCINNATI OFFICES)

LEADS

Leaving Woodward Players

Hazel Whitmore and Emmett Vogan To Close With Seattle Stock, Feb. 11

Spokane, Wash., Feb. 2.—After three seasons as leading woman of the Woodward Players Hazel Whitmore will conclude her engagement in "A Woman's Way" Saturday night, February 11, she having tendered her resignation last week. When she finishes Miss Whitmore will have to her credit 91 weeks in Spokane. It is a record no leading woman has enjoyed in a stock company here outside of Jessie Shirley, who had her own company here years ago and played more than 900 continuous performances. Miss Whitmore's record is all the more unusual because of her youth. She is probably the youngest leading woman to play a season in the city.

She opened the theater for Mr. Woodward in Spokane in "Cheating Cheaters" in November, 1918, and played 27 weeks until the season ended. She returned in 1919 and played 40 continuous weeks. Her health broke down after the strenuous 1919-1920 season and she was unable to play at all during 1920-1921.

She returned in August, 1921, and opened her third season in that month in "Smilin' Thru" and will have played twenty-four weeks this season when she closes on February 11.

On the basis of 10 performances a week, the usual Woodward policy, she has played 910 times in Spokane. She has never missed a performance in any of her three seasons.

Miss Whitmore's plans are indefinite. She will probably return to her home in Denver for a rest after a trying season.

Emmett Vogan, leading man, will close the same night. Mr. Vogan has a large following in Spokane, where he has played parts of three seasons with the Woodward organization. Probably no leading man in recent years in Spokane has enjoyed the same popularity with playgoers. He came to Spokane first for the season of 1919-'20, playing 38 weeks. Last season he was back again, and played nine weeks. His engagement this season will run 15 weeks, making a total in Spokane of 52 weeks, or better than 520 performances.

The resignations of Miss Whitmore and Mr. Vogan will be followed by a thorough reorganization of the company so far as acting personnel is concerned.

BUSINESS IS GREAT FOR ALLEN PLAYERS

Edmonton, Alta., Feb. 2.—The personal element entered largely into last week's bill, "Daddy Longlegs," by the Allen Players. Mrs. P. B. Allen came on from Portland, Ore., to visit her husband and daughter after a long retirement from the stage and played the old nurse, bringing out all the quiet comedy of the part. The audience, knowing that Mrs. Allen was Verna Felton's mother, gave her a most cordial welcome. Another interesting fact is that two of the children used in the play are the sons of an Edmonton lady, Mrs. Graves, to whom Miss Felton acted as bridesmaid. The little fellows did credit to their "Auntie" Verna. Miss Felton has never given a better performance than she does as Judy Abbott, Allen Strickfaden is at his best in a part like Jimmy McBride. Fred Sullivan is a fine Daddy Longlegs, Ivy Bowman a convincing Mrs. Lipsett, and the support given by the balance of the company was of the best. Business is great.

INDIVIDUAL PRAISE FOR PRINCESS PLAYERS' MEMBERS

Des Moines, Ia., Feb. 2.—The Princess Players are beyond criticism in this week's play, "The Love of Su Shong," an elaborate production that abounds with artistic settings and embroideries.

Arthur Vinton, as the American lover, and Anita Bristow, as the daughter of a Chinese teahop keeper, get everything out of their respective roles. While the entire company deserve the greatest praise for their efforts, especially noteworthy portrayals of Chinese characters are given by Arthur Buchanan, Edward Van Sloan and Eda H. Finemana.

ALBANY (N. Y.) PLAYGOERS

To See Charlotte Walker in Several of Her New York Successes

Albany, N. Y., Feb. 2.—Charlotte Walker, who will become leading woman of the Proctor Players February 7, for a four weeks' engagement, to succeed Clara Joel, has just concluded a run in the revival of Du Maurier's "Tribby" at the National Theater, New York, which she will present as the opening play of her Albany engagement. Last season she co-starred with Janet Beecher in "Call the Doctor," under the Belasco management, and it is expected that it be the second week's offering of the Proctor Players, to be followed by some of Miss Walker's other successes.

HOPE DROWN, INGENUE, JOINS STRAND PLAYERS

San Diego, Cal., Feb. 2.—A recent addition to the Strand Players is Hope Drown, daughter of Clarence Drown, manager of the Los Angeles Orpheum Theater. She is handling her ingenue parts in a very creditable manner. This week's offering is "Two-Fluted Love," to be followed by "A Fool There Was." Frederick Raymond, during the vacation of Jas. Dillon, is directing as well as playing leads.

CHANGES HOUSES

Chicago, Feb. 2.—The stock company in the Grand Theater, San Antonio, Tex., has moved into the Strand Theater, in the same city.

LILLIAN DESMONDE



Leading lady of the Westchester Players, who is delighting audiences at the Westchester Theater, Mt. Vernon, N. Y.

LEWIS PLAYERS NOT CLOSED

Chester, Pa., Feb. 2.—The Jack X. Lewis Players, which were reported to last week's issue as having closed, are enjoying increasing patronage at the Princess Theater. "Another Man's Wife" is the offering this week, with "The Trail of the Lonesome Pine" underlined for presentation the week of February 6. The 100 per cent Equity company includes: Jack Carson, business manager; Blanche Wilcox, Rose Adelle, Dorothy Holmes, Emily Barrett, T. Jefferson Evans, Ramon Greenleaf, Arthur Morris, Gavin Dorothy, Nat Burns and Irving Young, scenic artist.

ORPHEUM PLAYERS IN "THE NAUGHTY WIFE"

Ottawa, Can., Feb. 4.—The Orpheum Players, selected "The Naughty Wife" for this week's vehicle. This farce-comedy, judging from applause received at the first night performance and repeated peals of laughter, was thoroughly enjoyed. The audiences during the week, particularly at the matinees, were not as large as could be expected, the appreciative, Mae Melvin, a new member, is an asset to the company and contributed a splendid piece of acting. His Worship, Mayor Frank Plant, and party, are weekly box holders at the Family.

"LOMBARDI, LTD.,"

Presented by Grand Players, Davenport, Ia.

Davenport, Ia., Feb. 2.—"Lombardi, Ltd.," the latest offering of the Grand Players, was a beautifully modulated production. This was made possible by the performance of Eddy Waller as Tito Lombardi. He brought everything to the role—humor, sympathy, understanding and a real Italian accent. Jean Oliver, playing Daisy, further drives home the certainty of a long-standing fact that she is one of the most versatile of leading women. Her Daisy was a captivating bit of femininity. Other parts are well played, notably Muriel, the gum-chewing mannequin, by Miss Arnold. She gets 100 per cent out of her pungent lines. Miss Mason has one of the best roles she has done and so has Miss DeLanc as Lida. Mr. Sullivan, undistinguishable at first behind a Jewish makeup; Mr. Kohl, the vermicelli king, and Mr. Wilson, the crabbed business manager, had parts rich in good lines.

"Lombardi, Ltd.," is, to judge externally, the costliest of the Berkell enterprises of the season. The settings were massive and well built, and there were many beautiful gowns displayed.

ORPHEUM PLAYERS

Present Mandell Comedy—Germantown (Pa.) Company To Give "Step Lively, Hazel" Premiere

Germantown, Pa., Feb. 2.—The Mandell comedy, "The High Cost of Loving," is being offered by the Orpheum company this week to large and appreciative audiences. Dwight A. Meade plays Ludwig Klink, the "Mustard King," with his usual force and uses his lines and makeup to their greatest advantage. Bernard MacOwen, Lester Howard, John Lott and Mr. Meade form the quartet whose mis-steps twenty-five years ago caused all the trouble. Langha plenty greet the efforts of these four. Arthur Ritchie plays Tucker, the lawyer, and scores heavily. We see too little of his work as an actor, but each week receive the benefit of his capable efforts as company director. Ruth Robinson as Rose and Molly Fisher as Cora are fine, altho the parts are small. Gertrude Ritchie and Harry Wilgus are splendid as mother and son. Beanie Maxwell as Lena, the maid, evokes applause and laughter almost continuously. May Gerald and William Davidge complete the cast.

Many birthday presents were handed across the footlights to Miss Maxwell, Mr. Meade and Mr. Lott, all of whom had birthday anniversaries this week.

Next week "Three Faces East," "Step Lively, Hazel," written by Bernard J. MacOwen, the popular character man of the company, is in preparation and will be given its premiere by the Orpheum Players.

GENE LEWIS

Returns to Company From New York With New Plays

Miami, Fla., Feb. 2.—Gene Lewis, manager of the Gene Lewis-Olga Worth Stock Company now playing its third season at the Park Theater, returned from New York City Monday with new plays for the balance of the season here.

Mr. Lewis, who spent two weeks in New York, opened Monday night in "Polly With a Past."

Last week Olga Worth made a big bit in "The Acquittal" and business was good all week. Mr. Lewis will close his company here the first week in April and open his own theater in Dallas, Tex., May 15. He has also announced that he will spend several thousand dollars on the Dallas theater before time to open.

Next week the company will be seen in "Experience."

DENIES REPORTED CHANGE FROM STOCK TO VAUDEVILLE

Providence, R. I., Feb. 3.—Charles F. Lovenberg, manager of the E. F. Albee Theater here, denies the rumor that his theater is to abandon stock and play vaudeville. The report reached here this week from New York that B. F. Keith vaudeville would continue thruout the summer months. Mr. Lovenberg issued the following statement in denial: "Some time in April—the exact date has not been fixed—we will open the twenty-second season of the Albee Stock Company and expect there will be companies for twenty-two more years. I am sure Mr. Albee has been misquoted in the New York reports.

"We have not yet completed plans for the season, but have contracts for the exclusive presentation this spring and summer of a number of Broadway successes. At present arrangements are being made for more plays, and in a week or two announcements will be made of a number of re-engagements and of the obtaining of new plays."

TROY (N. Y.) MASQUE IN "PEG O' MY HEART"

Troy, N. Y., Feb. 3.—The Masque of Troy opened its eleventh season with a presentation of "Peg o' My Heart" under the auspices of the Troy Press Club at St. Mary's Hall on Thursday evening. Early in the week a letter was received from J. Hartley Manners wishing the Masque success in its production of his famous play. An elaborate souvenir program was issued in connection with the performance. A delegation of Albany newspapermen attended the show.

"ADAM AND EVA" BY PERMANENT PLAYERS

Winnipeg, Can., Jan. 31.—"Adam and Eva" is the play offered this week at the Winnipeg Theater by the Permanent Players. As done by this popular company it is an interesting comedy with a sugar-coated pill of morality in it. In the cast are: James Dolan, Fred Kerby, Edna Andrews, Marie Steffen, Emily Smiley, Teresa Moller, Gordon Anderson, Gordon Mitchell, John Winthrop and Jack McClain.

THE SPOKEN WORD

Conducted by WINDSOR P. DAGGETT

Leslie Howard Writes

To the Editor: There is a little weekly paper in existence entitled the "Greenwich Villager..."

Mr. Wright says: "All the principal characters... are English aristocrats, and the actors proceed to interpret the roles by talking and dressing like actors..."

Mr. Wright mentions no names, but as he tars us all with the same brush I suppose I am included in his censure...

As to speech, I suppose this "English accent" is to Mr. Wright as a red rag is to a bull... it is to many Americans who imagine we are putting it on...

Perhaps Mr. Wright pronounces these words "H-BRA-ry," "H-ter-RA-ry," "RE-al-ly," and says "can't" thru his nose!

I mention this instance as an illustration of this belief held by many Americans that the "English accent" is, to use my own slang, "swank." It is nothing of the kind...

Standardization is very necessary with this language of ours and some definite settlement is needed as to what is right and what is wrong...

America no doubt can suggest many improvements in the speaking of the great language which is here as much as ours.

LESLIE HOWARD, New York, Jan. 27, 1922.

Mr. Howard's letter reminds me of a sunny afternoon in Killarney, Ireland, in 1914. As a lone traveler from the States I had fallen in with three Britishers...

The speech of my comrades was as courteous and as normal as their manners, and, as I recall, I saw no eccentricity in them...

the streets. But on the same train and on the same street was the normal and less obtrusive example of British society.

In that parting chat we mutually agreed that our understanding as to what type of person represented the Englishman of "moderately decent up-bringing" and what type of person represented the American of "moderately decent up-bringing" had undergone some clarification...

I was talking with an American actor recently about this very subject and my American friend expressed some distaste for the "high and mighty" English actor, with his cane and affectations...

To this American actor his fellow countryman is not a stranger. Instead of passing a "high and mighty" American colleague with

Mr. Howard has stated his case very fairly and with a magnanimous openness of mind.

Between the "provincial" Londoner and the "provincial" New Yorker there is not much choice. Standards of speech are not settled by provincialism. They are settled by the people whose experience in life touches many shores and end types of culture that are standard.

In his "Essays on English" (1921) Brander Matthews makes a contribution to this discussion. He does not deny that there are the dialect and personal peculiarities audible both in Great Britain and the United States.

"Yet," writes Brander Matthews, "there are not a few speakers of our tongue, born on one side of the Atlantic or the other, who are almost altogether free from localisms of intonation and pronunciation. The tongue they speak is English at its best—not British and not American..."

In my discussion of this subject with DeWolf Hopper a few weeks ago Mr. Hopper said to me: "To my mind a well-educated, fine Englishman, with no British cant to accentuate his type—just a straight, cosmopolitan, British gentleman—I say of that Englishman that he speaks our common language at its best."

If Leslie Howard as a Britisher needs consolation for playing the part of an Englishman with some British intonation in his speech in

the vowel makes the following "r" or "syllabic-r." There are three syllables nevertheless. This sort of thing is no invention of the British. It has occurred since language was invented, and it is known to the philologist as "haplogogy." Haplogogy is due to speed of utterance, and occurs oftentimes when two successive syllables have at least their initial consonants in common.

The same thing occurs in "literary" ((l'it-e-r(e)-r(e)-ri) or ((l'i-t,r-ri)). For these two words Webster gives ((l'it-br-e-ri) and ((l'i-t(e)-re-ri)).

Mr. Howard's "really" ((r'i-(e)-l'i)) is as familiar to the New York stage as broad-a pronunciations are, and I have come to associate Webster's ((r'i-(e)-l'i)) with musical comedy more than with standard drama.

The British aristocrat in "Bull Dog Drummond" say "beer" (bi(e)) with blended smoothness. A "tough" in "The Deluge" orders o (bi(e)) simply because he says the word glibly. Webster gives (bi:(e)) which is a little more laborious and longer drawn out.

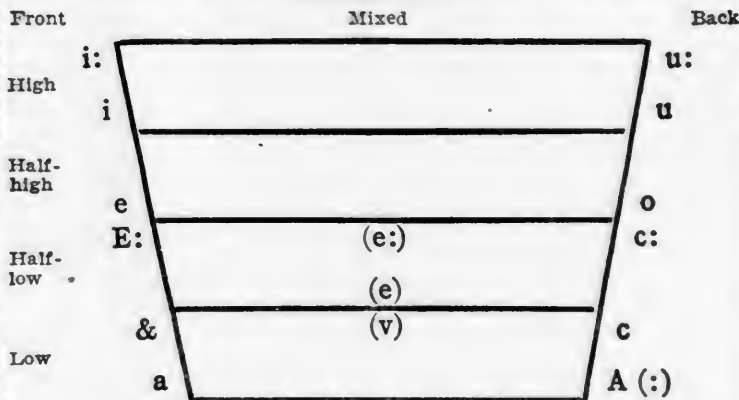
THE INTERNATIONAL ALPHABET (Approximated in newspaper type)

- Vowels ((i:)) as in "be," "bean." ((i)) as in "it." ((e)) as in "met," and first vowel sound in "maid." ((e:)) first vowel sound in "there," "care," "hair."

- Consonants ((N)) sound of "ng" in "sing." ((W)) sound of "wh" in "when." ((D)) sound of "th" in "this." ((T)) sound of "th" in "thing." ((Z)) sound of "s" in "leisure." ((S)) sound of "sh" in "ashes," "dash." ((J)) sound of "y" in "yes."

Lesson 2 The new table, Chart 2, gives phonetic symbols for the English vowel sounds. Seven of these symbols are identical with the signs of the International Phonetic Alphabet...

CHART 2. ENGLISH TABLE OF VOWELS



CUT OUT CHARTS AND TABLES Constant readers should cut out charts and tables and paste them in a scrap book for reference. They will be necessary for understanding the phonetic transcription.

a shrug he faces him squarely and says: "Come down. What's the matter with you, anyway? You needn't be struck on yourself just because you're working!"

The quiet English actor understands his "loud" brother and the American actor understands his. The difficulty comes in making the quiet, modest, meek and exemplary American actor understand the "loud" Englishman.

I have seen Leslie Howard play three important parts on Broadway. I never see him without being reminded of my American friend and I never see my American friend without being reminded of Leslie Howard. They are both quick, intuitive and genuine in self-expression. They are both spontaneous in speech.

Generalizations are pretty dangerous. When Mrs. Lydig Hoyt is held up to me as a typical American woman of New York society I have chills and fever. If her cold-moioned, creeping refrigeration in speech and action is to represent New York Society on the stage, give me Helen Menken!

"Danger," he can find his consolation in an American book written by an American scholar about American speech. The book is "Old and New" (1920), by Professor C. H. Grandgent of Harvard, who is the outstanding world authority on American dialects.

"In one respect all American dialects are surprisingly alike, and no less surprisingly different from the speech of the mother country, I mean in intonation. Again and again, in the streets of a foreign city, I have caught from a passing pair a little fragment of an English phrase, often without distinguishing the words, and scarcely ever could I doubt whether the speaker was an American or an Englishman. Aside from differences in the quality of voice (the British being generally more sonorous) tone sequences clearly indicate the side of the Atlantic from which they come.

Mr. Howard's explanations of British pronunciations are entirely correct. "Library" in standard British English has three syllables, however deceptive the pronunciation may be to the untrained ear. The usage most common with educated speakers is ((l'li-br(e)-ri)). Think of ((s)) as "i" in "ice." A pronunciation that is also heard is ((l'i-br-r-i)). In this latter case there is a syllabic syncope. The (:) indicates that the omission of

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CINCINNATI

To Have Eight Weeks' Summer
Opera—Ralph Lyford Again
Engaged as Director

Business Manager Chas. G. Miller of the Zoo, at Cincinnati, has announced that arrangements are definitely under way for an eight-week season of grand opera during the coming summer, commencing June 25. Mr. Ralph Lyford, of the Cincinnati Conservatory of Music, has again been engaged as director and will be in complete charge of the artistic end of the production. Mr. Miller stated that in order to put the venture on a business basis a detailed budget has been prepared, and while this budget is a liberal one and will allow for an expenditure of approximately \$500 more a week than last season, it sets definite limits of expenditures for the performances. The increased allowance for each week is expressly for the purpose of permitting Mr. Lyford to engage a larger and better company. Among the operas under consideration for presentation are: "Madam Butterfly," "Fedora," "La Boheme," "Manon" and "Thais."

Again this summer the orchestra will be made up of musicians from the ranks of the Cincinnati Symphony Orchestra. Unusual interest is being taken in the fact that plans are under way to engage guest artists for special performances and Mr. Lyford is now negotiating with some well-known operatic stars.

"MARTHA" AND "FAUST"

Presented by the New York Grand
Opera Society

New York, Feb. 2.—The New York Grand Opera Society is slowly but surely convincing the folks in the Bronx that good opera in English is possible without the aid of a famous conductor and an international star. The average person who likes opera has an idea that an opera without a million-dollar star must necessarily be crude and amateurish, and as a result he remains away, or if he attends the show he is filled with skepticism and doubt. A number of persons even made remarks to members of the cast concerning their doubt before they had seen the New York Grand Opera Society in action.

Some time ago the Bronx residents flocked to the Aborn Opera Company's performances, but since then they haven't been treated to any other opera. On Saturday evening, January 28, they received a pleasant surprise when they attended a performance of "Martha" by the New York Grand Opera Society, and another on February 1 of "Faust" by the same society. After each show scores of persons asked Mrs. Zilpha Barnes Wood, the director, to let them know when she was going to give other performances. They congratulated her upon her success and said they had never dreamed they would see such wonderful performances by unheralded artists.

In a way a good show was to be expected, for Egried Tellere, who played Martha; Belle Fromme, who impersonated Nancy, and Charles Floyd, who appeared as Lionel's adopted brother, are professionals and have already appeared in opera companies that have toured the country.

The others in the cast of "Martha" were Samuel Schneider, Leo De Hieropolis and Joseph Holman. Every one in the cast was generously applauded. On February 1 the society played to a much bigger house when it presented "Faust" at the Morris High School, 162nd street and Jackson avenue, which was the scene of its first performance. Alfonso Romero played Faust; Martin Horodas, Mephistopheles; J. S. Greene, Valentine; Manuel Tanenbaum, Wagner; Egried Tellere, Marguerite; Belle Fromme, Siebel, and Florence Swain, Martha. The ballet consisted of the Misses Lillian and Sophia Markowitz, Alice Rubin and Sophia Addison. Mrs. Zilpha Barnes Wood was the musical director.

As a result of the society's excellent showing other schools have asked for performances, and on February 16 the New York Grand Opera Society will present "Martha" at the public school at Forty-second street, near

Third avenue, New York. A second engagement will be played at the same school in March, and in the meantime other schools will be booked. The object of the society is to give good opera in English at nominal prices. Mr. J. S. Greene, who takes part in all the performances, is the manager.

Monday, February 14, the society will hold a costume dance at its club rooms, 27 West 76th street. Several novelty features, as well as solos by various members of the society, will be offered to entertain the members and their friends.

ALEXANDER SILOTI

To Be Soloist With New York Sym-
phony

The distinguished Russian pianist, Alexander Siloti, will be heard as soloist with the New York Symphony Orchestra at the pair of concerts in Carnegie Hall February 16 and 17. The artist will play the "Wanderer Fantasy in C for Piano," by Schubert-Liszt, with the orchestra directed by Albert Coates, guest conductor.

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By IRVING WILSON VOORHEES, M.D.,
of New York City

The comment captioned "An Honest Teacher," on page 28 of your January 21 issue, interested me greatly. For many years I have had to do with vocal problems from the standpoint of a physician, particularly from the standpoint of a physician interested in voice production, and during this time I have met fine, conscientious, hard-working and generousminded singing teachers, many of them of both sexes; but they share in common one peculiarity which seems insurmountable, namely, they seem to think that "work" according to some trick or artificial method of production will "bring the voice out" and make something out of nothing, or at least something out of not very much. Every year a very great number of candidates for vocal honors come to New York to make a quick conquest because their local pastor or postmaster or some other dignitary of Main street has told them that about all they have to do to succeed greatly in the city of Gotham is to hunt up the most convenient eastbound train listed in the time table. Therefore they come, fall into the hands of some teacher, who, by the way, may be perfectly honest in thinking that he can MAKE a voice out of what he finds and not be a charlatan at all. Well, he "tries out" the voice at the piano and arranges the time for the next lesson. He works for one or two years, always hoping against hope that thru some sort of magic his hopeful prediction of greatness will come true. Then everybody gets discouraged and the voice physician is consulted to see if there is anything the matter. Well, the things he can and does find when set down look as interminable as the names of the Route Department on page 50 of The Billboard. Moreover they are all there and are not imaginary, in fact have been there since childhood when baby had measles, scarlet fever or mumps. There are obstructive growths, such as tonsils or adenoids or polyps or chronic nasal discharge, the so-called "catarrh," sinus disease, turbinal enlargements, even cleft palate, which are just as insurmountable to the vocal student as a stone wall is to a baby—in either case the obstruction must be removed before the desired thing can happen. For several years I conferred with teachers personally, wrote articles, read papers before their societies, etc., on the necessity of co-operation between the vocal teacher and voice specialist, but only a few teachers got the idea that you cannot tie a boy's feet together and expect him to win a race—most of them were content with saying that DOCTORS RUIN VOICES, and, being born polite, like Polonius, the ready retort in kind did not come to my lips.

All of the above preamble leads to this: Every pupil should be examined physically and vocally before he takes his first singing lesson. If anything is wrong it ought to be put right before the long and strenuous period of training begins. After certain vocal adjustments have been made as a result of training it is unnecessarily late to advise that this or that operation must be done if the voice is ever going to amount to anything, and yet this is exactly what happens in routine practice. Frequent and prolonged colds, for instance, are often due to some nasal malformation directly or indirectly, and the teacher likely as not encourages his pupil to "sing over" the difficulty, with the ultimate result that the voice is ruined. In one case of chronic hoarseness the teacher thought that by VOCALISES he could clear up the difficulty and make the voice perfect. Examination with a laryngoscopic mirror showed that there was a small growth between the cords which prevented them from coming together. Simple removal cured the hoarseness within five minutes.

SERGEI PROKOFIEFF

To Give Two New York Recitals

Sergei Prokofieff, the noted composer-pianist, has announced two recitals for New York, in Aeolian Hall, the dates to be February 14 in the afternoon and the evening of February 17. Included on both of his programs will be a number of his own compositions.



In "The Wild Cat," the Spanish musical play which has just started on tour after an extended run in New York City, Marion Green and Dorothy South have been appearing with much success. Mr. Green, who sings the role of the "Wild Cat," will be remembered for his excellent work in the name part of "Monsieur Beaucaire," and is also well known in the concert world. Miss South, also an American singer, is known in musical circles in many of the principal cities due to her several concert tours.

MUSIC WEEK

For Birmingham, Ala.

From February 16 to 23, inclusive, Music Week will be observed in Birmingham, Ala. For the occasion Mrs. George Houston Davis, president of the Music Study Club, and Mrs. W. J. Adams, of the Community Music Committee, were appointed joint chairmen. All organizations have been asked to have musical programs and the various churches will also have special music, as will the other clubs in the city. The All-Star Concerts will present on the 18th Sousa and his band, with Mary Baker, soprano; Florence Hardeman, violinist, and Miss Winifred Bambrick, harpist, as the soloists.

SECOND CONCERT

Announced by New Quartet

The second of four chamber concerts is announced for the evening of February 14 by the Boston Symphony Quartet, the newly-formed organization. The concert will take place in Steinert Hall, Boston. Messrs. Burgin, violinist, and Bodetti, cellist, are the leaders in this effort to establish in Boston a resident string quartet.

ORATORIO SOCIETY

Of New York Announces Program for
February Concert

The Oratorio Society, of New York, Albert Stoessel conductor, has announced an unusually interesting program for the concert to be given in Carnegie Hall the evening of February 21. The first number includes a group of songs by Palestrina, Vittoria, and one by Bach. The next group of choral music includes music of the Russian Church by Rachmaninoff, Pantchenko and Tscherepnin, and in the final group are songs by both ancient and modern composers, including a first performance of a composition by Albert Stoessel. Between the choral numbers two groups of songs will be given by Miss. Eva Ganthier.

MARGUERITA SYLVA

To Sing at Next Warren Ballad
Concert

Frederic Warren has announced that Mme. Marguerita Sylva will appear at the next Warren Ballad Concert which will be given Sunday evening, February 19, at the Selwyn Theater, New York. This well-known artist will be heard in a group of songs which she has been especially requested to sing.

THIRD TOUR

Opened by Florence Macbeth—Engagements Will Keep Her Busy Till Middle of May

Florence Macbeth, American coloratura soprano of the Chicago Opera Association, has started on a concert tour which will keep her busy until about the middle of May.

LENGTHY TOUR

To Be Taken by Leopold Godowsky

A concert tour has been started by Leopold Godowsky, the noted pianist, which will take him across the continent and to the Far East.

MUSICAL EVENTS IN NEW YORK CITY

FEBRUARY 8 TO FEBRUARY 22

AEOLIAN HALL

- Feb. 8. (Aft.) Song recital, Vladimir Rosing. (Morn.) Opera recital, Amy Grant. (Eve.) Piano recital, Ashley Pettis.

CARNEGIE HALL

- Feb. 8. (Eve.) Schola Cantorum. (Eve.) Philharmonic Orchestra. (Aft.) Philharmonic Orchestra.

TOWN HALL

- Feb. 9. (Aft.) Chicago String Quartet. (Eve.) Song recital, Paul Reimera. (Aft.) Piano recital, William Bachaus.

METROPOLITAN OPERA HOUSE

Metropolitan Grand Opera Company in repertoire.

MANHATTAN OPERA HOUSE

Feb. Civic Opera Association of Chicago in repertoire.

VOCAL INSTRUCTIONS

If you want to become a high-salaried Singer in Opera, Musical Comedy, Vaudeville, Recus, etc. get in touch with me. My specialty is TEACHING THE HIGH TONES (Head Tones). Many students now prominent before public. Individual instructions.

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PEOPLE'S MUSIC LEAGUE

To Present Several Noted Composers at Next Concert

Ever since the People's Music League of New York City was organized its purpose has been to give the people of the city the best to be had in music, and now arrangements have been made whereby several noted composers are to be introduced to these concertgoers.

violin, which will be played by Helen Teschner Tas, and Deems Taylor will have a set of mediaeval songs which will be sung by Nina Tarasova.

OPERA GUARANTEE

Oversubscribed by Atlanta

That citizens of Atlanta are fully appreciative of the advantages they enjoy in the annual visit of the Metropolitan Grand Opera Company is amply evidenced in the fact that they, in a few days, oversubscribed the guarantee fund necessary to insure the grand opera season this year.

HAROLD BAUER SAYS

Americans Should Study Music in Their Own Country —Lauds O. Weil

By REDFERN MASON

It was Harold Bauer and he was saying his say about Oscar Weil and what he meant to San Francisco.

"I am glad you are going to establish a memorial scholarship to the fine old gentleman and scholar, Oscar Weil was a force, and a force for good. He stood for the sane, the constructive, the things which will stand the test of time.

"And here is what I want to say to San Franciscans in this regard: Send your talented young musicians to some first-class musical college here in your own country—some school like the Institute of Musical Art in New York City, where they can get a first-class musical education for much less than it actually costs, and without getting out of touch with our own people and our own civilization."

That is sound doctrine—American doctrine, too. The great pedagogues are here—men like Auer and Godowsky. You can hear as much good music in New York City as you can possibly assimilate. So it is idle to pretend that America is lacking in musical atmosphere.

Up in Seattle the Cornish school is bringing some of the best people in America to the Pacific Coast. You can get as good tuition in Chicago as you can in Berlin—at least you can in piano and fiddle.—SAN FRANCISCO EXAMINER.

CONCERT AND OPERA NOTES

Paul Schusling, cellist, in the Chicago Symphony Orchestra, is reported ill in a Chicago hospital.

The eminent pianist, Leopold Godowsky, will give a recital in Chicago, at the Illinois Theater, February 19.

Frieda Hempel will present her Jenny Lind concert in Houston on March 6 under the local direction of Edna W. Saunders.

Anna Pawlowsa and her ballet will give a matinee and evening performance in Houston, Tex., on Saturday, February 11.

Carl Craven has been engaged to sing the tenor solos in "Elijah" for the May Festival to be given at Grand Rapids, Mich.

During the present month Nina Kosetz, of the Chicago Opera Company, will give concerts in Buffalo and Olean, N. Y., and Cleveland, O.

Under the auspices of the Girls' Musical Club of Houston, Tex., a concert is announced for March 3 by Mme. Elly Ney, the pianist.

On Sunday afternoon, February 12, Maria Ivogun, soprano of the Chicago Opera Company, will give a concert in Symphony Hall, Boston.

The Pittsburgh Choral Society will give the second concert in its series February 14 at Carnegie Music Hall, Pittsburgh. Harold Land, baritone, will be the soloist.

Under the management of Rachel Bussey Kinsolving, of Chicago, Emilio de Gogorza, baritone, will appear in recital at the Blackstone Theater the afternoon of March 5.

Marie Tiffany, soprano of the Metropolitan Opera Company, has been engaged for a recital at Springfield, Mass., on February 12, under the auspices of the Y. M. C. A.

Willelm Willeke, the well-known cellist of the Elshuco Trio, will give a joint recital with Irene Pavlova, mezzo-soprano of the Chicago

Opera Company, at London, Ont., on February 21.

A song recital will be given by Emil Eyer, tenor, on Sunday evening, February 12, in the Town Hall, New York. Mr. Eyer will have the assistance of Thomas Griselle as accompanist.

The well-known soprano of the Metropolitan Opera Company, Marie Sundellus, has been engaged to sing at two important Spring Music Festivals, those at Spartanburg, N. J., and Newark, N. J.

The American baritone, Reinsid Werrenrath, will be heard at the Century Theater, San Francisco, on the afternoons of February 12 and 19, under the local management of Selby C. Oppenheimer.

The second of the series of joint recitals is announced by Jacques Gordon, violinist, concertmaster of the Chicago Symphony Orchestra, with Rudolph Renter, pianist, for February 18, in Kimball Hall, Chicago.

On February 27, at Salem, N. J., Bronislaw Huberman will be heard in a recital with Paul Frenkel at the piano. Mr. Huberman will play the St. Saens B Minor Violin Concerto and several groups of short pieces.

Miss Melvena Passmore, soprano, who has been meeting with much success on her concert tour, has been engaged for return appearances in many of the cities in which she gave recitals during the fall and early winter.

The Winnipeg Male Voice Choir, which is considered Canada's greatest male chorus, will give a concert in Orchestra Hall, Chicago, the evening of March 13. The choir, which consists of sixty voices, is under the direction of Hugh Ross, and is making a short American tour.

(Continued on page 98)

THREE COMPOSERS

To Be Sent to Peterboro, N. H., by New Opera Organization

Mrs. Archibald Freer, president of the "Opera in Our Language Foundation," one of the newer organizations in Chicago, has announced that as the result of concerts given in London and in this country by several of the American singers of the Chicago Grand Opera Company the Foundation will send three composers to Peterboro, N. H., for the summer in order that they may complete the score of American operas which they have very nearly finished.

MUSIC CLUBS

Present Oratorio Before Large Audience in Mankato, Minn.

Thru the combined efforts of the Women's Glee Club and the Orpheus Club of Mankato, Minn., a most excellent presentation of Handel's "Messiah" was given the evening of January 30 before an audience numbering 1,700 people.

MOTION PICTURE MUSIC NOTES

A special musical setting accompanies the feature picture at the Capitol Theater, New York, this week, prepared by S. L. Rothfel and his staff. An original overture written by William Art, associate conductor, arranged and orchestrated by the Capitol staff, opens the presentation.

George Richardson, baritone, is soloist on the musical program at the New York Rivoli Theater this week. Victoria Krigher is also presenting an interesting dance number.

Director Joseph Plunkett, of the Strand Theater, New York, used last week as a prolog to the Wesley Barry picture, "School Days," a miniature musical comedy and included in the numbers "School Days," "Rainy Day Sue," "All I Need is You" and "Little Tommy Went A-Fishin'." The soloists having the assistance of the Strand Male Quartet.

Herman Heller presented another distinguished artist at his California Theater, San Francisco, recently, when Marguerite Ringo, soprano, sang an aria from "Louise," by Charpentier.

Redferne Hollingshead, tenor, well known to the patrons of the various houses in New York, met with great success singing the tenor role in a recent production of "Aida," given in oratorio form by the Toronto Operatic Chorus, Toronto.

On the program at the Rialto Theater, New York, this week, a xylophone solo is played by Raymond Ellis with orchestral accompaniment.

ADDITIONAL CONCERT AND OPERA NEWS ON PAGE 96

WILSON BARITONE Teacher of Voice Available for Concerts, Recitals and Oratorio. STUDIO: Metropolitan Bldg., Orange, - New Jersey

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WHEEL
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TIONS

BURLESQUE

STOCK
COM-
PANIES

Conducted by ALFRED NELSON

BURLESQUERS BATTLING

Along Lines of Least Resistance—No Action
Taken for Receivership for American Bur-
lesque Association—I. H. Herk Sitting
Pat—Sam Scribner Strengthening
Columbia Circuit Situation

New York, Feb. 3.—As published in the last issue of The Billboard there was a movement on foot whereby several stockholders of the American Burlesque Association, dissatisfied with existing conditions, contemplated seeking relief in the courts by making application for a receivership to take over its affairs and only awaited the return of I. H. Herk, president of the American Burlesque Association, from the bedside of his dying mother at Toledo, O., to take action. Mr. Herk arrived at his executive offices on Wednesday last and when we inquired of him if he had been served with legal papers in the case he said that he had not, nor was he averse to the service, as it would clarify the situation and place the blame where it properly belonged for the so-called burlesque battle.

Inquiries of a prominent stockholder who has been active in the movement elicited the response that when the committee reported for action they were advised by one of the most prominent stockholders to defer action in the matter and let Mr. Herk and his associate officials continue to conduct the circuit along their own lines, as it is believed that the situation will adjust itself in the near future by the elimination of the American Circuit and the absorption of shows by other circuits, as shown now on the American Circuit may close or be closed, which will leave the producer free to accept other bookings from other circuits now established or now being established for that purpose. That this is probably true is made manifest daily by the actions of former American Circuit attractions closing, some of them going into storage until other arrangements can be made for their presentation and others being taken care of by the Burlesque Booking Company. We have it on the highest authority, who declines to be quoted, that several of the Columbia Circuit franchise holders who have more than one show on tour stand ready and willing to close one of their shows to make room for desirable shows about to close as American Circuit attractions. Tom Sullivan closed his "Monte Carlo Girls" show as an American Circuit attraction at Fall River and will open on the Burlesque Booking Company's Circuit at Philadelphia Monday and the same is probably applicable to his "Mischief Makers" the week following. Lew Talbot is scheduled to close his "Lid Lifters" and "Baby Bears" shows as American Circuit attractions prior to the week of February 20, when he is expected to close both companies and reorganize a company for the Columbia Circuit to take up the route left open by the closing of Hynicka and Herk's "Harvest Time" company at Detroit. What title Mr. Talbot may take for his new show is problematic, but it is likely that arrangements will be made whereby he will absorb the title of "Harvest Time" for his Columbia Circuit attraction.

New York, Feb. 3.—When seen in his office at noon today Mr. Scribner said that the industrial readjustment throughout the country was being reflected in burlesque, inasmuch as existing conditions in all lines of business called for readjustment along radical lines, and it would be a survival of the fittest and it was up to the executives in all lines to keep on the job in the interest of their associates and employees, and that in the attitude of the executives of the Columbia Amusement Company and its allies; and while they deem it their duty to do everything possible to strengthen their own situation it was not their intention to do so at the expense of others if it could

be prevented without loss to themselves and those depending on them for support. Mr. Scribner stated that in order to close up the open week on the Columbia Circuit they had arranged to present Columbia Circuit attractions at the Park Theater, Indianapolis, opening with the Billy Watson show. Shows will be moved up a week and go from St. Louis to Indianapolis, thence to Chicago.

The Park Theater has heretofore played American Circuit attractions and when Mr. Herk was advised of the change in policy he was apparently surprised inasmuch as he is financially interested in the theater and the change in policy has been made without consulting him. Mr. Herk verifies the report that Hynicka and Herk's "Harvest Time" show will close as a Columbia Circuit attraction at Detroit. He also admits that he and his associates are contemplating retrenchment for several of the American Circuit shows now in the West by putting in permanent burlesque stock companies in Minneapolis, Milwaukee, Kansas City and St. Louis, thereby eliminating the overhead costs of railroading, transferring of baggage and stage mechanics of company.

Asked as to the numerous rumors relative to him promoting a musical comedy circuit Mr. Herk was noncommittal, but we have good reasons for the belief that he is now at work along those lines and that we will have the full details of his promotion and organization

for our next issue and if it turns out as we believe it will turn out, it will prove a sensation in theatrical circles.

DETROIT DELINEATIONS

At the weekly chorus girls' contest, held at the National Theater every Friday night, the following were even contestants: Betty Purcell, singing "Why, Dear!"; Dottie Campbell, "I'm Nobody's Baby"; Gertrude Bernia, "Cry Baby," and Peggy Glynn, "Sunny Tennesseee."

Jimmie McDougal has returned to her duties at the National box-office after spending a few days in Toronto and Montreal.

"Funny" Billy Gilbert, chief funster with "Step Lively, Girls," made himself very popular when he appeared at the Gayety recently. As a specialty his "Blowing in a Jug" goes over big, but why he persists in playing a harmonica (no one could take it away from him) till 6 a. m., while entertaining the burlesque members of the famous "Barracks," is a funny one that his friends can question him about.

Sid Johnson, one of the most widely-known men among the performers, and now president of the "Barracks Club," was promoted from the ranks of the No. 2 wheel to the No. 1, as stage carpenter at the Gayety.

Chas. L. Kemper, formerly with Jack Alford's "Joy Girls" Company at the Orpheum, Omaha, closed December 31, and opened at St. Louis with "Step Lively, Girls," as the second comic, and is doing nicely.

Gladys Jackson, who attracted much attention while in tabloids as a "toe dancer" of wonderful ability, and now doing a double dancing act with Jimmie Harvey, as "Peddle Pastimes," has been putting the act over a vaudeville circuit and working all the while around the city.

Robert (Bobbie) Lester, former assistant at the Avenue box-office till he went in the navy, and the past season with the Sells-Floto Circus, is back in Detroit.

Gene Morgan, as a blackface specialist with the "Step Lively Girls," made a big hit with the audience and knocked them off their seats. —THE MICHIGANDER.

SEEN AND HEARD

By NELSE

Marty Pudig replaces Leon DeVoe in Iraos & Clamage's "Whirl of Gayety" Company, playing over the Burlesque Booking Company's Circuit.

Jimmy McInerney will replace Brad Sutton as straight man in Lew Talbot's "Lid Lifters" on the American Circuit, opening at Hoboken, N. J.

Carrie Fennell, of Sim Williams' "Girls From Joyland," exited without notice at Washington, D. C., to join a State street stock company in Chicago.

Barney Gerard's "Girls de Looks," a Columbia Circuit attraction, will open at the Lyric Theater, Bridgeport, Conn., and others on the circuit will follow en route.

The Red Crosley Songs Company, of Terre Haute, Ind., communicates that it has put out "Remember the Girl in Your Old Home Town," a number especially suited to burlesque singers.

Louis Redelsheimer advises that the report relative to John O. Grant, Babe Healy and Alexander Saunders exiting from "Lena Daley's Kandy Kids" Company was erroneous and that they will continue with the show.

An inventory of the property left by the late August M. Bruggemann, former manager of the Empire Theater, Hoboken, N. J., filed in the Hudson County Surrogate's Court, shows it to be appraised at \$63,027.52.

Billy Vail communicates that he has been appointed manager of the People's Theater, Philadelphia. Considering the fact that Jovial Bill is well known to the sporting fraternity of Philly, it's a foregone conclusion that People's will get the patronage.

E. Thos. Beatty has given up his executive office on the tenth floor of the Columbia Theater Building and it has been taken over by George Dresselhouse, general representative of the Hynicka & Herk Attractions, while his former offices in James E. Cooper's suite on the third floor have been taken over by the Burlesque Booking Company.

The Kansas City newspapers gave Joe Wilton lots of unpaid-for space during his engagement there, for 'tis claimed that Joe forsook his show, but this couldn't be verified at the American Burlesque Association offices as all they heard of it was from the Kansas City papers, and they assume that Joe is back on the job as Mr. Gaby.

'Twas a highly pleased audience in Louis Redelsheimer's Agency that saw and heard a coming prima, or maybe 'tis a sobriet; anyway Martha J. Black, aged three, insisted that Louis sign her up for the Trocadero Stock, because Martha says that Col. Bob Deady is a great man to work for, and he is good to the poor, but Martha didn't elucidate if she meant the actors or the poor of Philly.

The management of the Park Theater, Indianapolis, Ind., thought sufficiently well of Henry Dixon's Revue to book him back again within three weeks, thereby saving Henry and his company an expected layoff and giving the house a record opening, for the management says it was the first time during the current season that he had a sellout for the opening night. Verily Henry had good cause for his chestiness during the past week.

An indefinite report reached us last week relative to the illness and death of Gladys Owens, of Sim Williams' "Girls From Joyland" Company, but a more definite report came to hand Monday morning from Betty Taylor, a member of the company, who states that Miss Owens, who was known in burlesque as "Spiks Owens," was taken ill with pneumonia while playing the Lyric Theater, Allentown, Pa., and was removed from her hotel to the hospital, where she died January 23. Her home was in St. Louis, and when relatives were advised by phone, a sister left immediately for Allentown. Betty says that "Spiks" was a lovable girl and congenial associate, and will be missed by everyone in the company.

Tom Sullivan's "Monte Carlo Girls," likewise his "Mischief Makers" Company, will close as American Burlesque Circuit attractions at the end of their week's engagement at Fall River, Mass., and by their closing leave the Scrantons, Pa., week open for Lew Talbot to fill in his Star, Brooklyn, lay-off week for his "Baby Bears," and the same is applicable to Sim Williams and his "Girls From Joyland" Com-

(Continued on page 100)

BURLESQUE REVIEWS

"KEEP SMILING"

"KEEP SMILING"—A Columbia Circuit attraction, featuring Bert Lahr, presented by James E. Cooper at the Casino Theater, Brooklyn, N. Y., week of January 30.

THE CAST—Bert Lahr, Harry Kay, Miss Melton, Miss Ferguson, Miss LaFay, Miss Dyer, Charles Wesson, Dave Woods, Leo Peletier and Dick Pritchard.

PART ONE

Scene 1—Was a silken butterfly drop for several of the principals and eight girls in front to open the ensemble with eight girls back of the drop with eight shapely legs protruding thru slits in the drop. The uprising drop disclosed an interior with Miss Dyer, a pretty, slender, graceful, ringletted anuburn-haired singing and dancing ingenue, followed by Dick Pritchard, Dave Woods and L. Peletier as the Three Jolly Bachelors in song apropos to the introductory of the plot by Charles Wesson, one of the few short-statured straight men who

(Continued on page 38)

"BABY BEARS"

"BABY BEARS"—An American attraction featuring Harry Levin and Gene Schuler, presented by Lew Talbot at the Olympic Theater week of January 30.

THE CAST—George Reynolds, Gene Schuler, Lew Turner, Nan Shannon, Ruth Denice, Pauline Russell and Harry S. Levan.

THE CHORUS—Marjorie Bell, Kitty Alpert, Alice Currier, Anita Masters, Helen Harris, Anna Schuler, Pauline Derrell, Billy Veron, Marion Dalton, Billy Hahn, Anna Shaw, Frances Ward, Rubey Vauxhen, Peggy Dean, Marion Rogers and Peggy Moran.

PART ONE

Scene 1—Was an interior set for "Love Nest" with an exceptionally attractive ensemble of feminines of the slender, pretty, vivacious type singing a medley of operatic airs much better than the average. Nan Shannon, a stately brunet prima with a cultivated voice; Pauline Russell, a shapely brunet ingenue, and Ruth Denice, a well-developed

(Continued on page 46)

JAMES E. COOPER'S
BURLESQUE SHOWS

Paved the way for Broadway Stars—

LEON ERROL
LILLIAN FITZGERALD
SOLLY WARDWhat they have done other Burlesquers can do, and
James E. Cooper's will do.ST. DENNIS HOTEL, DETROIT, MICH
Corner Clifford and Bagley.
5 Minutes From All Theatres. Professional Rates.
JAS. J. HOLLINGS.

MELODY MART

THE POPULAR SONG BOURSE
Conducted by E. M. WICKES

THE PHONOGRAPH JOKER

In last week's mail came the following letter:

Dear Sir—I am writing this letter to you because I want it to reach the largest possible number of persons interested in the music business. You have the circulation, and you have everybody who is anybody reading your paper. So I couldn't find a better medium. At the present time few publishers are doing any business to speak of. The boom which they hoped would follow the holidays has not arrived. And what is worse, most of the publishers have fallen into an apathetic attitude. Conditions were never so bad, and no one seems to know when they will change for the better. Publishers are simply longing for the things they had, under the impression that unless they come back the music business will go to the dogs, little dreaming that something they never had, but which is not really beyond their reach, would be much better than the things they once possessed.

About a week ago I received a copy of a letter sent to all members of the Music Publishers' Protective Association by its chairman, which convinced me that it was about time for me to put my thoughts into print. Here's the letter:

"The National Retail Dry Goods Association, which reundertook an extensive investigation into the operation of phonograph departments in stores throughout the country, has issued a very complete report of the investigation, some of the information which is of interest to us.

"According to the best available information there have been 6,000,000 phonographs already sold in the United States, and it is estimated that during the next twelve months there will be 1,500,000 new machines sold. It is anticipated that the sales of records during the next twelve months will approximate 100,000,000.

"If the estimated sale of a million and a half phonographs during the year is realized, it will mean that there will be one machine in use for every seventy-two inhabitants in this country.

"The census of 1919 disclosed the fact that there had been produced in that year a total of 2,226,000 talking machines. As we know, a great many of those were tied up by the depression which occurred during the latter part of 1920 and throughout most of 1921, during both of which years there was a much lighter production of machines, but the indications now are that the surplus left over from the depressed period, together with current production, will be absorbed by the constantly strengthening market.

"The report, based upon questionnaires sent to a great many dealers, further states that the dealers find that as to both machines and records, standard makes and well-known brands are by far the best profit-making proposition. Of more than 150 manufacturers of machines, less than a dozen brands are well known to the layman."

That report, as the chairman states, should be of interest to all the members of the Publishers' association. I'm quite confident that it is. And it should be of interest to every lyric writer and composer in the country. I do not know what any publisher can get from it except to build a few air castles. It is just cold facts.

Think of it! One hundred million records will be made and marketed this year. These records will be made from song bits that publishers toll and sweat and spend money to produce. And who will get the cream of the revenue? Not the publishers. Did it ever strike you that the millions of records of the past, as well as the millions to come, should be manufactured by the publishers? They have not been doing it all because they fell asleep when the bill regulating their business, so far as the mechanical end of it was concerned, was framed and passed. How did it happen?

You quiz the manager of any music department and he will tell you that he is selling fifty records and rolls to one sheet of popular music. From every 75-cent record the publisher receives two cents. What makes that record sell is the publisher's product, but he has no say in the financial handling of it. When sheet music retailed for ten cents he was paid six and a half cents, and now with it going at twenty-five he gets from twelve and a half up. Quite a difference from the 75-cent article. Is there any logical reason why a publisher should receive so little from his own product? Do you know why he can remedy the condition?

Perhaps you think that the making and distributing of records are not in the publisher's line. But they are, just as much as the printing and distributing of dance orchestration. Publishers did not always print and distribute dance orchestration. Thirty years ago no publisher printed his own dance numbers. He did not see any possible revenue in it and did not bother with the work. Carl Fisher and The Standard Company used to make up dance medleys and paid publishers about \$10 for the dance privileges of some number coming to the front. And the publishers were glad to get this insignificant sum. It was velvet to them. Can you imagine any sane publisher turning over the dancing rights of a bit for \$10 now? How much do you think that one would have to pay for the dancing rights of "Dardanella," "Wahwah Blues" or "Say It With Music?" It is not

did, and as a result the publishers are out millions of dollars.

The joker clause appears to be unconstitutional, and if it, or one like it, had been horned in on any other industry there would have been an awful howl before now. The clause appears to be unconstitutional because it does not apply to any other line of business—not even its fundamental principle. But the music publishers have never made any real effort to have it repealed. No one has had the nerve to carry the fight to Washington, or to try to interest a Congressman or a Senator in the matter, because he feared he might be side-tracked by the large recording companies.

The hook publisher, for instance, is not handicapped by any such law. If he releases the aerial rights of a hook to one newspaper or magazine he does not have to give every

roll just as easily as he does his sheet music and orchestration. If he did not care to set up a plant he could find others ready and willing to do the work just as printers get out his music. And with the law repealed a publisher would not have any competition when he landed a hit. He would get all the profits, less the writer's royalty, to which he is justly entitled. The publishers would not have to distribute their own records unless they cared to. Jobbers could be found who would be ready to relieve them of this work.

The Music Publishers' Protective Association should be powerful enough to obtain its rights. It should secure the services of some one who is big enough to obtain a hearing in Washington instead of sending some person not influential enough to say "Hello" to the doorman at the White House. It will cost money to get what is due the publishers, but the money will be well spent. And the fight will simply be a repetition of what happened when the publishers first got it into their heads to compel the recording manufacturers to pay a royalty.

This is all I have to say, and I thank you for your valuable time and space.

HERE'S ONE WAY

Last week a fellow wrote a letter—maybe you saw it in the Open Letter department—saying he would not object if Melody Mart would pass out a little more inside information as to why some songs succeed and others fail.

Publishers, writers, professional managers, pluggers and performers have been trying to answer that query for years. As yet no one has solved the riddle. The song publishing business is a gamble, and when the element of chance has a bearing on the outcome of anything, no one can accurately and consistently predict just what will happen.

However, the element of chance may be reduced to a minimum, and the wise gambler makes it his business to see that it is, just as the sagacious publisher aims to eliminate the gambling phases of his business.

Some songs—thousands of them—fail because they are not songs. Neither the lyric nor the melody possesses any appeal. Often the publisher kids himself into believing that a trick line is a song idea. Many songs fail to get over because the publishers have not the capital to push them properly, and they are incapable of devising new ideas to exploit their numbers. They wait for things to happen instead of going out to force them to happen to suit themselves.

Had Max Winkler, president of Belwin, Inc., waited for something to happen to "I Want My Mammy," he would have been compelled to shelve a diver instead of selling a hit to Shapiro, Bernstein Company. Louis Breaux, author of "Humming," wrote "I Want My Mammy" and showed it to Winkler, who thought it had all the earmarks of a hit. So Winkler immediately got busy and brought the song out. After it was on the market a while and a raft of orchestration had been distributed, Winkler called on the jobbers and the phonograph people, but none of the managers were interested. Winkler finally came to the conclusion that it was an act song and needed a large professional staff to put it over, something Winkler did not have, as he had been specializing in orchestra numbers. Then Winkler tried to interest several of the big publishers into taking over the number, but all in vain.

"It's just another 'Mammy' song," he was told, "and not likely to get anywhere."

Until this stage Winkler had not done anything the average publisher would not have done. But instead of quitting on the number, as some others would have been inclined to do, he removed the string from his bank roll and started after the song. Each day for seven weeks he sent a new circular letter to the trade. He also went out and landed some big acts on the song. Then he sent Breaux to the Middle West, where Breaux spent about \$3,000 plugging the number among leaders, singers and moving picture houses. Breaux purchased several thousand small dolls which he gave to movie fans, each doll carrying an ad for "I Want My Mammy." Before long Breaux was holding "Mammy" nights in movie theaters thru the Middle West. In the meantime Winkler was working night and day and shelling out his dough to inject "pep" into "Mammy."

At the expiration of a month orders began to come in from Breaux's territory and from the East, where Winkler had covered. Lyon & Healy commenced to wire for copies. The jobbers fell in line. Early orders were for twenty-five copies, then they jumped to a hundred, and later they came in thousand lots. Finally the phonograph managers woke up and sent for copies. At the end of seven weeks Winkler had spent \$10,914.68 and had sold 127,000 copies. The publishers who had refused to consider the song at the start now got in touch with Winkler and made him offers. Winkler was willing to do business, but not until some publisher was ready to advance all the money he had spent getting the song under way. "I Want My Mammy" had already been recorded by the big companies, so Winkler could well afford to sit back and dictate terms. Finally Louis Bernstein met Winkler's terms. Bernstein took over the song

METROPOLITAN MIRTH—MELODY—MUSIC

COLUMBIA BURLESQUE CIRCUIT "KEEP SMILING"

MISS DYER—"Make Me," "Days of '61," "Ain't You Coming Out, Malinda."
MISS LaFAY—"Dapper Dan," "Melon Time in Dixie," "Get Hot."
MISS MELTON AND DICK PRITCHARD—"Grooning."
MISS FERGUSON—"Lise Time," "Who'll Be the Next One," "Dreamland."
CHORUS—"Anna From Indiana."
MISS MELTON—"Hindu Yogi Man," "Everything Outlet," Specialty.
DICK PRITCHARD, DAVE WOODS, L. PELETIER—Singing Trio.

AMERICAN BURLESQUE CIRCUIT "BABY BEARS"

THE BABY BEARS—Medley of Operatic Airs, The Tango Fiends.
HARRY LEVAN—"Indiana," Dancing Specialty.
PAULINE RUSSELL—"Melon Time," "Nobody's Baby," "Peggy O'Neil."
RUTH DENICE—"Kill 'Em With Kindness," "Strut, Miss Lizzie," Singing Specialty.
"Sleepy Moon," "Jazz It Blues."
ANN SHANNON—"Malinda," "Stolen Kisses," "Tuck Me To Sleep."
ANN SHANNON, HARRY LEVAN, GENE SCHULER—Singing Specialty.
LEVAN AND SCHULER—Dancing Specialty.
LEW TURNER—"Stand Up and Sing."
MESSRS. REYNOLDS, TURNER, SCHULER AND LEVAN AND MISS SHANNON—Burlesque Opera.

GAYETY THEATER—Philadelphia, Pa. BURLESQUE STOCK COMPANY

GERALDINE BOYER—"Stumberland," "Oriental Queen," "Mississippi Splash."
FLOY WARNER—"Miss Philly," "Pillow Talks," "Man of Mine."
VIVIAN LAWRENCE—"Welcome in Dixie," "Jazzing Rag," "I Want a Regular Man."
CHARLES A. HARRIS—Parodies.
SAM BEVO—The One-Man Jazz Band.
LOUIS WEBER—Musical Director.

TROCADERO THEATER—Philadelphia, Pa. BURLESQUE STOCK COMPANY

ADELE WADE—"Frankie," "Angel Child," "Aunt Jemima."
HATTIE BEAL—"Wabash Blues," "The Rocking Horse Blues," "Raa Ma Pas."
BILLY SCHULER—"When Shall We Meet Again," "When the Honeycomb Is Over."
NANCY MORAN—"Shimmie Shakers' Ball," "Ain't Heard Nothing Yet."
OCE (FAT) HAMILTON—Novelty Number.
MUSICAL TRIO—Specialty.
BILLIE WILSON—The Dance of All Nations.

likely that any but a small publisher would dispose of the dancing rights of a bit. Yet there was a time when the biggest publishers in the business considered the publishing of dance orchestration a bother and a joke. The aspect of some phase of life usually changes when one gets a new point of view.

It is a new point of view that publishers need in connection with phonograph records. What they are doing now with dance orchestration—that is the selling and distributing of them—they should be doing with records and rolls. But they are not. They are at the mercy of the manufacturers, and all because the publishers allowed a joker to be slipped into the bill that was passed relative to recording musical compositions. The little joker stated that if a publisher released a number to one recording company he was bound by law to give every company that applied, good, bad or indifferent, the same privilege. Once the publisher released a number for recording he no longer had any say as to what should or should not be done with his property. It seems that the publishers were so fearful of being defeated and losing all claim to phonograph royalties that they were willing to make almost any concession. They did not look into the future as the recording companies

newspaper and magazine in the country the same privilege. That particular hook is that publisher's own property and the law says he may do as he sees fit with it. An inventor may rent his patent to one company and stop any one else from using it. And the same thing applies to a man who owns a play and wants to let it out to one stock company. Then why should a music publisher be robbed of the right to use his product as he desires?

If the publishers had any real sand in them the law would not last another six months, and the club that the manufacturers hold over them would not be any more menacing than a feather pillow. Every publisher should be permitted to say who shall and who shall not be allowed recording privileges. As the matter stands he is compelled against his will to let any dishonest concern take his product and use it as a source of revenue. Just now the publishers are fighting one concern in New England. This particular concern takes any number that strikes its fancy, records and sells the records, and then laughs at the publishers when they ask for an accounting. What good is an organization if it cannot right the wrongs of its own industry?

Every publisher of standing could manufacture and distribute his own records and



Another Sensational Hit that will LIVE

(Last 8 measures of Chorus)



There's sil-ver in your snow-white hair, But there's gold with-in your heart.

There's Silver in Your Hair

(But there's Gold Within Your Heart)

Like "Silver Threads Among the Gold" It takes a few minutes to learn and A LIFE TIME to forget.

A Song with Human Interest

Send for
Orchestration and Professional
Copy Now
Published by
CHAPPELL-HARMS, INC.
103 MADISON AVENUE
NEW YORK

and now has one of the biggest hits on the market, which would have been a silver had Winkler sat back waiting for things to happen. Since Bernstein acquired the number it has been recorded for the second time by all the record and roll companies. Perhaps the story of "I Want My Mammy" will make clear to the fellow who wrote the open letter just why the number became a hit.

COLUMBIA'S NEW PLAN

A committee has been formed to represent holders of the five-year eight per cent notes of the Columbia Graphophone Company which mature in 1925.

According to a statement committees representing practically all bank and merchandise creditors have been formulating a plan to re-adjust the company's indebtedness without interfering with the development of future business.

Noteholders are invited to deposit their notes on or before February 15 with the Guaranty Trust Company, of New York, under a deposit agreement now in preparation. Copies of the agreement will be available soon.

Members of the committee have agreed to serve without pay. The deposit agreement will provide that the maximum expense which may be charged against any depositor will not exceed one per cent of the principal amount of the notes.

The deposited notes in transferable form must be accompanied by the coupon payable



NEW 1922 FOX-TROT BALLAD
I'LL LOVE YOU DAY AFTER DAY
When My Shoes Wear Out From Walking I'll Be On My Feet Again

ONE-STEP SONG

TROPICAL BLUES CARING FOR YOU
FOX-TROT SONG WALTZ SONG

TO MAKE ME HAPPY MONDAY LAUGHING TROMBONE
JUST GIVE ME MY SUNDAY ONE-STEP SONG

Full Orch. and Piano, including Saxophones, 25c Each
Orch. Leaders, be sure to get these Vaudeville Singers, send for Prof. Copy.

CHAS. E. ROAT MUSIC CO., Battle Creek, Mich.

that he was offered a free course at the academy to study the violin. Salloway played for the King and Queen of Italy and was presented to the late Pope before he was taken ill. Salloway intends to remain in Italy until he has completed his course at the academy.

CHANCE FOR PUBLISHERS

Recently the newspapers have been giving moving pictures a great deal of free publicity, and all because the movie magnates offered Mr. Hays a reported yearly salary of \$150,000 to take over the reins of the moving picture industry.

Before the movie people startled the public and press by their offer the baseball moguls gave the public a thrill when they signed up Judge Landis at \$12,000 a year. If Judge Landis holds his baseball job for the next twenty years the baseball fraternity will still

(Continued on page 38)



THE NEW **Ludwig** SONG WHISTLE

A HIT OF THE SEASON!

Used exclusively on Victor and Brunswick dance records.

This new whistle can be used in any musical combination. Its wide use in the leading dance orchestras, bands, etc., is proof of its merit. Requires little practice.

Harold McDonald, with the famous Paul Whiteman Orchestra, says:

"Using the Ludwig Whistle has been a source of pleasure to me. It is extremely effective, possesses tonal qualities and has been a great aid in adding fame and prestige to our orchestra."

The Ludwig Whistle has a range of 2 1/2 octaves.

- it is durable.
- it has no soldering.
- has rich tone.
- mouth piece and flue in one piece.
- perfect workmanship.

Ludwig quality means satisfaction guaranteed.

Ask your dealer to demonstrate the Ludwig Song Whistle to you or write us direct.

LUDWIG & LUDWIG

111 N. Lincoln St., CHICAGO, ILL.

February 1, 1922, and by all subsequent coupons, as well as ownership certificates in accordance with the Federal income tax law. Against such deposits the depository will issue its transferable certificates of deposit.

This arrangement assures to noteholders who deposit their notes on or before February 15 the immediate receipt of the \$40 represented by the February 1 coupon.

From informal discussions already had with the committee representing bank creditors and merchandise creditors it seems highly probable that a plan fair to all the creditors and very much to their interest can be carried out promptly if the notes are deposited at once. Noteholders are therefore urged by the committee to deposit their notes immediately.

ARROW COMPANY GROWING

Starting last year without any circus parade to announce its birth, the Arrow Music Publishing Company, 2305 Seventh avenue, New York, has been quietly but steadily building up a good-selling catalog. "Dying With the Blues" and "My Cup" have been recorded and featured by the Q. K. S., the Okeh and the Black Swan Recording companies.

Madam Hurd Fairfax, one of the Arrow's traveling representatives, has just put over a number of big sales with the big dealers in Canada, including the J. M. Greene Company, of Peterborough, Ont.

"Love Is Like a Bubble," one of Arrow's big sellers, is being used by John Steel, popular American tenor. "Georgia Mine" is the title of the firm's coming release.

STRANGERS WRITE A SONG

Some folks can't understand how it is possible for two men to write a successful song. They are under the impression that unless the words and music comes from the same mind or heart the song cannot possess value and be a real song.

Others who look for facts, rather than blind themselves with personal theories, know that some of the biggest hits of the past have been pieced together by half a dozen writers. One hit was written a few years ago by two writers not on speaking terms. The professional manager discovering that one of his composers had a good melody compelled one of his lyric writers to go into a piano room with the melody writer and build up the song, using the fellow at the piano as a mouthpiece.

In keeping with unusual song writing methods Dave Ringle has just finished a lyric called

"Broken-Hearted Blues," which is published by the McKinley Music Company. F. Henri Klickmann, who is on the McKinley staff in Chicago, wrote the music. He never met Ringle. When he had completed his melody he sent it to Ringle in New York. Dave Ringle, who is becoming somewhat of a blues specialist since he wrote "Wahash Blues," took the melody into a piano room and built up the lyric. For the next two weeks author and composer passed the manuscript back and forth thru the mails until they had the song all set. Now Vincent M. Sherwood, New York manager, thinks he has a bit in "Broken-Hearted Blues."

SUCH IS FAME

George Edwards has charge of the music of "The Mountain Man," Clare Kummer's new Broadway show. R. Wagner, who produced the show, is also publishing the musical number. What's more, Mr. Wagner is manager of John McCormack, celebrated singer. Now enters one George Edwards among these celebrities.

Edwards went to one of the syndicate stores in New York City to see about getting an order from the girl in charge of the music counter. Said Edwards to the girl:

"You know Mr. Wagner, who publishes Miss Kummer's songs, is John McCormack's manager."

The girl registered surprise and joy. "Oh, isn't that just wonderful!" she exclaimed. "McCormack is a great singer. I know girls who are just crazy about him. And I have an idea."

Eager to slide into her good graces Edwards sported his big smile and said, "shoot."

"I was thinking," said the girl, "that if you could get Mr. Wagner to get Mr. McCormack to come here and give a demonstration we could sell a lot of Miss Kummer's music."

Edwards expelled a gale of wind. "It sounded like the exhaust valve on a steam radiator."

"It can't be done," returned Edwards.

"Why?" asked the innocent maid.

"Well, because," explained Edwards, "I've just booked him solid on the Loew Time."

"Oh ain't that too bad!" sighed the girl.

SALLOWAY IN EUROPE

Harry Salloway, formerly musical director for Reisenweber, Marie Antoinette, Cafe de Paris, Club Maurice and Hotel Pennsylvania Roof, is now playing at the Excelsior Hotel, Rome, Italy. He made such a big hit there

IT'S IN THE AIR!
A WONDERFUL TUNE

"MY HAWAIIAN MELODY"

By Dave Ringle and J. Fred Cools
Coming Out On All the Records

NOVELTY FOX-TROT BALLAD

"ITALY"

By Cal De Voll, E. Clinton Klothley and F. Henri Klickmann
A GREAT SONG. GET IT

Professional Material Free to Recognized Performers

Orchestra Club, \$1.50 a Year
Single Arrangements, 25c Each

McKINLEY MUSIC CO.

1658 Broadway, NEW YORK
Grand Opera House Bldg, CHICAGO

SONG WRITERS Send a 2c stamp for "Secrets of Song Writing." Most informative treatise ever prepared on the subject. By winner in Hearst's \$10,000.00 Song Contest. CASPER NATHAN, 1258 Bryn Mawr Ave., Chicago.

"MY HEART IS MORE THAN YOUR GOLD CAN BUY" A REAL BALLAD FOR BALLAD SINGERS

SONG HITS FROM PUBLISHERS WHOM WE REPRESENT:

- "WHAT MIGHT HAVE BEEN"
- "DEAR GIRL OF MINE"
- "LETTERS"
- "I WANT TO REMEMBER"
- (I Want To Forget)
- "MY NELLIE LIES SLEEPING"
- "NECIA"

Professional Copies and Vocal Orch. Free
Dance Orchestration, 25c
AMERICAN MUSIC PUB. CO.
1658 Broadway, Cor. 51st St., NEW YORK CITY

- "GYPSY LADY, I LOVE YOU"
- "MARY-ANNA"
- "PLEASE DON'T ASK ME WHY"
- "THE KISSING BUG"
- "THERE'S A LITTLE LASS IN SCOTLAND"
- "EDNA"

The Sweetest Little Girl in All the World

"I WANT TO BE LOVED LIKE A BABY"

CHANCE FOR PUBLISHERS

(Continued from page 37)

owe the newspapers about \$3,000,000 for the best kind of advertising.
The movie producers know the value of publicity as well as any one does. And the music publishers should be just as familiar with the value of publicity. Perhaps it would be a wise move for the publishers to offer some prominent and influential politician a fat salary to become president of the Music Publishers' Protective Association. The publishers could pay such a man at least \$100,000 a year and they would be getting off light. A big man's name would give prestige to popular music, and if he possessed the power of a board of censors more American homes would admit popular music without the slightest hesitation. This man's o. k. on a song would be the passport into American homes.
And when you come to think of it this particular influential man could do a lot toward getting the publishers a new deal on the phonograph question. This is just what the publishers need at present. But then maybe some of them think they do not need anyone.

BASS NOTES

When Hal Wells, who is now exploiting "Deila Rhea" for The Words and Music Publishing Company, was in France he frequently found himself up against it for a pass word to fool the enemy. The Germans managed to get onto most of the pass words until Wells thought of the idea of having his men whistle "Sweet Adeline." For some reason the Germans never were able to learn the tune.
The shimmy and jazz have been banned in Chicago by the Board of Education.
Sybil Vane, English prima donna, has composed a song called "The World Is a Beautiful Song," which is published by Belwin, Inc., 708 Seventh avenue, New York.
"Alaskan Moon" is the title of a new song by Francis Robinson and Fred C. Tucker.
"Ain't Love Grand" is a new number by Al Jolson. Harry Von Tilzer is publishing it. Jolson will feature the song in his show, "Bombo," but will not restrict it.
Irving Berlin, Inc., has thirteen branch offices in this country, one in London and another in Australia.
To date Joe Davis has received 500 manuscripts in response to his recent request for a waltz. He has already waded thru half of them without finding one that suits.
The United Song Writers, Inc., 1658 Broadway, New York, will shortly release a new mother song by Jack Mahoney.
"Di-Wen-Da" is a new jazz number released by the Miller Music Company, Chicago.
The Triangle Music Company has issued a pretty calendar for 1922.
"When" is the title of a new fox-trot by Otto Benzing and Marty Bloom. It is published by Pease & Benzing, New York.
"Every Rose Has Its Thorn" is a new waltz ballad published by the A. J. Stansy Music Company.
"High Brown Blues" is a new release by Harry Von Tilzer.
Al Jolson intends to put "An Old Fashioned Girl" into his show, "Bombo." He tried this song out with a show some time ago and did not think as well of it as he does now.
Belwin, Inc., will publish "Silver Sands of Love," by Alma Sanders and M. Carlo, writers of "Tangerine."
Louis Bernstein, after having closed a deal with Belwin, Inc., for "Mo-No-Lu," found that he could not give it a quick plug and decided at the last minute to let Belwin work on it for a while longer.
Miss Vaughn De Leath, Okeh artist, on her way from the Pacific Coast to New York, has been holding Okeh concerts in the different cities along her route. Recently Miss De Leath entertained 5,000 persons at the Arcadia, Detroit.

RAY HIBBELER BACK

Chicago, Feb. 4.—Ray Hibbeler, song writer, is back after an extended Western trip, where he called on dealers and publishers in the interest of his songs. He spent a portion of his time in Los Angeles.

MUSIC ARRANGED

by specialist for piano solo, orchestra and band. Vocal Piano Copy from lead sheet, \$1.00. Orchestration, \$5.00 per part. Original Melodies to Lyric, including Piano Accompaniment, \$10.00. Work guaranteed and samples of work upon request.
HERMAN A. HUMMEL,
250 Colonial Arcade, Cleveland, Ohio.

GOING BIG EVERYWHERE!!!!
SING IT NOW
"MOTHER AND DAD"
THE SENSATIONAL WALTZ BALLAD
— ALSO —
"I'VE GOT TO HAVE IT NOW" (FOX-TROT)
Send for Prof. and Orchs. Dance Orchs., 25c.
THE REFOUSSE MUSIC PUB. CO.
145 W. 45th Street, NEW YORK CITY.

MARKS GETS "GYPSY ROSE"

By an arrangement just concluded the pick of the Norton catalog, "Gypsy Rose" and "Dixie," have been passed over to the selling organization of the Edward B. Marks Music Company as exclusive selling agents. Just now there is a demand among dealers, artists and mechanical companies for "Gypsy Rose." It is a romantic fox-trot song, by Henry Lodge. Paul Whiteman used "Gypsy Rose" as a feature at the Palace Theater, New York, during a recent engagement, and it was one of his foremost hits. Other leading orchestras also are playing the number, and "Dixie," a very good one-step. Many orchestras are playing "Dixie" as a fox-trot also.

During Mr. Norton's handling of these numbers he extensively advertised them professionally and to the trade by distribution of some 20,000 orchestrations. This gave the numbers a good start, and he has left it to the sales organization of the Edward B. Marks Music Company to back his efforts with ever-increasing results and to fix a standard place in their catalog for "Dixie" and "Gypsy Rose."

FISHER THOMPSON CO. ACTIVE

Butte, Mont., Feb. 2.—The Fisher Thompson Music Publishing Co. of this city has started an extensive exploitation campaign of its latest successes, "Mammy's Loving Lullaby" and "Brown Eyes." Initial efforts in behalf of these numbers will be put forth in New York, Chicago and San Francisco. Orchestra leaders from various parts of the country, where the two pieces have been introduced, report enthusiastically on the way they are being received. One leader, in a letter to the Fisher-Thompson concern, states: "I didn't think you could duplicate 'Rio Nights,' but 'Brown Eyes' and 'Mammy's Loving Lullaby' have it backed off the boards."

ROAT'S NEW FOX-TROT BALLAD

Battle Creek, Mich., Feb. 4.—The Chas E. Roat Music Co., with main offices here, has put out some great numbers, among them "Tropical Blues" and "When My Shoes Wear Out From Walking I'll be on My Feet Again," but never have members of the concern manifested so much enthusiasm over the prospects of a new song as they are now on "I'll Love You Day After Day." The new number is a fox-trot ballad by Cal DeBoll and Harry Klickman, writers of national fame. The orchestration is by Harry Alford, also a man of wide musical prominence. Artists' copies are now being distributed.

NEW MUSIC FIRM

New Orleans, La., Feb. 4.—The M. L. Stone & Co., music publishers, began business here this week by opening quarters at 1422 Josephine street. The new firm is starting off with three waltzes, "I'm Like a Bird Without a Nest," "Blue Sky" and "Mr Hawaiian Memories," all written by Jack Howard, Leo Bloom and M. L. Stone. Professional copies are ready on each number.

LOVELIGHT HITS

New York, Feb. 3.—Christian Marcens, manager of the Lovelight Music Company, 482 Lenox avenue, this city, reports that all numbers which his firm publishes are doing nicely. The catalog leader is "When Miss Rose of Washington Square Shakes Hands With Broadway Rose, You Beware." This number is being used in vaudeville and is a favorite with many orchestras, according to Mr. Marcens. Other numbers in the Lovelight list are "That Filipino Vamp" and "Grace." Professional copies of these songs are ready for singers and orchestras.

"KEEP SMILING"

(Continued from page 32)

can and does deliver the goods in personal appearance and ability, for this clever chap not only feeds well, but sings, dances and does characters. He was followed by Miss LaFay, a pleasingly plump brunet soubret of the full of pep, acrobatic type. Then came Miss Melton, a stately brunet, somewhat dramatic leading woman, and Adele Ferguson, another clever brunet actress of ability, followed by Harry Kay, with a grotesque facial makeup remarkable for his villainous black mustache and English mannerism, as a nondescript comic, followed by Bert Lahr in his artistic Dutch makeup and mannerism in which his gestures are as funny as his delivery of lines and facial registration, for Lahr is really a comic. That there was to be a plot was a foregone conclusion drawn from the patter that preceded, and Comic Lahr revealed it in a dialog with Miss Melton in the guise of an adventures of the old melodramatic days, who vamped Lahr into copping the wedding presents intended for his bride-to-be, Adele Ferguson. This was a clever bit of burlesque that should have gone over better than it did. Miss Melton and Dick Pritchard duetting "Crooning." Comic Tave and Soubret LaFay holding up the wedding, Ingenu Dyer and Miss Edwards singing the "Days of '61," Straight Wesson and Soubret LaFay doing an East Side characterization. Comic Lahr in feminine attire, with funny falls, dancing with Comic Kay, got the first applause of the afternoon.

Scene 2—Was a pictorial prison scene, with Straight Wesson as the guard, Miss Melton as the booze-carrying visitor to Inmate Comic Lahr. Their drunk was another clever bit of burlesque that should have gone over for more laughs than it got.

Scene 3—Was a colorful garden set for an ensemble number, followed by a geographical kissing session between Miss Melton and Comic Kay. Then came a domestic quarrel hit between Straight Wesson, Soubret LaFay, Comic Lahr and Adele Ferguson, that went over mildly.

PART TWO

Scene 1—Was an Oriental set for a dazzling display of golden costumed girls and four sprightly dancing girls a la spring and a narrative on the Land of Eternal Womanhood with the comics as tourists trying to hutt in, during which Miss Melton put over a Hindu number with telling effect.

Scene 2—Was the butterfly drop for a singing specialty by Dick Pritchard, Dave Woods and L. Peletier as the "Three Jolly Bachelors," in

which they received the first continuous applause of the presentation and held up the show.

Scene 3—Was a pictorial hospital for the comics to impersonate an expected doctor and accept a commission from Ingenu Dyer to grab her husband on his arrival and operate on him, but which they didn't, because they grabbed the expected doctor and opened him up and then, with the assistance of Nurse Melton, sewed him up with many and varied implements within, and here is another clever burlesque bit that should have gone over better.

Scene 4—Was a pictorial drop of the Blue Gohlin Cafe with Straight Wesson as a typical East Side dope and Comic Lahr as a burlesque cop. The dialog of both was fast and funny and got the many laughs merited.

Scene 5—Was an elaborate cabaret set for Comic Cop Lahr to make comedy while Miss Melton held the stage for a singing specialty made lengthy by an apparent claque of applauders, and so ended the show.

COMMENT

A scenic production of attractive colorful effects and apropos to the book, for it was very evident that there was a book and equisly evident that it was so far out of the ordinary that the company failed to follow it sufficiently well to get the comedy that was in the lines and actions that could and should have made for continuous laughter and applause. The gowning and costuming above the average. The company, apparently talented players, at a loss to handle new, novel and unique material. When we inquired of Manager Maurice Weinstein why the show did not go over better his alibi was that the company was suffering from an attack of "flu," preventing Miss Ferguson from singing, and Miss Edwards substituting, and it was very evident that the regular Tuesday patrons of the Casino were attacked also, for it was the poorest attended matinee that we have ever seen in the Casino and the players were working at a disadvantage.

The book is credited to William K. Wells, and is something really worth while, but poorly handled, as many of the laughable points are lost.

The dances were by Ray Perez, but the dancers were evidently suffering from sleeping sickness.—NELSE

ILL IN CLEVELAND

Cleveland, Jan. 31.—Mlle. Babette, of the "Big Wonder Show" at the Star Theater last week, took sick after the performance Monday night and has been bedfast and under the care of a physician all week.

Flo Rockwood, the dancer, who makes her home in this city, was also bedfast for four days last week. It was first thought an operation would be necessary.

"I LONG TO CALL YOU DARLING"
"WHY DID YOU SAY GOODBYE"

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BOKAYS AND BOWS

ELMER TENLEY'S CRACKS

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

Augusta Wind blew into Broadway last week to join a musical show.

Women, entirely hidden except for their feet, will be auctioned off at the Grange meeting February 7, at Chester, N. Y., the lucky man to get the luncheon prepared by the woman and her company for the feast. Some gent is going to draw a blank when that affair comes off.

Now that we have found out that P. T. Barnum was never in the circus business will some gent please step forward and tell us what old Dan Rice ever did to establish himself as a showman.

Reader—Rice and Prevost originated the act you mention. Your other questions need no answers.

Being lucky is often the success of some people in show business. There are many very clever performers who never had a look-in.

People have headlined vaudeville bills who never saw the back of a stage until the day they opened.

Show business is supposed to change every ten years, and the actors keep the change.

When an actor tells his wife that she should dye her hair a blond color it is a safe bet that some blond has been making eyes at him.

George Wilson, the famous minstrel, when asked what kind of women had the best dispositions, blonds or brunets, said: "I don't know. My wife is both."

Vaudeville grew out of the museum business and was patterned after specialty performances.

The late John D. Hopkins ran the first specialty theater in Providence, R. I. It was called the Comique. Keith and Batchelor later opened the Westminster Musee.

A man who has health has hope, and a man who has hope has everything.

Ed M. Faver, formerly of Faver and St. Clair, is playing the butler part in "Bulldog Drummond." Faver and St. Clair did one of the greatest vaudeville acts the game ever had.

Marvia Wren looks to be about the best package of comedy that has been handed over the footlights in some time.

AUSTRALIA

(Continued from page 39)

politicians and all other bigots, who intimidate the industry, and give them the trouncing they deserve. I personally pledge myself to fight on behalf of the industry as a whole, and I would ask every exhibitor in the country to do likewise. The picture business is still good; it has never been bad. Let those pessimists who think that things will not be adjusted by application and energy keep out of the game. It is not for them."

Paramount has put out the finest publicity books ever printed in this country in the interest of pictures. The work was supervised by John W. Hicks, Jr., chief of the Paramount forces in this country. In addition to this Mr. Hicks took twelve two-color pages in the Christmas issue of "Everyones-Variety," the only trade paper here, and this has meant a big boost for both Paramount and the weekly.

Humphrey Bishop and his Costume Comedy Company are doing well in Adelaide with a very bright weekly change of program.

Fifi and Eddie De Tisme, who have been very successful on the Fuller Circuit, are now appearing in the Fuller pantomime at Melbourne, the former taking the part of Principal Boy.

Jimmy Norton, a little English comedian who has played in America for some years, is now included in a costume comedy company at the Semaphore, Adelaide.

Richardson Bros. and Cherie, an American act that has been playing New Zealand for some months, will open in Sydney the first week of the new year. Cherie is an Australian girl, now the wife of Larry Richardson.

Jabes V. Bryson, of Universal Films, was in Tokyo (Japan) last month, where he is putting

his films on the map. It is unlikely that he will return to this country for some time.

E. R. Gourdeau, Eastern representative for Australasian Films, has returned after spending over a year in that territory. His itinerary embraced Siam, the Straits Settlements and the Dutch East Indies. He speaks most eulogistically of film business in those countries, and has arranged for a more complete service from Australasian Films.

In view of the recent disastrous fire at the Overseas Film Service, a notice has been placed on every floor of the building in which Australasian Films, Ltd., has its headquarters. It is to the effect that, owing to the underwriters not caring to take any risks where film is stored, smoking on the premises is absolutely prohibited.

Alex Hellmrich has left for the States on the "Ventura."

Ken G. Hall has been appointed publicity manager for Union Theaters and Australian Films, Ltd., in succession to Phil Gell, who recently retired from the position.

Wally Ricardo, Australian acrobat, who was severely injured while rehearsing a few new feats, is around again, but it will be some considerable time ere he is able to work. It was at first thought his spine was permanently injured, but it was only badly bruised.

Queensland carnivals are nearly all being arranged by Eugene Duval, an American carnival man who, since his advent into the Northern field, has put this form of entertainment on a much higher plane. He is a comparatively young man, but is making the pace a cracker for the oldsters.

Tony Transford, formerly jockey with Wirth Bros.' Circus, is said to have taken a billiard salon and pool parlor in one of the Sydney suburbs.

Upside-Down Wright, circus act, is still in this country, and has been showing here and there with the smaller tented organizations. His wife is in poor health, so that Wright is doing his act as a single.

The Weatherly Troupe finished a highly successful season with Wirth's recently, and will probably return to the East, where they had been showing for several years.

George Wirth will probably be back in Australia shortly. At present he is in South Africa. Up to now he has only sent over two acts, but it is anticipated that several big attractions will be on the bill in time for the Sydney reopening next Easter.

The wire-walking Cookes, together with their six-year-old son, left for the East last week. They will probably sign up with the Harmston Circus.

The Flying Winkills, having finished a most successful engagement with the Wirths, are now playing the Fuller vaudeville circuit.

REFOUSSE SONG RECORDED

New York, Jan. 27.—"Mother and Dad," one of the numbers in the catalog of the Refousse Music Publishing Company, 143 West 45th street, this city, has been recorded by the Q. R. S. Roll Company for release as a special dance number. This song met with considerable success in vaudeville with local orchestras, and a steady sale is reported on it at the music counters.

"Sweet Norah Daly"

Peer of Irish love ballads. This harmonious number brings you the direct favor of your audience and gets you the encore.

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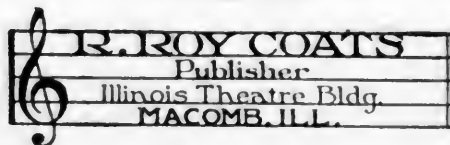
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"WHO'LL BE THE NEXT ONE"

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MUSICAL MUSINGS

Conducted by O.A. PETERSON

Leo Star says he will be back on the Sierist & Silbon Shows the coming season as musical director.

Not many band shows are trouping just now, but they will all be out with the blue birds in the spring.

Wills A. Crocker narrates that he is hitting harmony hard with banjo and saxophone at entertainments in Providence, R. I.

An old trouper advises that the reason saxophones produce such a growling sound these days is because jazz is near the end of its string.

Ted Nicholson, who is at present with Brunk's Comedians, No. 1, will be back as band leader on No. 2 early in spring, making his third season there.

Frank Weinzaepfel, trombonist, is making the Detroit A. F. of M. quarters his second home while visiting there this winter. Incidentally Frank is filling quite a few local engagements.

Joe Morris, who formerly directed a band bearing his name, is with the orchestra thru the "Way Down East" film routed thru the South. He is a trombonist and euphonium soloist.

A British soldier has invented a device which enables a cornet to be played the same as a piano. The "miracle" is performed by a roll of skillfully cut paper which controls the fingering, the performer merely blowing into the instrument.

At Moosheart, Ill., where scores of fatherless children are cared for by the Loyal Order of Moose and every child is taught music, Donald Durbin, soprano saxophonist and youngest player in the Moosheart Concert Band, is so small that he can climb inside of a bass saxophone case.

Jazz Harris writes that he is still hitting the ivories and recently heard a seven-piece orchestra, with Mickey Maher as drummer, play in Troy, N. Y. "If ninety-eight per cent of the drummers could see Maher work on two drums and a tom-tom," says Harris, "they would quit the game."

The forty-first anniversary of the Excelstor Brass and Reed Band, Norfolk, Va., was recently celebrated with the presentation of gifts to Walter E. Lawrence and Joseph Cannon, original members, for long service as officers of the organization which is the third oldest Negro band in the country.

J. R. McClure writes that he is located at the Illinois State Hospital, at Bartonville, near Peoria, Ill., and is playing with M. Mann's Orchestra of that institution, but will be on the Con T. Kennedy Shows the coming season with Otto Christensen. Ed Sanders, recently of the Nat Reiss Shows, and Christensen are wintering in Bartonville, says McClure.

Irwin Gerding's Syncopated Serenaders are purveying a brand of syncopation at the Grand Danstun, Cincinnati, which is meeting with great favor among the terpsichore fans of that town. Gerding rules at the ivory keyboard with J. Ross Baker playing banjo; G. Melvin Sander, trombone; Harold and Roy Stargardt, saxophones, and Andy Gilligan as drummer.

Weston's Banjo Orchestra, of Altoona, Pa., informs of recent successes thru Pennsylvania, West Virginia and Maryland and announces an early invasion of New York and Ohio with a big resort engagement for the summer. B. B. Weston, manager, plays banjo; Mrs. Weston, piano and vocalist; Harry Hauser, sax, and clarinet; William Telly, banjo and steel guitar; Glen Hoffman, trombone and piano, and Jimmie Crumley, drummer.

My criticisms and suggestions about directing, in a recent issue, do not apply to violinists who play and direct at the same time. Anything we may get from them in the way of helpful guidance is thankfully received. The main thing in such cases is to give a very plain down beat at the beginning of each measure and an upward motion of the fiddle neck at the end of each measure. Then the players can stay with the leader.

A dispatch from Rome, Italy, states that the American orchestra which recently arrived there with the latest Broadway song and dance successes has caused the natives to surrender to the frolicsome goddess "Jazz," in spite of the city's ancient and modern pride as being mother of all that is purely classic. The Yankee syncopaters are engaged for the



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winter at a leading hotel in the Italian capital and are drawing capacity crowds of the smarter class to the dancing room and salons.

Doc Vibbard who, with Mrs. Vibbard, is playing with Howe's Entertainers out of Bradford, Pa., writes that the combination is one of the best in that section. Rose Cross plays piano; Kenneth Burdick, violin and director; Mrs. Vibbard, trumpet and banjo; Floyd Burgess, sax, and trumpet; Frank Pietrau, clarinet and sax; Earl Howe, banjo, singer and manager; Doc Vibbard, drums, bells and xylophone. The Vibbards will take to the road in the spring.

The department has received a long, chatty letter from the oldtime bass player, Will Sherman. He has been out of the trouping game for about twenty years, but still reads these columns and keeps up with events. Since quitting the road he conducted a saloon for several years, later drifting into the ice cream business in his home town, Genoa Junction, Wis., where he is always glad to meet and hear from old friends. His last trouping was with the Norris & Rowe Circus. Mr. Sherman was with the Wizard Oil Company many years ago as a vocalist and tuba player.

It has always been believed that old violins were superior to new ones and that the products of the ancient Cremona makers were never equaled by modern manufacturers. This hubble of ancient error has recently been punctured in a test made at the Conservatoire of Paris. A committee of representative musicians were seated in a dark room and permitted to listen to a master violinist playing on an old and new violin, alternately. The verdict was unanimous in favor of the modern instrument. The makers of today have not only the advantage of more perfect mechanical facilities, but are aided by greater and more accurate scientific knowledge in their production of more perfect instruments. This argument applies with equal force and logic to modern makers of band instruments, not only the brasses, but the woodwinds as well.

Alfred Dunn is director of the forty-piece Metropolitan Club Band, made up of members of the fire department of Detroit, which plays many important events in that city and nearby towns, besides giving concerts at various Detroit parks during the summer. Grand Rapids, Mich., is another city in which firemen

make up a splendid and popular musical combination. The organization of the latter town is divided into two parts. Chas. Skelcher is director of the band and David Yutema is orchestra leader. Mr. Skelcher also is shaping seven saxophone players into a separate unit. Fire Marshal George T. Boughner is president of the band and arranged a schedule which permits the firemen-musicians to hold weekly rehearsals. John Craig, an officer of the Metropolitan Club, Spirit No. 2, Grand Rapids, informs that both the Skelcher and Yutema organizations will play at city parks during the coming outdoor season.

Ed Chenette was in a humorous mood the other day and submitted the following:

To cultivate the no-pressure system for never tiring lips kill a hog on the seventh day of the moon and rub the lips with the third rib front.

To procure a gattling gun staccato attach the cornet onto the exhaust of an auto and put her in low.

To get E above high O pull the center tooth and whistle thru it.

To triple tongue up and down the staff use plenty of gargle water.

To get a tone broad and rich as velvet, get the broad, take the velvet and go home.

To get power enough to drown two ordinary cornet players take them out in a boat and pick lilies and, at the proper moment, shove them overboard. Very little power is needed.

To triple tongue, using "ta, ta, ka, te, te, ke, tu, tu, ku, etc." shave the upper lip carefully and learn the Greek alphabet backwards.

In writing a friend using a doubled-barreled, side-ejecting, triple-hammer action cornet, Mr. Chenette congratulated: "This is indeed a most marvelous make of instrument—as sweet as Aeolian harps, as powerful as an eruption of Mt. Vesuvius and as tuneful as a lawn mower. Your baby brother can use the mouth-piece for a nipple, your father can use the A shank for a cigar holder, your sister can use the pearl valve tips as sets for earrings and you can bang the instrument outside on a clear night and the bell will soon be full of moonshine."

Eddie See, leader at the Hippodrome, Waco, Tex., writes: "I heard Sousa's Band the other day and one of the things that did my heart good was to see Sousa start the band off on a song solo and then sit down and let his men

follow the singer without any direction or time beating by anyone. He did this four times during the concert. Now if a band of sixty-five pieces can play accompaniment to solos with all kinds of tempos, why can't a trouping band play a straight march without direction? The trouble with some of the trouping band leaders is that they are not progressive. They do not try to find out what the real ones are doing, and when you write a few educational articles to wise them up on these things some fellow will write in and knock you, saying he does not want it. Come on with your educational articles. They are just what we all need and you may be sure that all intelligent readers appreciate them."

Thanks, Eddie, we shall do as you suggest. From letters received lately we know that other recognized leaders also favor such articles. Write something for us yourself. That is what this department is for—a medium thru which your opinions may be expressed. Let us hear from others also.

"In Henry Bentin New Orleans has just discovered a violin maker who promises to be as famous as Stradivarius became in Cremona in the eighteenth century," read an article in The Times-Picayune the other day. It continued: "Violinists who attended the recital given by Adrien Freilche at the Gruenwald Hotel January 24 expressed their amazement at the splendid instrument used by the young violinist, but few knew that this remarkable violin, which possesses all the mellowness of the finest old Italian makes, was manufactured in New Orleans."

"Mr. Bentin, whose workshop is at 100 Elk Place, made this fiddle for Jan Kubelik, the famous violin virtuoso, who ordered it last season while in this city on a concert tour.

"I spent several months making this violin and it is the finest I have ever produced," said Mr. Bentin Wednesday. "I took the measurements of Kubelik's famous \$100,000 'Imperator' Stradivarius, made in 1750, and followed it exactly in my reproduction. The ribs and back are of German maple and the top of German spruce pine. I finished the instrument last September and loaned it to Mr. Freilche for his recital to see if it would stand the test."

"Mr. Bentin's violins are virtually the only modern ones used by prominent artists, just as they would employ the old Italian models. It is said, their tone being so closely similar to the old instruments that few could detect the difference due to age.

"Mr. Bentin has been making violins in New Orleans for twenty-five years, coming here from Germany, where he learned his trade in his native town of Nakei in the province of Posen.

"A testimonial from Kubelik declaring his astonishment at Mr. Bentin's violins and asserting that Mr. Bentin's models are the finest he has ever found among modern string instruments demonstrates the appreciation his violins have won."

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"THAT THE PROFESSION MAY KNOW"
OPEN LETTERS
 "FOR OFT-TIMES VIEWS ARE LIVEST NEWS"

Dubuque, Ia., Jan. 26, 1922.

Editor The Billboard—The article in last week's edition of your valuable paper by C. Fred Crosby on "The Early Days of Barnum's 'Greatest On Earth'" is the best I have read along this line in many years. Mr. Crosby should contribute frequently, as no doubt he has many more good stories stored away in his memory. For accuracy and detail this is the most authentic story of the big show yet published.

(Signed) JOHN C. CLIFFORD.

Omsaha, Neb., Jan. 28, 1922.

Editor The Billboard—I am a non-professional and have attended the Orpheum Theater here regularly for the past five years. I am pleased to notice that lately we are getting more acts that can do a real song and dance. For the last three years vaudeville has been run to death with patent-leather-haired jazz dancers who, most of the time, were out of step. I think it a bright spot on any bill to have a good pair of soft or wooden shoe dancers, and I notice they always grab off a pretty fair share of applause. I wish we had more acts out here like Pat Rooney, Ford Sisters, Benny and Western, Kennedy and Kramer, Dunbar and Turner, and Williams and Taylor.

(Signed) C. D. BUCKINGHAM.

Philadelphia, Pa., Jan. 28, 1922.

Editor The Billboard: By all means keep my subscription going as I do not want to miss a single number after almost twenty-five years of continuous subscription. I take this occasion to compliment you on the intelligent and capable manner in which your publication has been successfully conducted—an exceptionally honest and square-dealing publication. The criticisms of Patterson James are to be commended. If the newspapers did fifteen per cent of such work as his we would have very few "fifth and stench" shows on the boards today.

(Signed) JOHANNES S. GERHARDT,
 President, J. S. Gebhardt Organ Co.

Stamford, Conn., Jan. 25, 1922.

Editor The Billboard: I wish to tell about the way tickets are sold for the Columbia Theater, New York City. I am slightly hard of hearing and like to sit no farther back than the fifth row in the orchestra. I have tried to buy seats two weeks in advance, as advertised, but have never been able to get what I want, being told by the man in the box-office that those seats are held for regular subscribers. But I can go to the speculators, right up to the time of the rise of the curtain, and get choice seats by paying the so-called service charge of fifty cents. It is a shame—\$1.65 for a matinee. I protested to a man in the box-office and he answered: "What do you think I am here for, my health?" I fully appreciate that he is not.

(Signed) J. J. MORIARTY.

Pittsburg, Pa., Jan. 28, 1922.

Editor The Billboard—In this week's issue of The Billboard is an article relative to Black's Restaurant, this city, which is erroneous and we wish you would correct same at your earliest convenience.

The revue in question was produced and staged solely by Joseph Casper of this city and still belongs to him. The author did not raid the place but merely stopped for entertainment after 12 o'clock Saturday night.

In defense of the revue we wish to state that no vulgarity is permitted, that the wardrobe is such that no objection could possibly be made of it and the entire establishment is conducted in the best possible manner to cater to a high-class patronage.

(Signed) FRED ROYCE,

Manager Broadway Theatrical Exchange.

Brantford, Ont., Can., Jan. 30, 1922.

Editor The Billboard: I read the article, "Figure the Figures," in the Melody Mart section of the January 28 issue of The Billboard and agree with the salesman referred to that the music business will not be normal until the price of sheet music is lowered. Recently I was up in Ontario as far north as it is possible to go by train and found that the music business has taken an awful drop, principally on account of the price of sheet music. I am with a stock company, doing specialties between acts, and we naturally try to use the latest numbers. People enjoy hearing them, but balk at paying thirty-five cents or more for copies. I find it is hard work for the dealers to get the price they have to ask and they cannot understand why the price has not gone back to the pre-war rate, the same as in a good

many other lines. If publishers would lower the price more music would be sold in Canada, especially since there is a ten per cent duty on music. (Signed) WILL A. CUMMINGS.

Shiner, Tex., Jan. 25, 1922.

Editor The Billboard: I admire Patterson James' criticisms in The Billboard very much. He knows what he is talking about and is not suffering from the sickly sentimentalism and idiotic head-patting which most of the so-called critics indulge in, making their work absolutely valueless to the reader.

I read his remarks in the January 14 issue about the treatment he received at the performance of "Danger," and also about the disgusting timorousness of the American theater audience which allows itself to be imposed upon with all manner of imbecile drivel and incompetent performances, without daring to express its disapproval. I was just on the point of writing you congratulations for having a man of such ability and courage on your staff when, in another part of The Billboard, I noticed the letter of Charles Richard Edrington in which he speculates as to why you permit Mr. James to "spoil your columns."

Every one is entitled to his opinion and I am not criticizing Mr. Edrington for his, but I point out that it is just such Pollyanna-like insistence on the policy of sweet words or none that encourages and, to a large extent, is responsible for the flood of imbecile drivel which we have to endure in so many theaters. Mr. James is right and the subject demands attention. I have bought tickets and attended shows in practically all of the large cities of the country and the Cort Theater, Chicago, is the only one I recall as having box-office men and other employees who do not nrouse in one the desire, at times, to brain them.

It is my idea that Patterson James, excepting for one New York critic, is as able, interesting and valuable a critic as any in America. (Signed) H. H. HEPLER.

Danville, Que., Can., Jan. 14, 1922.

Editor The Billboard: In the seventeen years of my connection with the amusement field I have had a varied experience. First as a stock actor (a mighty poor one, I admit), then as agent, house manager, vaudeville agent, film executive, park press agent and finally carnival general agent. The Billboard has been a great help to me by broadening my learning and permitting me to make business changes without having to

start at the bottom when I stepped into an entirely different branch.

I might also mention that I founded the only show publication in Canada, "The Canadian Moving Picture Digest," which I issued weekly for over a year and sold to a company in Toronto. For the past three years I have been general agent for the Endy Exposition Shows.

I read The Billboard religiously and have for many years. On account of traveling I only subscribe to it in the winter. Many times I have driven my car quite a distance to a town where I could buy a copy of The Billboard and on numerous occasions have paid 25 cents a copy for it. The departments devoted to carnivals, fairs and parks naturally interest me most, but all the departments are interesting and keep me in constant touch with all branches of the show business.

Patterson James is a great asset to your publication. His reviews and articles are a mental tonic and the brilliant manner in which he writes is an education in itself.

I appreciate the independence of The Billboard, as is demonstrated in more ways than one, chiefly the support of Equity. I think that The Billboard's weakest department is the editorial page. The editorials are too general and rather lukewarm. They need to be Patterson-Jamaced. Outside of that The Billboard is a regular old warrior, fighting for the interests of the showmen at all times. I wish The Billboard a long life and the strength necessary to carry on the battle, whether against monopoly of the field or blue law interference from the sour faces.

(Signed) MERRICK R. NUTTING.

New York, Jan. 28, 1922.

Editor The Billboard—We thank you for your notice in this week's issue of The Billboard. However, we are at a loss to understand why you should give it the heading "To Uplift the Drama," as we were not aware the copy we sent out contained anything suggesting that it was our intention or idea. But if we should succeed in uplifting any portion of it we feel that our efforts have not been in vain.

The purpose of Players and Patrons Associated, Inc., is to create and stimulate a greater interest in the theater, to produce the best American clean plays possible to secure, with the best casts available, and in as artistic a way as possible. We believe that the day of mutual co-operation in all undertakings is at hand and apparently the U. S. Steel Company and Standard Oil Company and other non-philanthropic institutions are of the same opinion, as they are making attractive propositions to their employees to become stockholders and share in their profits.

Every member of our organization, whether professional or non-professional, will share in the profits of the undertaking in proportion to the value of services rendered, material furnished or capital subscribed. Our business is

conducted on the same conservative, legitimate lines as practiced by successful financial and commercial enterprises. Our productions will be adequately financed before they are made. Our membership consists of recognized experts in their particular line of endeavor, who are in sympathy and accord with the aims of the association and includes some of the best known playwrights, composers, librettists, authors, actors, actresses and stage directors in America.

We believe that by encouraging closer social relationship between the creative workers of the stage and the patrons of the theater we will be able to stimulate patronage. Therefore the theatergoing public is invited to become members of the association. We invite a thorough investigation of our plans and methods by anyone interested, and trust that you and all others who are interested in furthering the cause of the American Theater, will give us your hearty co-operation in a movement that should prove of benefit to all concerned.

(Signed) ARTHUR G. DELAMATER,
 General Manager Players and Patrons Association, Inc.

Fairmont, W. Va., Jan. 30, 1922.

Editor The Billboard—Kindly permit me space to answer some of the questions by Murray Powers in his article "Digging Into the Tabloid," appearing in The Billboard of January 28.

As the representative of the Gus Sun Booking Exchange and censor for the Miniature Musical Comedy Owners' Association, I have had the privilege of reviewing most of the tabloids on the Sun Time, also some of Mr. Spiegelberg's Time whiffs on a tour of some Southern States.

What Murray Powers personally has against the tab. I do not know, but in justice to tabloid I wish to inform him that, in my opinion, the tabloid of today is well worthy of the title, "miniature musical comedy," because it is such.

The tabloids carry ten active people, three complete changes of bills with wardrobe, scenery, musical numbers and specialties. In some small towns these shows are compelled to change bills six times a week in order to get the business, as the houses cater to the same crowd every night. It is natural that for the money they are getting they can hardly afford to make six changes of scenery and wardrobe. Therefore, when it comes to the fourth or fifth bill they will use any house set available and in that case use an interior when the bill requires a boat set and vice versa. As for breaking even, Murray Powers may be informed that there are many larger attractions which would be satisfied with breaking even this season, likewise house managers. The tabloid is patronized by the class of people that are out of work now and cannot afford to go to any shows.

When people had the money they patronized the tabloid and the house manager-producer made money. Now that conditions in every line of business are bad and the house manager is not doing as much business as he did during the war the tabloid is blamed.

As far as having new material is concerned each show has something different from the other and as new as can be gotten. We understand that from the money the tabs are getting they cannot afford to buy new material each season. How many of our big shows are using new material this season? I have seen quite a few of them and did not find anything new. The latest songs are used in tabloids, except when a bill requires an old number.

Mr. Powers is enraged over the girls coming into town and letting the town know they are in. Well, Mr. Murray, have you ever been with a big show? It is the same thing, only that the big shows play in the cities and in the city no one pays any attention to them. The kind of girls Mr. Murray speaks about are very unpopular and not in demand. Most of the girls I met are ladies at all times.

For next season I can see the tabloids better than ever, as business in general is showing a steady increase and the tabloid producers of today will not be behind in doing their part. I found many of them stocking up with new wardrobe and scenery also signing up good, reliable people for next season.

I am really sorry that Mr. Powers had the experience with tabloids that he told of, but I can assure him that a tab. of the poor class is still waiting for a wire and wondering about the next week. Wherever I went and saw tabloids and made suggestions for betterment they were made immediately. It is surprising to know how willing each tabloid owner is to co-operate in making his show best.

(Signed) JACK DICKSTEIN.

R. A. McLean has been appointed manager of the Garrick Theater, Virginia, Minn. Wm. J. Rezac has been made manager of the Range Amusement Company, which controls the Garrick.

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"UNCLE DUD"

Drops a Few Words of Wisdom and Confirms Negro Fair Offer

Washington, D. C., Jan. 31, 1922.

Mr. J. A. Jackson,
New York City.

Friend Jack—I am sure it will be a surprise for you to know that I am confined to my bed under the care of a doctor; in fact, have been since last week, and I am not sure that I will be out next week. The weather and business are both bad in Washington. I am not only speaking of my business, but theater business in general. I have added more expensive pictures daily at my Midcity Theater and also increased the orchestra. I have given the patrons more vaudeville than I ever did before. Some people here say I am giving them too much for the times. Well, the answer is, I am playing to S. H. O. nightly and you can find seats in several other theaters. My one aim is to keep them coming. Even if the profit is smaller it is steady. The sooner the managers wake up and begin to hustle and put a little more pep in the show business, the sooner they can bring it back.

The majority of managers are seeing how much they can cut expenses and are not figuring to see what they can do to boost business.

I still enjoy reading your page in The Billboard. I have received several applications for my executive staff for the big colored carnival you advertised. I stand ready to launch it as soon as the managers of the colored fairs get down to business, and when they are ready to do business they will find "Uncle Dud" on the job.

Yours,
S. H. DUDLEY.

CHARLES WINTER WOOD

In Dramatic Recital at Tuskegee Institute

Tuskegee Institute, Ala., Jan. 31.—On last Saturday evening in the Institute Chapel the Student Faculty of the Tuskegee Normal and Industrial Institute was entertained with a dramatic recital under the supervision of Mrs. R. R. Moton, in which Charles Winter Wood, of the Institute Faculty, was featured. Mr. Wood read passages from Eugene O'Neill's play, "The Emperor Jones," made famous by Charles S. Gilpin. His interpretation of the passages read served to reveal to the audience the reason this play has attracted so much attention and also to display Mr. Wood's talent as a dramatic reader.

As a prelude to the readings G. Lake Imes gave a brief sketch of the life and achievements of Mr. Gilpin and told briefly the story of "The Emperor Jones."

Mr. Wood was supported in his readings by members of the Faculty and the Institute Quartet.

C. T. & P. CLUB OF CHICAGO

Has Old-Fashioned Saturday Night

Ethel Waters and her Jazz Hounds, and the members of the Suhr & Mahara "Africanna" Company in rehearsal at the time in Chicago, assembled with the regular "gang" on Saturday evening, January 21, and, according to several letters that reached New York afterwards, the "gang" sure turned on the joy. When a hundred or more artists get together under one roof with no discipline to bother about, and with such fellows as Dave Peyton to furnish the music, extemporaneous or otherwise, there can be little doubt as to the pleasure of the occasion. Provided of course if the neighbors are not peevish and the policeman on the beat is a regular fellow.

What it takes to keep folks regular seems to be kept in large quantities about the club. No, it's not what you think at all. It's that charitable instinct to help every worthy cause that comes to the notice of the club. Thus when they want to play everybody is willing that they should.

OUR WEEK

At the Palace Theater, New York

The Palace Theater, the king pin of the Keith houses, offered a bill during the week of January 23 that made even hardened newspaper men dig in their jeans and take friends to see the show. There were ten real acts of unusual merit. The bill was so well diversified as to seem to be an offering of champions.

Among those present were our friends Glenn and Jenkins, with the old act smoothed up a bit, and if ever an audience went wild for about fifteen minutes that was the time. The Page quit counting bows and encores. Leroy Smith's Band with the Purcell act went big in seventh place.

Prince Oskazuma sends Spanish programs from Utuado, Porto Rico, which serve to show that a good showman can keep busy anywhere.

J.A. JACKSON'S PAGE

IN THE INTEREST OF THE COLORED ACTOR, ACTRESS AND MUSICIAN OF AMERICA

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

SID PERRIN AND IRIS HALL COMPANY DOING NICELY

A letter from Iris Hall sustained by newspaper comment indicates that they have a good company and everybody is working as happily as present day conditions will permit.

The company played Nashville the past two weeks of January with engagements at Memphis and Shreveport to follow. They seem to have a blanket contract on the T. O. B. A. The act has not been idle a single week since its organization more than a year ago. They have six weeks more before their present contracts expire.

HOSEPHINE LAZZO RUSSELL AND HER DANCING GIRLS

Hosephine Lazzo Russell and her twelve dancing girls presenting a neat little tab, produced by Bob Russell, who is probably the favorite producer with managers catering to colored audiences, are reported as doing unusually well in the Southern territory. The company is headed for New York and in the very near future will be seen in the big town.

In common with the rest of the showfolks they were greatly shocked at the death of Frank Wheaton. They wired sympathy to the widow.

SAM E. REEVIN



Treasurer and manager of the Western looking office of the Theater Owners' Booking Association. He owns the Liberty Theater and two picture houses in Chattanooga, Tenn.

HERE AND THERE AMONG THE FOLKS

See the Dramatic Section for the story of Mrs. Eloise Thompson, "Africannus," presented by the Momolu Players at the Eagan Theater, Los Angeles.

Robert Billoups, the movie actor, is working at the Whitman & Brent Studio in Yonkers, N. Y., with a good part in the feature picture, "The Dark Secret." The remainder of the cast is white.

The Harrington Orchestra, of Jersey City, N. J., has had the distinction of being the first colored band to play for broadcast distribution of music by the wireless telephone, on Thursday evening, February 2. It played into the instrument at the home of C. A. Ambrose, at 113 West 33rd street, New York.

The Dewey Trio, after an absence of more than a year, will remain in and about New York for some weeks to come. These two singing and dancing boys, with Mrs. Dewey at the piano, present a fast moving act suitable to either type of audience.

George Booker, tenor with the Exposition Four, a Pittsburg native, was entertained at the Leader Hotel in that city by a group of old friends, who gave an affair in honor of the quartet during their engagement at the Aldine Theater.

Andrew T. Wade, for several years chief operator at the Bijou Theater, Nashville, Tenn., has accepted a similar position with the Star Theater of that city.

Depressing news is coming out of the West regarding the minstrel situation. California, Texas, Missouri and Oklahoma are all reported as showing light business. One big show is reported as about to close after two continuous years, and another has scaled a 25 per cent reduction in salaries as an alternative to closing.

Lillian Rose, Mabel Turner, Corrie Biglow and Leslie Waldron are the entertainers in the Alhambra Cabaret in Seattle. The orchestra includes Olive Bell, Charles Adams, Adm Mitchell and Gerald Wells.

Cress Simmons has been selected as manager of the new Douglas Theater, about ready for opening on Pennsylvania avenue, Baltimore. Road shows is the announced policy.

The staff of the Avenue Theater, Chicago, includes Mr. Norman, manager; Charles Weide, operator; Albertine Smith, assistant cashier; Mary Bruce, announcer, and Madeline Robinson, Vern Wheatley, Mary Wells, Corrine Engleman and Irma McCoy, ushers. A professional observer writes to compliment the staff on its efficiency.

Lulu Coates and her Cracker Jacks took their usual collection of favorable press clippings in Chicago during the past three weeks.

Mme. Robinson, Wesley Jenkins and Leon Williams each have an interesting character part in the "Prodigal Judge," a Vitagraph fea-

(Continued on page 45)

THE EDDIE HUNTER CO.

(Reviewed at the Lafayette, New York)

The Page confesses that Eddie Hunter has brought to New York one of the finest tab companies that has come to our notice this season. Fifteen people comprise the act that runs about forty minutes in two scenes. The wardrobe is neat, attractive and is not built for the offensive exposure of person so prevalent.

The story, in brief, is the arrest and escape of a forger, a part played by Eddie himself. The arrest occurs during a social affair at the home of an aristocratic hostess, played by the inimitable Evon Robinson, who, by the way, is better looking than ever and continues to sing with a voice full of real melody.

The escape is from a prison, where Wm. Fontaine is afforded an opportunity to do a strong character bit as Warden.

James (Jim) Burriss surprises the home guard by his demonstration of the ability to do a neat straight that is fully as well done as the comedy roles for which he is famed.

Alex Lovejoy, with practically nothing to do, according to the book, proved that all a real comedian needs is stage room. With quiet manipulations of hat and cane, he gets over a lot of genuine pantomime comedy. All clean as a hound's tooth.

Besides the opening and closing chorus there is a humming number by the whole company, three songs by individual artists and one dancing effort. All are pleasing and clean.

Others in this unusual company are: Madeline Belt, who is a most promising youngster; Nina Hunter, Estelle Alken, May LaVere, Sonia Somers, Al Curtis, Lawrence Dewson and Dick Conway.

The company is up on six different productions, and Messrs. Hunter and Fontaine have the book and music scores for eighteen more. In all probability they will remain at the Lafayette for some time to come.

AT THE LAFAYETTE

New Owners Make Auspicious Start

If the Coleman Brothers, who have acquired the Lafayette Theater, continue the practices that have marked the beginning of their methods in the big house on Seventh avenue, New York, they will no doubt break the succession of disasters that have befallen the many owners of that property.

A favorable impression has been created with their patronage by publicity growing out of their having installed a colored motion picture operator and accepting the possibility of a battle with the union because of it. Injunction proceedings were instituted by the local union, but it is understood that this action has been withdrawn on presentation of the full facts.

(Continued on page 45)

SEE PAGE 45 FOR ADDITIONAL J. A. JACKSON'S PAGE NEWS

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MAGIC AND MAGICIANS

EDITED AT THE CINCINNATI OFFICES OF THE BILLBOARD WHERE LETTERS AND NEWS ITEMS WILL BE GRATEFULLY RECEIVED

"Doc" Colin L. Campbell advises that as advance agent for Zangar, "the mystic," he has lined up a route of choice spots in Ohio.

R. A. Gilbert, hypnotist, took things easy in Chicago last week. He reports business for his attraction as being fair and is scheduled to resume his tour this week in Appleton, Wis.

Walter Jones, of Grand Rapids, Mich., wishes it known that he will soon present a new act, which he says has been authorized by Zelo, with Miss Jarvis, "aerial wonder," as co-worker.

Making walking dolls is a hobby of Harry Coleman, of the ventriloquist team of Coleman and Ray, now on the Pantages Circuit. And the stunt lands him and his partner a lot of local press mention.

A story in the vaudeville section of this issue tells the outcome of the suit Goldin brought a few weeks ago to have Richards, "the wizard," stop presenting the "divided woman" illusion on his show.

A post card from Dayton, O., February 3, states that the creative brain of the Great Kermis is about to be revealed in his new vaudeville illusion, which will be "the most amazing mystery ever conceived."

E. H. Little, business manager for Mystic Spencer, communicates that the cleverly puzzling method by which the seer answers questions put to him by an audience is landing many return dates in West Virginia and Ohio.

The Great Raymonds reports from San Antonio, Tex., that his five-people crystal gazing, hypnotic and magic show continues to do good business in that section. The "sawing a woman in half" illusion is planned for early presentation.

At the recent monthly meeting of the Detroit Society of Magicians J. Skellington, founder of the organization; Mrs. Skellington; A. Turner, former vice-president, and Poulin, an ex-member, were among the welcomed visitors.

George W. Stock, president of the Cincinnati Magicians' Club, has worked his "sawing a sugar barrel, containing a live woman, in two" effect to a point of mystifying perfection and is landing a sweet bunch of local dates for its presentation. Ruth Stetson and Major Jack Orlando are his assistants.

Alhertus, "the miracle man," studied his large and solid glass ball at the Bijou Theater, Winnipeg, Can., last week as a feature to the regular cinema program. Laughter, mystery, novelty and charm abound in delightful abandon.

EMMA SHARROCK



The remarkable showing of this lady is one of two reasons why the comedy and mindreading act, "Behind the Grand Stand," has been able to hold its own so freely in vaudeville for many seasons. Husband Harry holds the other fifty per cent of responsibility for the success of The Sharrocks. For speed, accuracy of cues and sure-fire results their thought transference turn has been acclaimed the most remarkable on the stage.

don in the presentations of Alhertus. It is said, and young and old, rich and poor, serious and gay are delighted by his work.

"One of the greatest all-round showmen who ever flipped a coin," is the way one Cleveland (O.) paper described Harry Houdini last week when he starred on a strong bill at the leading Keith theater in that city. On Thursday Mr. Houdini was guest at the City Club and gave a talk and showed some of his unusual skill as the man whom handcuffs and shackles can't hold.

Clarence Auskings advises that he closed with Khaym, "the White Mohamet," at Buffalo, N. Y., January 30, and left for Perth, Ont., Can., to join the Adle Marks Stock Company. He also states that Fred Andrews and Vito Macintosh with the Kermis attraction, on January 29 and left for their home in Kuttanaguc, Pa., while Maria Andre left the show January 25 to return to her home in St. Louis.

James McKnight, of Newark, N. J., narrates that he and C. E. Smith have joined forces and will make a tour of the Red Mud State, opening at Mansfield early next month. He also states that Prof. Blair recently opened an establishment on Market street, Newark, where he is teaching sleight-of-hand and magic to new pupils, of which he has many. Visiting students will always find a welcome at the Blair shop, conducted as the following.

"The Man Beyond," based on the theory of reincarnation, is Houdini's new picture, which probably will be released thru the United Artists and shown in New York early in April. The picture was produced by the Houdini Picture Corporation. Houdini is scheduled to make personal appearances with it in the key cities. Some of his previous pictures are: "The Master

Mystery," "The Grim Game," "Deep Sea Loot," "Adventures of Houdini in Paris" and "Terror Island."

Howard Thurston is displaying his array of mysteries in Columbus, O., this week, and while the city is not so large as many others in his itinerary, the great magician enjoys the engagement as one of the season's best. Mr. Thurston is a former resident of the Buckeye capital, and, needless to state, has a host of close friends there. His show was originally scheduled to play in Cincinnati next week, but a change in Shubert bookings postpones appearance there until next month.

Members of the Pittsburg (Pa.) Association of Magicians visited Kara's "A Night in the Orient" show last week during an engagement in a nearby town, and were greatly impressed with the "Bombay Seance" feature. Kara reports nice business during his play of week stands thru the Keystone State. He was among the party of guests who attended the social meeting of the P. A. M. in honor of Howard and Mrs. Thurston in the society's quarters on January 26. Mr. Thurston treated the amateur and semi-professional wand-wielders with a talk that offered much encouragement for their efforts in the art of wizardry, and recounted some of his early professional experiences in this and other countries. It is interesting to note in the praise of his dear friend, Harry Kellar, dean of magicians. The address culminated with a magical program by Charles K. Brough, Jean G. Foley, H. G. Schell, Wm. J. Lehninger and "Silent" Mora, for which Mr. Thurston congratulated the entertainers.

Leading newspapers of the country carried stories last week of the seemingly magnetic psychic power Eugene Dennis, 17-year-old Addison (Kan.) high school student, demonstrated during tests conducted by David Abbott at his home in Omaha, Neb., for the American Society of Psychical Research. Mr. Abbott, who is well known to the magical fraternity and is regarded highly as a student of psychicalists, announced that he was impressed, but highly skeptical, concerning Miss Dennis' powers during the early part of his examination. The tests continued for over a week, during which time the girl was a guest of the Abbott family, and each day Mr. Abbott expressed a higher regard for her claims. After the tests were observed, he announced to the press: "I am

almost convinced that there is a spirit world. I have asked impossible questions and if intelligent replies are made to them I will be satisfied of the reality of the existence of a spirit world."

Prominence given the tests by the Omaha dailies caused a great interest among the people there and scores of questions about lost articles, departed persons, business ventures, etc., were mailed to Miss Dennis, who prefers to be called "Jean," and was given the title, "The Wonder Girl." After several days the affair developed into a three-day engagement for the girl at the Hialto Theater, a leading Omaha motif, as an added attraction, for which the following appeared: "Miss Eugene Dennis, 'the wonder girl' and psychic marvel, who has startled Omaha with her revelations, has consented, thru the courtesy of Mr. David Abbott, to appear personally at the hours of 3, 7 and 9."

The conductor of this department does not know about Mr. Abbott ever having done any press-agent work, but he has proved himself worthy of a place with the best of space-grabbers and exploitation workers.

R. B. Fisher, business manager for the Thurston show, announces that the attraction's box-office receipts at the Alvin Theater, Pittsburg, Pa., for the week of January 23-25, were the largest of any of its week engagements during the fifteen years Mr. Thurston has been baffling Smoky City theatergoers. There was not a vacant seat at any performance after Tuesday night, says Mr. Fisher, and the week was a busy one for Mr. Thurston. He gave a special performance Thursday afternoon for the crippled soldiers from the Marine Hospital. The Pittsburg Press Club gave a dinner in his honor which was attended by prominent city officials and business men, and he also was a guest at the luncheons of the Kiwanis and Rotary clubs.

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PRESS AGENTS ADVANCE

Conducted by ALFRED NELSON

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

Bert Rutherford, last season general agent of Howe's Great London Shows, desires C. P. Farrington to inform him how the Angel Trail is in New York City.

Walter Messenger was in Cumberland, Md., for the second time this season in advance of George Colman's "Mary." Cohen picked a winner when he chose Walter.

Who dropped into Cumberland, Md., recently but John Peltret, business manager of "Abraham Lincoln" Baltimore sure gave this show a real welcome. This show has the finest lineup of paper Cumberlanders ever saw.

Jeff Davis, king of hoboes, is sending out postcard notices to all members in arrears to forward their dues of twenty-five cents to 1139 Draper street, Cincinnati, and we have sent ours in and herein take credit for same.

Harry Davisinsky, an oldtime advance agent with such outdoor shows as the Johnny J. Jones, Rubin & Cherry, and more recently press agent for the Majestic Theater, Houston, Tex., has signed up to go in advance of the Greater Alamo Shows, which will have an early opening.

It matters not what the envious ones may say as to his methods and mannerisms, we have got

to hand it to Col. Ed B. Salter, otherwise Johnny Jones' Illud Boy, for getting newspaper space, for there isn't an issue down in Florida that Col. Ed isn't in with some story of his doings in the interests of Johnny J. Jones.

Have you ever met Charles Hertzman, ahead of Mrs. Harrison Fiske's "Wake Up Jonathan" show? Well, Charley hit Cumberland, Md., and left behind him a "flashy showing" that undoubtedly will be remembered for years to come. Charley has a real show and Frank C. Griffith is show manager—two theater folks in the right place, say we.

Thomas J. Richards has sprung some expensive stationery on his numerous correspondents and on the letter heads has "lean back, route and wildcat." But why advertise what is known to everyone in the game? Tom says that the burlesque circuits are going to use advance agents, but how are they going to use those fellows who refuse to be working agents?

Ed Knupp, general agent of the Hagenbeck-Wallace Circus, is out to sign up the best crew of circus billers to be found in captivity, and Ed says that they must qualify to do what any other biller ever did do in the past and

(Continued on page 47)

QUALITY MAGIC

OF EVERY DESCRIPTION ON HAND AND MADE TO ORDER. LARGEST MAGIC MANUFACTURING PLANT IN THE WORLD.
IF IT FOOLS 'EM—WE HAVE IT
Largest Catalogue ever issued. Largest Stock of Magical Books and Publications. Our own Magical Magazine every month. Catalogues and Complete Lists 50c. or \$1.00 includes a quarterly subscription to "The Magical Bulletin."
THAYER MFG. CO., 313 S. San Pedro St., LOS ANGELES, CALIFORNIA.

NALLA AXMI, MIND READER, WANTS AGENT

Must be experienced in looking Mental Act. None other will be considered. Must be capable of meeting managers of the better class of theaters. Must be courteous, energetic and possess "stick-to-it" qualities. To such a man I have a proposition that should enable him to earn ONE HUNDRED DOLLARS A WEEK AND BETTER. This is a percentage proposition only. Positively no money advanced. If you are married I can use your wife. I have had 11 consecutive weeks in the city of Milwaukee and finish my engagements here on February 11. SO ACT QUICK. **NALLA AXMI, 1900 Wells St., Milwaukee, Wis. Permanent address, Box 161, Appleton, Wis.**

28TH YEAR

The Billboard

The largest circulation of any theatrical paper in the world.

Published every week

By The Billboard Publishing Company, W. H. DONALDSON, President.

In its own plant at THE BILLBOARD BUILDING, 25-27 Opera Place,

Cincinnati, Ohio. U. S. A.

Phone, Canal 5065.

Cable and Telegraph Address, "Billyboy," Cincinnati.

BRANCH OFFICES:

NEW YORK

Phone, Bryant 8470. 1493 Broadway.

CHICAGO

Phone, Central 5450. Crilly Building, Monroe and Dearborn Streets.

PHILADELPHIA

Phone, Tings 3525. 908 W. Sterner St.

PITTSBURG

Phone, 1697 Smithfield.

816 Lyceum Theater Bldg., Penn Avenue at Sixth Street.

ST. LOUIS

Phone, Olive 1733.

2024 Railway Exchange Bldg., Locust St., between Sixth and Seventh.

KANSAS CITY

Phones, Bell System, 3403 Main; Home System, 3403 Harrison. 417 Dwight Bldg., 10th and Baltimore Ave.

SAN FRANCISCO

Phone, Kearny 4401.

606 Pantages Theater Building.

LONDON, ENGLAND

Phone, Regent 1775.

18 Charing Cross Road, W. O. 2.

Cable and Telegraph address, "Showworld."

SPECIAL REPRESENTATIVES:

Atlanta, Ga., P. O. Box 1671. Baltimore, Md., 123 E. Baltimore st. Birmingham, Ala., 1007 The Woodward. Boston, Mass., P. O. Box 1203; home address, 37 Paul St., Watertown, Mass. Cleveland, O., Hipp Annex. Denver, Col., 430 Symes Bldg. Detroit, Mich., 1414 Jefferson Ave., E. Detroit, Mich., 209 Sun Bldg. Indianapolis, Ind., 42 W. 11th st. Los Angeles, Cal., 755 Marco Place, Venice, California. New Orleans, La., 2632 Dumaine Street. Omaha, Neb., 216 Brandeis Theater Building. Seattle, Wash., 1019 3d Ave. Washington, D. C., 508 The Highlands.

ADVERTISING RATES — Forty cents per line, agate measurement. Whole page, \$280; half page, \$140; quarter page, \$70. No advertisement measuring less than four lines accepted.

Last advertising form goes to press 12 M. Monday. No telegraphed advertisements accepted unless remittance is telegraphed or mailed so as to reach publication office before Monday noon.

SUBSCRIPTION, PAYABLE IN ADVANCE.

Table with subscription rates for U.S. & Can. and Foreign for One Year, Six Months, and Three Months.

Remittances should be made by post-office or express money order, or registered letter, addressed or made payable to The Billboard Publishing Co.

The editor can not undertake to return unsolicited manuscripts. Correspondents should keep copy. If you find a misstatement or error in any copy of The Billboard, please notify the editor. The Billboard reserves the right to edit all advertising copy.



Vol. XXXIV. FEB. 11. No. 6

Editorial Comment

SHOWMEN and theatrical managers, thru the efforts of Walter S. Donaldson, president of the Car Owning Managers' Association, are to have a hearing on railroad rates before a special commission, with power to act, at Washington, D. C., one day during the week of February 27, the exact day to be decided shortly.

At this hearing a plea will be made for the restoration of original Federal Tariff applying to shows moving in freight service, the elimination of surcharge on sleepers, two and one-half cents per mile on party rates of twenty-five and over, with free baggage car, and reduction of parking charges.

In presenting their arguments it will be the endeavor of the committees representing the theatrical and show in-

terests to show that by reducing rates it will mean increased business for the railroads, and, in consequence, all lines of business specially germane to the theatrical and show field, as Mr. Donaldson puts it.

There will be present at the hearing committees of three each from COMA passenger and freight service, International Theatrical Association and the Lyceum and Chautauqua field, men experienced in their respective lines of railroading, and their expenses should be shared not by a few as heretofore, but by everybody interested in the reduction of rates, charges, etc.

Don't sit back and say to yourself: "I'll wait and see what they can do first." Do your duty now by contributing your share, and when the date of hearing arrives give your moral support by being present in person or having a representative there.

Recently, when in Washington, Mr. Donaldson said he was amazed to learn at the Examiner's office that not a single theatrical organization or individual showman had asked for a hearing on rates. Every other sort of association was listed for some time on the docket, but the showfolk were not represented. Now what do you think of that?

Oil, and Richard M. Hooley were both identified with the origin of what is now Cohan's Grand. Mr. Hooley had a music hall there first. The fire of 1871 burned the property. Mr. Hamlin made the property into a billiard hall, then it became a beer garden, and in 1880 Mr. Hamlin opened it as the Grand Opera House. The opening literature mentioned the "fashionable gas fixtures."

Mr. Hooley built Hooley's Theater in 1872, and, with some remodeling, it is the Powers of today.

Along about this time Charles E. Kohl and George Middleton, fresh from Barnum's museum, came along and started the Olympic on its present regime. It was the first home of continuous vaudeville in Chicago. Mr. Kohl's widow is still the principal owner of the property and is heavily interested in the State-Lake Theater and the Orpheum Vaudeville Circuit.

It is said that the Hotel Sherman will use the ground now covered by the Powers for an annex, and that the theater will be a thing of the past. Another report, current some time ago, said the hotel management might include a theater in its plans for enlargement.

"WELCOME TO OUR CITY"

Is Message of Greensburg (Pa.) Chamber of Commerce to Members of the Profession

There is a Chamber of Commerce in Pennsylvania that has a warm spot in its heart for theatrical folk—a Chamber that comes out openly and says a welcome awaits each and every actor and actress coming its way. It is the Greensburg Chamber of Commerce, of Greensburg, Pa., and here is the letter of welcome sent to The Billboard thru Mr. Wm. J. Walker, the secretary:

GREENSBURG CHAMBER OF COMMERCE Greensburg, Pa., January 24, 1922.

Editor of The Billboard:

Dear Sir—It will interest you to know that henceforth every actor and actress who visits Greensburg, Pa., will receive a personal letter from the Secretary of the Chamber of Commerce welcoming them to Greensburg, expressing the hope that they will have large and appreciative audiences, asking them to think kindly of Greensburg and have a kind word to say of the town wherever they are and to return as often and as soon as possible. We want the actor folk to know that they will always be welcome at the office of the Chamber of Commerce, and if we can help them we want to do it.

We would appreciate any publicity you might give this, so that other Chambers may fall in line and do likewise.

Sincerely yours, Wm. J. WALKER, Secretary.

There is a wonderful spirit shown in this letter of welcome, and The Billboard hopes professionals will avail themselves of the invitation to call at the Chamber's office when in Greensburg. If you do not expect to be there for some time drop the Chamber a note of thanks.

Showmen, if you don't try to defend yourselves and your rights nobody else will, and the sooner you realize this the better.

This is not going to be a fight, but an opportunity to have your respective committees voice your good, sound, sensible arguments in a diplomatic way, and, we hope, result in making conditions more agreeable for everybody concerned. Show your colors!

FOUR theatrical landmarks are slated for early destruction in Chicago—McVicker's, Powers', Cohan's Grand and the Olympic, according to present plans of the owners. A new McVicker's will supplant the old structure. It is said to be likely that a new and modern house will be built in place of the present Olympic. George Cohan, according to the terms of his lease, must build a new playhouse on the site of the present Cohan's Grand within a year.

The four theaters above named are hoary with the accumulated years of Chicago's life. The story of McVicker's has already been told in The Billboard. John A. Hamlin, medicine show magnate and purveyor supreme of Wizard

QUESTIONS AND ANSWERS

Ted V.—Ben Johnson, dramatic poet and intimate friend of Shakespeare, was born in 1574, at Westminster. He died August 6, 1637.

R. E.—Lewis Sargent has achieved fame in "Huckleberry Finn." He is now appearing in "Just Around the Corner," a Fannie Hurst story, as a messenger boy.

F. S.—Franz Schubert, known as the world's greatest art song writer, was born January 31, 1797. He died in 1828. It is said he received 20 cents apiece for some of his best compositions.

Luke—Lillian Russell, celebrated American actress, and her husband, Alexander (not Frank) Moore, arrived in London, England, January 23. They intend to spend a week in London, sometime in Paris and Monte Carlo and then make a tour of the principal ports of embarkation for immigrants destined for the United States in order to obtain material for her report to President Harding on conditions.

F. R. S.—(1) Ralph Johnstone started his career as a trick bicycle rider. He left the stage to become an aviator and was killed on an exhibition flight. (2) Giuseppe Verdi, the Italian composer, is said to have been well paid for his works. His opera, "Aida," alienated him \$800,000 during his lifetime, and the royalties were continued for thirty years after his death at Milan January 27, 1901. Some of his other well-known operas are: "Il Trovatore" (1853); "Rigoletto" (1851), and "La Traviata" (1853).

J. B. G.—The NC-4, a Curtiss seaplane, was the first aircraft to cross the Atlantic ocean under its own power all the way and the credit for this historic event belongs to the U. S. Navy. The flight was made in May, 1919, under Lieut. Com. Albert C. Read. Harry G. Hawker, Australian pilot, and Mckenzie Grieve, navigator, had attempted to fly across the Atlantic earlier in the same month, but were forced down 750 miles from the Irish Coast and were picked up by a Danish freight steamer.

NEW THEATERS

A new picture house was opened recently at Weeping Water, Neb. Harold Andrus is manager.

J. H. Alvord has purchased the site for a picture house in Winsted, Conn., and expects to build there shortly.

The new Princess Theater, West Helena, Ark., has opened with special feature films. W. T. Lyford and M. Bumpass are the owners.

Work has started on remodeling two buildings in Scottsbluff, Neb., which will house the Star Theater. W. E. Calhoun is promoting the project.

Work will start immediately on the new \$50,000 picture theater, Canton, Ohio, by A. H. Abrams, proprietor of the Odeon Theater. The house will seat approximately 1,000, and be constructed so that vaudeville can be offered if desired.

Chotiner Brothers are erecting a two-story brick store and theater building at Eighth street and Vermont avenue, Los Angeles. The building, which will be 100x150 feet, will contain ten stores, a theater to seat approximately 1,000 people and seven offices.

An attractive picture house, the contract price of which is \$100,000 (exclusive of furnishings, decorations and a four-manual Moller organ), is in course of construction on the Boardwalk at Moorlyn Terrace, Ocean City, N. J. The theater will have a seating capacity of 2,000. There will be a large stage, which later may be utilized for vaudeville.

Construction work on the proposed new \$5,000,000 Commodore Perry Hotel and Theater, at Akron, O., is expected to be resumed within a month. It is announced by the Akron Prospect Company. The foundation has been completed almost a year. The theater alone will cost approximately \$500,000. B. A. Shriber is president of the Akron Prospect Company.

A new \$30,000 picture theater, with a seating capacity of 500, was opened in Bridgman, Mich., a few days ago, by F. W. Gast and O. A. D. Baldwin.

Fern & Marie (Majestic) Cedar Rapids, Ia., 13-15. Ferns, Bob (Poli) Bridgeport, Conn., 9-11.

Hall & Snyder (Pantages) Spokane; (Pantages) Vancouver, Can., 13-18. Hall, Bob (Majestic) Chicago; (American) Chicago 13-15.

Jue Quon Tai (Orpheum) Et. Paul; (Orpheum) Minneapolis 13-18. Juliet (Orpheum) Brooklyn.

Luster Bros. (Riverside) New York; (Keith) Boston 13-18. Lutes Bros. (Grand) St. Louis 13-18.

Gabrilowitsch, Ossip: (Playhouse) Chicago 9; Denver, Col., 13; ...

Grand Duke, The: (Lyceum) New York, Nov. 1, indef. ...

Thank You: (Longacre) New York Oct. 3, indef. ...

Wilkes Players: (Wilkes) Sacramento, Cal., Sept. 4, indef. ...

BANDS & ORCHESTRAS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION. PERMANENT ADDRESSES WILL NOT BE PUBLISHED FREE OF CHARGE.)

Abbott's, Ruth, Orchestra, T. R. Vaughn, mgr.: New Orleans, La., 6-11. ...

STOCK & REPERTOIRE

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

Academy Players: Haverhill, Mass., indef. ...

DRAMATIC & MUSICAL

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

A Bill of Divorcement, with Allan Pollock: (Times Square) New York Oct. 10, indef. ...

Mademoiselle de Armentieres: Deseronto, Ont., Can., 13; Kingston 14; Carleton Place 15; ...

Empress Players: Vancouver, B. C., Can., indef. ...

TABLOIDS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)

All Jazz Revue, Fred Hurley, mgr.: (Clifford) Urbana, O., indef. ...

ADDITIONAL ROUTES ON PAGE 107

AGENTS—Sell the sensational Happy Hour Laundry Tablets...

AGENTS—Newest medical rage. Vitamines, yeast, iron...

AGENTS—Newest clean-cut money making proposition...

AGENTS—Men—Quick sales. Show it and they buy it...

AGENTS—Demonstrators—500% profit selling our latest...

AGENTS—Sell the "World's Best Pocket Pen-Sharpener..."

AGENTS—Make 500% profit handling Auto Monograms...

AGENTS and STORE DEMONSTRATORS—Send \$5 for 100 Silver Cleaning Plates...

AGENTS and House-to-house Canvasers' gold mine...

AGENTS—Mail Order Men!—New 25c specialty replaces costly machines...

AGENTS—Big money. Imported Pocket Pen Sharpener...

AGENTS—\$300 monthly; sell Peerless Washing Tablets...

AGENTS WANTED—To sell our new Silknit Ties...

AGENTS. Male and Female. to sell beautiful line stone set hair ornaments...

AGENTS—Signs for Stores and Offices entirely new \$50.00 week easily made...

AGENTS—Men and women. Something different. Repeater...

AGENTS ARE CLEANING UP on "Hot Spark" Transformers...

AGENTS. PACIFIC COAST—Sell new imported Aluminum Vest Pocket Pen Sharpener...

AGENTS—100% profit selling "Leontine" Toilet Preparations...

AGENTS—To sell the greatest, newest and most wonderful auto owned and household necessity on earth...

AGENTS. STREETMEN. SOLICITORS—S. O. S. Peel Gauge...

AGENTS—400% profit. Free samples. Gold Window Letter for stores...

AGENTS—Sell Wolverine Laundry Soap; 150 other household necessities...

AGENTS—Sell new patented Brush Cleaner. Big profits; easy sales...

AGENTS—Wonderful sell. 96c profit every dollar sales. License unnecessary...

AGENTS AND CREW MANAGERS—Get in the field early. A new household article...

BIG MONEY MAKER AT FAIRS—Child can work in minutes keep off...

BIG OPPORTUNITY for Agents, Medicine Men and Canvasers handling my products...

CREW MANAGERS, GENERAL AGENTS, get busy. Clean up on the best Shopping Bag...

CREW MANAGERS AND AGENTS WANTED—For new patented, guaranteed household necessity...

DEALERS, AGENTS—The only lubricator that really lubricates...

DEMONSTRATORS AND MEDICINE MEN—Money-making formulas furnished...

DEMONSTRATORS—35c brings these five samples and gross prices...

DEMONSTRATOR SALESPEOPLE earn \$150 week. Electrocute. Genuine electrical treatments...

DIRECT FROM EUROPE—Just received large shipment Sex-Hedulators...

DISTRICT MANAGERS—Big profits. Men capable of organizing and managing...

DISTRICT AGENTS. Street Men, Demonstrators, for Fair and Outdoor Shows...

DO YOU WANT MONEY?—Men, Women, Boys and Girls—we have a quick seller...

EARN \$100 WEEKLY with my 5000% profit repeater. Particulars free...

EARN \$25.00 to \$50.00 WEEKLY selling guaranteed Hostess for men, women and children...

FAN-TAN, the talk of the town. Agents, Canvasers, Demonstrators...

EASY MONEY—\$20 a day. Something new. "Simplex Ironing Board Covers"...

FIVE LIFE PATENTED Auto Accessories: Oil Gauge, Windshield Cleaner...

FORD NECESSITY—Every Ford owner buys; we guarantee sales; retail \$1; 100% profit...

FORTUNE-TELLING CARDS of the well-known Mlle. Boule bring big profits...

FREE INFORMATION—Write today for particulars. Make money with this wonderful article...

FREE—Fervent Catalogue. A true guide to wealth. Write for today...

HEATLESS TROUSER PRESS, \$1.00. H. ISRAELI, CO., Post Office Box 169...

HOW TO SELL—AND WHAT—Every issue a text book on salesmanship...

FREE INFORMATION—Write today for particulars. Make money with this wonderful article...

HUSTLERS, GET THIS—Sells on sight. Magic Writing Pad...

IF YOU ARE THINKING of going into the Mail Order business...

INCREASE YOUR INCOME in a pleasant way. Selling complete line of beautiful Hosiery...

JIFFY HANDLES FOR FORD DOORS make you \$100 weekly...

LIVE AGENTS—Make \$10 day selling Eureka Strainer and Splash Precursor...

LOOK!—Great Novelty. Startling demonstration. Gets the money...

LOT OF PEOPLE don't know where to get the wonderful articles we sell...

MAKE A DOLLAR AN HOUR—World-wide seller. Every merchant and householder buys...

MAKE \$50 DAILY with the hundreds of new plans, schemes and trade secrets...

MAKE \$7.50 IN FEW HOURS—Pleasant, legitimate. Everything sent ready for work...

MAKING MONEY? I am. So can you. Stamp for particulars...

MAN IN EACH TOWN—To refresh chandeliers, brass beds, assemble by new method...

MAN OR WOMAN can earn \$30 to \$50 weekly selling guaranteed Hosiery to water...

ENGLISH LANGUAGE FORCED OFF SMALL TOWN STAGE

(An Open Letter to The New York Herald from Joseph Rupert, of Stamford, Conn.) English spoken plays are fewer and fewer in small towns...

MEDICINE AGENTS—Sell Laxated Herbs and Iron (water soluble powder)...

MEN'S SHIRTS—Big sellers. Factory to consumer. \$15.99 daily...

MILLIONS WILL BE SOLD—Latest creation. \$2.00 investment nets \$50.00 for 3 days' work...

MOLES, WARTS, FALSE GROWTHS removed without knife, blood or pain...

MONEY FOR YOU—Make \$5.00 a day up. Everything ready when received...

MOST WONDERFUL WINTER AUTO NECESSITY ever invented. Every \$1.00 sale means 75 cents profit...

NEW FORTUNE TELLING CARDS, \$1.00 value. Sample deck, 25c. "MAGIC" 121 Norfolk...

NEW MIRACLE MOTOR GAS amazes motorists. 3c worth equals a gallon of gasoline...

NOTICE—Novelty Advertising Concerns, Manufacturers, Jobbers and Wholesale Houses...

NOISY NOSEY BLOWERS—A rapid selling novelty. Sample, 15c; dozen, 65c...

OVER 275% PROFIT—Every home, store, office, garage needs. Easily carried—quickly sold...

PITCHMAN, DEMONSTRATOR—Send for my big Hally-Hoo Truck. Do it at once...

PUT AND TAKE SALESBORDS—Sell to poolrooms, cigar stands, hotels...

QUICK MONEY selling the "Help the Unemployed" article. Marked \$1.00. Sample, 25c...

REPRESENTATIVES—Full or part time, local or traveling. Highest quality Silk Hosiery...

SALESMEN. Crew Managers, Canvasers—We will Hosiery rock bottom mill prices...

SALESMEN—Our Big Three Deal is the most wonderful combination of money making vending machines...

SELFOLITE—Agents, Streetmen. Selfolite lights any fire by itself...

SELL JOKERS' NOVELTIES—Over 110 samples. 10c. CHAMBERS PRINTING WORKS...

SELL MY NEWEST Necktie Device. Circular free. THE NECKTIE FORM & HOLDER CO.

SELL PRINCESS SHAMPOO AND SOAP—Sure winner; easy sales; large profits...

SOMETHING NEW—A necessity. All business and professional men need it. Sells \$7.50...

SOMETHING ENTIRELY NEW and original for entertaining Rotary, Kiwanis and Lions clubs...

SPECIAL OFFER—15 cents will bring you two late issues of "Blazed Trails"...

SPIT FIRE, Iron Solder, Sugar Substitute, Wall Paper Cleaner, Razor Dressing, Transference...

STOP TOBACCO—No pills; swell money maker; five dollars if it fails; packs, 50 cents...

TAILORING AGENTS WANTED—Join hands with the best and fastest growing tailoring house...

TRUST PLAN WORKERS—Enlist young folks and others to sell 16 ounces (one perfume bottle)...

UNPARALLELED, UNPRECEDENTED SALES!—Streetmen, Salesmen, Agents astonished!

WANTED—Alliance Agent. Do nothing only. State salary. BOX 359, Fayetteville, Arkansas.

WANTED—1500 Agents to sell new Magazine. Cash prizes given agents getting best results...

WORLD'S FASTEST AGENTS' SELLER—100% profit. Needed in every home, office and store...

TWO REAL MONEY MAKERS—Self-Threading Needles, Needle Books and Sewing Machine...

WE SELL Ladies' Full-Fashioned Silk Hosiery at \$1.00 per pair...

In Answering Classified Ads, Please Mention The Billboard. (Continued on page 58)

300% PROFIT—Retail \$1.00. You make 75¢ profit each sale. 4-5-BAZOR CO., Hutchinson, Kansas. feb18

50 BROOM PROTECTORS, \$2.00, postpaid. Sample, 10c. SAMUEL ROSEN MFG. CO. Utica, N. Y. feb18

ANIMALS, BIRDS AND PETS

3c WORD. CASH. NO ADV. LESS THAN 25c.
5c WORD. CASH. FIRST LINE LARGE TYPE.

Milt Robbins Buys Freak Ani-

mals for his pit shows. Petersburg, Illinois. feb18

ALIVE—Two monstrous Porcupines, \$10; great bally-hoo. FLINT, North Waterford, Maine. feb25

CANARIES, \$11.00 dozen; all yellow, \$12.00 doz.; Parrots, \$10.00 each. Dogs, We ship anywhere. UNITED BIRD STORES, Sagawah, Michigan.

EXTRA FINE Snow-White Eskimo Puppies, little beauties. Males, \$20.00; Females, \$15. Fine Toy Fox Terrier Puppies, nicely marked. Males, \$10.00; Females, \$7.50. Pure White French Poodle Puppies, real small kind. Males, \$10.00; Females, \$7.50. Also other good breeds of Dogs and Puppies. We ship anywhere. GIRARD PET SHOP, 1267 West Girard Ave., Philadelphia, Pennsylvania.

FOR SALE—Pure-bred Holstein Heifer calf. Has extra tall on neck. HARRY HOWE, McLean, N. Y. feb11

FOR SALE—Good, healthy Wire Walking Dog and Rigger. Also Rolling Basket. RAY DAVIDSON, 109 W. 14th St., Cincinnati, Ohio.

FOR SALE—High Diving Female Giant Rhesus Mon- key, gentle, perfect pet. First \$35.00 gets her. D. P. WHEELER, 1021 8th Ave., Hickory, N. C.

IF IT'S GOATS, I HAVE IT—Over 200 high-grade milk Goats, some with kids by their side, others that will kid during February, March and April, \$30.00 each. Buck and Doe Kids, \$10.00 each. 40 Drying Goats, Wagons, Harness, etc., Ponies, Donkeys for sale. The only farm in the East like it. If you are interested, write your wants and enclose stamp. JOHN S. PAINE, Franklin, Mass. feb11

O. K. HAGER buys live Freak Animals and Birds of every description. Address O. K. H., Hillboard, Cincinnati, Ohio. apr8

WANTED TO BUY—Freak Animals and Birds of all kinds, alive and mounted. EVANS & GORDON, White City Park, Chicago, Illinois. dec30-1922

WANTED TO BUY—Troupe of Trained Dogs, Troupe of Trained Goats, Trained Bears, Ponies and Mules. Must be well trained and young stock. GEO. HARRISON, 2847 James Ave., South, Minneapolis, Minn. feb11

WANTED TO BUY—Two well trained Ponies. Must be in first-class condition. Not over six or seven years old. PROF. WM. LITTLETON, General Delivery, Nitro, West Virginia.

WANTED TO BUY—Small Performing Animals. WM. SCHULZ, 17136 Garnet St., Detroit, Mich. feb25

WANTED TO BUY—Performing Dogs. Give full par- ticulars. CHAS. SMITH, 205 Rutledge St., Brooklyn, New York.

WANTED TO BUY—A well trained Gandy, for walking light rope. Also well trained Dog, with several tricks. OSCAR SAYE, 75 8th Ave., New York City.

ATTRACTIONS WANTED

3c WORD. CASH. NO ADV. LESS THAN 25c.
5c WORD. CASH. FIRST LINE LARGE TYPE.

Attention! Advance Men—Up- to-date Moose Theater open for engagements. Seating capacity, 500. Tuscola, Illinois. FRANK R. SMITH, Chairman Committee. feb18

Wanted—Fair Park, Shreve- port, Louisiana. Wanted—Aeroplane Swing, Carousel, Crazy House, Over Falls, Mirror House, Motordrome, Bowling Alley, Photo Gallery, Floss Candy, Games of Skill, Free Attractions, Automatic Baseball, etc. Will consider first-class Stock Co.; must have own top. Open about May 1. Address **MANAGER FAIR PARK**, 918 Gravier St., New Orleans, La.

GOOD FAIR GROUND ATTRACTIONS WANTED— Australia and New Zealand; 52 weeks with option of further 52. Human Franks and One-Man Joints preferred. Boat fare paid both ways. Will pay shares or salary. Commence October, 1922. Send photographs, particulars. LES LEVANTE, 6-8 Warwick Chambers, 148 Queen St., Auckland. feb18

HYOE PARK, Muskogee, Okla.—Want for season 1922. Show or Box Ball, Cigarette Shooting Gallery, Fishpond, Country Store, Vases, Dolls, High Striker, Photo Gallery, Ferris Wheel, Crazy House, or any good, legitimate Concession. To Let—Nataratorum, Bouncing Pavilion, Restaurant, Ice Cream, Refreshments. Address **PARK MANAGER**, 608 E. 8th St., Oklahoma City, Oklahoma.

LAKEWOOD PARK, near Mahanoy City, Pa. Most beautiful park. Bathing, boating and other attractions. Want good Roller Coaster, the Dodgem, Old Mill or other large attraction. Write **LEON ECKERT**, Manager, Mahanoy City, Pennsylvania. feb25

OLYMPIC THEATRE, Maquokette, Iowa, wants to hear from First-Class Repertoire, Tabs, and Road Shows. Punks eat save stamps. Large stage. J. H. VAUGHAN, Manager.

WANTED—Rep. Stock Co., to open July 10 or later. Three weeks' run; 3 changes weekly. Vaudeville between acts. **MAYFLOWER GROVE PARK**, Bryantville, Mass. Give terms. Park closes Labor Day week.

AUTO AND MOTORCYCLE SUPPLIES

5c WORD. CASH. NO ADV. LESS THAN 25c.
7c WORD. CASH. FIRST LINE LARGE TYPE.

USED PARTS for all Motorcycles cheap. MOTOR- CYCLE PARTS CO., 1922 Westlake, Seattle, Wash. apr22

\$20.00 A DAY EASILY MADE Introducing Rite-Way Auto-Life, the newly perfected paste auto polish. Demonstrated in two minutes. Makes old cars look new. Retail for \$1. Every car owner buys. Send \$1 for two full size cans, instructions, territory reservation and free sample case offer. **SHELDON BOOTH & CO.**, 928 East 41st St., Chicago. feb11

BOARDING HOUSES (THEAT.)

3c WORD. CASH. NO ADV. LESS THAN 25c.

THEATRICAL School Children write. 345 N. Jefferson, Indianapolis, Indiana. feb25

BOOKS

2c WORD. CASH. NO ADV. LESS THAN 25c.
4c WORD. CASH. FIRST LINE LARGE TYPE.

BE A MANCUFF KING—Book of Instruction mailed, 25c. coin. Address **COMMERCIAL**, Room C Parker Bldg., St. Joseph, Michigan. feb11

BOOKS AND CHOICE PICTURES. Sample 10c. coin. REX, 312 Livingston Ave., Albany, N. Y. feb11

CLOWNING FOR CLOWNS NO. 2—Big Budget new clown material. Walkarounds, Big Stops, Clown Cabers. For Clown Alley or Novelty Act. \$1.00. **JINGLE HAMMOND**, 237 Norton, Pontiac, Mich. mar4

CURIOS BOOKS, Unique Novelties, Stunning Pic- tures. Samples 10c. prepaid. **LIND**, 214 West Thirty-fourth St., New York. feb11

FORMULA BOOK—Contains over 100 carefully selected Formulas of merit. A rare opportunity for \$1.00. **SENECA SALES CO.**, Potosia, Ohio. feb25

FRANKLYN FORMULARY, comprising the latest, most valuable Medical, Veterinary, Toilet and Miscellaneous Formulas. Price, \$1.00. Literature free. **DR. FRANK A. LATHAM**, Box 233, Seattle, Washington. mar11

FREE—Upon request I will send you illustrated literature describing the following named books: Astrology, Character Reading, Clairvoyance, Concentration, Entertainments, Healing, Hypnotism, Mechanic, Mediumship, Mesmerism, Mysticism, Occultism, Personal Magnetism, Success, Salesmanship, Seership, Will, Yogi Philosophy, etc. **A. W. MASTENS**, R. 274, Burlington, Iowa. feb18

GOOD MONEY selling Books by mail. Literature free. **CHAMBERS PRINTING WORKS**, Kalamazoo, Michigan. apr15

GOLDFISH BREEDING—Book teaching how to raise goldfish at home; to take care of goldfish; to construct the breeding tanks, etc.; to make submarine photographs with goldfish and aquarium having effect of being produced on bottom of the sea. Price, 10c. prepaid. **A. J. MILLER**, Box 13, Arsenal Station, Pittsburg, Pennsylvania.

HYPNOTISM controls others, 25 easy, wonderful lessons, \$1.00. "How To Read People's Minds," 30c; "Cleopatra's Beauty Secrets," 30c; "Advertising Secrets," 30c; "400 Great Secrets," 30c; "Five Dozen Money Makers," 30c. All for \$2.00. **SCIENCE INSTITUTE**, BB1014 Belmont, Chicago. feb25

ADVERTISING

Two gum factories in Brooklyn and Chicago are turning out an average of 4,000,000 sticks of gum a day. What built up this enormous business in a few years? Answer: Advertising! Admittedly, Wrigley had to have a gum that pleased the public taste. But many other gum companies, with a satisfactory product, remain small because they haven't advertised on a big scale. Philosopher Emerson was wrong. You may make a better mousetrap, but the world won't beat a path to your door unless you get your message to the world by advertising. Advertising is the lantern that finds business in dark times.—**NASHVILLE TENNESSEAN AND AMERICAN.**

HYPNOTISM—Dr. Braid's wonderfully successful method. \$1.10; Mesmer's \$3.00; Secret, \$1.10; "Auto-Magnetism," banishes disease, fills you with magnetic power, \$1.10. All three, \$3.00. **SELF-CULTURE SOCIETY**, 8615 Salem, Glendale, Cal. feb25

MANUFACTURERS' DIRECTORY—Don't spend weeks trying to find out where to buy something. Consult this directory. Slip us a dime and it's yours. **SENECA SALES CO.**, Potosia, Ohio. feb25

MEDICINE MEN, Agents, Highpitchmen, Wake Up! More new sensational thrillers for 1922. Medicine the only money maker nowadays. The new \$100.00 Secret. This will make oldtimers scratch their heads. New Dandy, the Rural Medicine Wagon. Optical Specialist. Five Ways To Sell Medicine. What the Lecturer Should Know. Hypnotism, Slim Tackling, Distributing, Window Displays. Good stuff, boys. All the above, 25c. Have you a copy of the sensational Red Seal Book of Spies? If not get it. After you read it you will jump up, kick your heels together and crow like a mule, and say: "No more blumers; come on, blue birds!" Price, 25c. **WM. H. DUKE**, 811 4th St., Three Rivers, Michigan. feb25

PRACTICAL ASTROLOGY—Best book on earth, with Hand Chart, only 80c. **PROFESSOR WEST**, Yakima, Washington. feb25

SELF-INSTRUCTORS for Violin, Piano, Tenor Banjo, Harmonica, Ocarina, Ukelele or Drums, 25c each. **RESEA PUBLISHING COMPANY**, Bowling Green, Ohio. feb25

SHOWMEN, STREETMEN—Add our line of 100 books, Samples, 10c. **RULEY NOVELTY**, Jonesboro, Indiana. feb11

SNAPPY VERSE—Latest Jokes, Rare Stories for the stage in the "Alligator." Valuable prizes every month, \$1 per year. **ALLIGATOR PUB. CO.**, 6951, St. Louis, Missouri.

"THE ROYAL ADVERTISER"—Best mail order magazine published. Contains 24 pages or more every issue of new ideas, business building plans, formulas, tips and special articles by best writers. Copy 10c. Three months' trial, 25c. None free. **THOMPSON PUBLISHING CO.**, Box 918, Cincinnati, Ohio.

THE SHOWMAN'S GUIDE, new book, 50c. MACY, 121-BB Norfolk, Roanoke, Virginia. feb25

WALLACE, the New Orleans News Man, 105 Royal St. Newspapers from every State and around the world. feb11

WEST—He knows success or failure. Chart and Life Horoscope birth date and 50a. **PROFESSOR WEST**, Yakima, Washington. feb25

9 CATALOGUES, 2c. Just out. Rare and magical. Original "Master Key," 35 full-course lessons. \$4.75. **SOVEREIGN PUBLISHERS**, 160 Sycamore, Buffalo, feb25

250 MAGIC TRICKS, 10c. with cards, coins, hand- kerchiefs, egg ring, glass, etc. (Simplified and Illustrated so that a child can perform them.) To introduce catalogue of tricks and entertaining books and our Mail Order Magazine, all for 10c (coin), postpaid. **ALLEN'S ENTERPRISES**, 1227 Milwaukee Ave., Chicago, Illinois. feb11

250 MAGIC TRICKS, 10c; big 32-page book, RULEY CO., Jonesboro, Indiana. feb18

BUSINESS OPPORTUNITIES

4c WORD. CASH. NO ADV. LESS THAN 25c.
6c WORD. CASH. FIRST LINE LARGE TYPE.

A MANAGER—See my ad under "Help Wanted." **TEBETTS**. feb25

A WONDERFUL OPPORTUNITY—Manufacturing Perfume. We start you in a profitable business in your spare time at home. 10 Formulas and instructions, 50c. **SENECA SALES CO.**, Potosia, O. feb25

LATEST ISSUE OF O. K. ADVERTISER—Published monthly for opportunity seekers. Sent for 10c. O. K. AGENCY, 363 14th St., Brooklyn, New York.

MILLIONS OF RAZOR BLADES bought, used and thrown away yearly. Start a Safety Razor Blade Sharpening business. Earn \$100 or more weekly. Only \$300 capital needed. Booklet, **W. DUDLEY**, 410A Chamber Commerce Bldg., Atlanta, Ga. feb18

PATENTS—Write for free Guide Book and Evidence of Conception Blank. Send model or sketch of invention for free opinion of its patentable nature. Highest references. Reasonable terms. **VICTOR L. EVANS & CO.**, 9th and G. Washington, District of Columbia. feb18

WANTED—Party with financial standing to back new amusement ride. Big proposition. No trifles need apply. **E. R. BILLBOARD**, New York. feb18

WE START YOU IN BUSINESS, furnish everything; men and women, \$30.00 to \$100.00 weekly operating our "New System Specialty Candy Factories" anywhere. Opportunity lifetime; booklet free. **W. HILLYER RAGSDALE**, Drawer 98, East Orange, New Jersey. feb25

\$25 UP STARTS YOU as Traveling Store Demon- strator: Profitable business, Sample particulars, 20c. **JOHNSON CO.**, Box 193, Cleveland, O. feb18

100 VISITING OR BUSINESS CARDS, printed and Leatherette Card Case, all for \$1.00, postpaid. Send money with order. **JOHN ROEBUCK CO.**, Selma, Alabama.

ALL I WANT IN THIS LIFE is the good will of my fellowmen. No that they. He understands and knows all writes "Finks" all who have known me will say I was game and always played square. Don't forget, dear pals, I'm the only man in the world who will buy and send you a money order for anything sent me. Send me something. See what I have now. Folding Organ, first \$15; pair Clog Shoes, \$2; big Trunk, fair condition, \$4; 7 Band Coats, 7 for \$10; Full Dress Vest, like new, pearl buttons, \$2.50; 4 for \$2; single Chorus Costumes, 50c; Full Dress Coat and Vest, size 34, first \$35; Full Dress Coat and Vest, size 32; Purple Brass Button Belt Hip Long Coat, first \$2; new Red Crochet Era Gown, \$15; size 36; Monarch Picture Machine, complete, in 36-in. size Central Trunk, like new, first \$10; Ozone, \$1 each; Clifton and Cutimanton Soap, \$2 a gross; Candy, 10c box seller; m. price 10; Lime, 50c a box; Peanuts, 5c a lb.; 5 big, wide rim Chorus Hats 5 for \$1; Men's Bow Ties with band, 10c each; Mexican Sombrero Basket, \$2.50; Men's Street Suit, 2 pieces, cost \$25, pants waist \$6, coat great, pants fair, \$21; Fedora Hat, size 7, first \$30; Full Dress Coat and Trousers, like new, worth \$50, size 37, first \$10; Sourette Dresses, \$1.50; \$3; \$5; Full Dress Coat, size 38, \$2.50; Full Dress Coat, size 37, \$2.75; Era Gowns, \$3 each; New 6 Girl Tab. Lobby Photo, 25c; Opera Hat, first \$5, tuncas, \$15; like new Tuxedo Suits of Full Dress Suits, \$15; Coats alone, \$7; Vests, \$4; Prince Albert Coats, \$7; Street Suits, \$6 and \$12. New Wig, the better kind, Irish, Dutch, Tramp, Kid, Jew with shingles, Old Man, Indian, \$3; Sourette Wig, \$4; \$5; \$10; New Opera House, any color, \$2; Tights, near silk, \$3; Era Gowns, \$4 and \$5; a few at \$7 and \$9. New, flashy spangled beaded Oriental, \$1; Hawaiian, Lotardas, \$4; used Clous Suits, \$4; Stage Coat, 1c each; Amateur's Makeup Box, filled, \$2; \$4; found \$1; Biacote Leatherette Leggins, \$3; Makeup Books, 50c; shirt Front, \$6; War Vest, \$1; Blue Velour Stage Coats, \$10; Flowered Garments, 50c; Headbands, 40c; Bloomers, 40c; Sourette Paris Suits, \$2.50; Velvet Crazy Quilt Pants Suits, \$3; Tramp Suits, \$3; wool Braly Coats, Capes, \$3; Silk Chorus Sourette Dresses, \$4; New Canvas Laced Pumps, \$1.50; Blue Park Hats, best seller, 45c; new Puffed Trunks, \$2; Satin Spangled Trunk, \$3; Stein's Makeup Powder, 50c; Eyebrow Pencil, 20c; Cold Cream, 60c; Rouge, 25c; Erosine Paints, 35c; Clous White, 50c; Whicoroff, 50c; Cork, 50c; Lip Sticks, 20c; Nose Putty, 25c; Crepe Hair, \$2; Spirit Gum, 35c; Cold Cream, Tube, 20c. In fact, have anything of Stein's desired. Green Cloth Sourette Pants, \$1; Blue Usher Coat, black braid, \$2; Brocade with Empire Waist Dress, \$3; Tabloid \$4.50; \$5; \$6; \$7; \$8; \$9; \$10; \$11; \$12; \$13; \$14; \$15; \$16; \$17; \$18; \$19; \$20; \$21; \$22; \$23; \$24; \$25; \$26; \$27; \$28; \$29; \$30; \$31; \$32; \$33; \$34; \$35; \$36; \$37; \$38; \$39; \$40; \$41; \$42; \$43; \$44; \$45; \$46; \$47; \$48; \$49; \$50; \$51; \$52; \$53; \$54; \$55; \$56; \$57; \$58; \$59; \$60; \$61; \$62; \$63; \$64; \$65; \$66; \$67; \$68; \$69; \$70; \$71; \$72; \$73; \$74; \$75; \$76; \$77; \$78; \$79; \$80; \$81; \$82; \$83; \$84; \$85; \$86; \$87; \$88; \$89; \$90; \$91; \$92; \$93; \$94; \$95; \$96; \$97; \$98; \$99; \$100. My ads are more entertaining than Patterson Jimmie's meal ticket writings. I have the boosters boating and the knackers knocking. I've got you all going, and I intend keeping it up. **BICTON**, Ofce, 405 Front Street, Toledo, Ohio. 134 W. 7th St. Phone, Canal 1821 and Canal 1311-N. B. To all readers of this ad I wish your future undertakings to be crowned with tremendous success. Read futura ads to find lucky winner of the \$5 prize.

CLOSING OUT 50 second-hand, three-piece Men's Suits. Retail value, \$1,000.00. Closing out for \$125.00, spot cash with order. No C. O. D. No collect. **JOE POWELL**, Helena, Oklahoma. feb18

COSTUMES OF EVERY DESCRIPTION BOUGHT— TIMES SQUARE COSTUME CO., INC., 109 West 45th St., New York. feb18

ENCLOSED FIND \$12 for one of your Street Suits; size 40, pants waist 37, length 31. How I came to send for this suit? Was speaking to an advance man about you. He said he was wearing one of your \$12 suits. I was stuck on it. So you get my order. **A. A. Devos**, New Theatre, Granddold, Oklahoma. Above to **RICTON**.

ENCLOSED FIND MONEY ORDER for following goods, etc., etc. I will not wish you luck because everyone knows you're having it. All I'll say is go to it. **James L. Stead**, Box 594, Bichwood, O. Above to **RICTON**.

EVENING GOWNS, Wraps, all Stage Wardrobe, from simple frock to most elaborate imported models, up-to-the-minute in style. Also Chorus Sets, Hats, Slip-pers, etc. One trial will convince you that this is a house of class, finish and quality, as well as reliability. 40 years at this address. **C. CONLEY**, 22 West 34th St., New York City. feb11

SIX SHORT PINK SATEN DRESSES, six Purple and Red Saten Pants Suits, six Blue Poplin Dresses; new, \$25 takes each. **GERTRUDE LEHMAN**, 1311 Vine St., Cincinnati, Ohio.

FIFTY MUSICAL COMEDY SETS, Hair Goods, Tights and Trimmings for sale. When in Detroit stop in. No catalogue. **BOSTON COSTUME CO.**, 1336 Brush, near Gratiot, Detroit, Mich. feb18

FOR SALE—Complete Tab. Show Outfit, consisting of the following: Two sets Sweeney, Two Legs and one Race Drop to each set, two moustache old, painted by Lahore; Palace Arch and Japanese Tea Garden set; fourteen sets of Chorus Wardrobe, six to set, positive in first-class condition, used eight weeks. Also large Taylor Trunk. This outfit will be sold very reasonable. Will call you to come and see it. **L. GOETZ**, 22 Trever St., Rochester, New York.

GOODS RECEIVED, Great. Worth double the money. Joe DeVoe, Juggler, Oshkosh, Wisconsin. Above to **RICTON**.

I WANT TO SAY that your Oriental Costumes at 150 are perfect in every way and I am well pleased with them. **James A. Thomas**, Jolly Jam Twisters, Wichita Falls, Texas. Above to **RICTON**.

NINE PAIRS light weight, red Uniform Pants, \$25.00; one Lecky Band Serge Drum, \$4.00. All in good condition. **E. C. JONES**, Little Sioux, Iowa.

RECEIVED COSTUMES, More than pleased. Move the Wizard, 115 Crescent, N. W., Grand Rapids, Mich. Above to **RICTON**.

RECEIVED COSTUMES OKAY—Well pleased. Nelson 11 Bell, Box 52, Millland, Ontario, Canada. Above to **RICTON**.

SACRIFICE Trunk full Theatrical Costumes, \$25.00, "BOLLYN," 1716 No. La Salle, Chicago.

SELLING OUT—Suits, Evening Dresses, \$3.00 up. Pure Show, Slipppers **HERRMANN**, 213 W. 14th, New York.

TEN SETS NEW SHORT SATEN DRESSES, six to set, \$10 each. Saten Mininet Suits, any color, 10 each. Costumes made to order. **GERTRUDE LEHMAN**, 1311 Vine St., Cincinnati, Ohio.

UNIFORM COATS, dark blue, army regulation; for bands and musicians, \$3.50 each. Caps, \$1.00. **JAN DORF**, 740 West End Avenue, New York City. feb25

VERY LATEST Silk and Satin Lined Tuxedo, Prince Albert, Full Dress Coats and Vests, any color, only \$38.00. Vests, \$2.50. Full Suits, \$14.00. Street Suits, \$8.00. Very swell, \$11.00. Costumes? Yes; cheap. T. LEWIS, Hazard, Kentucky.

EXCHANGE OR SWAP
(No Films for Sale and accepted under this head.)
3c WORD. CASH. NO ADV. LESS THAN 25c.
5c WORD. CASH. FIRST LINE LARGE TYPE.

Will Trade Magic Apparatus,
Magic Books and Magazines. No Junk. Want
Minstrel Costumes. **KARL MIDDLETON, Dan-**
ville, New York.

AMUSEMENT PARK FOR SALE OR EXCHANGE—
Prepare for next season. Amusement Park, with
lake, swimming, dancing, boating; eight thousand dol-
lars. Will accept real estate or diamonds. **BLACK**
BROTHERS Dreckenridge, Texas. feb25

LET'S SWAP! BUY! SELL!—What'dye got? What'dye
want? 20,000 readers. Dime trial. **SWAP**
LETIN, Detroit. feb25x

WANT Bag Punching Outfit. Have Novelty Musical
Instruments or Magic. **MUSICAL PINXNY, 6**
Liberty, Charleston, South Carolina. feb25

WILL EXCHANGE \$1,000 EQUITY in a fire-room
home, \$30 will handle, balance at \$24.00 per month.
place worth \$4,000 for moving picture theatre. 1000
Josephine St., Fort Worth, Texas.

WILL TRADE Stage-Street Clothing. What have
you? **THEATRICAL, 108 West 47th, Chicago.**

Artic Pie—Far Superior to
Kekimo or Polar Bear Pie. Real ice cream
in a chocolate shell. Easy to make. Enormous
profit. Formula, with complete instructions,
\$5.00. Complete outfit, \$15.00. **D. E. COATES,**
123 South 7th St., Louisville, Kentucky.

AUSTRALIAN CEMENT—Known as "The Monkey
Grip," absolutely fire, water, acid proof; mends
china, glass, wood, marble, iron, tin, rubber,
leather. Guaranteed formula 50c. **S. & H. MANU-**
FACTURING LABORATORIES, Boylston Building,
Chicago. feb25

COLOR YOUR OWN ELECTRIC LIGHT BULBS—
Formula, \$1.00. **SENECA SALES CO., Fosteria, O.**
feb25

DOUGHNUTS—My own Formula (use no prepared
flour); highest receipts last season at Coney Island
in one day, \$360.85. I will advise upon receipt of
one dollar; will also send leaflet with eleven more
good money-getters. **RYA SEMERAU, 354 West**
14th St., New York City.

FIVE FORMULAS, \$1.00—Three-Minute Corn
Remover, Snake Oil (Liniment), Instant Cement,
Mends All Solder, Carpet Cleaner. **KOPP CO., 3000**
California Ave., N. S., Pittsburgh, Pa. feb25x

FORMULAS HAVE MADE MILLIONAIRES—Opportu-
nity lifetime. Make and sell your own goods, or
the Formulas. Many are now making \$75 to \$200 a
week selling Formulas. We can furnish any Formula
wanted for 25c, and include a selling plan with it.
Send 25c (coin) for our new book of 550 successful
Formulas. **ALLEN'S ENTERPRISES, 1227 Milwaukee**
Ave., Chicago, Illinois. feb11

FORMULAS, 20c—Luminous Paint, Nugas Tonic,
Hand Cleaning Paste, Auto-Furniture Veneer,
Battery Renewer, Auto Top Dressing, Cementless Patches,
Puncture Plugger, Auto Body Cleaner, Auto Sewing
Machine Oil, Ink, Resistant Inkless Retriever,
Eraser, blue print plate \$1.00. Agents, \$2 an hour.
W. S. MYERS, Box 280, Reading, Pa.

FRANKLIN'S DISCOVERY—Great herb medicine for
stomach, liver, kidneys, bowels, rheumatism. Cost
2c, sell for \$1.00. Formula, label and source of
supply, all for 25c. **DR. FRANK A. LATHAM, Box**
233, Seattle, Washington. feb11

GENUINE FORMULAS—Hair Curler, Transfer Fluid,
Solid Perfumes Indian Tea, 10c each, four, 25c;
seventeen, \$1.00. List free. **SANFORD, 628 South**
Campbell, Springfield, Missouri.

GET RICH—I have a real money-making scheme
which has never been on the market before. 25c,
coin, sets it. **KING PROD. CO., P. O. Box 312,**
Troyton, Missouri.

GOLDEN CENTRIFUGE made from my formula for
25c, sell for \$1.00. Formula, label and source of
supply, all for 25c. **DR. FRANK A. LATHAM, Box**
233, Seattle, Washington. feb11

IRON RUST SOAP—Removes iron rust spots, ink
and stains instantly; easily made. Guaranteed
formula. **S. & H. MANUFACTURING LAB-**
ORATORIES, Boylston Building, Chicago. feb25

KLEENRITE—Cleans colored gloves and shoes in-
stantly; huge profits; easily made. Guaranteed
formula. **S. & H. MANUFACTURING LAB-**
ORATORIES, Boylston Building, Chicago. feb25

MAGIC POLISHING CLOTH—Polishes gold, silver,
brass, all metals. Housewives, stores, mechanics
appreciate the rapid luster. "Bufffire," writes like a
scent. Dollar; stamps accepted. **PLOARSYNTH**
COMPANY Chemical Building, St. Louis.

MAKE VERY BEST INVISIBLE INK at 14c ounces.
Guaranteed Formula 50c. **MERTEN DENNEY,**
Dunbar, Texas.

MARVEL WASHING COMPOUND chases dirt from
clothes without rubbing, and seven other formulas,
all guaranteed, \$1.00. Be your own boss, make and
sell your own goods. **ENTERPRISE PRODUCTS CO.,**
508 N. 6th St., Hannibal, Missouri.

MARVEL WASHING COMPOUND—Nature's in-
stant cleaner; dirtiest clothes cleaned without rub-
bing. Guaranteed formula. **S. & H. MANU-**
FACTURING LABORATORIES, Boylston Building, Chi-
cago. feb25

MIRROR SILVERING—A profitable business; get in
on the ground floor. Formula with instructions,
\$1.00. **SCIENTIFIC LABORATORIES, 1807 Bedford,**
Pittsburgh.

ONE GOOD TRADE SECRET will make your fortune.
Iron Solvent mends leaks in pots, pans and
metal instantly by candle flame. Guaranteed
formula. **S. & H. MANUFACTURING LAB-**
ORATORIES, Boylston Building, Chicago. feb25

ORIGINAL SNAKE OIL—World's greatest painkiller;
wonderful for rheumatism, sprains, achne of all
kinds. Made for 2c, sell for 25c. Guaranteed Formu-
la. 50c. Catalog free. **S. & H. MANUFACTURING**
LABORATORIES, Boylston Building, Chicago. feb11

RAZORINE applied gives keenest edge; chop wood
with razor, then give it three Hicks with Razorine;
cuts hair instantly; wonderful demonstrator; huge
profits. Guaranteed formula. **S. & H. MANU-**
FACTURING LABORATORIES, Boylston Building,
Chicago. feb25

"SPIT-FIRE" burns in water. Small bit will light
pipe with raidrop. Guaranteed formula. **S. & H.**
MANUFACTURING LABORATORIES, Boylston Building,
Chicago. feb25

SEE-CLEAR WINDSHIELD, Auto Polish, Top Dress-
ing, Nugas Tonic, Radoleak, Battery Renewer, Body
Cleaner and 10 more money-making Auto Specialty
Formulas for \$1.00. **CHEMICO, 218 E. Grant,**
Minneapolis, Minnesota.

SUNBRITE makes old Carpets and Rugs look like
new; wonderful renovator; cleans instantly; no
rinsing; no drying; absorbs and evaporates; huge
profits. Guaranteed formula. **S. & H. MANU-**
FACTURING LABORATORIES, Boylston Building,
Chicago. feb25

TATTOO MARKS REMOVED—Six formulas that will
take out tattooing. Price, \$1.00. **HARRY V. LAW-**
SON, Box 1296, Los Angeles, California. apr15

THREE-MINUTE CORN CURE is famous the world
over for removing hard corns, soft corns between
the toes, callouses on bottom of feet like magic, with-
out pain, easily made. Guaranteed formula. **S. & H.**
MANUFACTURING LABORATORIES, Boylston Building,
Chicago. feb25

RAREST FORMULAS—Literature free. CHAMBERS
PRINTING WORKS, Kalamazoo, Michigan. apr15

TRANSFER SOLUTION—Will transfer any picture
to paper or cloth. Formula, 25c. **FRANK H.**
O'BRIEN, Chemist, 477 Mills Bldg., San Francisco,
California. feb15

\$1 BUYS 16 FORMULAS, representing secret processes
of manufacturing concerns, making Automobile Spe-
cialties. Some have sold for \$25 each. **WM. SHAW,**
Victoria, Missouri. feb15

10 THE BEST AND BIGGEST guaranteed money-
making Formulas and Plans on earth, all for \$1.
WIDMER, 408 St. Peter Street, St. Paul, Minnesota.
feb15

500 FORMULAS AND RECIPES, 25c. Catalogue free.
HILLSIDE LABORATORIES, 7021-C So. Vincennes
Chicago. feb11

NEW IRON MUTOSCOPE MACHINES—Weigh 70
lbs. Best looking machine ever put on the market.
Works by hand, \$50.00, complete with reel. Act
immediately. Biggest money-getter for Arcades and
Carnival Shows. **INTERNATIONAL MUTOSCOPE**
REEL CO., INC., 232 East 37th St., New York City.
feb15

25 SHAMPOOS FOR \$1.00. Satisfaction guaranteed
or money refunded. Removes dandruff, stops itch-
ing, prevents hair falling, makes hair soft, bright
and fluffy. No acid, lye or animal fats. **H. C. KIN-**
NEY, Room 504, Gladstone Hotel, Kansas City, Mo.
feb11

FOR SALE OR LEASE
PROPERTY
5a WORD. CASH. NO ADV. LESS THAN 25c.
7c WORD. CASH. FIRST LINE LARGE TYPE.

AMUSEMENT PARK, with lake, swimming, dancing,
boating and other attractions. Drawing from about
90,000 to 100,000 people. Well patronized. In Schuy-
kill County, N. Y. For information, **AMUSEMENT**
PARK E. M., NO. 25, Mahanoy City, Pa. feb11

FOR SALE—Moving Picture House, ideally suited
for burlesque. Change can be quickly made. Present
owners cannot be connected with burlesque shows.
House seats 750, and is located in the heart of Det-
roit's business district. Write or wire **LIBERTY**
THEATRE CO., INC., Detroit, Michigan. feb11

FOR SALE OR LEASE—Half interest, or all. Rig
Aerial Swing, beautiful park island, near Detroit,
Mich. **THOMAS REID, 41 Horizon, Venice, Cal.**
feb15

FOR SALE OR TRADE
3c WORD. CASH (First Line Large Block Type)

MOVIE MOTION PICTURE CAMERA and Pro-
jector, complete, \$55, or will accept show goods.
Make offers. **RICHVELY, 2959 Atlantic Ave., Brook-**
lyn, New York.

FOR SALE—SECOND-HAND
GOODS
3a WORD. CASH. NO ADV. LESS THAN 25c.
5c WORD. CASH. FIRST LINE LARGE TYPE.

Richardson Liberty Root Beer
Barrel, mounted on one-ton Donny truck.
Big money maker for carnivals and fairs. De-
sign for itself two weeks. Bargain, \$1,200. **W. K.**
HOLLAND, 3521 McClellan Ave., Detroit, Mich.

FOR SALE—Satin Fur Stage Setting, Cyclorama,
20x24, made in two pieces; Leg Drop, 30x24, cost-
ing in leg drop, 24 wide; 15 high; border, 6x36; built
of heavy black English satin (not rayon); webbed
across top; grommets and ties every 18 inches.
Bottom finished with lead weight tape. Packed in 35-
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\$3000.00, sell for \$275.00, including truck. This is a
rare bargain. Send money order for \$100, will ship
C. O. D. remainder, privilege through examination.
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FOR SALE—Mills Wooden Case Counter Operat-
or. \$35.00 each. **PUNCTURELESS TIRE CO.,**
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FRICK 35-TON ICE MACHINE, good condition; also
several sets new 10 and 15-gallon Coffee Urns and
stands. **STANDARD STORAGE COMPANY, Park**
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MINIATURE STEAM TRAIN FOR SALE—First-class
condition. **F. M. HIRN, 2209 Adams Ave., Ogden,**
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NEW KHAKI CONCESSION TENT, 10x24; one fly,
10x12; wheels, \$95.00. **OWEN**
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HAM, 24 7th Ave., New York. feb25

PITCHMAN'S CASE with Tripods; heavy fibre; al-
most new. First \$5.00 takes it. **B. E. FAIRA,**
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REAL ARMY GOODS—A. D. Army Coats, wool
\$1.75; O. D. Wool Breeches, \$2.00; O. D. Wool
Shirts, \$2.00; O. D. Wool Overcoats, \$5.00; O. D.
Wool Blankets, \$3.50; Overalls, Caps, 50c. Parcel post
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bargains. Headquarters Second-Hand Clothing, Whole-
sale, retail. 108 West 5th, Chicago.

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lowest prices. Order now at reduced winter rates
and save big money. Some second-hand. **ENKIBOLL**
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pay-out slides. Our construction is fool-proof and
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ator Bells, \$35.00 each. **P. O. JANKONEN, 544**
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apr1

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Little Theater Savior of Stage

Cosmo Hamilton, dramatist, author and former editor of The London World, and who is now in Detroit on a professional visit in connection with a dramatic production in which he is interested, speaking thru the columns of The Free Press of that city, says: "The stage is tottering into decrepancy due to the disinclination of the men who now control the profession. There has been too much monopoly, too much faith that the public of today is the same as that of twenty years ago and too many real estate dealers instead of artists as booking managers. "Theaters that house the spoken drama today have not been enlarged and beautified in accordance with the times. Their stages are cramped and pre-modern and no effort has been made to make their interiors beautiful in keeping with the motion picture houses. "Another condition which has arisen to hinder the success of the stage is the rather libelous advertising methods of certain New York producers. The public can be fooled no longer with the streaming announcement that this and that production has played 1,000 times in New York. "With these accusations upon the head of the legitimate stage, along with no security of competition with the magnificent photoplay houses that have been erected at the cost of millions, the stage has a contest for re-recognition ahead of it. "A renaissance of the legitimate stage will be brought about by the establishment of small theaters in which dramatic art can be produced in its true virtue, free from monopoly control."

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PRODUCTS CO., INC., 12th Floor, Masonic
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ment. The last one I can deliver before the
spring season. This is the greatest grind show
in the country. Clean and no fake. No ex-
pense. No help required to operate. A novelty
in America. The real thing for park, carnival,
store show, etc. **CHARLES CATULLE,**
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"Ewert's Automatic Fish," that incorporates fish
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Drop, full size (Soeman & Landis Dye); Screen
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across top; grommets and ties every 18 inches.
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\$3000.00, sell for \$275.00, including truck. This is a
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PANAMA CANAL Lecture Outfits; bargains. WYND-
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REAL ARMY GOODS—A. D. Army Coats, wool
\$1.75; O. D. Wool Breeches, \$2.00; O. D. Wool
Shirts, \$2.00; O. D. Wool Overcoats, \$5.00; O. D.
Wool Blankets, \$3.50; Overalls, Caps, 50c. Parcel post
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SACRIFICE Ladies' Gents' Overcoats, slightly worn,
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WANTED—Medicine Men, to sell White Oil, Address BEN SAYER, Kibbourne, Illinois.

WANTED—Two Musicians, young, neat. State age. Send program. Must change for two nights and have forty minutes each night. State your price. BOX 350, Fayetteville, Arkansas.

WANTED—By last of February, young Single Lady, neat appearance, between ages 19 and 25, for Street rapher in bank during day, short hours; play Piano picture theatre three or four nights per week. Must come and get it. Backed by a Community Club and a Legion Band of 75 pieces. Write or wire to JOSEPH A. SOBBER, Blue, North Dakota. No competition. feb18

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FAULTS IN VAUDEVILLE

(S. MORGAN-POWELL, in MONTREAL DAILY STAR)

Since the competition in vaudeville has grown keener and the standard has risen very much higher than it was ten years ago, there has been manifested in some quarters—notably by vaudeville actors who enjoy writing about themselves—a tendency to resent anything in the nature of legitimate criticism of vaudeville work and methods. This attitude is unfortunate, for it can never gain anything either for the vaudeville artist or the theater. There are faults aplenty in vaudeville today, and the efforts of many of those who compose the vaudeville world might much better be directed towards their elimination than in the direction indicated.

For instance: Why should we have to suffer the inanities of the comedian who relies solely upon stupidity to amuse? There is nothing funny in stupidity. It is invariably pathetic. Yet there are a number of alleged comedians who claim to entertain the public by being stupid. We can do without them very well.

We can also exist in tolerable comfort if we are deprived forever of the dubious pleasure of hearing somebody singing, in that raucous yowl, aimed at the back of the gallery, which seems to be an inseparable concomitant of five years of vaudeville work, something about "Tennese" or "Muthur" or "Mammie." These songs have long since outgrown any other place but the furnace, whether they ought to have been consigned in toto years ago. They are sloppy, slushy, sickly in sentiment and painful in wording, and fit for nothing but lining cupboards.

Moreover, it will not affect the gaiety of nations one whit if the gentlemen who indulge in such forced "witticisms" as "that's a hell of a joke" will refrain therefrom. If it is that sort of a joke, we shall all be able to discover the fact without being told so from the stage. The use of comic slang is justified within reason when the slang is designed to convey a specific meaning in humorous form, but the utilization of oaths, however harmlessly intended or offensively delivered, can not be considered as improving any comedy. A man may curse now and then at his work, but he does not want his wife and children to feel that they ought to laugh when anybody implores the deity or indulges in "comedy" oaths on the stage.

Is there any possibility of eliminating the present bodily contortions from vaudeville dancing? If there is, the sooner it is employed, the better. It is to the eccentric dancers that I refer, the people who twist themselves inside out trying to find where their feet have gone—the dancers whose bodily motions are accompanied by certain instruments in the orchestra in such a manner as to convey none but unpleasant impressions. It is unfortunate for the orchestra that it should be compelled to do this, but under present-day conditions the orchestra has to do what the act calls for in this connection. The horrible noises made upon trombones and other brass instruments, however, are surely not only unnecessary, but artistically hideous.

These are but a few pointers. They may be commended to thoughtful vaudeville artists as matters concerning which their influence can be utilized to beneficial purpose almost everywhere they go.

WANTED—Dancing Teachers, Piano Player, Trap Drummer. Show opens April 1st in N. C. Write A. H. M., Box 23, Crystal River, Florida.

WANTED—Pianists, Organists; learn pipe organ theater playing; exceptional opportunity; positions. Address THEATRE, care The Billboard, New York City. feb18

WANTED—A-1 Saxophonist that doubles or Sings; also Cornet for dance orchestra. Good percentage proposition until after tent, then straight salary. If WILLIAM, Mr. Shubert's Original Jazz, Ft. Madison, Iowa.

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Banner, \$30.00. MILT ROBBINS, Petersburg, Ill.

SCENERY—We carry the largest stock of used Scenery

in the country. Write for list. THE SHEPPARD STUDIO, 468 E. 31st St., Chicago, Illinois. mar11

SHOW TENTS, Concession Tents, Crazy House, Jass

Swing Generator Organ, Banner, Big Wheel, MIMIC WORLD SHOWS, Winter Quarters, McAlester, Oklahoma. feb11

"SPIDORA," complete, \$50.00; "Floriza" (Bling,

floating, disappearing lady) \$25.00; "Neoli," Half Lady, \$30.00; "Anastasia," Mummy Turns to Life, \$50.00; "Trio," Three-Leaved Lady, \$15.00; "Sartana," Sawing a Woman in Half, \$50.00; Secret and Plans any illusion, \$1.00; Digger Child, Alligator Girl, Double-Sexed Child, Mermaid, Bird Lizard, Ball Game, Drop Picture Machine, Hand Cylinder Organ, Huckle-Buck, We buy, sell, trade. SHOWMAN'S EXCHANGE, 409 N. 4th St., Reading, Pennsylvania.

TENT, 30x70, faced center, side walls, poles and

stakes. Top treated with Preservo. Condition first-class. \$900.00. QUEEN FEATURE SERVICE, INC., Birmingham, Alabama. feb25

TWO DYE DROPS, 15x21; one Circus Midway, other

Western trailer; both for \$30.00. ED BURRIDGE, Box 515, Clarksburg, West Virginia.

WARORBE TRUNKS, \$12 and up. Good condition.

(Concession Tents, new and used.) Also Ball Game Hoops, all styles, very cheap. Wheels, Games, Concessions of all kinds. Monkey Candy Race Track, Country Store, Knee Vent, Florida, new, \$3.00 each; set of six Marlonettes, new, \$30; 20x20 Hipp, Roof Khaki Top, good condition; 12x20 Khaki, cable tent, new. Lots of bargains. Tell us what you need. Sell us what you don't need. RAY SHOW PROPERTY EXCHANGE, 913 North 17th St., St. Louis, Mo.

40x50 PUSH POLE TENT, good condition; will run

easy all season; \$75.00 takes it, with side wall complete, or \$100.00 takes it. Little Head Illusion, with banner, \$15.00; first money takes it. C. A. ZECH, The Abby, 26 E. Elm St., Brockton, Mass. feb11

VENTRILOQUAL FIGURES—Three Irish Boy, three Negro Boy, \$6.00 each. T. LEWIS, Hazard, Ky.

3 BANNERS—Distraction Torture Board, Giraffe Boy, 10x12; others 8x10; used once; Spider Banner, \$15.00; Electric Chair Outfit, in traveling case, portable \$75.00. See HELMAN, 326 W. 43d, New York.

SONGS FOR SALE

3c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

"DEAR OLD DAD," beautiful waltz song, by Thomas and Nathan. Professional copies to recognized performers. Regular copies, 25c. Special price to jobbers and dealers. B. M. THOMAS, 140 N. Jefferson St., Kittanning, Pennsylvania.

HERE YOU ARE, JUST OUT—When I Call You Mine, Waltz Song. The sweetest dancing waltz published for piano, 25c. JOHN O. SOCKLER, Composer, Marshall, Illinois. febl15

"HORIZON," a wonderful waltz song, 30c per copy. Special price to jobbers and publishers. Cast your eyes upon the horizon and order today. COIN BEUCK & CO., Belton, Nebraska. febl15

SPANISH MUSIC ROLLS (88-note) sold by mail directly to the music lovers: "La Paloma," that Spanish tango, featured in "The Four Horsemen," 75c; "A Los Toros," a real Spanish march, 75c; "Angela's Serenade" and Doria famous "Serenade No. 1" (Kubelik favorite encore). Both serenades in one roll \$1. "Bringing Up Mr. Jiggs," a descriptive number, that can be used for a laughing contest. \$1. THE SOUTHERN MUSIC ROLL COMPANY, 515 Lamont St., Johnson City, Tennessee.

"VACATION ON THE FARM," new song, joining a strong. Copy, 30c, or card or programme. JARVIS DENNBERY Perry, New York. mar11

TATTOOING SUPPLIES

4c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

IMPROVED Patented Tattooing Machines, Supplies. Appliances direct from manufacturer. Lists free. Save money. IMPORTING TATTOO SUPPLY, 526 Main, Norfolk, Virginia. febl15

SEND \$2 and get 200 Arm Sizes, 6 Chest Pieces, Sheet Lodge Emblems, 12 Wrist Band Impressions. WALKER & FOWKES, 310 King, Charleston, S. C. mar1

TATTOO REMOVED—Eight methods to remove unwanted tattoo. Sent 50c to FITZANK II, O'BRYEN, Chemist, 477 Mills Bldg., San Francisco, Cal. febl15

TATTOO SUPPLIES—Tattooing Designs, 500 Stencil Impressions, 2 Sheets of Designs, 10x14, nicely colored; 17 Wristband Designs, one sheet of Lodge Emblems, 6 Chest Designs, 6 Formulas to remove tattoo marks. Price, \$5.00. HARRY LAWSON, Box 1208, Los Angeles, California.

TATTOOING OUTFIT, \$15.00—Two Machines, Switchboard, Design Book, Stencil, Ink, Colors, with instructions. "WATERS," 1650 Randolph, Detroit. febl15

THEATRICAL PRINTING

3c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

Curtiss, Continental, Ohio. Copper Half-tone, \$1.50.

Philadelphia Mail Address and office service, \$5.00 monthly. Good effect on letterhead for big business. SHUMWAY, 2518 N. 28th, Philadelphia.

5,000 1x2-In. Labels, \$2.75; 1,000, \$1.25. Check or money order. About 20 words. Agents' propositions. IRVIN WOLF, Station E, Desk 84, Philadelphia. mar14

BOOKING CONTRACTS, Caution Labels, Passes, Calls, Agents' Reports. BOX 1155, Tampa, Florida. mar11

BUSINESS-BRINGING Advertising Novelties, 7 samples, 10c. CHAMBERS PRINTING WORKS, Kalamazoo, Michigan. apr18

LETTERHEADS AND ENVELOPES—50 of each \$1. postpaid. Established 1912. STANLEY BENT, Hopkinton, Iowa. mar11

LOOK!—250 Bond Letterheads or 250 Envelopes. \$1.25; 500 4x3 Tenthings, \$1.15; 1,000 4x1/2 Herolds, \$3.85; 500 11x17 Tack Cards, \$12.00; 45 sets 7x21 Dates (\$30 to set), \$10.00. Samples, 2c. Careful workmanship. BLANCHARD PRINT SHOP, Hopkinton, Iowa.

PRINTERS—No matter whether your needs are large or small, write for my largest list of used printing equipment. 7x11 Jobber, Card Press, Type etc. Cheap for cash. WILSON, Box 161-M, Watertown, South Dakota.

REDUCED PRICE—100 Envelopes and 200 Tinted Bond Notebooks, printed (or not printed), postpaid, \$1.00. STANTON PRINT SHOP, Norwich, New York.

SPECIAL—5,000 Letterheads or 5,000 Envelopes, 20-lb. Hammermill Bond, \$18.50, postpaid. ARNDT PRINTING CO., 3131 Midland Ave., Detroit, Mich.

YOU LOSE IF YOU FAIL TO GET our Printing Price List. SELIGER'S, 959 Frankford Ave., Philadelphia, Pennsylvania. febl15

WANTED PARTNER

(CAPITAL INVESTMENT.) 4c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

Wanted, Gentleman With \$1,000 (experience not necessary) to join experienced showman: Hypnotist, Mental Telegraphy, Sawing a Woman in Half Illusion. Also presenting "Mentalia," the Mystery Girl; weighs 115 pounds; at will weighs a ton; cannot be lifted. Advertiser been sick 5 months reason capital needed. Capital for my experience, 50-50 basis. Have seashore booked from Decorator till Labor Day. Money invested can be made in 4 weeks. Write, stating age, experience. "MENTALLA," Billboard, Cincinnati, Ohio.

WANTED—Two Mericians, young, neat appearance, with \$200.00 to invest in big magical show. BOX 350, Fayetteville, Arkansas.

A LIVE-WIRE CONCESSIONAIRE, either male or female, who has proven to their own satisfaction they are capable of getting the money, to join me, dollar for dollar, in placing two exceptionally well-finished stores on a 30-car show. You will need from \$300.00 to \$500.00, and I'll match every dollar of yours with one of mine. One 30-ft. Wheel and 1 14-ft. Grind. These two stores mean the starting of something big. Therefore, I am not seeking an angel, nor am I one myself. Address CONCESSIONAIRE Billboard, Cincinnati.

PARTNER WANTED—\$500 and services secure half interest in musical comedy road show. One-night stands. Small cast. DAN E. ROWE, Manager, Beverly House, Chicago.

WANTED—Lady Partner with \$300.00. Take half interest in my 12-room rooming house. Go \$0-\$50. Good home. Can't lose. THOS. MORGAN, 911 N. Wells St., Chicago, Ill. Tel., Superior 6920.

WANTED, PARTNER—With \$3,000. New Amusement Ride, to be erected at Coney Island, New York. STUGARD, 308 E. 50th St., New York City.

WANTED TO BUY, LEASE OR RENT

3c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

BAG PUNCHING APPARATUS, suitable for exhibition work. State all particulars in first letter. FOWKES, 6 Liberty St., Charleston, S. C. febl15

DIAMOND DYE SCENERY WANTED—Suitable for Tab.; no junk; Palace Arch, Fancy Interior, Hotel. Full particulars and price. GEO. STEPHENS, Princess Theatre, Youngstown, Ohio.

EXPERIENCED BAND DIRECTOR would consider buying small paying business in a good town and direct band. Address BOX 246, Salina, Kansas.

HAVING given up management of American and Capitol theatres, wish to lease Picture Show, small town, willing buying. Give full particulars. W. H. HOWARD Roelickers, Illinois. febl15

IF YOU KNOW where there is an old Merry-Go-Round stored, write and let me know. I will pay you a reward if I buy it. Address BOX 53, Billboard, Cincinnati.

YOU NEVER CAN TELL

By ELMER J. WALTERS

Some actors struggle along for years with obscure companies that are organized in distant parts with one thought in mind—eventually Broadway, New York—the bright lights. Many at some time during their careers finally reach The Great White Way, view its life in wonderment and long for opportunity to get on the "inside." Hundreds promenade from one manager's office to another, register with all the dramatic agents and wait in vain for an opening with a New York show. Those unable to gain the "password" are glad in time to bid the "outer guard" adieu, check out at the hotel and return to localities whence they came.

Charles Ray, the motion picture comedian, decided nine years ago he wanted to see New York. Somehow or other fate willed that he should wait. On his first visit to Broadway, which was most recent, he was an invited guest of the Lambs' Club. While visiting in the club house he asked the cost of membership. One of the members said: "Membership to actors, according to our by-laws, is \$400. To those who are not actors we ask a fee of \$500." Then the member asked: "Are you an actor, Mr. Ray?" The comedian of the screen hesitated before he answered. Then he said: "I hardly know how to answer that question." "Have you played parts?" he was asked. "Yes, I have played parts," Ray admitted, "the I don't know that I can be called an actor, I traveled up and down the Pacific Coast with repertoire shows," he said shyly, "with New York always in mind. One winter I had fully determined to make New York the following summer, but the season was disappointing and we closed early, leaving me with insufficient funds to make the trip. From San Francisco I went to Los Angeles, where I was offered a picture engagement. Picture jobs in those days were not considered seriously. I was ashamed to have my repertoire actor friends hear of me falling so low as to become a picture actor, so I worked my first few weeks under a nom de plume. After working in several pictures I was offered star parts. I have waited nine years to visit New York, and this is my first time here." "I guess you will qualify all right as an actor," said the Lambs' Club membership committeeman. Soon Mr. Ray was introduced to the club members by Will Rogers; and a special meeting was called to accept his membership.

To others from afar who have thoughts of New York, and who look longingly toward the East, we say, study your chances for success based on past achievement. There's room—lots of room—for some, while others seem to feel cramped and look bewildered.

LAUGHING MIRRORS, Wax Figures Mummified Curiosities, Penny Trade Machines, Animals, Birds and Pets. DAN SOPHER, Lebanon, Jct., Ky. febl15

ROLLER SKATING RINK—Hall or building suitable for skating, summer or winter, park or beach. Prefer the East. Y. care Billboard, Cincinnati. febl15

WANT TO BUY—24-in. regulation Circus Trunk, in good condition. PAUL MORRIS, 404 So. 6th St., Columbus, Ohio.

WANTED TO BUY—All makes Moving Picture Machines, Suitcase Projectors, Chairs, Compressors, Motors, Fans, etc. Write us before selling. State best cash price in first letter. MONARCH THEATRE SUPPLY CO., 724 So. Washburn Ave., Chicago, Ill. febl15

WANTED—Pay cash for Tests, Candy Boxes Machines or other Concessions. JAMES ROSETTER, Athens, Ohio. mar1

WANTED TO BUY—Tent, 50x80 or 60x90. WM. SCHULZ, 17134 Garnet St., Detroit, Mich. febl15

WANTED TO BUY—Spot Machines, all makes. Give condition, price and all details in first letter. U. S. postage. Address APABTADO POSTAL 278, San Luis Potosi, Mexico. febl15

WANTED—Laughing Gallery Mirrors. A. B. MILLER, Sumter, South Carolina.

WANTED—Bagpipe, for cash, full mounted blackwood, or in exchange for new Boehm Bb Clarinet. Seider, low, 17-7, velvet leather case. IRA M. FISHER, Bedford Hills, New York. febl15

WANTED—Carousel, two or three-abstract, portable, overhead jumper. Also Ell Wheel or Whip. Must be bargain for cash. E. B. CORBETT, 19 78th St., Woodhams, New York.

WANTED TO BUY—New Prints, Dante's Inferno, Cleopatra, Civilization, Mickey, Fall of Babylon, Religious Pictures single and two-reel Comedies, Westerns, five reels. Answer, with full description, when advertising can be secured, etc. No propositions considered without advertising. CONTINENTAL FILM EXCHANGE, Farmville, North Carolina.

CLASSIFIED MOVING PICTURE ADVERTISEMENTS

CALCIUM LIGHTS

3c WORD. CASH. NO ADV. LESS THAN 25c. 7c WORD. CASH. FIRST LINE LARGE TYPE.

EXHIBITORS, ATTENTION!—Bliss Oxy-Acetylene and Oxy-Hydro-Cet Lights, only rivals to electricity. No expensive chemicals. Guaranteed results on the screen. A postal brings particulars. S. A. BLISS LIGHT CO., 1329 Glen Oak Ave., Peoria, Ill. febl11

FILMS FOR RENT

3c WORD. CASH. NO ADV. LESS THAN 25c. 7c WORD. CASH. FIRST LINE LARGE TYPE.

PICTURE THEATRES—Round the World. A feature for special occasion. Write for particulars. WORLD, Billboard, Chicago, Illinois. febl15

FILMS FOR SALE—2D-HAND

3c WORD. CASH. NO ADV. LESS THAN 25c. 7c WORD. CASH. FIRST LINE LARGE TYPE.

Films for Sale—Large Selection. Rewind examination. Plenty paper. List mailed. SOBEL PRODUCTIONS, Strand Theatre Bldg., Broadway, New York City. febl15

FOR SALE—Tent, Moving Picture Machine and Films. Write for price list. STEEN BROS., R. 5, Benson, Minnesota.

"BETTY OF GREYSTONE" is a beautiful drama. Featuring Dorothy Gish; 5 reels. This picture and a two-reel Comedy, \$50.00. All film in excellent condition. I have priced this to sell it at once. Write HOWART PRYOR, Norfolk, Arkansas.

CLOSING OUT my entire lot of 300 reels of excellent Features, Westerns, Comedies. Quitting the road. Brother road men, write for list. Just what you want. W. C. GRAVES, P. O. Box 524, Cincinnati, Ohio. febl11

DOUGLAS FAIRBANKS, in American Aristocracy, 5-reel sensational thriller, full of pep action. It's great. \$75, including all advertising. \$5 deposit reward examination. KAUFMAN SPECIALS, Memphis, Tennessee.

FEATURES, COMEDIES—Good condition; two dollars a reel up. De Vry Projector, one hundred dollars. 110-volt. JOHN HILLMAN, 237 Goodale St., Watertown, New York.

FILM FOR SALE—Comedies, Sensationals, Westerns, Chaplins and W. C. Fields. Write for prices. FRANK DEVERE, Cameron, N. C. febl15

FOR SALE—Crystal Globe, 3 reels, a hypnotic mystery play, \$30.00; The Traitor, 2-reel Indian, \$20.00; Forbidden Fruit, 5 reels, Ivan Abramson's greatest success, \$50.00; The Greyhound, 6-reel detective story, new, \$150.00; Wolf Bayou, 5-reel wonderful Western, with Jack Hoxie, \$100.00; Upside Down, 5 reels, with Taylor Holmes, \$60.00; The Passion Play, 3 reels, brand new print, \$300.00; The Devil's Assistant, a regular fire and brimstone production, \$50.00; Big Fairy Prince, good for schools and churches, \$20.00; The Fishermen, 3 reels, great sea story, \$15.00. BLAND'S ATTRACTIONS, 1261 S. Central Park Ave., Chicago, Illinois.

FOR SALE—Single Reels. List for stamp. JOHN-SON, 702 Fifth Ave., Portsmouth, Virginia.

FOR SALE—"New York After Dark" 5-reel under-water melodrama; "Challenge of Chance," 5-reel Western, with Jess Willard; "The Best Man," 5-reel strong drama. Many other Features. CENTRAL FILM COMPANY, 729 Seventh Avenue, New York.

FOR SALE—Features extraordinary. List free. CENTRAL FILMS, Mason City, Iowa. febl15

LARGE STOCK A-1 used Films for sale cheap. Send for bargain list. INDEPENDENT FILM EXCHANGE, 55 Jones St., San Francisco, Cal. mar25

"LIFE OF JESSE JAMES," plenty advertising. Rewind examination upon receipt of deposit. GEO. WALTERS, 138 W. Washington St., Indianapolis, Indiana.

SERIALS, Features, Comedies, Westerns, Scenes and Cartoons. E. L. C. COMPANY, 90 Golden Gate Ave., San Francisco, Cal. mar1

SELL FOR STORAGE—Two complete Motionograph Motion Picture Machines, Operator's Seat, two Motors, 5 Reels, Battle Waterloo; 2 reels, Wm. Hart, His Duty, \$150.00 takes all. MRS. ALTMAN, 237 North Sixth, Waco, Texas. febl15

SIX-REEL FEATURE and three other reels, O. K., complete for road plenty of paper; must sell quick. \$20.00 takes everything. Easily booked. More than money back in one night. MR. D. RIFEN, 423 14th-00er St., Cincinnati, Ohio.

SPECIAL FEATURE FILM LIST—Bargain prices; also Serials. H. B. JOHNSON, 535 So. Dearborn St., Chicago. febl15

YELLOW MENACE, SERIAL, 32 reels; Mystery of Myra, serial, 31 reels; \$150.00 each. Loads of paper. Big spectacular 8-reel feature, Anthony and Cleopatra. Splendid condition. Loads of paper. Only \$100.00. Also 1 to 3-reel Films, \$3.50 up. Write for list. GREEN FEATURE SERVICE, INC., Birmingham, Alabama. febl15

YOUR NEXT SEASON'S SUCCESS depends upon your buying big money-getting specials in perfect condition, such as supplied by us. The following is only a partial list of the almost unlimited number of big specials which we can furnish: In the Land of the Head Hunters, 5 reels, a South Sea Cannibal Wonder Special, \$15.00; Heart of the Hill, 5 reels, good for schools and churches, \$60.00; The Road of Tears, 5 reels, \$50.00; Where Are My Children, 5 reels, \$100.00; Pawn of Fate, 5 reels, with George Behan, good for schools and churches, \$90.00. One of our customers writes us: "Aladdin film bought of you in 1919 still giving good service." WESTERN FEATURE FILMS, 504 S. Washburn Avenue, Chicago, Illinois.

2ND-HAND M. P. ACCESSORIES FOR SALE

3c WORD. CASH. NO ADV. LESS THAN 25c. 7c WORD. CASH. FIRST LINE LARGE TYPE.

ALL MAKES OF MOVING PICTURE MACHINES at Bargain Prices—Film for road men, Opera Chairs and all Accessories for home use. Write us your wants in detail. Largest and oldest house of its kind in America. WESTERN SHOW PROPERTIES CO., 518-527 Delaware St., Kansas City, Missouri.

BIG BARGAIN in new and second-hand Machines. Chairs, Supplies. Write me your needs. E. B. JOHNSON, 538 South Dearborn St., Chicago. febl15

EDISON UNDERWRITERS MODEL MACHINE, excellent condition; complete, \$85. Battle of Waterloo, feature historical, \$90. HOPPER, Corning, N. Y.

EDISON "D" ROAD SHOW PROJECTOR, like new, \$125; Acme motor driven Sultcase Projector, \$100. National Home Projector, \$15. Extra Rheostat, 10 detectors. RAY 326 Fifth Avenue, New York.

FILMS for Toy and Professional Machines. All famous movie stars, \$3.00 per reel and up. Machine bargains also. Write for big list, free. MONARCH THEATRE SUPPLY CO., Dept. F. B., 724 So. Washburn Ave., Chicago, Illinois. febl15

FOR SALE—Electric Light Plant, Picture Machine, 200 Reels, two Serials, Slide Trombone, cheap. COMMUNITY THEATRE, Jasper, Arkansas. febl15

FOR SALE—Two Edison Projecting Machines, first-class condition. Also Square Piano, Bargain. Address NEW LIBERTY THEATRE, 832 W. Liberty St., Cincinnati, Ohio. febl15

THEATRICAL BRIEFS

Orin Snapp purchased the Joy Theater, Oliton, Ok., from J. W. Whipple.

W. J. Byrnes and Charles Walsh have leased the Liberty Theater, Spaulding, Neb.

In Answering Classified Ads, Please Mention The Billboard.

TRADE DIRECTORY

A Buyers' and Sellers' Guide and Reference List for Show World Enterprises and Allied Interests

RATES AND CONDITIONS

Your name and address, if not exceeding ONE LINE in length, will be published, properly classified, in this Directory, at the rate of \$12, in advance, per year (52 issues), provided the ad is of an acceptable nature.

COMBINATION OFFER

One year's subscription to The Billboard and one line name and address inserted in 52 issues, properly classified, for \$15.

RATES FOR TWO-LINE NAME AND ADDRESS

If a name and address is too long to insert in one line there will be a charge of \$9.00 made for a whole or part of second line used, or \$21.00 a year. The Billboard and two-line name and address, under one heading. \$24.00 a year.

ACCIDENT INSURANCE
John J. Kemp, 55 John st., New York City.
Kilpatrick's, Inc., Hookery Bldg., Chicago.
CORDON MAKER
R. Galanti & Bros., 259 3rd ave., N. Y. C.
ADVERTISING
The Fair Publishing House, Newark, O.

ADVERTISING NOVELTIES
Cruver Mfg. Co., 2456 Jackson Blvd., Chi., Ill.
AERIAL ADVERTISING
J. H. Willis, 220 W. 49th st., New York City.

AEROPLANE FLIGHTS AND BALLOONING
Solar Aerial Co., 5214 Trumbull, Detroit, Mich.
AFRICAN DIPS
Cooley Mfg. Co., 530 N. Western ave., Chicago.

AGENTS' SUPPLIES
Berk Bros., 513 Broadway, N. Y. C.
AIR CALLOPPES
Pneumatic Callippe Co., 315 Market, Newark, N.J.

ALLIGATORS
Florida Alligator Farm, Jacksonville, Fla.
ALUMINUM COOKING UTENSILS
Fair & Carnival Supply Co., 126 5th ave., NYC.

ALUMINUM FEATHERWEIGHT STAGE CURTAIN ROLLERS
Amelia Grain, 819 Spring Garden st., Phila.

ALUMINUM WARE
Sterling Aluminum Co., Erie, Pa.
C. S. Tent & A. Co., 229 N. Desplaines, Chi.

AMERICAN FEDERATION OF MUSICIANS
Jos. N. Weber, Pres., 110-112 W. 40th st., N.Y.C.
W. J. Kernwood, Secy., 3375 Pine, St. Louis.

AMERICAN FEDERATION OF MUSICIANS EXECUTIVE COMMITTEE
C. A. Weaver, Musicians' Club, Des Moines, Ia.
A. C. Hayden, 1011 B st., S.E., Washington, D.C.

AMUSEMENT DEVICES
Blow Ball Race, 1015 Babst, Milwaukee, Wis.
Boat Race, Cahill Bros., 519 W. 45th, N. Y. C.

ANIMALS AND SNAKES
Henry Bartels, 72 Cortland st., N. Y. C.
B'ville Snake Farm, Box 275, Brownsville, Tex.

ANIMALS AND SNAKES
Max Gelster Bird Co., 28 Cooper Sq., N. Y. C.
HORNE'S ZOOLOGICAL ARENA CO.
Direct Importers and dealers in WILD ANIMALS, BIRDS AND REPTILES, KANSAS CITY, MO.

ART PICTURES
European Supply Co., Box 12, Uptown Sta., Pittsburgh, Pa.

ASBESTOS CURTAINS AND FIRE-PROOF SCENERY
Amelia Grain, 819 Spring Garden, Phila., Pa.

AUTOMATIC MUSICAL INSTRUMENTS
North Tonawanda Musical Instrument Works, North Tonawanda, N. Y.

AUTOMOBILE ROBES
Fair & Carnival Supply Co., 126 5th ave., NYC.

AUTO TUBE REPAIR KITS
R. M. Bowes, Inc., 124 E. Ohio st., Indianapolis

BADGES, BANNERS AND BUTTONS
I. Kraus, 134 Clinton st., New York City.

BADGES, CUPS, MEDALS AND SHIELDS
Bent & Bush, Inc., Boston, 9, Mass.

BADGES FOR FAIRS AND CONVENTIONS
Cammall Badge Co., 339 Washington, Boston.
Hodges Badge Co., 161 Milk st., Boston, Mass.

BALL CHEWING GUM
Mint Gum Co., Inc., 27 Riecker st., N. Y. C.
National Gum Co., Inc., 42 Spring, Newark, N.J.

BALLET SLIPPERS
Hooker-Howe Costume Co., Haverhill, Mass.

BALL GUM MACHINES
Ad Lee Novelty Co., 185 N. Michigan, Chicago.

BALLOONS
F. G. Seyfang, 1465 Broadway, N. Y. C.

BALLOONS (Hot Air)
Northwestern Balloon Co., 1635 Fullerton, Chgo.
Thompson Bros. Balloon Co., Aurora, Ill.

BALLOONS, WHIPS, CANES, NOVELTIES AND DOLLS
Also Balloon Corp., 603 3rd ave., N. Y. C.
E. G. Hill, 423 Delaware st., Kansas City, Mo.

BAND INSTRUMENTS
Nuss Mfg. Co., 11th & Mulberry, Harrisburg, Pa.

BAND ORGANS
North Tonawanda Musical Instrument Works, North Tonawanda, N. Y.

BANNERS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.

BASKETS
ALISTO MFG. CO., 1444 Walnut St., Cincinnati, O.

BASKETS (Fancy)
Marabout Basket Co., 816 Progress, Pittsburgh.

BAZAAR AND CELEBRATION EQUIPMENTS

Eastern States Supply Co., New Haven, Conn.
BEACON BLANKETS
Carnival & Bazaar Supply Co., 3 E. 17th, N. Y. C.

BEADED BAGS
Products of American Industries, Inc., 169 E. 32nd st., N. Y. C.

BEADS
Mission Bead Co., Los Angeles, Cal.
National Bead Co., 21 W. 37th st., N. Y. C.

CARS (R. R.)

Houston R. R. Car Co., Box 556, Houston, Tex.
Southern Iron & Equipment Co., Atlanta, Ga.

CAROUSELS

M. C. Illions & Sons, Coney Island, New York.
C. W. Parker, Leavenworth, Kan.

CHAIRS, GRAND STANDS, CIRCUS SEATS (For Rent or Sale)
Baker & Lockwood, 7th & Wyandotte, K. C.

CHEWING GUM MANUFACTURERS

Baltimore Chewing Gum Co., 1602 Asbland ave., Baltimore, Md.
The Helmet Gum Shop, Cincinnati, O.

THE SHOW GOODS YOU NEED MAY BE LISTED IN THIS TRADE DIRECTORY



The Billboard Trade Directory becomes an indispensable guide to thousands of show people who want to find the dealer's address of show world merchandise. The Trade Directory solves the problem of a quick reference guide for buyers. The Directory contains a comprehensive list of dealers and is easier of reference. The headings describe the staple articles used or sold in the Show World. You can have your name and address under any heading you desire.

A SPECIAL "SHOW ME" OFFER HERE IS WHAT IT WILL COST YOU

We will insert a one-line name and address in the Trade Directory in 52 issues and send The Billboard for one year, all for \$15.00. THE BILLBOARD PUBLISHING CO., Cincinnati, Ohio.

BIRDS, ANIMALS AND PETS

Max Gelster Bird Co., 28 Cooper Sq., N. Y. C.
Pet Shop, 2335 Olive st., St. Louis, Mo.

BIRD REMEDIES

The Peptoast Co., 415 E. 148th, New York City.

BLANKETS (Indian)

Klindel & Graham, 785-87 Mission, San Fran.
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.

BURNED CORK

Chicago Costume Wks., 116 N. Franklin, Chicago

CALCIUM LIGHT

Philadelphia Calcium Light Co., Phila., Pa.
St. L. Calcium Light Co., 516 Elm st., St. Louis.

CAN OPENERS

Berk Bros., 543 Broadway, N. Y. C.

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RAILROAD AND OVERLAND

CIRCUS HIPPODROME MENAGERIE SIDE SHOW

PIT SHOWS AND PRIVILEGES

AND HIS MAJESTY, THE TROUPER

WINTER QUARTERS Of Ringling-Barnum Shows

Humming With Activity—Animal Acts Will Again Be Big Feature of This Wonderful Production

If the preparations that have been in progress since November 1 at the Bridgeport (Conn.) winter quarters of the Ringling Bros. and Barnum & Bailey Combined Shows are an indication of what is to be expected for the season of 1922 the Messrs. Ringling Brothers surely have confidence in the coming season.

the summer payroll of any other circus in the world. There are more people employed in teaching animals and assembling acts than are employed as trainers by all the other shows combined.

One of the busiest, as well as the most interesting, departments at this time is the wild animal training quarters. In the several steel arenas animals are given individual instruction, acts are assembled and the big groups put thru their work with care.

Besides the main groups that are being schooled at the Bridgeport winter quarters, Ringling Bros. have already acquired a collection of wild animal acts new to this country, but of great reputation, which are expected to be a revelation in animal education.

ELEPHANTS

Break Out Roads at Havre de Grace—When Fire Truck Fails Andrew Downie Presses His Bulls Into Service

Havre de Grace, Md., Feb. 8.—The citizens of this city witnessed the strangest sight in their memories Sunday morning when the elephants of the Walter L. Main Circus hitched to a big snow plow opened up the snow-blockaded roads in the business section of the city and made it possible for the citizens to attend Sunday services.

The blizzard buried the city in eighteen inches of snow on the level and in places along the main streets the drifts were from three to eight feet deep.

The city officials called on the Fire Department early Sunday morning to break out the fire truck, but there was not sufficient power and soon truck and plow were stalled only a short distance from the City Hall.

Andrew Downie was appealed to to loan the city some of his horses, but as they were all out at the farm the showman thought of a better scheme. "Wait a little while and I will bring up my elephants," he told the Mayor, and away he went to the quarters, where the harness men pulled up the center poles on the road was thrown on "Babe" and "Lou," and in charge of Sam Logan, with the "Governor" also present, the elephants floundered thru the snow to the stalled fire truck.

Three lions, purchased from H. W. Campbell, are on their way to the winter quarters and will be added to one of the acts now being broken.

The new combined stake driver and puller arrived at quarters this week and word was received from Chicago that all of the show's new canvas had been shipped. Every bit of canvas from the front door to the cookhouse will be new this season.

Chief Electrician Java Koen commenced work this week fitting up the electric light plants and wiring the cars and ticket wagon. Two separate plants will be required this season to light the big top and midway.

Superintendent of Canvas Ed Hammond has arrived from Macon, Ga., and is busy with a force of men overhauling and repairing the seats.—FLETCHER SMITH (Press Representative).

PIONEER BICYCLISTS MEET AT THE OLDTIMERS' CLUB

Chicago, Feb. 2.—Charles C. Kilpatrick, former famous one-legged bicyclist, and Capt. Eddie Rickenbacker, American aviation ace, were guests at a banquet of the Oldtimers' Club, in the Gold Room, Congress Hotel, last week, during the automobile show.

Among the other old pedalers present were Eddie Brodie, Herb Glithens, Jim Levy, Ralph Temple, Ed Spooner, Sam Mills, Harry Cooper, Norman Van Sicke and William Champion. Somebody recalled the time "Kil" shoved his steam mobile with 700 pounds of steam to the top of Madison Square Garden during his engagement with Forepaugh & Sells Bros. Circus, at that time one of the sensations of the automobile world. This was twenty years ago, and got "Kil" as much publicity as his bicycle ride down the Capitol steps in Washington ten years previous.

OUT OF RING THREE YEARS

Rosa Rosalind Assists at Canton (O.) Indoor Circus

Canton, O., Feb. 2.—A press agent story that could not be used broke during the engagement of the Nazir Grotto Indoor Circus, when two of the Nelson family of acrobats became ill of the mumps and had to seek home. Realizing that the absence of the two members would be noticeable and perhaps hurt the show from a patronage standpoint, Rosa Rosalind, wife of Clint V. Meyers, both well known troupers, jumped into the act and helped put it across. Other than the committee no one knew of the substitution.

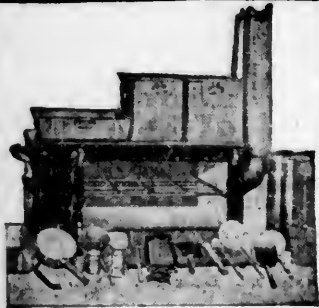
In appreciation for her part the Nazir Grotto Circus committee, at a banquet last Saturday night, presented her with a wrist watch. Mrs. Meyers, who has not been in the circus field for three years, performed remarkably for the short time she had to rehearse.

SELLS-FLOTO CIRCUS BUYS TWENTY-ONE STEEL CARS

Chicago, Feb. 3.—The Sells-Floto Circus this week purchased twenty-one all-steel cars from the Keith Railway Equipment Co. Fourteen of the cars are flats and five are boxes. The cars are to be finished in white enamel. All of the cars are 70 feet in length, with 80,000 pounds capacity each, and are of the fish-belly type of construction, with solid oak floors. The cars are to be delivered April 1. Harry G. Melville is the representative of this company in the outdoor show field.

THE DONAVIN CAMP RANGE

20 Years' Service in Army, Marine Corps and National Guard.



RANGE IN USE BY Ringling-Barnum Shows, 8. John Robinson Shows, 2. How's London Shows, 2. Hoag Shows, 2. Gentry Bros. Shows, 2. Johnny Jones Shows, 1. Sheesley Shows, 2. Rheda Royal Shows, 1. World at Home Shows, 2. Sparks Bros. Shows, 2. And more than 50 other Shows.



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Made to wear of malleable iron and steel. Everything seats and slides in men and the best and doors to look.

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IRON JAW PERFORMER WANTED Girl, about 5 ft., 3 inches. Not over 120 lbs. Must do Sawing Ladder Act. Booked solid. Would consider good tomboy amateur, but must mean business. Write or wire, stating salary. Address IRON JAW, care Billboard, Kansas City Missouri.

SHOW AND CONCESSION TENTS ST. LOUIS AWNING AND TENT CO. 800 N. Second Street, St. Louis, Mo.

Advertisement for THE BEVERLY CO. featuring SIDE SHOW BANNERS, MR. SHOWMAN, and DE LUXE SIDE SHOW BANNERS. Includes text: 'THE BEST SHOW TENT HOUSE IN THE WORLD' and 'FOR SALE—BEAUTIFUL OFFICE-BAND SHOW WAGON'.

FOR SALE—BEAUTIFUL OFFICE-BAND SHOW WAGON 18 ft. long, 7 ft. high, 7 ft. wide; iron frame bed; complete equipment for office, with desk built in; frosted glass partition, two apartments, electric lighted, oak finish. Can be seen in Union City, Indiana. Bargain for quick sale, \$1,000.00—about half price. Also two Platform Wagoons, 7 by 18 ft., with drop side, giving four feet more in width; iron frame bed, iron axles and heavy woodwork. Can be seen in Grand Rapids, Mich. Price, \$200.00 each. For further particulars call on or address CHAS. W. WILLIS, Secy., Volunteer Fire Department, Union City, Indiana, or VERMEULEN & CO., 700 Bond Ave., Grand Rapids, Michigan.

Advertisement for DEAGAN UNA-FON. Includes image of the instrument and text: 'The DEAGAN UNA-FON The Bell-Hoo Musical Instrument Played same as piano, but with one-fifth the weight, one-tenth the cost, yet fifty times the volume. Write for Catalog F. Illustrating and describing LATEST MODELS. J. C. DEAGAN, INC., Deagan Bldg., 1780 Bertrou Av., CHICAGO.'

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Advertisement for SHOW CARNIVAL TENTS. Includes text: 'Send for Catalog and Second-Hand List J. C. GOSS CO. DETROIT, MICH.'

FOR SALE—One 70-ft. State Room Sleeper. Steel wheels, steel platform, with 6-wheel trucks. Will pass M. C. B. or any other inspection. Will go in passenger service on any road. Has three double state-rooms with two uppers and two lowers in each room; five single rooms, with one upper and one lower in each room; one kitchen, fully equipped to feed fifty people; toilets, wash rooms, hot and cold water. Electric heating system in A-1 condition. Electric lights throughout. 4-k. w. Delco System. Pillows, blankets, linen enough for three changes. Interior solid mahogany and French plate mirrors. Absolutely the nicest car in the show business. I have no show prints, but car can be seen in St. Joseph, Mo. Is now parked on Union Terminal Tracks. Call at car or write J. E. MURPHY, Lock Box 64, Station A, St. Joseph, Missouri.

Advertisement for TENTS CONCESSION AND CARNIVAL TENTS. Includes text: 'Made to suit you. Khaki, Red Trimmed, Striped, or Plain White. SOUTH BEND AWNING CO., South Bend, Ind.'

Advertisement for J. J. HAYDEN & CO. INC. featuring CIRCUS CARNIVAL SIDE SHOW BANNERS. Includes address: '106-110 Broadway, BROOKLYN, New York.'

Advertisement for HARNESS. Includes text: 'I manufacture all kinds of Show Harness, Riding Saddles and Bridles and Trappings for Horses and Ponies, or any other animal up to an elephant. Made to suit. Write for prices. MAX KURZYNSKI 1608 Central Ave., Cincinnati, Ohio'

Advertisement for TENTS ALL KINDS. Includes text: 'Ask Us for Estimates. FRED EHRICH CO. 192 24th St., BROOKLYN, N. Y.'

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CHICAGO, ILL.

UNDER THE MARQUEE

By CIRCUS SOLLY

Dan M. Spayd has signed with the Hagenbeck-Wallace Circus.

Glen C. Grant and Edward Bond, billposters, have signed with the John Robinson Circus.

Joe Wilde, for the last six years on the John Robinson Show, will be found on Gentry Bros.' Shows season 1922.

Bee Jung recently visited the Powell Troupe at the Lyric Theater, Cincinnati. She will be with the Sparks Circus this season.

Mrs. Hayden, of the Hayden and LaLonde Company, has fully recovered from her recent illness. The act will be with the Gollmar Bros. Circus.

C. P. Farrington says that George C. Moyer, who will be manager of the John Robinson Circus, left the Continental Hotel, New York, last week for Philadelphia.

Peggy Waddell, last season with the Rhoda Royal Circus, has signed with the Christy Bros.' Show to work a big lion act. Waddell is at present with a musical comedy production.

Major Joe F. Short and his wife, Princess Louise, midget clowns, with the Ringling Shows for several seasons, played the Shriners' Circus in the Auditorium, Saginaw, Mich., last week.

"Billy" Gates, veteran billposter, of Billings, Mont., was in Elgin, Ill., last week meeting his many friends, writes W. A. Atkins. Gates is one of the oldest billposters in active service.

Roland Douglas, now heading "Burn 'Em Up Barnes," a big road picture, thru Texas, Oklahoma and Arkansas, will be back on the advance of the Sells-Floto Circus, making his third season.

Simms and Sonny, who have been playing vaudeville around Detroit, will present two big clown numbers at the Shriners' Yankee Circus in Detroit February 6 to 18. They will be seen with the Gollmar show this season.

Fred Leslie, who has been a circus clown for more than forty years, writes that he is now doing advance work for the Buntler DeMuth Players, looking them in houses in North and South Carolina, and doing a nice business.

The Christy Bros.' Shows, in winter quarters at Beaumont, Tex., write that they received such an abundance of mail from their recent advertisement in The Billboard that it is impossible to answer all letters. They thank those who answered but did not receive a reply.

The late Madame Marantette, the famous equestrienne, possessed a scrap book which she prized highly. It is a wonderful collection of press notices, programs, pictures of herself and her famous horses, etc., gathered from all parts of the country, and is now in the hands of Mr. and Mrs. Peter Mardo.

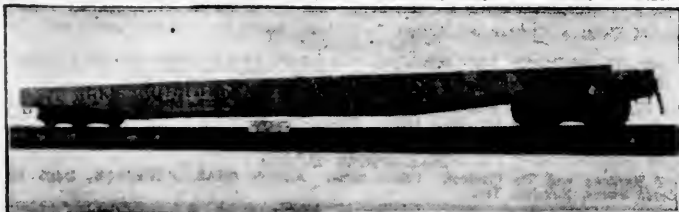
Thomas Whiteside, of the Whiteside Trio, tight wire artists, has joined William F. Hasselbring and Gertrude West, wire artists. The act is now ready for the road after eight weeks of hard practice, and will keep the same name. The Whitesides, comedically tight wire act. Mr. Whiteside is formerly of the Jack Moore troupe, which played the Shrine Indoor Circus at Wichita, Kan. He did the comedy in the Moore troupe during this engagement.

Jockey Day informs that he is the manager and has an interest in the Washington Hotel, Ft. Worth, Tex., instead of being night clerk, as mentioned in our January 28 issue. C. B. Neely and Day opened the hotel January 1, making it a trouper's headquarters. At present there are twenty-five outdoor show people stopping there, says Day, who will again be ahead of the Honest Bill Circus as general agent, his fourth season with that show.

Johnnie Correla left the winter quarters of the Ringling-Barnum Circus, Bridgeport, Conn., to join the John Ace Winter Circus in Minneapolis. Johnnie had been busy at the quarters making arena nets. His wife, who was en-

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He writes: "I am very much pleased with them. In fact, they are perfect, and I am greatly obliged to you for turning out such good work, and I think you have built a wonderful lot of cars for me, and I will always be a customer of yours. Yours very truly, CHAS. SPARKS."



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No need for waiting—we have a good assortment of used tents from which to choose—real bargains, but you'll never know it unless you give us your wants and let us quote. You can be sure of honest, fair descriptions and right terms and prices. Any reason why you shouldn't write today? We'll gladly quote on new, too. Tents that are made to stand the storm—Baker built, and you know what that means, but you'll have to give us the chance. It's your move.

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CAMPBELL, BAILEY & HUTCHINSON, Lancaster, Mo.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

gaged to superintend the making of all show wardrobe at the quarters, remained in Bridgeport to complete the season's work. Mrs. Correla's mother, Mrs. D. Y. Rutler, has arrived in Bridgeport to be with her daughter during Johnnie's absence. Both Mr. and Mrs. Correla will be back with the big show.

A few "Who Remembers" by Buck Leahy: "When Hav-A-Laf Musical Walker was with Ringling Bros.? When Will Smith, Dan Keating, Jack Phillips, Ollie Payne, Jim Chattaway and George Brown were with Donnelly & Hatfield Minstrels? When Weekly and Woods Trio and Roy Williams were with Mack's New Model Shows? When Capt. Latlip and Phil E. Keeler were with Sig Santelle? When Leahy Bros. played the Howard, Boston, Mass., in 1907? When Glenn Beckley, Don Montgomery, Billy Bozell and Paul Johanning were with the Con T. Kennedy Shows?"

Harold Reyno, with the Moore Twins (Edna and May) in vaudeville, writes that this will be the first year since 1908 that he will not be with the white tops. Reyno did the kid clown act and old whistle gag with Sun Bros. Circus from 1908 to 1912. Then he went to Gentry Bros. Show and later back to Sun Bros. (1915 and 1916), doing hand-balancing and clowning. He played the Pantages Circuit with the Four Landoras in 1917, and was with the Al G. Barnes Circus in 1918. In 1919 he joined the John Robinson Circus, working for Charles LeRoy with his two pit shows, and was manager of the same pit shows in 1920 on the Robinson Show. Last season he was with Howe's Great London Circus as pit show manager for a while and then closed and joined the Moore Twins in a novelty act. "We are booked over the Keith and Orphenm circuits and have fifteen fairs booked, which will keep me away from the circuses," says Reyno. "I bought a new pit show outfit recently, but our fair contracts will prevent me from using it. Edna Moore has joined the act again. May Moore and myself were married in Washington, D. C., two weeks ago."

J. J. Hands sends the following from Boston: "Rumor has it that A. B. Christie, known throughout the circus world as 'Forepaugh White,' will return to the white tops this season. This will be welcome news to his many friends and old associates who remember him so well in the days of Adam Forepaugh, with which show he trouped for a number of years. White also trouped for years, both back and ahead of the old Sells Bros. and the Walter L. Main shows. During his absence from the show business he has been employed by the Donnelly Advertising Co. as assistant manager.

"Col. John T. Mack, well-known side-showman, who had the kid show last season on the Lombard-Hathaway Wagon Show, is wintering in Boston. Col. John has again signed with the Ringling-Barnum Show as one of Lew Graham's assistants.

"Teddy Emery, last season on the opposition brigade of the John Robinson Circus, has been passing the winter here as representative for a picture exchange. Teddy will again be with the John Robinson Show.

"Joseph L. (Frenchy) Favareau, last season one of the sheet 'em boys on the No. 3 Car of the Howe Show, and who won the \$25 prize for the highest average sheetage on the season, pulled a surprise on his brother workers of Local No. 17 by coming into town unheralded and putting over a novelty advertising stunt in the interest of a New York soap concern that caused no end of comment. It is likely that 'Frenchy' will return to the Howe Show this season.

"Joe Howard, with the Howe Show the past season, is employed by the local hillposting plant, but will most likely return to one of the Mugivan-Bowers-Balford shows.

W. M. Clagett, who was a member of the advance on the Walter L. Main Show last last season, is wintering here."

ATKINSON'S DOG & PONY SHOW

Tom Atkinson's Dog, Pony and Monkey Show is rehearsing new acts and breaking new stock. Mrs. Atkinson is having much success with her military ponies.

Frank Jackson returned recently from a week's visit to his home in Champlain, Ill., and has resumed his position as chef. The writer, midget clown, is rehearsing some new clown numbers. Pop Atkinson is kept busy looking after Mrs. Atkinson's beautiful Arabian spotted horse, "Dixie Dan." The weather has been great the past month and the show has not missed a performance while playing in Florida. Daytona, Fla., was a good spot and the Mayor wanted the show to play another week's engagement.—PRINCE ELMER (Show Representative).

THE CIRCUS AND CARNIVAL TENT HOUSE OF AMERICA

SIDE SHOW BANNERS. "DRIVER BRAND, THE BEST ON EARTH."

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PHONE, HAYMARKET 10221.

THE CORRAL

By ROWDY WADDY

Howard Lemmons is a native of Oklahoma.

Where is Milt Hinkle, sometimes called the South American Kid?

We understand that Oklahoma City is the home of Okla. Curley.

Tommy Douglas at one time rode high jumpers for Barney Demarest.

What has happened to Barney Sherry, formerly well known around the Pendleton Roundup?

Princess Mohawk is a well-known trick rider, as well as an excellent Roman and relay race rider.

Arizona Charley was in Chicago last week and said his 'Miles City Roundup' show is on the road and doing a nice business.

That fellow, Tiger Bill (Col. E. D. Snyder), is mighty silent about his taking a show on the road this season. Yes, or no, Col.?

Most of the "home" mentions regarding Wild West folks in these columns are in answer to inquiries, along with some information.

Al and Lena Faulk last week again signed with the Hagenbeck-Wallace Shows, making their fourth season with the Wild West concert of that circus.

A. M. Springfield, Mass.—Yes, we have heard of the party you mention, but do not know where he is now located. Give us your full name and we will make mention of your inquiry.

L. D.—Answering your inquiry, would say that Emery La Grande has quit riding bronks. We are unaware of his present address, nor do we know the present whereabouts of Fred Wilson and Charlie Hackney.

J. W. Berry recently wrote from Baltimore, Md., that he was soon to leave there to be at Cheyenne Keyser's Rodeo and Roundup, to take place at Phoenix, Ariz., and to take charge of the advance of Cheyenne's organization to take the road after the Phoenix doings.

One of our readers wants the following question settled: "Who won first money and the decision as the best trick rider at the contest held in Salt Lake City in 1915? Was it Tex McLeod, Chuck Heas or Frank Gable? There is a wager up on this." Some of our readers who were there and know positively, please answer.

The following letter was received last week from Al McLeod, and it gives quite a bit of news of the folks in Kansas City: "In the issue of January 28 you asked what I and a few old hands are doing. Will speak up for myself and others by giving a list of the boys who are working for the Kansas City Stock Yards Co., as well as some wintering here and seen quite often. Some of the bunch had a nice long visit with our old friends, Gul Weadick and Flores Lane, while they were here last week at the Globe. Here's the K. C. bunch: Colorado Cotton, Jack Wall, Johnny Birch, Roy Schwendner, Tom Shirter, Ed Roseberry, Harvey Dorte, Slim Campbell, Frank Garrison, Toy Kelleo, Dave Johnson, Ben Clark, Carrol Preece, Bill Jordan, Bob Bell, Andy Shaw, Ed Battles, '21' Johnson, Ed Halsey, Johnny Davis, Red Eagle, Okla. Curley, Herman Nolan and myself. Showfolks see on the streets the past week included Earl Sutton, Herb Hunt, Sam Scovell, Johnny Hardwick and Jim Yeman."

Bill Truscott writes: "There are quite a few folks wintering around old Rock River and Lorraine, Wyo. We haven't had such a bad winter so far and cattle are looking fine. Bill Hall is living on his homestead. He has a good string of bucking horses and is adding every good one he can find. Skinny Robinson is still near Marshall, Wyo., on his ranch. Dick Land is on his ranch, near Iron Mountain, Wyo. He is riding out a few bronks and says he will take in a few contests this season. Clint and Orvil Wallace, also Hal Wilson, are now working a few cattle for themselves. Buck Yarborough came back about the middle of December from Texas to look after his work with the Lorraine Valley Cattle Co. Buck has 'broken' his horses for the past three years, and he can hardly be beat for making cow-herdea out of them quicky. He is an all-round contest hand, also he doesn't claim to be a 'champion'—just an ordinary feller."

Dear Rowdy—From what I kin hear from fellers that had sum experience in the contest bizness—as contestants—it don't pay. They claim that some trick riders, trick ropers, high school horse owners, etc., have been gettin' to these promoters an' committees around these new little contests an' knockin' 'em off fer about all the jack, as their wages for a guarantee, an' the smallest part of the money put up is fer prizes for the contestants to contest fer. That there's usually many more contestants there to take a chance on the small money than there is contracted exhibition fellers to draw down the sure-thing coin with the Wild West show stuff—also the doin's is billed as a contest an' championship titles are scattered around much more careless than real jack.

Sum of these birds tell me that the real trouble with the contest bizness is that too many fellers who should be taking part in the contest games have grabbed themselves off a bunch of pitchers of sum of the big contests and step out as promoters—an' right there demonstrate to the world that at that stunt they are worse than they wuz when tryin' to collect it in the arena. Sum of these contracted babies, they say, even go as far as to put sum of their own coin in the proposition, so as they will be "in" with the management, an' are sure of collectin' enough.

Fellers that run regular contests should git together an' stop these "would-be" promoters, cause they have jimmed up many a good town.

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Private Car, Combination, Dining and Sleeping, Standard Sleeper and Baggage Car. All must be in first-class condition, steel underframe and steel ends preferred. Send photographs, blue prints, full particulars and lowest prices.

GOLDEN GROVES ESTATES,
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Troupe of Hawaiian Dancers and Singers, five Hawaiian Ladies for iron Jaw and Claws.
SIDE-SHOW
Two more Oriental Dancers, Lady Acts of any kind suitable for a first-class Side Show, Young Lady to work in Snake Pit, No. 2 Side Show. Also good all-day Talker for same.
CONCESSIONS
A few capable and reliable Butchers, outside stand. Want Man to handle Beads and Gum uptown and on lot. Only experienced men need apply. WILL BUY extra large Monk that can be featured in Pit Show, or any other live Animal suitable for Pit. TO LET—Pictures and Cat Rack. Jones, write. Address HENRY EMGARD, Mgr. of Annex and Concessions, Gentry Bros.' Shows, Houston, Texas.
BIG SHOW BAND
WANT Baritone and Ed Clarinet. Others write. Address CHAS. REDERICK, Band Master, Gentry Bros.' Shows, Houston, Tex.

SIXTY-FOOT NEW FLAT CAR

NEW—READY TO MOVE NOW. WILL MAKE LOW PRICE.
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Campbell, Bailey & Hutchinson Circus and Wild West WANT FOR 1922 SEASON

General Agent, Local Contractor, Billposters and Lithographers, Side Show Attractions, Circus Acts of all descriptions, Legal Adjuster and Store Men. All Privileges for sale. Address
CAMPBELL, BAILEY & HUTCHINSON, Lancaster, Missouri.

Christy Bros.' Circus Wants for Side Show

Useful People, Colored Band Leader that can furnish Musicians, Snake Act, Fat Woman and Midget. Send photo. Fifteen-Car Circus. Opens first week in March. Address JAKE FRIEDMAN, Manager of Side-Show, Christy Circus, Beaumont, Texas.

Every time they jim one it's that much worse for the real one.

When I wuz in Denver the other day a feller ast me if I knew where Harry Hill made his headquarters now. Kin you tell it in the Corral? Another bird wanted to know if Hugh Strickland, of the contest bizness, is the same feller that had a saloon in Ft. Worth a few seasons ago. Wuz informed in Salt Lake City that Guy Weadick wuz mixed up in a Wild West proposition of sum kind that, when it wuz announced, would cause plenty of noise. Met a man on the train the other day that said he sold Bee Ho Gray his first banjo. He also said he knew Bill Dillingham years ago in Texas. He wuz goin' to sum rest cure in Colorado—but didn't lay his condition on to knowin' Gray or Billie. Well, Rowdy, it's got to be the real thing with anybody. Wild West or contest this year to draw the money. They're tired of bein' bunked, an' money for amusements of all kinds is goin' to be used to buy the best this year cause money's scarce with the public—an' it's goin' to be scarce with the phoneyes. —SOBER SAM.

From San Antonio, Tex.—Notwithstanding the fact that the Cowboy Contest, which was staged here by Fred Beebe, was postponed for two weeks until January 19-22, no loss was suffered. On Sunday, the last day, a cold rain fell thru-out the afternoon. This, however, did not keep them away, as over 8,000 people crowded into the grounds at the San Antonio Speedway, which is located five and a half miles from the city. The judges were Johnny Mullens, Eddy McCarty and Lee Robinson. 'Red' Sublette worked to the crowd in his usual manner, keeping them amused every minute of the performance. Nearly 100 contestants were entered. The Lady Exhibition Bronk Riders consisted of Mabel Strickland, Fox Hastings, Rose Smith and Florence Hughes. As soon as business is finished Mr. Beebe will leave for his home in New Mexico to take a much-needed rest.

Following are the results, winners in order given:
BROOK RIDING—Preliminaries: Wildcat Hill, Hugh Strickland, Yakima Canutt. Semi-Finals: Ray Bell, Charley Williams, Hugh Strickland. Finals: Ray Bell, Hugh Strickland, Yakima Canutt. CAFE ROPING—First Day: Key Dunne, George Sadder, "Blackie" DeGraftenfeld. Second Day: Allen Hobbler, Graves Poeler, Lee Robinson. Third Day: George Sadder, Lloyd Saunders, Jack Brown. Fourth Day: Lee Robinson, Mike Hastings, "Blackie" DeGraftenfeld. Finals (on a four-calf average): "Blackie" DeGraftenfeld, Lee Robinson, Jack Brown. BUILDING—First Day: "Shorty" Kelleo, Yakima Canutt, John Henry. Second Day: Mike

Hastings, Jim Massey, Roy Mayes. Third Day: Yakima Canutt, Jim Massey, Roy Mayes. Fourth Day: Mike Hastings, Yakima Canutt, Roy Quick. Finals (on a four-calf average): Yakima Canutt, Mike Hastings, Jim Massey. STERK RACING—First Day: Leonard Stroud, Soapy Williams, Bryan Boach. Second Day: Buddy Timmons, Key Dunne and "Soapy" Williams split second and third. Third Day: Buddy Timmons, Leonard Stroud and Bert Keeney split second and third. Fourth Day: Buddy Timmons, Leonard Stroud, Tommie Douglas. TRICK RIDING—Leonard Stroud, Bobby Galem, Buck Stewart. TRICK ROPING—Bobby Galem, Leonard Stroud, Ron Corbin. GILLS' TRICK RIDING—Mabel Strickland, Florence Hughes, Fox Hastings. COWBOY RELAY RACE—Jack Brown, Leonard Stroud, Hugh Strickland. LADY BROOK RIDING—Mabel Strickland, Rose Smith, Fox Hastings, Florence Hughes.

BOSTON BRIEFS

There are a number of troupers wintering in Boston. Harry (surprised) Howard, of the Howe Show, is working for the Donnelly Company for the winter. He has again signed with the Howe Show.

Frank Smith, of the Ringling-Barnum Wild West Department, and wife, Rose, are working for the Music-Wiff Picture Company in Medford. Smith is uncertain whether he will be with the show this season. He may possibly play at a few of the contests.

Charles "Sag" Sullivan, who is at the Donnelly plant, is to work with a big show this season. Walter Claggett is not at the Donnelly plant. He will have the opposition brigade with the Walter L. Main Circus.

Warren Sullivan, who is at the Sargent-Barnum Circus, will be on the No. 3 car of the Ringling-Barnum Circus.

Dave Carroll, formerly with the Sparks Circus, is at the Park Square Theater for the winter. Roland Ruth and George Lane are undertaking out programs for different shows.—FRED LEDGETT HONORED

FRED LEDGETT HONORED

Canton, Feb. 2.—Complimentary to Fred Ledgett, equestrian director of the Nazir Grotto Indoor Circus, a banquet was given at Bender's here last Saturday night at which members of the Grotto Circus committee, their wives and a number of the showfolks were present. In appreciation of the services rendered Ledgett was presented with a fine traveling bag.

AL G. BARNES

Has Fine Animal Home on the West Coast

Los Angeles, Cal., Feb. 1.—Facing on Washington Boulevard, its front imposing and picturesque with balcony dens of pacing lions and Royal Bengal tigers high above its arched entrance, the newly completed wild animal pavilion at Barnes' Circus City arrests the attention of automobile traffic between Los Angeles and Venice-by-the-Sea. Flanking the ornate doorway are concrete raised pits, where polar brown and grizzly bears climb and rear and play against arctic and mountainous scenic backgrounds, while in the small park between the pavilion and the boulevard, seals and sea lions in a concrete terraced pool, monkeys in an island enclosure and pheasants in a pagoda further delight the eye of the passing motorist. All of which means that Al G. Barnes has completed the finest wild animal home in America and thereby given the Al G. Barnes Circus a "bally" that will be talked of by thousands of tourists in every town in the land when they hike for home in the spring. Whether the home will be thrown open to the public before the big show takes the road is doubtful, for the efforts of Mr. Barnes, his manager, Murray Tennock, and a force of two hundred are concentrated in completing work on the entirely rebuilt troupe itself. Lew Berg has strings on new baggage, tableau wagons and cages passing out of the shops, while the sail loft crew is on the last leg of the new big top—which is a 160-foot round, with a sixty and two 50-foot middle pieces. The Al G. Barnes hippodrome track, which will be a complete elliptical season because of patent wild animal runways, will encircle three wild animal arenas, two stages, and after the first three displays, when the two end arenas are torn down, two curb rings. An orchestra chair grandstand seating 2,200 people, lines eighteen tiers high and an electric fan-cooling system will be some of the improvements under the greater spread of canvas this year. A Mathews light plant, two units, 30 kilowatts each, will illuminate the show.

Louis Roth, who, with Nellie Roth, arrived from the East recently, is at the head of his corps of trainers perfecting new wild animal displays. As there are four steel arenas and three rings in the training buildings, things move in this department.

The parade, lengthened by ten cages, all newly built, and six tableau wagons, which will be resplendent in the famous motorized circus carvings from the Bode wagon works, will be twelve rolling pieces longer than was that of any circus last year. Al G. Barnes has the rehearsals of the musical numbers of the 1922 edition of "Alice in Wonderland" well along on their way to opening standards. Tusko, the world's largest elephant, will be heavily featured this year. Because of this elephant's size a new elephant car is under course of construction.

CITY OF GENEVA, N. Y.

Making Another Effort To Land Circuses

Auburn, N. Y., Feb. 4.—Geneva, a city of about 41,000 population, and located a short distance from Auburn, wants a big circus for next season. Some twelve or fourteen years ago Geneva public officials did not think so much of circuses and as a result in regard of the license fee for showing them, to what was considered a prohibitive fee. The big show cut Geneva off their visiting list. There was a change of officials and Geneva repented for the action taken against the big tent enterprises and reduced the fee and made urgent appeals for the circus folks to make up and pay Geneva a visit again. Despite appeals, however, the circus people continue to pass by each year.

Geneva can hardly stand it any longer and so another attempt is to be made this year. This time the Chamber of Commerce is behind the movement, but in a new way. The chamber renews former offers to pay one local license fee and other of the incidental expenses connected with a visit, and in addition has commissioned State Boxing Commissioner Frank Dwyer to take the matter up personally.

CIRCUS PICKUPS

By FLETCHER SMITH

Joe Thayer, former circus man and of late years identified with stock productions at the Auditorium at Malden, Mass., is just now resting at his home in Lynn, Mass., owing to the close of the stock company in Malden city. But Joe finds plenty to occupy his time in working on the old-time troupers now living in the shoe city, including Al Haynes and the old vaudeville team of Haynes and Redmond, who for years were putting on afterpieces at the American Museum in Boston, and who is now making money with a pool and billiard parlor; Jerry McAnuff, one of the best repertoire comedians who ever trouped thru the East and now playing occasional vaudeville around Boston, and Charlie Shorey, one of the oldest agents in the East, who used to pave the way for Billy Buzze with his vaudeville show up in Maine and who now is ahead of his daughter's repertoire company. Ethel May Shorey is as popular up in Maine now as H. Price Webber used to be. By the way, Price is still in good health and living at Augusta, Maine.

Joe tells many amusing stories of his trouping years ago up in Canada with Andrew Downie when he was playing "Tom" under canvas. The show opened one spring in Stratford, Ont., in a snowstorm and the band was fitted out with old Northwestern Mounted Police uniforms, with white neckerchiefs. Joe was playing bass drum, and being the last to pick a uniform, was named "being" enough for Lew Graham's giant one of his hands, an oldtime legitt, arrived on the lot wearing a tatty silk hat and Joe got a dollar to be as good as off with a rock. Every body with a horse was busy Sunday painting the scene on the lot with a barn back of the lot and a busy, busy day. Joe had the best of the show and a delightful experience he ever had was making money when it was 105 in the shade, wearing a new white washed cork (Continued on page 69)

RINKS & SKATERS

(Communications to Our Cincinnati Office)

RINK AT WAXAHACHIE

John P. Fleming is remodeling a large brick building on North Rogers street, Waxahachie, Tex. which was formerly a garage, and will establish an up-to-date roller skating rink.

SHEA STAGING MASQUE BALL

Peter J. Shea, of the Palace Gardens, Detroit, advises that he is staging a big society ball at the spacious Palais De Danse. Thousands of prominent people have been sent invitations and the affair is to be complete in every detail. It is Mr. Shea's intention to spare no expense in making the Tiger Masque Ball so impressive that it will be an annual event. Shea predicts that he will have between three and five thousand in attendance. The Palace Gardens Rink also is going along nicely, with novelties enlivening the sessions every week.

NOTES OF LUNA PARK RINK, CLEVELAND

The city amateur championship roller skating meet opened January 21 at the Luna Park Rink, Cleveland, O., and will end February 14. Leo Culltrona, the present champion, will be called upon to defend his title against some of the best of Cleveland's skaters.

Lillian Taylor, Cleveland's girl champion, skated an exhibition race at the Luna Park Rink on January 21, and is anxious to meet some of the fast lady speedsters.

George Carl has turned professional and has again challenged Eddie Kelly of the Judd Rink, Cleveland.

Henry Thomas, who last year defeated Fred Martin of Akron in a one-mile sprint at Luna Rink, wants to meet some of the speedsters, and says he still has a challenge standing to Eddie Kelly.

J. A. Cover, who is managing Luna Rink, states that business is very good and that he has lined up some excellent talent in his group of racers.

BRIGGS USING ATTRACTIONS

P. L. Briggs writes that he is still making Minersville, Pa., roller skaters happy by using novelties and playing attractions at his rink in that town. He played Billy Carpenter January 16, 17 and 18, and Adelaide D'Vorak January 23, 24 and 25, both of whom proved great drawing cards.

And while he was making the skaters happy Mr. Briggs didn't neglect looking after his own interests in that respect, and on January 21 he took unto himself a wife, Miss Helene M. Henig (we're not certain the name is spelled right, as Mr. Briggs, possibly a little flustered over his new-found happiness, didn't write it plainly), of Jersey Shore, Pa. (a non-professional). The Billboard joins with Mr. Briggs' many friends in the game in wishing him and his bride many years of happiness.

"Received a letter from Richard Platt, manager of the roller rink in Escanaba, Mich. (my home town)," writes Mr. Briggs, "saying he is doing a nice business. Mr. Platt and I started together on the benches fourteen years ago. He remained in Escanaba and I started out with the first notables making Michigan, Indiana, Ohio and Pennsylvania."

SKATING NOTES

Jeremiah Leary has opened a skating rink in Glens Falls, N. Y.

Fire partially destroyed the skating rink in Borden avenue, Perry, N. Y., on January 23. The loss was \$5,000.

The Rose Kress Duo played the Palace Theater, Cincinnati O., week of January 30 and were well received. The girl is an especially clever dancer.

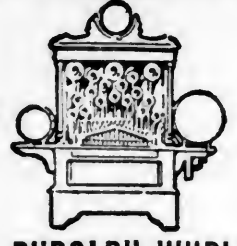
A neat four-page paper called Carlin's Roller News is issued by Carlin's Rink, Baltimore. It carries general news of the rink, coming events, etc., and doubtless helps to increase attendance.

Robins, Nylone and Robins was the special feature attraction at Judd's Rink, Cleveland, O., week of January 20-25, doing comedy, trick and fancy skating that seemed to please the patrons.

The Elgin (Ill.) Daily News recently sponsored an ice skating meet that attracted many lovers of the sport and resulted in the formation of an ice skating club, which will hold other meets during the winter.

Arthur Karslake has a portable at Mt. Carmel, Pa.; Lyle Seat is running a rink at Ashland, Pa., and Billy Carpenter has one at

WURLITZER

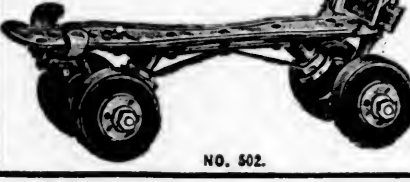


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Lebanon, Pa. We are informed that there also is a rink at Allentown, Pa., but have not been able to obtain the name of the manager. Can anyone enlighten us?
At the Armory Rink, Elizabeth, N. J., recently Roland Cioni defeated Mickey McCarthy in a half-mile race and also in a mile event. Also a billiard was raging on the night of the race there were about 1,500 persons in attendance, Harry Henry writes. The rink, which is a new one, is doing nice business, Henry says, and Steve Fallon, the promoter, is well satisfied.

Joe Lanrey, of Chicago, defeated Eddie Kelly at the Judd Rink, Cleveland, O., on Monday night, January 30, in a five-mile race; time 17 minutes, 15 seconds. Lanrey and Kelly both had a spill, but Lanrey succeeded in getting the lead and winning handily. Lanrey and Cioni will race at Judd's rink on February 10, then on February 12 Lanrey enters the six-day bicycle race at Chicago.

Adelaide D'Vorak played a successful three-day engagement at Ashland, Pa., January 26, 27 and 28 at Arthur Karslake's portable. She states that Mr. Karslake is doing the best business he has ever done with portables. Miss D'Vorak played the entire week of January 30 at Oneonta, N. Y., then to the new Judd Rink in Cleveland on February 6. Adelaide found it somewhat "billiard" at Ashland and intimated she would a little rather be in the South Sea Islands, where the sun not only shines, but warms things up a bit.

At the windup of the three days' meet of the national speed ice skating championship at Plattsburg, N. Y., Roy McWhirter of the Alverno A. C., Chicago, was declared the new national title holder, with 110 points to his credit. Charles Jewstraw, of Lake Placid, finished second, with 80 points, and Richard Donovan, of St. Paul, third, with 60 points. Fred Hennegen, of Chicago, was fourth, while for fifth place there was a four-cornered tie between Forman, St. John, N. B.; Edward Glover, Toronto; William Murphy, New York; and Joe Moore, international champion, of New York.

"I have had a wonderful season, considering the depression," writes James McClelland, manager of the Pastime Skating Academy, Endicott, N. Y. "We close our rink April 1 and then open a new amusement park of our own in the northern part of New York State. I played Miss Adelaide D'Vorak here on January 16, 17 and 18 and was surprised that a single act could draw as well as she did. I expected to draw even her act, figuring that the attraction would stimulate my business even if I did not make any money on it. But instead she broke all records for attendance and made me a nice bunch of money. On January 26, 27 and 28 I had the Skating Mores and their "Baby Dollies." Let me state that any rink manager booking this act will never regret it. They are high-class entertainers."

CIRCUS PICKUPS
(Continued from page 68)

helmet with the heat making the whitewash run down his neck. Such experiences as this made a regular trouper out of him.

Marvin Arnold, who orated in front of the Sun Bros.' Side-Show for many years, is now back in musical comedy, and with his brother, James, is playing to good business thru Oklahoma. They are managers of the "Northland Beauties."

W. B. Maguinness, "side-show Mac," who was with the Main show last season, will return to his first love and have the same position on the Sparks show next summer.

Bob Dennend, of the Sparks show, finds the horses running to his liking and looking like a retired bank president, and did the honors on a recent Saturday night at Baltimore. Bob says that his chum, Charlie Seagles, is doing well with his novelties at Charleston, S. C., this winter.

Read with much interest in a recent issue of The Billboard the article on the Silphium "Tom" show, by Susie Linsley. It might interest the lady and others to know that Harry Tousey is now the manager of the Wallace & Gilmore Billposting Plant at Auburn, N. Y. Tony Mason is living in Buffalo looking after his real estate interests. Manrice Godhall went to Saranac Lake for his health and afterwards was a copper at Seneca Falls, where he died some years ago. Bill Parker is still tramping and lives in Fulton, N. Y. Jim Greer is clowning and was with a two-car show last season. George Mello went back to the printing trade in Syracuse, N. Y., after the death of his wife,

and Jack and Clara Lynn are making money with a repertoire show in New York State.

The oldtime Wild West rider, George Burke, who went to Europe with the Buffalo Bill Show, is going to come back the coming season. At present he is in charge of a big horse ranch near Upper Marlboro, Md., and was a recent visitor at the Main quarters.

Joe Greer and his Wild West will appear at the indoor circus to be held at Tampa, Fla., in February. In his lineup are Carlos and Etta Coron.

Robbie Fay, who is now in St. Paul, is to give up the legitimate and will return this season to the white tops as a member of clown alley with the Main circus.

PATTERSON CIRCUS PATTER

It seems that a great deal of confusion has arisen from recent Billboard "ads" of the Patterson enterprises. It must be remembered that besides the Patterson Trained Wild Animal Circus, Mr. Patterson has also in preparation the Great Patterson Shows (carnival). Of the latter Frank Bennett is the manager of the 10-in-1, while Duke E. Mills holds forth as manager of the side-show of the Patterson Trained Wild Animal Circus. To those side-show folks that became unnecessarily alarmed at the seeming change in the managements of the side-shows of these two very distinct and separate organizations it is here stated that the alarm is false, that the management of the two enterprises will remain the same, and that those engaged for the various organizations will have no change of any kind made in their contract.

Dame Rumor, together with Cupid, is again rampant at Paola. Maybe it is the wonderful weather, maybe it is still the influence of Fletcher Smith from Havre de Graec, where Josh Billings spent last winter, but whatever the cause, matrimony is in the air and the favorite seems to be Josh Billings.

"Syndicate" and "Blackie" Ward have completed the final set of reserved seats. Bill Harris, the master carpenter, has been turning out new wagons at the rate of two a week. George B. Johnson, the veteran twenty-four-hour man, has arrived, and George has gone into the harness shop and taken unto himself the art of harness making before taking up his road duties. Another ex-grad of fine dapple gray baggage horses has arrived for Boss Hostler Henry (Appes) Welsh.

Al Clarkson, the general agent, blew into quarters from an extended trip to the coast. He was mute to any questions, but his smile of satisfaction showed unflinchingly that the trip had been worth while. He did, however, have the neat booklets of the advance press material, as well as tents and mattresses that have been designed for mobility ahead.

Harry E. Billick and Johnnie Francis were recent visitors, combining business with pleasure. Mr. Patterson's activities in the carnival field have made Paola a clearing house for show materials.—GARDNER WILSON (Press Agent).

AL. G. BARNES
Puts on a Real Jungle Dinner

On Sunday afternoon, January 22, a real jungle dinner was given by the management of the Al G. Barnes Wild Animal Circus to all who took part in the making of the feature serial picture, "In the Shadows of the Jungle," at the Warner Bros. Studios. The big event was in celebration of the successful completion of the picture. The new winter quarters of the Barnes circus was in every way suited to the event, with its cages of wild animals, seals and numerous other animal species. The banquet was staged in the big tent erected especially for the occasion, and as near to the animal cages as it was possible to get. Al Dean, assisted by Dixie Engle, was responsible for the menu. The tent was covered with a floor of sawdust, and the tables were erected upon jacks just as those of any regular circus cookhouse. The decorations were of pennants and flags of all nations, and bunting of red, white and blue, which covered the top of the big tent. The many brothers and sisters of the movie world were used to many unique settings and yet they declared that this was the greatest they had yet attended.

Murray Penneck stated that the banquet was sure the thing in cats. During the progress of the dinner the guests were entertained by the blood-sweating hippopotamus, which performed in the circle in the center between the banquet tables; also by Barney, the baby elephant. The two orange-outangs amused themselves and the

diners by eating among the guests and amusing by their pranks.

The following were in attendance: Mr. and Mrs. Jack L. Warner, Jackie Warner, Jr.; Sam L. Warner, Monty Banks, Mr. and Mrs. Hugh Fay, Grace Darmond, Mrs. Darmond, Derejhs Perdue, Frances Guihan, Philo McCulloch, Mr. and Mrs. Robt. Agnew, Betty Compson, Elsie Fay, Thelma Worth, Sid Grauman, Mr. and Mrs. Sol Lesser, Mr. and Mrs. James Taylor, Mr. and Mrs. Jack Richardson, Ruth Holly, Dick Sheer, Mr. and Mrs. Cyrus Wilder, Mr. and Mrs. Sam Behrendt, Mike Neuman, Mr. and Mrs. Abe Gore, Mr. and Mrs. Mike Gore, Walter Morosco, Mr. and Mrs. M. C. Levee, Mr. and Mrs. A. C. Stecker, Art Meyer, Guy Price, Monroe Lathrop, Linton Wells, Mrs. Doris Anderson, Edwin Schallert, Mr. and Mrs. Carter Delhaven, Mr. Jensen, Mr. and Mrs. Jean Hayes, Mr. and Mrs. Lex Neal, Mr. and Mrs. Cliff Saum, Mr. and Mrs. Herman Kaymaker, Mr. and Mrs. Omar Whitehead, Mr. and Mrs. Al Pelton, Mr. and Mrs. Calliet, Mr. and Mrs. Louis Chaudet, Irving Asher, Marco Hellman, Mr. and Mrs. Louis Gulhe, Irving Walker, Joseph Loeb, Mr. and Mrs. A. M. Salomon, Al G. Barnes and family, Murray Penneck, William Peek, Mr. and Mrs. Alfred Wolfe, Robert Thornton, Rex de Rosselli, Happy de Rosselli, Mr. and Mrs. Rickman, William Eickman, Lew Berg, Mr. and Mrs. Frank Rooney, Martha Florine, Capt. Ricardo, Dick Bernard, Ora Ashworth, Mr. and Mrs. Stonehouse, Catherine Thompson, Cheerful Gardner, Vernon Reeve, Melvin Penneck, Chester Bishop, Mr. and Mrs. W. Griffin, Ed Dubar, Mr. and Mrs. Archie Mayo, Motley Flint, James Moore, Herbert Bell, A. J. Olsen, Frances Agnew, Mr. Gausman, Mr. and Mrs. Frank Murphy, Mr. King, Miss Beeman, Mr. Gubler, Mr. and Mrs. Max Harring, Mr. Cohen, Mr. and Mrs. Hill, Midge Cummings, Mrs. Cummings, Sandy Roth, Louis Ostrow, Clarence Kinstler, Floyd Jackson, Edwin Loeb, Mr. and Mrs. Lloyd Hamilton, Jack White, Pauline Starke, Mr. and Mrs. Ivan Kahn, Mr. and Mrs. Adolph Ransh, Mr. and Mrs. I. Isner, Mr. and Mrs. E. Rosenberg, Mr. and Mrs. Harley Taylor and many others.

THE LATE MME. MARANTETTE

The show world was grieved to learn last week of the death of Madame Marantette, the world's champion high-jumping horse rider, who retired from the road in 1918 and passed away at her home, near Mendon, Mich., January 26, of pneumonia. Funeral services were held Sunday, January 29, in charge of Frank S. Cummings, a friend of the deceased. The house was thronged with people of the village, and great respect was shown to her by everyone. At the funeral were Emily Stokney, of Cincinnati, daughter of Robert Stokney, Sr., himself a well-known circus rider, and Sadie Orissey, of Toledo, O., who purchased several of Madame Marantette's horses some years ago. The Stokneys and Miss Crissey were very dear friends of hers.

The following tribute to the care showered on her by Mr. and Mrs. Peter Mardo is not just words. No one could be more devoted to a mother than they were to the Madame. (Mrs. Florence Harris Mardo was adopted by Mme. Marantette in London while she was making a world tour).

Madame Marantette, whose maiden name was Emma Peek, was a daughter of John and Matilda Peek. They were among our early pioneers and the Madame loved to tell pioneer stories of meeting her father as he returned from a hunting trip loaded with venison or other spoils of the chase. He was a great hunter and she gained fame as one of the first to accept new machinery for farm operation. He purchased one of the first threshing outfits and finally became known as the oldest operating thrasher in the world.

Madame was born in Mendon, Mich., September 5, 1849. From her childhood she was a great lover of horses, and they instinctively loved her and learned to obey her, gaining for herself world-wide fame as the greatest living equestrienne, the queen of horsewomen. Mendon shared her fame, for nowhere else could she content herself or feel at home. She was always loyal to her town and country.

Her youth was spent in the way of common pioneer farm life, but she was ambitious and talented and determined to see and conquer the world. Royally did she succeed. Continental Europe, England, Canada and Mexico became familiar to her. Royalty greeted her and did her honor. In the midst of royalty she remained democratic and loyal to our own United States, in every State of which she has traveled. She was always dignified and clean in her life. All her feats were performed on the side saddle, which comported with her ideas of modesty and womanliness. In her young womanhood she was married to Charles Marantette. They became estranged and many years afterwards she was married to D. H. Harris, who had been her manager and who shared her love and power over horses and other animals. Mr. Harris died April 6, 1914. About four years ago Madame retired from active life and has been in retirement since, finding comfort and peace with her horses and dogs and poultry and old friends. While on an European trip she and her husband met and adopted an English girl of 8 years in London—Florence Harris, now Mrs. Florence Mardo, wife of Peter Mardo, both of whom have been as devoted and faithful to Madame as her own children could have been. Madame had been in poor health for some time, her illness culminating in pneumonia, which closed her career on Thursday night, January 26, at 10 o'clock, when she fell asleep. To several of her intimates she said during her last illness, "I fear I am about to take my last jump." She was plucky and fearless to the last. She was 72 years, 4 months and 19 days old. There was one sister, but Madame was the last survivor of the family.

The funeral occurred at her home in Sunday afternoon, January 29, and was conducted by Rev. A. H. Tench, of Leondias. The Madame's body was laid in the Mendon Cemetery beside that of D. H. Harris. On her headstone is the well-known name, "Madame Marantette."

CARLOS DOG & PONY SHOW

New Orleans, Feb. 3.—Everything is going nicely at the winter quarters of the Don Carlos Dog, Monkey and Pony Show at the foot of Poland street. New cages have been built and new animals have been added. Don Carlos, owner, says the season will open early in March. He will again spend next winter in New Orleans, playing the suburban houses, as in the past.

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B. B. 111—Imp. Razor Blades. Fit any razor. Dozen	.25
B. B. 109—Comb. Glass Cutter Knife, Gross	16.20
B. B. 110—Comb. Four-Fold Billbook, Gross	7.20
B. B. 100—Rajana Safety Razor, in box. Can be used with Gillette blade. Per Gross	\$27.00
B. B. 101—Solid Gold, Gold-Filled Fountain Pen Set. Handsomely chased design. Self-filler. Pencil of the latest style. Put up in velvet-lined box. Per Set, complete	\$ 1.65
B. B. 102—Imported Indestructible Pearl Necktie, 24 inches long. Solid gold clasp. In plush box. Complete	\$ 1.55
B. B. 103—10-Piece Manicure Set. Contains most useful implements. Put up in nice roll. Each	\$.75
Per Dozen	8.00
B. B. 104—Gold-Plated Clutch Pencil. A rare bargain. Per Gr.	\$10.50
B. B. 105—Canary Bird. Trills, warbles and sings like a real canary. Automatic movement of the bill and tail lends a touch of realism. The most attractive selling novelty on the market today.	\$ 2.00
Per Dozen	21.00

25 per cent deposit must accompany all C. O. D. orders.

SINGER BROTHERS
536-538 Bdw. NEW YORK CITY

PIPES

by GASOLINE BILL BAKER

Is there really cause for discouragement this winter? If one line of goods doesn't "go," try another which "might"—it may.

Too many fellows don't look about them for encouraging prospects—inspirations, so to speak.

Understand that Phil Handler and F. Weisman are busy on corners in Atlanta, Ga., with fountain pens.

Do you know what became of the medicine performers who used to work for "seven and cakes"? Two of them are now on Broadway.

The "best" territory in the country is the one you are now in, but it takes business ability, hustle and maybe capital to work it, says one lad.

About ninety per cent of the money spent by "hirams" is turned loose between September 15 and April 1—think it over. Foregoing the philosophy of a successful pitchman.

Hear that "Texas Jack" Wood has been doing a large amount of business over East Liverpool, O., way with a line of magazines, and that his b. r. is increasing steadily.

Henry Nesser infers that he is en route thru New York State and doing nicely with needles. By the way, we haven't had many pipes from the boys operating indoors thru these diggings lately.

To a certain fellow down in Georgia: Yes, Ol' Top, you did take pains, as you say, to send in a dandy pipe. But didn't take pains to sign your name (except your initials), and the writer could not figure out whom to talk about.

"Doc" C. L. Campbell, the former whistle and novelty worker and the past few winters and summers in the indoor and special event producing game, has grabbed himself a nifty position for the winter as special agent for Zangar, the Mystic.

Benny Smith, who has been working matches in a doorway in Atlanta, Ga., seemed somewhat frustrated a few days ago on arriving at the Childs Hotel (Atlanta), and in answer to inquiries remarked: "Oh, the darn matches won't work just right on rainy days." Run 'em thru your hair, Benny—what's that?

Jimmie Cardwell, the sketch artist, who became famous in Steve Brodie's time, is probably making pen sketches of the peace conferees in Washington. Don't miss any facial expressions, James, and every now and then show the visitors how you can pull down your vest and snap the necktie from the shirtfront.

George H. Manning—Your postcard, sent to the Chicago office of The Billboard, received. So you are spending some time in Detroit. Attaboy, but while there see if you can waku up some of those tardy pipe shooters. (Write the party you mention, care of The Billboard, George, and the name will be published in the Letter List.)

Congrats are in order—Homer C. Johnson writes from El Dorado, Tex.: "I've been here in the El Dorado oil fields since Xmas and have taken unto myself a wife—formerly Elvora Dupree. Have been doing nicely with toys and belts, altho readers are high. 'Baldy' Stevens has been working buttons in Haynesville, La., a near-by town, and doing fine."

Earnest Fairman, the art needle demonstrator, has returned to Cincinnati from Findlay, O., where he worked an indoor "dolings" to but fair results. On Saturday, January 28, Earnest was back on his old stand on the 6th street market (the only place to work in Cincy and extremely limited) and pulled a good day's business. He expects to remain in the Queen City until spring.

"Whittie" Persall, the peeler man, has been making his headquarters in Charleston, W. Va., since October, instead of on his old stamping ground, North Carolina. How's that—the reason? Ah, ha! Just wait a few weeks—you'll doubtless be enlightened. Whittie intimates he is about to draw a sure-enough prize package—guess I'd better stop or I'll be telling the lucky lady's name. (Now, there you go, Spot Ragland, Louis and Margaret Corte and others;

ANOTHER BIG RING BARGAIN

SPECIAL—SPECIAL **BABY RINGS** **\$3.00 Per Gross** SPECIAL—SPECIAL **BABY RINGS** **\$3.00 Per Gross**

GOLD FILLED—ACID-TEST RINGS



No. 12121.
No. 12122.
No. 12123.
No. 12124.
No. 12125.

\$3.00 Per Gross
ASSORTED STYLES AND ASSORTED SIZES
Order Today

We are only offering one hundred gross at this price, which means that after the first hundred orders are received we can not fill any more at this price. So hurry up and get your share.

KRAUTH AND REED
IMPORTERS AND MANUFACTURING JEWELERS
1118-19-20-21 MASONIC TEMPLE
CHICAGO ILL.

America's Largest Ring Dealers

HEAVIEST STOCK UNBREAKABLE FINEST QUALITY AMBER COMBS

REVISED PRICES

56312—Dressing Comb, Coarse and Fine	\$21.00
56313— " " " " " "	21.00
56314—Barber " " " "	13.80
59130—Fine " " " "	13.80
56216—Pocket Combs	8.00
Leatherette Metal-Rim Slides for Pocket Combs	1.50

If you want to make money handle line used by original demonstrators. Send for our Sample Assortment and continue yourselves of quality and weight by comparing with other lines. Sample Assortment, \$1.00, prepaid. THE COMB HOUSE OF AMERICA, 7 Waverly Pl., New York City.

YOU ALL KNOW THE BUTTON PACKAGE THAT IS GETTING THE MONEY



Pearl Back Duplex. Little Dot Lever Back Button. E Z Snap Links.

KELLEY, The Specialty King, 21 Ann Street. NEW YORK CITY.

MAGAZINE MEN, ATTENTION!

Ours is the best paying high-class proposition in America. Write for particulars. CLASSICAL SERVICE CORP., Magazine Specialists, 116 W. 30th Street, New York City.

Second-Hand Army Trunks—Army Cases for Pitchmen and Streetmen

Army Trunks, \$4.00 and \$5.00; Army Pitch Cases, open in middle, \$2.00; Theatrical Fibre Sample Trunks, \$7.00 to \$15.00. All reliable makes, in excellent condition. No list. State exactly what you want. Cash with order.

J. COHEN. 163 Canal Street, New York City.

STIX-TITE CEMENT

PITCHMEN—DEMONSTRATORS
Make big money. Now, get busy. Big, flashy tubes. Display cards furnished. Sample, 15c.

STIX-TITE CEMENT WORKS, 2723 Woodburn Ave., Clnt'l, O.

CHINESE LUCKY RING

Good Luck, Prosperity, Long Life, Happiness.



STERLING SILVER. Retail, \$1.50. 25% Cash, bal. C. O. D.

LE-MEE CO.
757 6th Ave., N. Y. C.
Send \$1.00 for sample.

A DIAMOND FOR 3/4c?

You can't beat our NUGGET CLUSTER SCARF PIN for FLASH! Size of 2-carat stone. Mounted on card. Sample, 15c; 1 dozen, 60c; 1 gross, \$5.00; 5 gross, \$22.50; 10 gross, \$40. FANTUS BROS., 1315 S. Oakley, Chicago.

THE NEW PERFECTED ORIGINAL PARISIAN ART NEEDLE

6-POINT IS READY

THE ONE YOU HAVE BEEN WAITING FOR

Our new ORIGINAL 6-POINT NEEDLE has a point for each kind of French Embroidery, from the finest silk thread to all sizes of yarn and carpet rags. The ORIGINAL PARISIAN NEEDLE is made of nickel silver and will not rust. ALL NEEDLES GUARANTEED TO AGENTS AND CUSTOMERS. Our new needle is now perfected so the rags will not slip or handles ahead. NOTE IMPROVEMENT ON FLANK OF POINTS. This is one of the great improvements we have made.

LOOK! LOOK!! HAVE A LOOK!!!
NOTE NEW REDUCED PRICES:
Needles complete with 4 points, Numbers 1, 2, 3 and 4, \$20.00 per 100 in 100 lots.

Send \$1.00 for sample of our new 6-Point Needle, with full instructions and particulars, together with a Rose Bud worked sample showing the beautiful work. And, better still, send \$2.25 for agent's complete working outfit, consisting of one 6-Point Needle and one full size Pillow, stamped on good material, tinted in colors to work; also four balls of best thread to work same, and your pillow started, showing how to do the work.

NUMBER 5 AND 6 POINTS, \$2.50 PER 100.

25% cash required on all orders, balance C. O. D. Get busy, folks; now is your chance to make a cleanup. This new 6-Point Needle sells fire to one against any other Needle on the market. Write today.

Parisian Art Needle Co.,
206 Traders Trust Bldg., 305 So. La Salle St., CHICAGO, ILLINOIS.
WE HAVE NO BRANCH OFFICES.



STAMPED PATTERNS

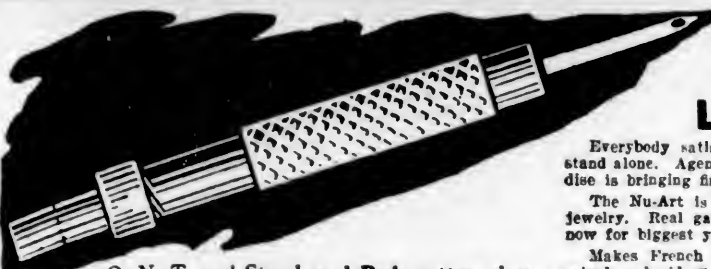
All designs done by hand with air-brush, in colors, tinted shades to work.

PILLOWS, per Dozen.....\$2.50
RUNNERS, per Dozen.....\$4.50
CENTER PIECES, per Dozen, \$6.50
STAMPED RUGS, from 40c to \$1.50 Each.
These goods are of extra fine grade of crash. All of our goods are of quality.

RICHARDSON PERLE COTTON, sizes 3 and 5, in all colors. 75c per box.

PARISIAN ART NEEDLE CO.





NU-ART NEEDLE

LEADS NOW—TOMORROW—NEXT YEAR

Everybody satisfied—the Nu-Art and Daisy Needles stand alone. Agents making real money. Our merchandise is bringing fine results.

The Nu-Art is silvered and chased like a piece of jewelry. Real gauge. Can not be improved. Prepare now for biggest year ever known.

Makes French Knots, chenille work, velvet effect, raised embroidery, box stitch and fringe. Directions with every needle. Prices to agents:

.50 for sample
\$3.00 per dozen

\$25.00 per 100
\$6.00 per gross

The Daisy is our 50 cent size needle. Carry it to push where you can't make dollar sales. Prices to agents:

.30 for sample \$15.00 per 100
\$75.00 per 500
\$150.00 per 1000

We also make 12 designs in pillows, scarfs, and centers on heavy tan embroidery crash, in peacock, bluebird, rose, flower, indian head and conventional designs. Prices as follows:

Pillow tops on heavy tan crash \$2.50 doz.
Scarfs on heavy tan crash 3.75 doz.
Centers, 36-in., on heavy tan crash 4.50 doz.

Half Cash Required With all C. O. D. Orders Goods Shipped the Day Your Letter Arrives.

MOLTER-REINHARD CO., Manufacturers Nu-Art Fancy Goods 366 W. Monroe Street, Dept. 21, CHICAGO, ILLINOIS

WHITE STONE WORKERS



THE FLASHIEST RING ON THE MARKET

Al-Karat dazzling White Stone Brilliant, the finest yet produced, set in a high Tiffany platinum finish basket mounting.

Sample Dozen, **85c**
Per Gross, **\$8.00**

JUST OFF THE PRESS

Our new WHITE STONE CATALOG contains hundreds of values like this one. Send for your copy today.

S. B. LAVICK & CO., Inc.
411-415 So. Wells Street, CHICAGO, ILL.

FURS

For PAVIES and CANVASSERS

Write For Our Big Selling Scarf No. 4020

S. P. PLATT WHOLESALE FURRIERS
308 S. Market St., Chicago

AMBEROID GOLDEN BEAUTY COMBS

We Make 'Em

No. 110—Ladies' Heavy Dressing. Gross \$20.00
No. 111—Ladies' All Coarse Dressing. Gross. 20.00
No. 112—Men's Barber. Gross. 13.50
No. 413—Fins or Dust Comb. Gross. 13.50
No. 414—Pocket Comb. Gross. 6.50
Leatherette Slides. Gross. 1.40

BARNES, THE COMB MAN. Loomister, Mass.

Big Money

Lacassia
Vaseline Oil Soap

Made by agent setting our wonderful Facial Soap, Perfumes, Toilet Articles, Spices, Extracts, etc. Free sales of soap & agents terms mailed to any address.

Lacassian Co., Dept. 472 St. Louis, Mo.

Demonstrators, Pitchmen—\$130 made in one day with Shur-Stick Cement. Special price gross lots. Sample, 10c. Circular free.

UNITED CEMENT CO., 332-334 Plymouth, Chicago.

guessing again!) Persall infoes that he has spent three "ca" so far during the winter, so you know he must think well of the proposition. Attabor, White, but don't you become a regular spendthrift.

Dan Connolly, of the med. fraternity, reports he has lost his left eye entirely and can see but very little with the other one—with the use of very strong lens. He expects his one optic to gain in strength and that he will again get to work among the boys. At present he is not able to work. He gets his mail care of The Billboard's New York office (Putman Building, 1493 Broadway, New York, N. Y.).

Capt. David Lee kicks in from Newburg, W. Va., that he and Mrs. Lee closed, along with Dr. Frank Emerson's show, at that place, after a struggle with poor business. Captain says the coal fields of that section do not look good to him, as to business, and that prospects are poor for the coming season, in his opinion. He and the Missus were going from Newburg to Baltimore. He recently met his brother, Jack Lee, the glass blower, their first meeting in thirty years, and a joyful one.

Notes from Indian George Vandervill's Medicine Show—Indian George is back in Nebraska with his new show and doing good business, as conditions seem to be improving here. Dr. Miller is a dandy office man and carries an x-ray machine with him. Other people of the company include Lawrence, Mack and Berry, George Vandervill, Ed J. Calling, and Pauline and George. At this writing the show is in Talmage, Neb.

Doc Harry Fuller infoed recently that his company, consisting of, besides himself, Jack Wardrop, Doc Emerson, May Blough, Happy Lewis, George Vargo and Sadie Lewis, was still playing the coal fields of Pennsylvania and doing very well with herbs. Harry was with O'Dell's platform show last summer. Says he and the company saw Price and Butler play to a packed house at Tremont, Pa. He wonders if the boys in Pittsburg are all still living, also Harry Livingston.

Ray Pierce—Should you make West Frankfort, Ind., you might look up the fellow who inferred you looked like a Presbyterian. (The story goes that Ray was selling cement in West Frankfort, and he wore his side whiskers a la minister. A gent bought a bottle of cement, but did not leave at once and stood, sizing Ray up. After about five minutes he walked up to the demonstrator and said: "I want to shake hands with you, Brother; I'm a Presbyterian, too.")

Hear that C. A. Stahl and his team of snow hounds recently left Huntington, W. Va., bound for Washington, D. C., to attend the Peace Conference (invitation being extended by Geo. Durkin and Jimmie Cardwell, builders of castles and designers of necktie forms). Rumor had it that Fitzgerald, who decorated Brooklyn bridge at a celebration in honor of the landing of Doc Bosworth, has been engaged to put the "purty fixin'" to one of the large halls to entertain all "Noble Knights of Pithchedo Demonstraticus" on their arrival in the nation's metropolis, and "Razor" Riley and his red box and banjo are expected to furnish music for the occasion.

Doc Hoyt pipes from Canyonville, Ore.: "If any one wants to know why we can't 'keep 'em down on the farm,' just refer him to me. (Continued on page 72)

650 WORDS IN EVERY DIP

for Home or Office

AGENTS handle the 650 Pen. Just as good as a five-dollar Fountain Pen. Sells on sight. Endorsed by bankers, bookkeepers and public officials. One agent writes: "Greatest seller I ever handled." 100% profit to agents. Send for sample, and give it a trial. Money back if you want it. 15c each, two for 25c. Silver finished.

TODDLE BEAR TOY CO.
302-304 East Main St., Rochester, N. Y. Dept. F.

WE ARE HEADQUARTERS FOR ORIGINAL MONEY MAKERS

Despite claims to the contrary we have the only Austrian "Manos" Fountain Pen.

\$12.00 Per Gross **\$12.00 Per Gross**

Superior Grade of Nickel Finished Wire Arm Bands
Per Gross, \$6.00



1202—Three-Lead Clutch Pencil. Highly polished, attractive Pencil, with ring on the end to fit on chain. Exact size as shown in cut. Big seller. Specialists in Supplies for Streetmen, Pitchmen and Concessionaires. 25% deposit required on all orders. All goods shipped same day order is received.

\$9.00 Per Gr. **\$9.00 Per Gr.**

543 BROADWAY BERK BROTHERS NEW YORK CITY

AGENTS LUCKY \$1.75 GIVE 'LEVEN A Throw SHEARS FREE!

Others Are "Knocking 'Em Dead"—So Can You! SIZE, 8 INCHES.

The prices on Shears in stores have been too high for the average Housewife during the past three years. You will find nearly every home in need of a pair of generous size Shears.

Complete sample outfit, including Lucky 11, Shears and Display Case, sent postpaid for \$1.75.
Lucky 11 with these 8-inch Dressmaker's SHEARS as a premium sure gets the coin. Only 20 sales a day means \$18.00 profit. Suppose for an argument that you only average 10 a day, or \$9.00 profit. *Not so bad, hey!*
LUCKY 11 with SHEARS COSTS YOU 85c. SELLS FOR \$1.75.
SPECIAL TRIAL OFFER to Billboard readers for quick action—10 Boxes, 10 Shears, for \$8.50 with display case FREE. Your profit, \$9.00. ORDER TODAY.
E. M. DAVIS COMPANY, 9122 Davis Bldg., Chicago

EACH \$5.75 **98c** **DIAL**

No. B5572—Gent's 16 Size, Thin Model, Electro-Gold Plated Watch, at remarkably low price of 98c. A good time keeper. Looks like a \$20.00 Gold Watch. Order sample now. Sent by mail on receipt of price and 10c for postage.

LEST YOU FORGET! We are Headquarters for **WATCHES, CLOCKS, JEWELRY, SILVERWARE, ELECTRIC LAMPS, PHOTOGRAPHS.** Concessionaries' Premium and Auction Supplies.

If you are not already in possession of our 1922 Catalogue No. 51, write for it. It's FREE to live dealers. Our low prices will surprise you.

JOSEPH HAGN CO.
The House of Service
Dept. B, 223-225 W. Madison St., CHICAGO, ILLINOIS.

No. B5572—Gent's 16 Size, Thin Model GOLD FILLED Hunting Case Watch. Guaranteed to wear at least 5 years. Cases come in fancy assorted style engravings and are fitted with a good, reliable American movement. Will give entire satisfaction. Guaranteed correct time keeper. Owing to our low price, factory will not permit us to mention name. Equal in appearance to a mention \$35.00 Watch. Price, Each..... **\$5.75**

No. B5573—Open Face Watch, with dust-proof screw case. Otherwise as **\$5.00** above. Each.....

No. B5571—Gent's 16 Size Electro-Gold Plated Fancy Assorted, Engraved Hunting Case Watch. Very similar to above No. B5572. American-made movement. **\$3.95** Each.....

No. B9000—The Famous Big Ben, or Baby Ben Alarm **\$2.21** Clock. Each.....

No. B9003—A 6-day Nickel Alarm. Each. **\$2.50**

No. B9001—Special Sun. Nickel Alarm. Each. **\$0.79**

NOTHING BUT HITS RUNNING MICE



**YOU KNOW
HOW THEY SELL**

New fresh stock, low price
(Price per Gross, \$2.75)

VEGETABLE KNIFE GUARD



Fits any kitchen knife. Entirely new and highly satisfactory
(Price per Gross, \$2.50)

Prices F. O. B. Albany—Deposit Required if C. O. D.

CHESTER NOVELTY CO., Inc., Albany, N.Y.

PIPES

(Continued from page 71)

as I know (have been on the farm four months now, and I've got a plenty, thank you.) Back to the road for me on March 20 and I'm coming East this season—have been a "Coast defender" for twenty-one years, so watch out for the Western extension of the Hoyt family. Say, Bill, you can tell the bunch, if they want to know about this chicken ranch business, that I can explain it all to them. Oregon Rose, the fancy rifle shot and trick and fancy roper, says she has sufficient of this ranch life also and will team with old Bill Hoyt another season."

E. W. Moore, entertainer, unlimbers the following from Conyers, Ga.: "The show had to lay off, as snow was on the platform just five inches deep and had to be shovelled off before starting business. But Dr. C. H. Zimmerman got the natives inside a storeroom, dished out the free doses and had a good sale." The next day, adds Moore, it rained and then froze, and he had to break up ice before he could do his dancing. He says Doc Z. opines that, if cold weather shows up too frequently in old Georgia, he will take a "sweet jump" into Florida for a few weeks' fishing. Seems that Comic Moore discarded his "benny" too soon and had to purchase a new one.

C. Coates writes: "Just a few lines on specialty demonstrators, as we don't want the med. and sheet boys to do all the piping. Lots of the boys in Atlanta, Ga., at present, some inside, some in doorways and others making pitches when weather permits. Things are not so good down this way. I came here after the fair season—the Eastern fair circuit. Opened in Silvers' five-and-ten with needles and am still getting good—did very good during the holiday trade. There are three other needle workers of the streets here. McFall Brothers, good, clean workers, came to two weeks ago and opened in a big department store with Japanese boys, and Harry recently opened in Silvers' will run cleaner to good business. I will make a new Silvers' store opening in Birmingham in two weeks."

During a cold, rainy spell in Live Oak, Fla., on January 26, W. E. Casey, Edward LeRoy, Doc Heber Becker and Bob Roberts were sitting indoors around a big wood heater. LeRoy (high wire walker) proposed to Becker that if the latter would bring in a armful of wood he (LeRoy) would sit bare-skinned on the stove for five minutes—and Becker never crawled on that. Another proposition from LeRoy was that he would split the said wood if Becker would carry it in. LeRoy filled his part of the bargain and just before he finished Doc grabbed his bunny, case and cane and went down town, saying he wanted to try to "scrape up" enough people to make a pitch (with it snowing and sleeting and the "boozestick"—thermometer—hanging around the 92 degree mark). (Whisper—listen.) The other boys wrote Bill of the above occurrence while Becker was out "trying," and they decided as follows: "If Doc gets warm when he gets back he'll sure have to get to bed."

After a four months' trip Win. H. Beckwith arrived back in Durham, N. C., having visited Virginia, West Virginia, Tennessee, Kentucky and Ohio, and he says he found business, or the whole, very bad. At Hinton, W. Va., he met Dr. J. P. Saunders and the Missus, with two crackerjack comedians, working oil and herbs. He also met Dr. and Mrs. Hughes, with oil and mineral salts. At Charleston the following: "Whistle" Persall, with the old spud joint, and Gentry Brothers, the paper boys now selling stock for a tire manufacturing concern. William says he worked a few spots with Buck Baker (the clown who operates the "trained diver" with the Ringling-Barnum Circus), who is demonstrating spark plugs this winter. He also met that knight of the trips, Jimmy Gill, who was on his way South for the winter. Beckwith adds that he has worked two Saturdays since Christmas and both were, as to business, the same—bum. When he wrote W. B. was "snowbound" (with two feet of snow on the ground), at Durham, anxiously awaiting the "birds'" call and—doubtless—good roads on which to try out his new auto.

Here's one from a "youngster," Dr. S. Webb: "I need some good advice (possibly) on how to run a medicine show in hostile territory and make money. Naturally of an observant nature, I can detect a few things about the game which could be avoided to good advantage. Among them will mention the "terape hanger"—the fellow who is a chronic



American Made Razors

Exactly like the original in every way.
Silver plated, each in leatherette case. Per Dozen, \$3.00.
Silver plated, each wrapped in tissue, one dozen in box. Per Dozen, \$2.50.
Gold plated, each in leatherette case. Per Dozen, \$3.50.
Gold plated, each wrapped in tissue, one dozen in box. Per Dozen, \$4.00.
Samples, postpaid; Silver, 35c each; Gold, 45c each.

5-IN-1 TOOL KIT

Highly polished, nickel plated alloy metal case. Contains Screw Driver, Gimlet, Awl or Punch, Conk-screw and Wrench. Each tool fits into slot in case which forms handle. We have sold thousands. Per Dozen, \$1.80; per Gross, \$21.00.
Sample 5c, postpaid, 25c.

EMBLEM PENCIL

Fancy, nickel plated, all metal Pencil, with ring attached to end, for agent's watch chain or ladies' guard neck "buck." Magazine type, containing three leaves. A wonderful item for the money. Per Dozen, 60c; per Gross, \$9.00.
Sample, postage paid, 15c.
Emblem Pencil, with black silk neck cord attached. Each in fancy box. Per Dozen, \$1.30; per Gross, \$15.00. Sample, 25c.
25% deposit required with all orders.

ED HAHN

"He Treats You Right,"
222 W. Madison Street, Chicago, Ill.

EVERYBODY BUYS! SOMETHING REALLY NEW MASCOT

MASCOT

The only keyless portable lock. Fits any door or window instantly, without screws or nails. Only lock in the world that CANNOT be picked from outside. For case and jimmy proof. Can be carried in your pocket. If you travel and do not carry a pocket knife, MASCOT does not defeat the door.

WHAT "POPULAR MECHANICS" SAYS OF MASCOT:
"A device that makes locks burglar proof. Ordinary locks can be easily picked and the best lock can be opened with a master key, but a new device can be used on any lock to make it practically burglar proof."
Fastest selling 50c article ever sold. Send 25c for MASCOT and literature. \$3.00 a Dozen, 20c Each, in Gross Lots. Money refunded if not satisfied.

MILBRUCK PRODUCTS CORPORATION,
309-311 Fifth Avenue, New York, N. Y.



Wander Knife Sharpener is a big seller; 400 to 500 per cent profit. Has wonderful cutting qualities; a first-class tool. Sample, 25 cents; one-half gross, \$4; one gross, \$7.75; postage prepaid, 25 per cent with order. Balance C. O. D. No catalog, order direct. Wander Sharpener Co., 314 Basley Ave., Detroit, Mich.

Spare Time Salesmen

Men wanted to sell incandescent Electric Lamps on their spare time. High-grade line of lamps. Liberal commissions.

UNITED LAMP SERVICE COMPANY
435 Broadway, New York, N. Y.

DISTRIBUTORS
DISTRICT SALESMEN
MANAGERS—AGENTS

Do you know that we make the Best Waterproof Aprons and Sanitary Specialties on the market? Sell for less and your profits are largest.

Write now and convince yourself.
B. & G. RUBBER MFG. CO.,
618 Penn Ave., Dept. 127, Pittsburgh.

AUCTIONEERS! CANVASSERS—PITCHMEN

Make big profits selling Dress Goods. Write for information and prices.
S. SIDEMAN, 1023 Main St., Kansas City, Mo.

CANVASSERS, AGENTS—Coconut Oil Shampoo.
Wonderful seller. Costs \$1 dozen, retails \$6. Inquire about terms, HILDSON SHAM & PERFUM CO., 213 Greenwood St., New York City.

COAL SAVER! Cut your coal bills in half. It is simple, cheap and effective. Full instructions mailed for 25c. Address JOSEPH LYNN, 11 Marion Place, Jersey City, New Jersey.

AGENTS! Attention!

COSTS 60c each
YOU SELL FOR \$1.50 or \$1.75

"Tip Top" COMBINATION TOILET SET

RETAIL DRUG STORE PRICE, \$3.50.
Size of Box, 6x12 inches.
NOW IS THE TIME TO LINE UP with the "House-of-Quality." Articles guaranteed to please. B-WISE AND GET LINED UP RIGHT NOW. DO NOT DELAY. WRITE AT ONCE FOR FREE PARTICULARS, or better still, send \$1.00 for sample outfit, or \$1.50 for set, including display case. We pay postage.

HARVARD LABORATORIES
336 W. 63d Street, CHICAGO, ILL.



CARNIVAL AND STREETMEN ATTENTION!!!—H. SILVERMAN

I am now connected with the ATLAS JEWELRY CO., 870 LIBERTY AVE., PITTSBURG, PA. Formerly with the S. DAVIS CO. A CONTINUANCE OF YOUR PATRONAGE IS SOLICITED. CATALOG READY MARCH 15.

Electric Garter

NO KNOBS, HOOPS, PADS—NO BAGGY SOCKS.
Improved Buckle Allows Renewal of Web.

Patented in Canada, U. S. Patent applied for. A live wire seller for Pitchmen, Window Workers, Canvassing Agents and Trade.

Illustrated folder shows many uses. Gives selling pointers. Finest quality stock ALL the time. Eight to ten flashy colors, assorted. Folded.

Sample Pair, 25c, Postpaid. Per Gross, \$7.50.

I pay parcel post charges. 25% deposit balance C. O. D. "Growing Bigger All the Time."

Manufactured by E. V. NORRIS
102 Fifth Ave., Buffalo, N. Y.
Factories: Buffalo, N. Y., Ft. Erie, Canada. Address all mail to Buffalo.

STREETMEN, Demonstrators & Peddlers

We carry a large line of Jewelry, Clocks, Watches, Silverware, Jewel Boxes, Notions, Needle Packages, Bells, Trade Wheels, Trade Tickets, Novelties, Carnival Goods, Rubber Balls, Balloons, Jap Crook Cams, Whips, Cutlery and Give-Away Goods. Wholesale only. Catalogue free. No goods sold to consumers. No goods shipped C. O. D. without a cash deposit.

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RUBBER BELTS

\$1.00 Value To Sell at 25c

No. 2 Belts at \$17.00 per Gross, with fancy silver finish buckles.
25% deposit balance C. O. D.
No. 1 Belts gold and silver finish buckles, \$21.50 per Gross.
25% deposit required on all C. O. D. shipments. Send 25c for sample.

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MEN and WOMEN EARN large daily profits selling "Stick-On" Window Lock.

Wanted on every window; sells at sight; big repeater; sells 10c each. Write for price and free sample. STICK-ON WINDOW LOCK CO. 176 Fulton St., New York City.

Dying Broadway Chicken

Bright assorted colored feathers, with full large colored grass eyes. Squawks until it dies. Makes big noise. Everyone a worker.

GET BUSY. SELL A REAL NOVELTY. BUY FROM MANUFACTURER.
\$12.00 per Gross. Sample, 25c. 25% deposit with order, balance C. O. D.

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245 Fourth Ave., Pittsburg, Pa.

\$10.00 A DAY EASY

Selling our big "HELP THE UNEMPLOYED" Package. Contains 10 useful household Articles Big Dollar Flash. Costs you \$2.60 dozen, \$15.00 hundred. Sell for 50c, 75c or \$1.00. "Help the Unemployed" appeal printed on label and cut price means quick sales everywhere. Average 50c profit on each sale. Sample package, 25c. FANTUS BROTHERS, 1215 S. Oakley Ave., Chicago.

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ANY OF THE ABOVE RINGS, \$12.00 PER GROSS, OR \$1.25 A DOZEN.
STICK PINS that have the flash, \$5.00 Gross.

Send \$1.25 for a dozen Rings, assorted, and several Stick Pins and you will never regret it. Our pools sell because they have the flash.
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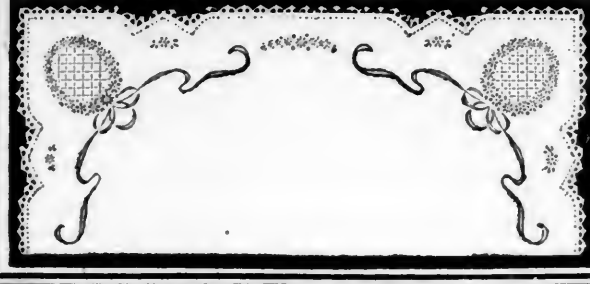


Big noisy Pig Balloons Per Gr., \$8.00
Original Barking Dogs Per Gr., \$10.50
Big Dying Duck Balloons, wonderful seller.
Imitation Bird Whistle, long bill, real leather. Gross... \$15.00

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60 Balloons, with 15 different pictures. Per Gross... \$2.50
70 Heavy Transparent Gas Balloons, with 15 different pictures, printed on both sides. Red, Purple, Blue Green, Orange. Made of the best grade rubber. Per Gross... \$4.00
70 Heavy Patriotic, 2-color. Per Gross... 4.50
63 Lazy Airship, 25 in. long. Per Gross... 3.60
Large Mammoth Squawkers. Per Gross... 2.50
50 Squawkers. Per Gross... 3.25
Sausage Squawkers. Per Gross... 3.25
70 Squawkers, long mouthpiece. Per Gross... 4.50
40 Balloon Sticks, select stock. Per Gross... 4.40
3-in. Beauty Whips. Per Gross... 6.75
10-in. Beauty Whips. Per Gross... 7.75
Catalog free. 25% deposit with order, balance C. O. D.

YALE RUBBER CO., 282 Broome Street, NEW YORK CITY.

SOMETHING NEW FOR AGENTS



WONDERFUL CHANCE FOR AGENTS DURING THIS TREMENDOUS CRAZE

for Fancy Work that is now sweeping the country. Every woman is interested and knows how this work is done. This handsome **HEMSTITCHED Dresser or Table Scarf** of the very latest pattern designed by our experts, stamped on finest quality linen finish cloth, together with all necessary materials, consisting of seven skeins of silk finished embroidery and one ball of crochet cotton, complete with full instructions, sell at \$1.50 an outfit.

SAMPLE OUTFIT, \$1.00; 10 OUTFITS, \$7.50

With the first order for one Sample Outfit we will furnish this beautiful **HEMSTITCHED SCARF**, all hand made, finished complete, at \$3.00—actual value, \$6.00. The use of this model for demonstration will absolutely assure you the sale of outfits to nine out of every ten shown. Some women buy 3 and 1 outfit at one time. Send in your order now—don't fail to get our model.

IF AFTER USING IT FOR TEN DAYS, YOU ARE NOT SATISFIED WITH RESULTS, RETURN SAME AND GET YOUR MONEY BACK. 25% cash required on all orders, bal. C. O. D. Write for our low quantity prices.

FIXLER BROS., 230 S. Wells St., CHICAGO

500% PROFIT

Agents! Demonstrators! Street Men! Pitch Men!

Here's **GLEN EDEN DEPILOYATORY**—the finest sell- ing Hair Remover on the market. Women want it because it doesn't irritate the skin, but removes hair in a jiffy. One demonstration does the trick. Hustlers write for exclusive territory.

Sells for - - \$12.00
Costs a Doz. - - 2.00
YOUR PROFIT \$10.00

Price: Gross lots, \$22.75; dozen, \$2.00 f. o. b. Cincinnati. Terms cash with order, or half cash, balance C. O. D.



SEYLER LABORATORIES
Dept. B, - - - CINCINNATI, O.

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Don't pay wartime prices for **INK-PENCILS**. Buy from the **MANUFACTURER**.

A written **SERVICE** guarantees with each pencil. Ours can be sold as low as 85 cents and pay 100% profit. Send \$1.00 for a sample Self-Filler with a Non-Leakable Safety Cap.

Your Money Back if Not Satisfactory.

GEO. A. RISK CO.
Fulton Building
Nassau and Fulton Streets
New York City



The Simplex Typewriter

West Virginia customer wrote: "I would not part with the Simplex for the times what I could for it." A Connecticut customer writes: "My little girl is well pleased with the Simplex." Agents wanted. Only \$2.75, cash or C. O. D. Hurry your order. We thank you. Ward Pub. Co., Titton, N. H.

BACHELORS, LOOK!
Wear a "Bachelorite" Ring. A national fad. Get the habit. Every bachelor is wearing one. Don't be a slacker. Price, \$4. Solid 10-karat Green Gold. Sterling Silver. \$2. Write for brochures, mailed on request. **BACHELOR NOVELTY SHOP**, P. O. Box 23, Wall St., New York City.

BACHELORETTE'S

postmist (if you should pick him up and turn him over you would find two big patches on the seat of his breeches). Another is the fellow who continually knocks church members (if these fellows would bow their heads and go to church for three straight Sundays—no matter how "painful" it be—they would have a different opinion of the Parson and his flock). What the medicine game needs most is good, capable men—remember about the crazy woman who was locked up in jail and kept yelling thru the bars: "I want a man! I want a man!" And how the old colored "auntie" happened along, and hearing the wailing remarked: "You might have been crazy when they put you in there, but you're sure talkin' sense now!" Remember it? Well, that's one thing the game needs—Men.

Melnotte's Wonder Worker Medicine Co. notes: The show is playing in the wilds of Northern Michigan, where many troupes seem afraid to venture in midwinter. Arthur Jennings joined several weeks ago in Baldwin, Mich., where we stopped at the Kelley Hotel. Mrs. Kelley is a good cook and Jennings is very fond of good cooking. To make a long story short, Mr. Melnotte lost a good comedian and Mrs. Rose Kelley got a good husband, as they were married at Reed City, Mich., on January 2, and Mr. Jennings is now putting out his own company. We opened at Thompsonville, where Tom Olliver, a good all-round comedian and novelty man, joined. There we met Mr. and Mrs. Lee LaVant (old med. man), now in tent repertoire, wintering in Thompsonville. All the company were invited by the LaVants to lunches after the night shows and—well, they are real folks, that's all. They have an elegant home and deserve it. The No. 2 show, under management of Fred Melnotte, is going nicely in the southern part of Michigan, others of the company being James Kirkpatrick, Ann Baldwin, Marie Hurst and Dr. P. L. Hagler, who does the lectures. The No. 1 show's roster follows: Claude Melnotte, Tom Olliver, Prof. Norton's Monkey Circus, Navola, the Frog Man; Alice Comstock and Lillie Warren, pianist. The two companies will remain in theaters until April 1, then lots and platforms. Business is fair.—ONE OF THE BUNCH.

WITH ST. LOUIS FOLKS

Recently "picked up" in the "Capital of the World".

Rather quiet in St. Louis at present, but quite a few of the knights here and more coming in. With a population of about 800,000, most of the boys here figure there is room for all—clean workers.

C. J. Miller recently arrived to stay about ten days and then on to Little Rock.

Mr. Lundstrum (Foot-and-a-half) was recently seen passing out his pens on Franklin avenue. Brother Manning was also talking on the merits of his scopes and button packages. Dr. Gordon Sage and wife were also seen on Franklin avenue, but were not working—visiting. King was also there with razor powder.

Dr. Burke still has his store on Market street, and rumor has it he may leave the adjoining store—to enlarge.

Sam Levy is in Kresge's here at present with candy and doing fine—swell location, just inside the door, and gets them going and coming. In the basement Mr. Manning is telling the good ladies all about the merits of Sizz.

The report that Doc Wm. Burns had opened a store here was erroneous, altho Burns says that he will sure open one in the spring and a good one, as he has had success with his coupon deal and it has in no way interfered with his work.

Lelroy Haster and Dr. C. W. Richardson have been making spots in Illinois and apparently doing well.

F. B. Sappington has quit Burns and gone to handling notions. (Burns claims that with notions it's either no money and plenty of stock or lots of money and no stock.)

There have been not less than a hundred men here this winter selling belts. The town is well belted.

Look thru the Letter List in this issue.

MEN'S GAS MASK RAINCOATS
INDIA RUBBER-LINED
(Sizes 34-46, inclusive.)
Biggest number for quick sale. Made in ten or diagonal shades.
Sample Coat, any size, **\$2.25 Each**
12 Dozen to Gross Lots, **\$2.00 Each**
One-third deposit, balance C. O. D.
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Established 1910.

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\$1.00 PER YEAR PAID-IN-FULL RECEIPT.

Ex service men's magazine, issued monthly. All profits for good work. Wire or write for territory. **HOMELAND MAGAZINE**, 110-111 W. 121 St., New York City.

Medicine Prices Cut to the Bone!

Medicine Show Men—Pitch Men—Street Men! There's a new Richmond in the field! We are determined to cut the inflation out of medicine prices. We challenge the world on quality and price.

8 oz. Tonic, \$17.50 Gross; 6 oz., \$15.50

All other items cut proportionately. No extra charge for goods under your own label. Make big money this season by trading with the house that gives you the big profits and quick shipments.

Send for complete Price List Today!
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Scented Sachet, small size... \$1.65
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Prompt shipments always. Deposit must be sent for C. O. D. shipments.

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We have the best selling medicine proposition on earth. A bank draft in each package. Send one dollar for samples and full information. Address **TERMS OF LIFE MED. CO.**, Springfield, Illinois.

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DIME AND QUARTER BOOKS
100 Titles. Flashy covers. Work in a bunch of these books with your line. \$3.50 up per 100. Liberal samples and list 25c. **RILEY NOVELTY CO.**, Jonesboro, Indiana.

AGENTS—STREETMEN

Big money. Easy seller. Patented Safety Razor Blade Holder. Sample, 25c. Everybody buys. \$5, \$10 day. G. C. **SPECIALTY CO.**, 32 Union Square, New York City.

AGENTS AND CANVASSERS NOW IS YOUR CHANCE

The season is here for a **REAL CLEAN-UP**. Our Special Outfit, costing \$3.25, brings in \$23.50 Cold Cash. Special Outfit consists of:

144 Packages Lady Love Perfumed Sachet...	\$1.75	\$17.50
12 Large Boxes Face Powder...	.60	3.00
12 Large Bottles Liquid Shampoo...	.90	3.00
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\$20.25 Net Profit on each outfit costing you \$3.25, and they sell fast because the flash is there. One man sold 8 outfits last week. Write today—send for our catalog. We will show you how to make big money fast.

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20 E. Lake Street, CHICAGO, ILL.

WINDOW SIGN LETTERS

LARGE PROFITS

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AGENTS WANTED (on both sides)

SAMPLES FREE
AGENTS and SALESMEN

\$75.00 to \$150.00 a week. Lowest price gold and silver Sign Letters for Stores, Offices, Automobiles, etc. Large demand everywhere. Anybody can do it. Exclusive territory or travel all over while you earn. Write for free samples and catalogue.

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Go Into Business For Yourself

Establish and operate a "New System Specialty Candy Factory" in your community. We furnish everything. Money-making opportunity unlimited. Either men or women. Big Candy Booklet Free. **W. HILLYER BAUSDALL**, Drawer 42, East Orange, New Jersey.

AGENTS Spral Curtain Rods. Fast seller. Housewives buy two to ten. Working sample free. **MODERN SPECIALTY COMPANY**, Eight N. Sixteenth, St. Louis.

PARKS, PIERS AND BEACHES

THEIR AMUSEMENTS AND PRIVILEGES
WITH ITEMS OF INTEREST TO MUSICIANS

CHUTES AT THE BEACH A GREAT PLAY CENTER

Friedle & Loof Making Success of Their Big
Amusement Enterprise on the Ocean
Front at San Francisco

For many years—ever since the big fire, in fact—San Francisco has been without an amusement park, and people on Sundays and holidays have been compelled to go to suburban localities for the thrills and amusements usually associated with summer parks.

But San Francisco today has a real Coney Island in the making, and known as Chutes at the Beach. Some time ago The Billboard carried a story in regard to this amusement center. Since that time many improvements have been completed, many more are under way and the park has become a reality—a welcome addition to San Francisco's entertainment features.

The San Francisco Chronicle, in its issue of January 18, carried a very interesting story of Chutes at the Beach, part of which we quote:

If the same improvements continue to be made as have taken place in the last year our new Ocean Beach Resort, built up by John Friedle and Arthur Loof on the Ocean Boulevard, will in time rival the dean of amusement playgrounds on the Atlantic side of the continent.

As it is, even the New York resort cannot boast of a greater number of more excellent gravity "rides" than are now placed at the service of the people of San Francisco by Friedle & Loof.

Why has not San Francisco long before this capitalized the many amusement advantages of this incomparable beach?

The real answer may easily be understood. In the first place San Francisco was destroyed by fire just at a time when the development of amusement resorts had reached a point where they could be organized on a business basis. Secondly, such a venture required a large capital to be rightly promoted, and this was not available while the people were rebuilding their homes and industries, and once more placing San Francisco on the map.

There was one man, however, who saw the actualities of the case, and that was John Friedle, who has been in the amusement business almost all his life. In 1914 he came to San Francisco and established a small nigger luby ball throwing attraction at the beach below the Geary street terminus. For some years he endured all the precarious fortunes that had been encountered by other individuals who had made similar attempts and failed. Being a natural born showman and amusement provider, Friedle saw the wonderful possibilities of the beach. He believed that with the world famous Golden Gate Park facing the beach an amusement resort was a natural evolution, and that it could in time be made into something surpassing the popular recreation centers of any similar resort on earth.

Friedle met another man at the beach who had been conducting the merry-go-round at the Geary street terminus on this very principle, and who was making a success of it. The yearly average of returns showing profits. This was Arthur Loof, who is the son of a man who has been engaged for forty years in the manufacture of amusement devices for various resorts in America. Arthur Loof has also studied engineering, is a practical builder, and has erected all the amusement devices now at the beach.

This fortunate combination of views led to the formation of a partnership between Friedle and Loof. Capital was gradually secured and

in the last few years, against adverse circumstances, the two men have succeeded in building up a real popular amusement resort for San Francisco, destined to rank in time with any in the country. The result of their progressive work is readily seen at the beach.

Friedle & Loof by their enterprise have changed the whole character of the beach. The city authorities have recognized this development, and are assisting in many ways. Money has been appropriated to widen and lay with asphaltum the boulevard around the cliff to Point Lobos avenue, and also to extend the concrete esplanade from its present terminus to the Chautau, making it almost an entire mile in length.

Paramount among the amusements at the San Francisco Coney Island are the "rides," of which there are ten—the shoot-the-chutes, the bob-sled dipper, figure eight coaster, aeroplane swing, the whipl, the ship of joy, Ferris wheel, merry-go-round and Noah's Ark.

Friedle & Loof own all the main attractions of San Francisco's Coney Island, except three, in which others participate. The ship of joy is largely owned by Charles Getter, Dodge Em by Ed McKenna, who also owns some of the concessions, and Noah's Ark, the new attraction, is controlled by Elmer Kehra.

The San Francisco Coney Island or Chutes at the Beach, as it is called, covers practically the whole 600 feet square blocks, with attractions almost equally divided. Both blocks have restaurants, ice cream parlors galore, hot dog stands, and various amusement booths with kewpie dolls and libitum, and the like, all fronting the ocean.

Within the resort is a long midway with entrances on Geary street, the Ocean boulevard, and Fulton street. This midway is filled on both sides with a long succession of booths in each of which is some odd and interesting attraction. The very multitude of them is bewildering.

At the present time there are almost a hundred concessionaires at the beach, and they consist of experienced showmen from all the great amusement resorts of the continent from New York to New Orleans and from Chicago to Tia Juana. These concessionaires have faith in the future of the beach, they are well organized, and are pulling together in a spirit of mutual helpfulness. They hold regular meetings at which are discussed the various problems of the amusement resort from the concessionaires' end.

Their whole aim at present seems to be to give the public not only a fair chance in the various games of skill, but to make the articles offered as prizes consist of useful household goods rather than cheap and tawdry gew-gaws as in the past. "Give the public real value" is the new slogan.

A walk down this midway on a Sunday or a holiday, when it is packed with thousands of people, is like a trip down a street of Cairo or Tangiers. It gives the same enchanted bazaar effects, with the same color and the excited jargon of the barkers only adds to the feeling of being in a half-barbaric realm of the Arabian Nights.

And so it goes. San Francisco is to be congratulated that its great popular amusement center, where tens of thousands enjoy themselves on Sundays and holidays, and open to visitors all the year round, is in the hands of two such

far-seeing, experienced and constructive men as John Friedle and Arthur Loof. These men have been putting all their profits in a real Coney Island for San Francisco. If they are reasonably supported there is no doubt that they will build up in the course of the next few years a Coney Island of which we all shall be proud, and which will give the finishing touch to the many world attractions of the Queen City of the Pacific.

RAZING COASTER

New Castle, Pa., Feb. 2.—Workmen are now engaged in razing the old roller coaster which has stood near the north entrance to Cascade Park practically since the park was first improved by the traction company.



Amusement Builders Corp.

Sidney Reynolds, Pres.

ATTRACTIONS

Will always get the money.
If it is a Ride, a Game, a Show or Illusion, we have it.
Write today for what you want.

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NEW YORK
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HANOVER PARK THE BEAUTY SPOT OF CONNECTICUT

Has a few Concessions to let.
Address HENRY ROSENTHAL,
Mgr. Hanover Park, Meriden, Conn.

NOTICE TO PARK AND BEACH OWNER:
I have the most up-to-date Arcade, consisting of 150 machines. Would like to hear from good Parks and Beaches which need Arcades. On percentage or flat rental. I. P. ORLICK, 1312 So. Fifth St., Philadelphia, Pa.

Don't Be Bluffed

by statements as to our controversies with some of our competitors within the United States Patent Office.

PATENT RIGHTS ARE SETTLED BY THE FEDERAL COURTS AND NOWHERE ELSE

Our basic patent rights on our Kentucky Derby cover our Movie Contests, Yacht Race and other devices. Some of the largest and most prominent concerns in the amusement device business are now paying us royalties under advice by their able patent lawyers rather than fight us.

Suit is now pending between the Chester-Pollard Amusement Company and ourselves and the case has not yet been tried.

We do not count our chickens before they are hatched, and advise you to examine our basic United States Patent No. 1203852, granted November 7, 1916, before risking your money on infringing devices.

DO NOT BE MISLED BY STATEMENTS REGARDING PATENTS ISSUED LATER THAN OURS AND SUBORDINATE THERETO

We positively back up our patent rights, which cover not alone the "Kentucky Derby" but all other devices, such as "The International Yacht Race" and "Movie Contest", all of which are covered and protected by our exclusive "make and break" mechanism.

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President
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THE PATRONS OF

OVER THE FALLS

(That Great Laughing Riding Device)

always say it's the best thing in the park—that's the secret of the Amazing Repeating Qualities of "Over the Falls."

Give them something they like and you will get the money.

\$2,224.80 Gross Receipts in One Day!

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OVER THE FALLS CO. (Inc.)

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IMPORTANT FOR PARK MANAGERS

You rely on your RIDES and CONCESSIONS to bring you money.
They undoubtedly will if they are good.

BUT THEY MUST HAVE THE CROWDS IN THE PARK TO GET THE MONEY FROM—GOOD CONCESSIONAIRES WILL CONSIDER ONLY SUCH PARKS WHERE THEY WILL BE SURE OF STEADY CROWDS.

GOOD, NOVEL, FREE ATTRACTIONS

THAT PERMIT OF STRONG ADVERTISING WILL BRING THE CROWDS TO YOUR PARK

WE HAVE THE BEST AND BIGGEST OF THEM ANYTHING YOU WANT IN OUTDOOR AMUSEMENT

Ask for Catalogues and Estimates of

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And Parks in NEW ENGLAND, NEW YORK, PENNSYLVANIA, VIRGINIA AND NEW JERSEY

CASCADE PLUNGE

And Pavilion Is New Amusement Project for Nashville

Nashville, Tenn., Jan. 31.—The latest thing in the line of amusements that is being "cooked up" for Nashville in the near future is the Cascade Plunge and pavilion, to be built by the Cascade Corporation and thrown open to the public early next spring.

In connection with the swimming pool, which is to be the largest and most up-to-date in the entire South, there will be a cafe and dancing pavilion. The latter will be 100 feet wide and 120 feet long, being designed to accommodate 500 couples. The structure will be the last word in dancing, dining and aquatic resorts. Architecturally the building is an adaptation of the Spanish Renaissance type and in general appearance resembles the ancient feudal castle without the battlement.

O. F. Whittle and W. L. Bainbridge are the originators and promoters of the project. Mr. Whittle is widely experienced in this work. It is the intention to bring a number of high-class attractions to the resort, with new bookings every week, a cabaret being one of the main drawing cards to be offered. Exhibitions in diving and swimming will be put on. The pavilion will be thrown open to the public on May 1.

Even tho it is several months until the parks will swing into the 1922 season, there are signs of activity at many of the larger parks that indicate that the season will be an aggressive one—that the wise managers are planning to go after business in a businesslike way instead of waiting for it to come to them.

A NEW INVENTION—Patented November 15, 1921.

"Game of the Aces"

BOMB DROPPING AEROPLANES **SINKING SUBMARINES**

The classiest, flashiest and positively the fastest and biggest money-making device ever known. A thrilling, far-reaching and all-absorbing game of SKILL. Write for illustrated circular today.

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New England's Leading Amusement Parks. Have locations for Rides and Concessions. Also want Outdoor Acts and Bands.

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MAIN OFFICE: 185 Church Street, New Haven, Connecticut.

BLOW BALL RACE

A PROVEN SUCCESS. SOLD ON TRIAL. YOU TAKE NO CHANCES

A new, exciting, absolute game of skill, for Parks and Carnivals. Portable. Quick action and then come. Attractive. Big drawing and earning power. Great sport. Fun for all. Low price. Write before buying. E. E. BEHR, Mfr., 4015 Pabst Ave., Milwaukee, Wisconsin.

ZOO GUARANTY RENEWED

Cincinnati Park Has Made Excellent Record—Opera To Be a 1922 Feature

At a meeting of the trustees of the Zoological Garden, Cincinnati, O., it was announced that Mrs. Mary M. Emery and Mrs. Anna Sinton Taft have extended their agreement under which any deficit from operation of the Zoo

(Continued on page 77)

FOR SALE

One 3-Abreast Carousel, one Laugh Land Show, 17 Mirrors; one Monkey Race Track; all located at Bay Side Park, Clear Lake, Ia. Good contracts and real money-getters. Reason for selling, time is all taken up with Co. affairs. A real money-maker for a live wire. Write CHAS. RITZ, Clear Lake, Iowa.

CONCESSIONAIRES NOTICE

FOR RENT—Concessions at Bayside Park, Clear Lake, Ia.; also space for good Skating Rink. This park is growing and getting better each year. Wheels? Yes. No Buy-backs. Reference, any bank in Clear Lake, Iowa. If you are a live wire write CHAS. RITZ, Park Mgr., Clear Lake, Iowa.

WANTED—WHIP

Will buy or let in on Concession, Sans Souci Park. Address GEO. K. BROWN, Mgr. Hasover Amusement Co. 41 E. Market St., Wilkes-Barre, Pa.

NOTICE TO CONCESSION MEN

I am willing to sublet a few of my choice locations in Riverview Park, Chicago, to high class Concession Men. These locations are for Grind Stores only and in some instances cover exclusive privileges for one or more locations on Fish Pond, Devil's Bowling Alley, etc.

Remember, all locations in Riverview Park are CHOICE LOCATIONS.

Riverview is the greatest Amusement Park in the world and offers unlimited opportunity to all live Concession Men.

Write or phone me care Riverview Park, Roscoe and Western Avenues, Chicago, and let me know when you desire an interview.

ED. HILL, Riverview Park, Chicago, Ill.

FAIRS AND EXPOSITIONS

THEIR MUSICAL AND AMUSEMENT END IN CONJUNCTION WITH THEIR PRIVILEGES AND CONCESSIONS

PLANS FOR 1922

Discussed at Fair Meetings

Secretaries and Managers of Minnesota, Maine and Iowa Hold Enthusiastic Conventions

The 63rd annual meeting of the State Agricultural Society of Minnesota and the annual meeting of the Minnesota Federation of County Fairs were held January 11, 12 and 13 in the House Chamber of the State Capitol, St. Paul. About 225 delegates were present.

The program for Wednesday, January 11, was devoted to the Minnesota Federation of County Fairs. President O. C. Newman gave his annual address, and annual reports were made by Secretary R. F. Hall, of Minneapolis, and Treasurer Charles F. Serline, of Mora. Addresses were made by N. J. Holmberg, commissioner of agriculture, and C. H. Christopher, assistant attorney general. The report of the secretary showed the most successful year in the history of the federation, there being 86 fair members of the association out of 96 county and district fairs held in the State last year.

The afternoon session was given up to general discussion of various subjects. At the close of the program officers were elected as follows: President, John A. Stoneburg, Cambridge; vice-president, Charles F. Serline, Mora; secretary, R. F. Hall, Minneapolis; treasurer, William Maligren, St. Peter.

On Wednesday evening the annual banquet of the federation took place at the Elks' Club, St. Paul, there being about 225 present. An interesting program of entertainment was offered, talent being provided by the Theatre-Duffield Fireworks Display Company, the North American Fireworks Company and Rain's Fireworks, Inc. Mayor L. C. Hodgeson, of St. Paul, delivered a humorous after-dinner talk.

Thursday, January 12, was devoted to the general program. The secretary's report indicated a very prosperous year of 1921, considering general business conditions, the fair having made a profit in operation of \$103,860.15, the average yearly profit for the past five years being \$133,143.96. The cash on hand at the end of the fiscal year, November 30, 1921, was \$115,640.50; the total resources, including land, buildings and personal property, were \$2,618,440.27; the operation of the property for the year showed a net increase in surplus of the society of \$122,508.01; the total receipts for the year were \$785,259.95, the total disbursements \$669,689.15.

After reports of the officers were made there were a number of addresses.

At the afternoon session, too, there were talks by well-known men.

On Friday morning, January 13, the officers and board members whose terms expired were re-elected as follows: W. W. Slivright, Hutchinson, president, for term of one year; E. J. Stilwell, Minneapolis, vice-president, for term of two years.

During the meeting several guests were present, among them Frank H. Duffield and W. J. Collins, of the Theatre-Duffield Fireworks Display Company; J. Saunders Gordon, of the North American Fireworks Company; A. D. Alliger, of Pain's Fireworks, Inc.; Mike Barnes, of F. M. Barnes, Inc.; C. W. Hinck, Minneapolis, president of the Federated Fairs, Inc.; George Harrison, Minneapolis, of the George Harrison Greater Shows Company; Floyd B. Johnston, Superior, Wis., of the Johnstone Amusement Company; Henry Lund, St. Paul, of the Co-operative Publicity Bureau.

On Tuesday, January 17, the Board of Governors held a regular meeting for the organization of the board and re-elected Thomas H. Canfield, secretary-general manager, Walter H. Honchink, assistant cashier of the First National Bank, of St. Paul, was elected treasurer.

Fair managers and other officials, directors of fair associations, horsemen, stock breeders and others interested in exhibitions attended the annual meeting of the Maine Association of Agricultural Fairs held in Bangor on January 17 and 18. On Tuesday afternoon the business meeting was held, with a program of interesting discussions headed by the address on "Noted Maine Horses" by William H. Gocher, of Hartford, Conn., secretary of the National Trotting Association. In the evening the banquet took place, interspersed and followed by a number of unexcelled cabaret acts. Wednesday morning the meeting closed with a session during which unfinished business was completed and other matters were brought up for discussion and action. It was voted to hold next year's meeting in Lewiston. Officers were chosen as follows: J. F. Guion, of Presque Isle, president; R. N. Randall, of Lewiston, vice-president; J. F. Butler, of Lewiston, treasurer; R. M. Gilmore, of Waterville, secretary.

The association banquet in the evening was the social event of the meeting. Short speeches, an excellent dinner and a superior cabaret entertainment comprised the affair, which was a

great success with ever evident congeniality. A. B. Peckham, secretary and manager of the Eastern Maine Fair, acted as toastmaster, calling upon many of the different association representatives for a word. The banquet was served by Miss Kate Fitzgerald and music was furnished by Miller's orchestra, a concert program being played before and during the dinner. The cabaret entertainment was presented in a new and novel fashion.

The eight acts, furnished by J. Harry Allen, of New York City, and Stuart Collins, of Keith's vaudeville exchange, Boston, were: Miss Russell, soloist; Miss Kate Fitzgerald in a story offering; Miss Zaco, dancer; Miss Anna Russell in a posing act; Miss Florence Fitzgerald in a piano and song number; Miss Mildred Eford, soloist; Tid Falarido, singer, and Jack Hawley, monologist.

The annual meeting of the Northwest Iowa Fair Circuit was held recently at Sioux City with a record attendance. A large number of Western horsemen accepted the invitation of the circuit to banquet with them and the meeting was the greatest kind of a success from every angle.

Members of the circuit are: Sac City, Rockwell City, Fonda, Alta, Sheldon, Rock Rapids, Orange City, Sioux City and Spencer, all in Iowa, and Huron, S. D. Dates for these fairs were chosen and will appear in The Billboard's fair list in the Spring Special.

It was agreed that the circuit classes would be as follows: Trotting, 2:35, 2:13 and 2:14; pacing, 2:25, 2:17 and 2:12. Minimum purse to be \$250 and races to be conducted under the old placing system. All races on all member tracks to be on the added money plan.

F. L. Eaton, president of the Interstate Fair at Sioux City, and Mr. McMillan, a member of the Interstate Fair Board, gave very instructive talks on "Present-Day Financial Conditions and Their Relation to 1922 Fairs."

C. E. Cameron, of Alta, Ia., president of the Iowa State Fair, spoke on "The Outlook for 1922" and urged all fair managers to study their local fairs and local conditions closer than ever this year.

Ed Curtin, of Decorah, Ia., president of the Harness Horse Association, talked on the "Growth and Success of the Harness Horse Association," which was very much appreciated. Ed always enjoys being at these meetings and the boys enjoy hearing him praise them for being "the first circuit in the world to adopt the added money plan."

M. E. Bacon, secretary of the Mississippi Valley Fair at Davenport, Ia.; Hugh Smith, superintendent of speed of the South Dakota State Fair at Huron, S. D., and U. S. Renne, a prominent horseman of Onawa, Ia., also entertained the audience with very instructive talks which were much enjoyed.

This circuit has the distinction of being one of the oldest in the West, as well as one of largest, both in number of members and money given to the harness horse.

The circuit classes will prevail thruout the circuit, but each track will add enough more classes to complete their individual program. The purses also will be attractive to Western horsemen, as they have always been so in the past.

W. G. Smith, of Rock Rapids, Ia., was re-

elected circuit president, and Roy H. Wilkinson, of Alta, Ia., was re-elected secretary and treasurer.

Resolutions were adopted commending the officers, W. G. Smith and Roy H. Wilkinson, on their efficient management of the affairs of the circuit.

STATE AND DISTRICT FAIR ASSOCIATION MEETINGS

Virginia Association of Fairs Congress, Fredericksburg, Va., February 13 and 14.

Association of Georgia Fairs and Expositions, Albany, Ga., February 22 and 23.

Wisconsin Association of County Fairs, Fond du Lac, Wis., February 16 and 17.

Bay State Fair Circuit, Copley Plaza Hotel, Boston, Mass., February 14.

International Association of Fairs and Expositions, Auditorium Hotel, Chicago, February 22 and 23.

Connecticut Fairs Association, State Capitol, Hartford, Conn., February 21, Leonard H. Healey, secretary.

Association of County Fairs of North Dakota, Waldorf Hotel, Fargo, N. D., March 1 and 2, F. W. McRoberts, secretary.

FIGURES TOO LOW

Don V. Moore Says Attendance at Iowa Fairs Was Greater Than Published List

In the January 21 issue of The Billboard was published a list of the best ten Iowa fairs and the attendance at each, as reported at a recent Iowa fair meeting. Don V. Moore, secretary of the Interstate Fair, Sioux City, Ia., asserts that the figures given are much too low.

"The figures published are quite misleading," says Mr. Moore, "and I am afraid if they come to the eyes of concession men who are looking for new fields would not attract favorable attention. Your figures show an attendance of 196,027 paid. The correct figures are 366,410 paid attendance, with a total attendance of 440,662. The difference between the first and last totals means considerable to us when it comes to asking concession people to come and take pot luck with us."

The attendance figures for the ten fairs, as given by Mr. Moore, are as follows:

Fair	Actual paid attendance	Total paid and non-paid
Davenport	77,719	79,376
Sioux City	58,822	71,186
Fort Dodge	29,915	33,889
Oskaloosa	36,625	45,650
Mason City	28,056	40,056
Burlington	33,617	37,505
Mt. Pleasant	23,900	32,000
Spencer	39,508	45,000
Manchester	13,350	20,000
Hloomfield	26,000	36,000
Totals	366,410	440,662

ACKERMAN AGAIN SECRETARY

Syracuse, N. Y., Jan. 31.—The State Fair commission, at its meeting in Albany, re-elected J. Dan Ackerman as secretary and set the dates for the 1922 fair for the week of September 11. M. E. Mathews was re-named treasurer; James E. Matthews, superintendent, and George L. Blodgett, race secretary.

"There is no question but that we must provide more entertainment for the fair," said Commissioner Fred B. Parker. "I believe the time to shape these features is at the present. If properly handled new entertainment features should make our fair one of the large in the country."

FLEMINGTON FAIR PLANS NEW FEATURES

Flemington, N. J., Jan. 31.—The annual meeting of the Flemington Fair Association was held at the office of the association on January 25. The officers elected for the ensuing year were: Captain E. B. Allen, president; F. R. Williamson, vice-president; A. S. Case, treasurer, and Dr. C. S. Harris, secretary.

The dates for the twelfth annual fair will be August 22-26. It was decided at this meeting to incorporate many new features in the program for this year. Six early closing events for \$1,000 each, will be given; classes to be decided later.

SOUTH TEXAS FAIRS MEETING

The South Texas Fair Association meets this week at Victoria, Tex., to arrange for attractions for the 1922 fairs, etc. There are nine fairs in the circuit. J. H. Stoltz, of Victoria, Ia secretary. A report of the meeting will be published later.

TENNESSEE EXPECTED TO TAKE OVER STATE FAIR

Soon after the close of the Tennessee State Fair at Nashville last fall The Southern Ruralist published an editorial on "Tennessee's Outgrown State Fair Equipment," calling attention to the fact that the fair, which has grown to be one of the best in the country, must have more up-to-date equipment if its progress is to continue.

Since the publication of the editorial the county court of Davidson County has passed a resolution giving the financial agent of the county the right to deed the present fair grounds to the State Board of Fair Trustees for the State of Tennessee, provided the State will add some needed improvements for housing and making a bigger and better State fair. The county turns over \$350,000 worth of property (which the county has paid for) and no consideration is asked only that the State build a live stock pavilion and agricultural buildings on the property. Secretary Russworm states that it is thought the proposition will be accepted by the State.

FIRST WOMAN TO CHANGE FROM AUTO TO AIRPLANE

Chicago, Feb. 4.—Lillian Boyer, 18 years old, a Chicago girl, is the latest entrant for stellar honors in aviation "thrills." Recently, in a test in Chattanooga, Miss Boyer caught a rope dangling from a plane and left an automobile running eighty miles an hour for the aerial machine. She is said to be the first woman ever to succeed in this extraordinary feat.

Miss Boyer is a newcomer into the field of aerial acrobatics. Last April she attracted much attention by changing from one plane to another. Hanging by the teeth at the end of a thirteen-foot rope from the wing of an airplane 3,000 feet in the air in another of her stunts. Another thriller which the Chicago girl has is to leap into space from the wing of an airplane in front of grandstands with a small steel cable around her waist and then climb back up into the plane.

Miss Boyer is now pronounced "the one new feature in aviation." By her intrepid daring she has created a class for herself as an outdoor attraction. Copying nobody, she has established a record that will make a lot of male air-devils do some thinking as well as flying now, in order to develop a new feature that offers the limit in human recklessness.

FAIR CIRCUIT PROPOSED

San Antonio, Tex., Feb. 2.—In order that a regular circuit of county fairs may be formed so that there may be no conflict of dates, secretaries of fair associations from every county within the trade territory of San Antonio have been called upon to meet in this city February 13 by Paul Honkamp, secretary of the Kendall County Fair Association.

The purpose of having a regular circuit of fairs is to enable exhibitors to show in every fair in his neighboring counties and also to make it possible for the Agricultural and Mechanical College extension service, which handles the judging of exhibits, to arrange a regular program and have a map at each county fair.

More than thirty county fair associations are expected to be represented at the meeting.

CONNECTICUT FAIRS MEETING

The annual meeting of the Connecticut Fairs' Association will be held in the State Capitol at Hartford, Conn., on February 21. Leonard H. Healey, secretary of the State Board of Agriculture, is also president of the fairs association.

WANTED FOR NINE BIG FAIRS

Shows and Concessions

- HENDERSON, KY. July 25-29
- McLEANSBORO, ILL. Aug. 1-5
- UNIONTOWN, KY. Aug. 8-12
- NEW HARMONY, IND. Aug. 15-19
- ROCKPORT, IND. Aug. 22-26
- BOONVILLE, IND. Aug. 29-Sept. 2
- PRINCETON, IND. Sept. 4-9
- ALBION, ILL. Sept. 12-16
- MT. CARMEL, ILL. Sept. 19-23

BIG CROWDS EACH YEAR

No grift or immoral Shows. If you want to book, write quick to each Secretary.

WANTED, Free Attractions

Exclusive Ride Privilege For Sale.

MIAMI COUNTY AGRICULTURAL ASSN. Sept. 12-13-14-15, Converse, Indiana

AMERICA'S STAR DRAWING CARD.

WORLD FAMOUS CAPTAIN GEO. BRAY

MY GREATEST AND GRANDEST WATER CIRCUS pleases and draws the crowds. Managers address CAPTAIN GEO. BRAY, P. O. Box 592, Richmond, California.

PORTLAND EXPOSITION

Names Managing Committee—Julius Meier to Make World Tour to Boost Exposition

Portland, Ore., Jan. 30.—Julius L. Meier, chairman of the State-wide 1925 exposition board of directors, has named the members of the managing committee, authorized at a meeting of the board here last week.

MOUNT HOLLY FAIR

Elects Officers and Makes Plans for For Year-Round Use of Grounds—Batavia (N. Y.) Fair to Have Park Features

Mount Holly, N. J., Jan. 31.—The stockholders of the Burlington County Fair Association, better known as the Great Mount Holly Fair Association, held their annual meeting and election of officers January 14.

ANOTHER FAIR IN LINE

Batavia, N. Y., Feb. 2.—The directors of the Genesee County Fair at a recent meeting voted to use the fair grounds the year round, and especially in summer as an amusement park.

The directors also voted to improve the centerfield and it is promised that 1922 will see one of the most attractive centerfields in the United States.

WILKINSON RE-ELECTED

At the recent annual meeting of the Buena Vista County Fair Association at Alta, Ia., Secretary Roy H. Wilkinson was re-elected for the eighth time.

It was decided to stage only a four-day fair this year instead of five days as last year, thus making a stronger program.

LEE COUNTY FAIR, FT. MYERS, FLA.

The fourth annual Lee County Fair will be held at Fort Myers, Fla., February 13-18. The American Legion has joined in with the fair association and will have charge of all amusements and concessions.

A new oval track has been built at the fair grounds and this will be the scene of the principal attractions. There will be horse racing, three running races to be staged each day.

WILSON PLANS BIG SEASON

Plans for the year of 1922 include many new and novel features in the auto racing and polo line, according to Austin C. Wilson, who is busy in his Youngstown (O.) winter quarters superintending the construction and overhauling of his racing equipment in preparation for the opening of the spring tour at Southern Park, Youngstown, on Decoration Day.

The organization, which is one of the pioneers in the production of dirt-track auto mobile racing, has introduced this form of sport, together with auto polo, at over forty of the larger Middle Western fairs and last season covered over 6,000 miles of territory in Ohio, Pennsylvania, New York, Maryland and Virginia.

WEST VIRGINIA FAIR DATES SET

Parkersburg, W. Va., Jan. 31.—Dates for fairs to be held in West Virginia this year, about twenty five of them, were set at a meeting of the West Virginia Association of Fairs held here.

"LIMBEREST WOMAN" TO PLAY FAIRS

Charlotte, Mich., Jan. 31.—Mr. and Mrs. Harry Gage have moved here from Vermontville and will have their headquarters here during the coming summer.

SPEED BARN BURN

Box of unknown origin destroyed twenty-two feet stails in the Speed Barns at the Buena Vista County Fair grounds at Alta, Ia., recently. The loss is covered by insurance.

FOUR-MONTH EXPOSITION

Will Be Held in San Diego, Cal., in 1923—John W. Ryckman To Be Director

San Diego, Cal., Jan. 30.—At a meeting of the California Midwinter Exposition Co., an incorporated, non-commercial organization of this city, it was decided to hold an exposition for the first four months of 1923 in the fair buildings formerly occupied by the Panama-California Exposition, 1915, in Balboa Park.

FLATONIA FAIR

Flatonia, Tex., Jan. 23.—The annual meeting of stockholders of the Flatonia Fair was held here January 16. Dates for the 1922 fair, which will be a day and night event, were chosen and the following officers were elected: President, A. W. Albrecht; secretary and manager, M. Fernau, Jr.

The fair association is in fine shape and has the following permanent buildings: Auditorium, merchants' exhibit hall, live stock hall and ladies' rest room.

GORDON INCREASES CAPITAL

Chicago, Jan. 31.—J. Sanders Gordon has incorporated and increased the capital stock of the Gordon Fireworks Company. His name is widely known thruout the fair and park world. The title of the North American Fireworks Company, a subsidiary organization, will be retained.

MORGAN'S GROVE FAIR

At a recent meeting of the Morgan's Grove Fair Association, Shepherdstown, W. Va., the following officers were elected for 1922: President, A. W. Billmeyer; vice-presidents, Dr. J. L. Meyers, O. L. Sperow and C. D. Kretzer; secretary, C. S. Musser; treasurer, H. T. Licklider.

And Col. Ed R. Satter's aggregation—beg pardon, Johnny J. Jones', we should say—is making 'em gasp at the Gasparilla celebration this week at Tampa.

There was recently incorporated at Springfield, Ill., the Chicago Fair Association, of Harvey, Ill., with a capital of \$12,000. The incorporators are W. L. Voss, H. G. Foltz, H. G. Roberts, A. J. Haines and Matt Stobbs.

Nearly \$10,000 will be distributed in prizes and awards at the twelfth National Orange Show to be held at San Bernardino, Cal., February 17-27. Indications are that this year's exhibition will outclass anything heretofore shown.

The report of the treasurer of the Canadian National Exhibition, Toronto, Can., completed recently, shows gross receipts for the 1921 exhibition of \$788,771.87, and gross expenditures of \$653,755.48, leaving a surplus of \$135,016.39.

No public improvement has done more for the general good of the country than the development of the highway system, according to a letter from President Harding to Col. H. L. Bowley, president of the American Road Builders' Association.

MAKING PLANS FOR MARDI GRAS

Mobile, Ala., Feb. 1.—The Mobile Carnival Association will make an effort this year to attract more Alabamians and Mississippians to the Mardi Gras carnival than ever before, it is announced.

The Mardi Gras opens this year with the parade of the Krewe of Columbus on Friday night, February 24, and the carnival association plans to have something doing Saturday night, Sunday night, and right up to the close of the Mardi Gras on Tuesday night.

A campaign is also to attract more Northern tourists to the Mardi Gras, the railroads announcing special rates. As an attraction for the visitors the carnival association is to have a big naval display at Mobile during the carnival.

ADMISSION PRICE CUT

Louisville, Ky., Jan. 28.—At a meeting of the board of directors of the Kentucky State Fair the board, on motion of G. Garney Cross, secretary, cut the admission fee from 75 to 50 cents.

NATIONAL DAIRY SHOW

Minneapolis, Minn., Jan. 22.—The 1922 National Dairy Show will be held at the Minnesota State fair grounds at Hamline, Minn.

FAIR NOTES

Charles Gaylor, frog man, states that he has many return dates booked for 1922. A \$40,000 concrete grandstand for the race track at the Summit county fair grounds Akron, O., is being planned.

The Great Zenor, one-legged wire artist, post-cards from Miami, Fla., that he is in his winter residence in that city and enjoying life.

Ed S. Wilson, newly elected manager of the Ohio State Fair, has also been made secretary of the Ohio Fair Boys, succeeding E. V. Walborn.

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THE GREAT DAWSON FAIR DAWSON, PA. SEPT. 12, 13, 14, 15, 1922. The following limited Concessions will be sold to highest bidder. Bids will be opened on Feb. 20th. Two Wheels for Dolls, Two Wheels for Blankets and Auto Robes, Two Wheels for Bath Robes, Two Wheels for Candy, Two Wheels for Silverware, Two Wheels for Fruit, Two Wheels for Groceries, Two Wheels for Chinese Baskets. Will also book Merry-Go-Round, Ferris Wheel, Whip and some clean shows. For further information and terms, address HARRY COCHRAN, Sec'y Great Dawson Fair, Dawson, Pa.

ZOO GUARANTY RENEWED

(Continued from page 75) would be borne equally between them for another year. The Zoo was operated at a profit in 1921, and it is hoped that it may be placed on a basis that will make further guarantees unnecessary.

"Under the extension agreement the Cincinnati Zoo will continue through the current year with its policy—unaltered," stated Business Manager Charles G. Miller.

Mr. Miller stated that the Zoo trustees felt that in view of the opinion reached that the experience during the past five years had not sufficiently demonstrated that the park could be operated in a high-class manner on a self-sustaining basis, this extension of the agreement of its guarantors for one more year would give the general public and civic organizations another opportunity to show their interest in the Zoological Garden, particularly thru support of a movement which is to involve a city-wide sale of season coupon books at \$5 each.

A WONDERFUL BEACH

Chicago, Feb. 2.—Frank W. Bird, of Toronto, was a Billboard caller this week, on his way back home after attending the fair meeting in Brandon, Man. Mr. Bird said the new Toronto Sunnyside Beach, which will open this year, will be one of the biggest in Canada.

PARK NOTES

"Every indication points to a wonderful season in 1922," writes an official of Suburban Gardens, Washington, D. C.

Fort Worth, Tex., will have a splendid new bathing pool to be opened in a few weeks at Forest Park at a cost of \$32,240.

Mayflower Grove Park, Pembroke, Mass., is planning to line up some new features for 1922, according to B. S. Littlefield, lessee and manager. "It will probably interest you," Mr. Littlefield writes, "to know that the park had a good season in 1921 in spite of business depression, and the coming season looks hopeful, not by any means a record-breaker. We consider our park at this time as good as the best small park, not only in appearance but in sanitation, attractions, and in other ways. Our dance hall is one of the best and largest in this section; we cater to large picnic parties with success, and we have a new installed merry-go-round of the latest design. A summer hotel is directly on our lake and dances are plentiful. Bathing is of the best, and our theater is well equipped. I would be pleased to exchange views and experiences with other park managers."

SECRETARIES OF FAIRS AND CELEBRATIONS AT LIBERTY AL NUTTLE THE COMICAL MUSICAL CLOWN. Write for particulars care Billboard, Cincinnati, O.

LYCEUM & CHAUTAUQUA DEPARTMENT

Conducted by FRED HIGH

RADIO DEVELOPS NEW FIELD

The Part Lyceum and Chautauqua Artists Are Taking in Making Practical the Greatest Electrical Marvel of the Age—Will We Talk With Mars?
—Edison Thinks We Will Talk With the Dead

Miss Rita Smith has made a name for herself as one of the accomplished and finished readers and entertainers of Chicago. By her big-hearted desire to help the world see more of the same beauties that she has been trained to see in literature, art, music and the joy of life, she went up and down the devastated sections of Europe singing and telling stories, reading and entertaining the soldier boys, and by so doing made a big place for herself in the hearts of the doughboys.

Miss Smith has just put over a great dramatic reading that was heard by her mammoth audience that was scattered over more than a thousand miles in every direction from Chicago. Yes, they were invisible to her, and she was but a voice from the etherial beyond to her hearers. But she was as effective as a reader and entertainer drawing upon the mysteries of nature as she has proven herself to be when she utilized all the arts gained thru her years of culture and study.

The idea was that of Morgan L. Eastman, director of the radio concerts sent out every evening from Westinghouse Station KYW, on the Commonwealth Edison Building. Other broadcasting stations have been sending out music, speeches and story readings. Director Eastman decided to try an art, the enjoyment of which depends so much on the personality and gestures of the artist.

Without notice he called in Miss Smith, who is a favorite among the women's clubs of the North Shore and Chicago suburbs, and asked her to give some readings. She had read to soldiers in the war camps overseas, to the disabled men in the field and base hospitals and to the elect of society in magnificent parlors—but into a radio microphone—that was new.

She read or recited several numbers, including some dialect and children's stories, and they went out into the wide world.

"The surprise you sprung last night was a treat," came messages to Director Eastman next day. "Give us more of those readings. We enjoyed them, altho we didn't see the artist."

Score another scoop for Chicago enterprise. The process of performing reading, singing, playing a musical instrument or delivering a speech exclusively for radio is interesting. There is no audience. The studio is a sound-proof room on the eighteenth floor of the Commonwealth Edison Building, distinct from the sending instruments on the roof.

On a standard, held by a crossarm, is a cylinder probably five inches in diameter and a foot long. This is a microphone. It is attached by wires such as are used in telephones, with the sending instrument on the roof. Connected with this transmission instrument are other wires attached to a headset such as is used in telephoning.

The artist stands before the microphone and speaks or sings. Director Morgan, with the headset on, listens in and actually directs the artist by radio. Thru this headset he can tell how the voice is passing into the broadcasting machine on the roof.

By the use of his hand, as the directing an orchestra, he motions the artist nearer to or farther from the microphone, or to one side, or to raise or lower the voice. The broadcasting machine sends out what it gets over the wires connecting it with the microphone and it is necessary that the voice be perfect as it passes from the microphone to the broadcaster. This is the task of the director on a radio concert.

After hearing this wonderful feat Judge K. M. Landis, who believes in keeping everybody at work, except "Babe Ruth," said that Miss Smith should be kept busy right here in Chicago, and the Rio director seems to take about the same view of it that the Judge has taken, for he has already arranged for Miss Smith to repeat her wonderful triumph.

Why was Rita Smith chosen for this place? There are two reasons. The first is found in the testimonial that Frank A. Morgan, of the Mutual Lyceum Bureau, paid to her worth when he said: "Miss Rita Smith has a style that is different, and her selections are not the luckless sort. Versatility, originality and genuine professionalism have won for her a commanding place among our most popular entertainers."

The second reason was found in the fact that Florence Jennie Hoover, the ever alert, bustling, eagle-eyed specialist who manages only worth while and the somewhat different class of attractions, was on the job and made possible this trial exhibition. When Jennie Hoover says that anything is a. k. committees know that they can depend upon her word.

But, after all, we are not so much interested in either Miss Rita Smith or her capable manager, Miss Jennie Hoover, as we are in the great new form of communication that is sweeping over the world as a practical, every-

day part of life. That is what interests us and what will interest you.

In the February issue of The Illustrated World you will find a very comprehensive article describing the full workings of this wonderful new fact of life. It is headed "Hitch our very eyes."

sound wave can be deadened and stopped, but nothing in the world can stop the electro-magnetic wave. The sound wave is tuned to a single pitch which all of us can hear. If ten or a hundred people are in a room each one can hear the sound wave, but it is different with the electro-magnetic wave, there may be a hundred different waves going thru the room, and you only hear the wave that is caught by the instrument attuned to catch that particular wave.

Thousands of different messages can be sent thru a room simultaneously, and still there is no conflict of sounds.

Sound waves travel one thousand feet a second while these new electro-magnetic waves travel one hundred and eighty-six thousand miles per second. This means that it is almost one million times as swift as sound waves.

Now comes the wonderful amplifier which increases the spoken word a thousand fold, and it is by the use of this new invention that this new activity has been made of commercial value, and is destined to work such marvelous changes as we see going on right under our very eyes.

MISS RITA SMITH



The first lyceum and chautauqua reader to read for the Radio Broadcasting Station of Chicago, whose excellent performance was so appreciated that she has been asked to repeat it. —Photo by Donald Cameron Beldler, Chicago.

Your Home to a Radio Wave," and was written by George H. Jaspert. We are going to take the liberty to quote a few vital points touched upon by this article, and hope that each one of our readers will go at once to the nearest newsstand and buy a copy of The Illustrated World and read the entire article. You can't afford to miss it.

The phonograph started as a toy, it was then made to serve in the entertainment of the home and from that has grown to its present great usefulness. The radio receiver and amplifier are starting in with far greater possibilities than the phonograph had to offer. At a hundred different angles its possibilities are not even suggested.

It can be made the greatest, quickest and sweetest news bearing means that the world has ever seen. It can be made to make the newspaper look like a last week's issue of The Binghamton Bugle.

How the little microphone performs and projects the voice into realms of undreamed distances is a very fascinating story. The tick of a watch can be heard only a few feet away, the roar of a cannon can be heard only a few miles away and then as belated sounds, long overdue. But the microphone changes the sound waves into electrical energy, much in the same manner as the transmitter does on the telephone, and the transmitting station changes this electric energy into electro-magnetic energy, which is the radio of wireless waves. The

Now comes Earl C. Hanson, an American inventor, with his perfected system made possible by his vacuum tube which has increased the efficiency of this method of transmitting sounds until today scientists say that it is the most marvelous, most important electrical discovery of the present age.

Get The American Magazine for February and read about this wonder world of action. Read about this great mechanical device by which it is hoped to communicate with the inhabitants of Mars, and which some even think is the way that Thomas A. Edison is planning to communicate with the dead.

Down at East Pittsburg, Pa., the Westinghouse Broadcasting Station presents a radio program each week and has something on the go each minute of the day. Last week we noticed that Rev. Maitland Alexander preached to the world on Sunday morning at 10:45. At 7:45 Rev. R. A. Hutcheson held forth and at 7:45 Rev. Edwin J. Van Etten, of the Shady Side Episcopalian Church, preached. Miss Grace Hall Ribb-daffer sang Saturday evening, Clarissa Harrold, the well known lyceum and chautauqua reader, was also on the same program. Miss Gertrude Payne has gone to Pittsburg and expects to make her home there. She will do a great deal of special entertaining for the radio people.

These are only a few of the lyceum and chautauqua artists who are interested in this great new scientific development.

Geo. W. Allison, who for several seasons was a lecturer with various chautauqua circuits, has gone to Pittsburg to take up the work of general manager of the Brown-Dorrance Electric Company, which company has control of three of the ten Eastern organizations that handle the Broadcasting Stations for the Westinghouse Electric Company.

If you want to listen in on any of these artists just get to a wireless station or get hold of a little radio apparatus and tap the great universal wave of unfathomable possibilities and get KDKA and the rest will be easy.

The world will soon be covered with powerful radio stations and messages, songs, music, information, news and a thousand other advancements will be made common world property. To have a hand in the early development of this is a thing that in years to come will be a source of satisfaction to even our children's children.

The platform electrical demonstrators such as Louisa O. Williams and men of that type have done much to prepare the world for a better understanding of the wonders of this new factor in life by their years of constant preparation and demonstrations in this line of practical applied electricity.

We are just on the threshold of a new age. We should encourage inventors and quit joining the senseless cry of the money lenders who covet the chance to reduce all new ideas to the realm of multiplication, addition, subtraction and addition. Instead of enacting the so-called Blue Sky laws, primarily intended to keep the fatted fleece going into the money changer's coffers, we should be doing everything possible to encourage American genius such as has made possible the development of this onward sweep into the great beyond.

CHAUTAUQUA IN JUNE WILL PRESENT "TURN TO RIGHT"

Swarthmore, Pa., Jan. 5, 1922.

Mr. J. H. Williams, North Wilkesboro, N. C.
Dear Mr. Williams—With details completed to present to your community the most remarkable program we have ever assembled, we have directed our attention to arrangement of the schedule.

I cannot keep longer to myself the big piece of news about the program—we have been able to secure for the 1922 play the famous comedy-drama, "Turn to the Right," one of the three most successful comedies ever shown on Broadway. We are elated at securing the rights to this play. It will be the most finished production we have yet presented. Your newspaper will certainly welcome this item of general interest.

No use telling you of lecturers and music, except that once again we have asserted our confidence in towns and committees by spending in excess of our last year's income to bring you better numbers than ever. What your fellow member-towns thought of last year's program is shown by the fact that there were more towns on our circuit at the end of the season than at the beginning! A fine tribute to the quality of our service to the towns, and an encouraging index to the fine discernment and appreciation of the American public which we serve—and serve solely for the sake of service.

The following dates are assigned for chautauqua in your community: June 6, 7, 8, 9, 10, 11. These may, of course, vary a little in either direction.

Economy of time and money requires us, of course, to take the towns somewhat as they come on the map and as railroad schedules compel. Aside from that we have no desire except to please you, and I trust we have succeeded.

Looking with keen delight for the unqualified success of your 1922 chautauqua, I am sincerely,
ALAN F. ENGLISH,
Director Colonial Flies.

TRUTH IN ADVERTISING

"The last number of the College Lyceum course for this year and by far the greatest thing of the sort ever brought here will occur Monday evening when the Hinshaw Company presents 'The Impresario,' an opera by Mozart. Heading the company is the celebrated American baritone, Perry Hemma. The rest of the company, which is an all-American one, includes singers of national recognition. The company is one which makes the larger cities, but the college authorities decided to bring one number here such as is usually heard only in the cities, hoping that the support of local music lovers would justify the act.

"Those in charge of the lyceum this year announce that thus far the course has not been a financial success due to the lack of support, and state that unless the attendance is large at this number they will suffer a large financial loss on the course, and are, therefore, planning in that event to discontinue bringing a course here."

The above was taken from The Clarendon (Ky.) News.
We would like to know who these nationally recognized singers were? What cities has this company visited and where has it even given one performance other than the regular lyceum and chautauqua engagements? Will Hinshaw College build up its lyceum spirit on such dope or are the patrons getting tired of patronizing lyceum attractions?

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

MR. AND MRS. ONGAWA
JAPANESE PLAYS AND PROGRAMS
(In English)
With Complete Stage Settings.
APPEARANCES:
Columbia University, New York.
Wellesley College, Wellesley, Mass.

LECTURE PLATFORM
Lures De Wolf Hopper
The noted comedian has been tempted and, unable to say get the behind me, Satan, he has about succumbed.

Easy to Play
Easy to Pay
BUESCHER
True-Tone
Saxophone
Saxophone Book Free
Tells when to use Saxophone—single, in trio, quartet or in regular band; how to transpose cello parts in orchestra & many other things you would like to know.

BALLANTINE BUREAU
SAIDA BALLANTINE, Manager
MUSICAL and DRAMATIC INDIVIDUAL ARTISTS and ORGANIZATIONS
Furnishing Artists for Orpheum, Panlaxes, Shubert and Keith Circuits; Orchestras for Theaters, Summer Resorts, Hotels, Dances, etc.

AN OPEN LETTER
There are certain people who are telling the falsehood that Fred High is hired by some theatrical people, carnival companies, show interests or some other allied aggregation for the purpose of killing the lyceum and chautauqua.

MARTHA E. ABT
Lecturer and Community Builder
"CHILDREN—AMERICA'S GREATEST ASSET."
Mrs. Abt's experience in detective work, investigations (both civil and criminal), social service and court work in the city of Chicago, enables her to visualize for her audiences some of the present city problems and their solution.

EWING'S BANDS
AVAILABLE FOR CHAUTAUQUA
FIFTEEN-PIECE, MEN, W. M. EWING, Director.
FIFTEEN-PIECE LADIES' BAND, MISS VIVIAN EWING, Director.

IMPORTANT ANNOUNCEMENT
Just as the Quigley Music Co. got started and was seemingly set, the big opening over and all were ready to settle down to the big grind, there developed a difference of opinion among the powers that be, and this proved such an impassable barrier that nothing was able to iron out the wrinkles.

RITA SMITH
SINGER---READER---GITAROLOGIST
Presenting Songs and Stories of the South, in Costume.
Ten years' success. Has appeared in every State in the Union and with the A. E. F. in France.

The Original
Apollo Concert Co.
Still under the management of
ARTHUR WELLS
Season of 1922-23.
Booked by the Affiliated Bureaus.

HOME TALENT PRODUCTION NEWS
Mrs. Allie Maro, widow of the famous magician, Edward Maro, is now actively engaged in furnishing Home Talent Entertainment in the smaller towns throughout this country.

OLIVE KACKLEY
Producing Royalty Plays.
Put on in less than a week's time. No friction, no trouble. Better than a course in public speaking.
634 Auditorium Hotel, Chicago.

IS THE POPULAR MUSIC CENSOR FAR OFF?
It certainly seems a shame to see the way that music is being degraded in these days, and unless something is done by the music publishers themselves it is a foregone conclusion that there will be a music censor before many months roll by.

THOMAS BROOKS FLETCHER
DRAMATIC ORATOR
85 engagements reported averaged 99.05%. This is the highest degree of satisfaction so far received on any attraction reported by 50 or more committees. Booked by the Redpath Bureau

FRED DALE WOOD
Purpose Lectures
Live wire talks on everyday topics, adapted especially to colleges, commencement exercises, conventions and business men's organizations. Address 1322 Winona Street, Chicago, Illinois.

Music will have to be disinfected, and some of the salacious, low-browed, beastly piffers of melody will have to be cut loose from their cakes and the stream of filthy lyrics stopped flowing into the cash drawer of the publisher or there will be a reform wave started in this field that will make other censors look like pikers.

JOEL W. EASTMAN
Lecturer on Elemental Social and Racial Problems
Member Faculty Culver Military Academy.
"THE TRADE CONFLECT."
"INDUSTRIAL DEMOCRACY"
Its Possibilities and Reasons for Success or Failure. Special subjects investigated and presented on request.

J. ALLAN TROKE
to a delightfully different entertainment of Music, Violin Mimery and Cartoon work. Beautiful stage setting, Scenic Rag Pictures, Lyceum standard maintained.

Judge Arnold Heap, of the Chicago Moral Court, gave a far-reaching decision in a case that came before him last week. He said: "Jazz is not dance music. It is really barbarism revived. It is a beastly exhibition in which the orchestra mingles all the noises of the barnyard."

LYCEUM, STAGE, OPERA, CONCERT, TEACHING PROFESSION
Courses at a College of International Reputation.
Send for catalog to
Macon College of Music, Dramatic and Speech Arts. (The College That Is Different).

Voice Pupils, Attention
An opportunity for a serious vocal student to earn big pay by acting as Registrar at SHAILEN COLLEGE OF MUSIC, DRAMATIC AND SPEECH ARTS, 2335 S. Michigan Ave., Chicago, Ill.

Edward O'Connell, formerly of the vaudeville team of O'Connor and Mack and later of the Topsy Turvy Trio and O'Connor and Golden, says: "It has been a number of years since I did vaudeville, and from what I can hear of the suitcase circuit, the split weeks and open time, we feel thankful that we are in the work of producing Home Talent Plays."

POSITION WANTED
Contract Soloist desires to contract with chautauqua or concert company, beginning July 1, 1922. Is Soloist in noted choir of one of Chicago's most prominent churches. Address CAROLINE McCARTNEY, 634 Auditorium Hotel, Chicago.

Ellen Kinsman Mann
TEACHER OF SINGING
Fine Arts Building, CHICAGO.

The following paragraph is not the intemperance of a long-haired reformer or a short-haired woman. It is not the cheap hragadocio of a shallow-brained lecturer or self-styled comedian. It is the warning of a judge on the bench who has fined a violator of the laws of decency: He said: "If such entertainments are tolerated it means the debauching of society, the corruption of the community and the destruction of the moral stamina of the nation."

LOUIS WILLIAMS
ELECTRICAL ENTERTAINER
417 East 48th Place, CHICAGO.
If you see it in The Billboard, tell them so.

Pittsburgh Ladies Orchestra
Organized 1911, has made Concert Tours in 11 States. Vocal and instrumental entertainers. ALBERT D. LIZFIELD, Director, 305 McCance Block, Seventh Ave. and Smithfield St., Pittsburgh, Pa.

CHICAGO COSTUME WORKS
116-120 N. Franklin Street, - - CHICAGO, ILL.
(Now Address) Phone State 6780.

WILLIAM STERLING BATTIS
to doing for Dickens in America what Bransby Williams has done for the novelist in England.
—The Dickensian Magazine, London, England.
A Humorous Entertainment of the Highest Literary Value.
Personal address, 6315 Yale Avenue, Chicago, Ill.

QUICK DELIVERIES OF COSTUMES, TIGHTS, WIGS AND MAKE-UP
Manufacturers and renters of costumes—all descriptions. Amateur Shows and Minstrels our specialty. Complete stock of Cotton and Silkolene Tights, silk and mercerized Opera Hose, in white, flesh and black, all sizes. Write for Price List.

HOME TALENT PRODUCERS
Barrington Adams, Inc., Fostoria, Ohio.
John R. Rogers Producing Company, Security Building, Fostoria, Ohio.
Meridith Producing Co., 10 S. 18th, Philadelphia, Pa.
Ray Zirbel Producing Co., The Home Talent Show Supreme, 80 Ruggery Bldg., Columbus, O.



LYCEUM AND CHAUTAUQUA NOTES

Miss Clara Daily gave a talk at the school auditorium at Peoria, Ill., on "Musical Appreciation in the Schools," and she demonstrated this by use of the victrola. She then grouped out her theories with tests as between groups of boys and girls and their liking for various classes of music. It was found that the girls had a much higher degree of appreciation of the better class of music than the boys. Other schools should try this plan. Find out.

Rev. John Edwin Price, of Auburn, N. Y., has signed up as a lecturer and platform manager with the Radcliffe Attractions. He starts May 29 and will be ready to take up his pastorate again the second week of September.

Dr. Emmett D. Angell, who has been presenting "The Carnival of Play," under the auspices of the Associated Editors' Talent Bureau, has been released from his contract with Manager Daggly to accept a special position with the Thomas E. Wilson Company, which is the manufacturer of "Bliff" and numerous other games invented by Dr. Angell. He has arranged to take a number of trips on the big ocean liners in order to demonstrate "Bliff," which is said to be an ideal game for shipboard as well as for parlors and clubs. At the conclusion of his carnival engagement with The Gazette of Schenectady, N. Y., Dr. Angell sailed from New York on January 27 on the steamer "Panama" for Cristobal. On this trip on the "Panama" Dr. Angell will serve as surgeon for the big steamer and will demonstrate the virtues of "Bliff" to the passengers bound for the tropics. Later he will visit France, England and South America, giving demonstrations of his popular "Bliff," and interesting the trade in his games.

If the following news item, taken from the Waterloo (N. Y.) Observer, is correct, we will have to proclaim our "Old College Chum," Chancellor Bradford, the champion long-distance student. Here is the item: "The next number of the Lyceum Course will be a lecture given by Chancellor George H. Bradford on Wednesday evening next, January 25. Mr. Bradford is one of the best lecturers sent out by the bureau. He spent eighteen years as a University student. He looks like Bryan and he can talk like Bryan. Those who hear him will be 100 per cent satisfied. Committees who have heard him place him at the head of the parade. The committee felt justified in engaging Mr. Bradford even at the seemingly exorbitant price paid for his lecture. Parents are urged to see to it that their children hear him. It is a rare opportunity. Date, January 25, 1922. Adults, 35 cents; children, 25 cents."

Dr. Randall Parrish, who has more than a score of successful novels to his credit, is now lecturing for White-Myers, having been drafted as a substitute for Dr. W. H. Lowther, who was taken suddenly sick and had to cancel his engagements. Dr. Parrish made his chautauqua debut this summer as headliner on the Mutual Illinois Circuit.

Mr. and Mrs. Ongawa started in early January for a trip in the South. They are playing many big club dates, among them the women's clubs of Hornell, N. Y., and Richmond, Va.; universities at Greensboro and Chapel Hill, N. C.; Greenville and Aiken, S. C.; Selma and Marion, Ala.; Drama Leagues of Atlanta, Ga.; Birmingham, Ala., and Memphis, Tenn.

Lynn Gibb was sick last week for two or three days and the Hoosier Trio was a dud for those days. Heerick did a very wise thing in getting the consent of the committee to appear as a duo and then getting a letter from each committee at the close of each program attesting to the high degree of satisfaction given by the two young men who appeared.

The Harmony Trio appeared in a town last Saturday where the audience was instructed not to applaud, since the concert immediately followed a revival service. How would you like to give a program under the same conditions? That ought to inspire some song writer to get out "Those Revival Blues" with a few mournful strains calculated to meet the tastes of the witchburners.

Groesome, horrible things occur rarely, but to Royce Crawford, of the Sterlings, came a message last week which was shocking beyond measure. His brother and sister-in-law were attacked while asleep in their home in Birmingham, Ala., by some fiend in human guise who murdered them with a hatchet and then robbed their home and escaped. Word came to Royce over long distance phone, and there being no train he could take till after the concert, he went there twenty minutes of song and fun with no one knowing the tragedy that lurked behind his smiling face. He went home, but in back with the company now. At last reports the crime was still unsolved.

"Babe" Thompson, of the Windsor Girls, became Mrs. Ollie Larson a week ago Sunday at Jacksonville, Ill. She will finish the season with the company.

Ernest Harold Baynes, the bird man, who has done considerable chautauqua lecturing, is now engaged in a new line of work, or at least he is taking a new angle to his bird stuff. He is giving illustrated lectures free, which he calls "The Truth About Vivisection." It is a meeting strong opposition in certain quarters, and as it is given with such a strong backing of the medical men who are themselves the objective point in much of the anti-vivisection campaign, Baynes comes in for his share of this criticism.

Prof. H. P. Cady, of the Kansas University, is giving a number of lectures for the Extension Department on the history of liquid air and how things look and act when subjected to a low degree of temperature. When aluminum was mixed with liquid air and burned its temperature changed from 300 below zero to 4,000 above.

"Make Waukegan a Bird City" was the appeal of Henry Oldys, who lectured at the high school assembly Monday afternoon. Oldys is

a bird enthusiast and is doing some good work in stirring up an interest in this great science, for the study of life in any form is a science.

Ellison-White report that the first week's returns on Lyceum bookings are very encouraging. As large a volume of business has been received this year to date as in the same period last season, with fewer bookers. Proof positive that determination and sane optimism wins in spite of hard selling conditions. Contracts are coming in from every section with remarkable regularity. Miss Ethelyn Hull has written the two largest contracts which have been received up to this time. She sold the Dallas and Pendleton (Ore.) courses for \$1,475 each.

Frank McClure, formerly advertising and publicity man for the Redpath Bureau, and now chairman of the advertising department of the Associated Ad Clubs of the World, and Fred Hight were the speakers for the Illinois Lumbermen's Association at its Livigation County branch convention held at Pontiac, Ill., where a fine time was had, together with some real data. There are about sixty towns on the Lumberjack Circuit.

HOME TALENT PRODUCTION NEWS

(Continued from page 73)

and 31, using the Harrington Adams, Inc., Grand Spectaculars, have "The Land of Flowers, Birth and Melody." Caro Miller was in the pit.

Harry M. Holbrook, of the Leo Feist Music Co., visited Fostoria, O., and unloaded a barrel of Feist songs and arrangements for their new numbers on the John B. Rogers and Harrington Adams producers. Harry is a great booster for the Home Talent Producers, and says that they come first in his ideas of effective song missionaries. It was a great tribute to Fostoria, the Home of Home Talent Producers, to have the representative of a great music firm like the Leo Feist Company journey from Chicago to meet the local firms that are doing such marvelous things towards making Fostoria as well known as Elbert Hubbard made East Aurora.

Edward Young, the Chicago music critic, gives the following analysis of a performance at Orchestra Hall that is worth studying: "It was interesting to the point of being invigorating to watch the youthful section of the chorus pick up the performance at Orchestra Hall last night, and practically dominate the proceedings in so doing. Pierre's cantata, 'The Children's Crusade,' was being given by the Haydn Choral Society, a young girls' chorus from St. Xavier Academy, and the Chicago Symphony Orchestra, all under the direction of Haydn Owens. Up to the time that the children entered, the performance had been safe, sober and at a moderate pace. The younger element began to sign, and it became exhilarating."

The Saginaw (Mich.) Shriners put on a great Midwinter Circus January 30, 31, February 1, 2, 3 and 4, that was a great success.

Henry Ford has three life dreams that he hopes to live long enough to see come true. One of them is that a better distribution of labor may make it possible for workmen to live nearer the small town and country, so that they can develop their own ideals, and in the matter of entertainment and amusement that they can develop their own activity. He says that there will be fewer spectators and more actors. That thought should be hammered into the consciousness of every parent, teacher and civic organization in America.

ANALYZING A CIRCULAR

A circular 8x11 inches, with both pages devoted to exploiting Galen Starr Ross, is at hand with a request that we analyze it. The front page has a large picture of Galen, size 1x2 1/2 inches. This violates all rules of advertising fundamentals. Why was this big picture used? It is neither unusually handsome, nor homely, neither is it a mirror of knowledge, skill, culture or business sagacity. It is just an ordinary picture of an ordinary looking person, such as could be found in any local photo-

gallery in America, Europe, Asia, South America, Africa, or the South Seas—anywhere that the Caucasian race is found.

Here is the law that governs interest in photographs and pictures of people generally. After we become sufficiently interested in a person or what they are doing, or have done, we develop a desire to see the person, or not be able to see the person we take the next best means to satisfy our need and accept a picture of the individual. In lyceum and chautauqua we all too readily get the horse before the cart, and expect the picture to create the desire.

The front page states that he is a business scientist and lecturer. All bureau managers will tell you that the hardest thing to sell is a lecturer. Business men will tell you that there is more demand for men and women who have done things, and who can tell about them, than there is supply. Ross first of all a doer, but if we take his circular as our guide, we would be led to think that he is a wind jammer.

Page two. There is a paragraph headed "Facts," which is devoid of a single essential truth that is not self-evident and commonplace, and the effectiveness would be increased if it were omitted.

Then there is a misleading and mistaken heading which asks this unimportant question: "Who is Mr. Ross?" Up to this time nobody knows and nobody seems to care, to apply the words of a popular song. But here is the paragraph:

"Galen Starr Ross is Educational Director for the Business Science Club of Columbus, O. This club is a private society of 300 members, both young men and women from the business and executive offices of that city. The purpose of their fellowship and work is the healthy, wholesome self-improvement of the individual members in business efficiency. Every member is an ambitious go-getter, striving for personal promotion and bigger pay thru work and study. Seven members doubled their salary last year under Mr. Ross' teachings. Fifty-one other members gained fifty per cent or more in pay and promotion during the same time. One hundred and twenty-one members gained twenty-five per cent salary increase and larger responsibilities."

Where did interest first grip you? Wasn't it when you were told of the seven go-getters who last year doubled their salaries? Weren't you interested in the fifty-one members who increased their earnings fifty per cent or more? Even the one hundred and twenty-five members who gained twenty-five per cent in their salaries and who assumed larger responsibilities interested you? But we are now over more than three-fourths of the circular, and already many people have dropped out in the study of that document.

Here is another bit of information which was almost strangled to death with a statement of ownership and management that is repellent and antagonistic:

"Mr. Ross is owner and manager of the Practical Employment Service Co., which is operated in connection with the Business Science Club office. He hires all the executive and office employees for nearly one hundred Ohio firms thru this department. Four hundred and twenty-eight individuals have been served in his way during the sixteen months which have passed since the club was organized by Mr. Ross."

A wonderful work and a great, beneficial social service is almost slaughtered with the personal display of ego that is liable to gag anyone who might seek the very service that is offered by this great organization and especially by this real benefactor.

"WHY SHOULD YOU HEAR HIM?"

That question is answered by the following scattered statements that are unproven, unimportant and finally drop down to a bid for a speaking date. But read them:

"Because he is a practical young business executive, who has made a real success of a personal enterprise at thirty."

"Because he has one of the finest and strongest speaking voices in lyceum and chautauqua today. He can readily be heard by five thousand people in or out of doors."

"Because during the past seven years he has delivered fifteen hundred successful public addresses through the United States before lyceum, chautauqua, Rotary, Kiwanis, exchange, Lions, fraternal, etc., audiences. His lecture on 'Success Insurance' is an event as a Commencement message for high schools and colleges."

Then comes this:

"Because he is a clean, earnest, energetic American citizen, with a thorough education and"

1921 CHAUTAUQUA COMMITTEE REPORTS

REDPATH-HORNER STERLING FIVE-DAY CIRCUIT

Delighted, 100; Well Pleased, 90; Fair, 80; Barely Got By, 70; Unsatisfactory, 00.

(Continued from last week)

PREMIER ARTISTS

Hope, Kan.	100
Dighton, Kan.	80
Haviland, Kan.	90
Waynoka, Ok.	90
Cherokee, Ok.	90
Nash, Ok.	90
Carmen, Ok.	90
Pretty Prairie, Kan.	90
FRANK P. JOHNSON	
Hope, Kan.	100

Dighton, Kan.	90
Haviland, Kan.	90
Waynoka, Ok.	100
Cherokee, Ok.	100
Nash, Ok.	100
Carmen, Ok.	90
Pretty Prairie, Kan.	100

LYCEUM ARTS QUARTET

Hope, Kan.	100
Dighton, Kan.	90
Haviland, Kan.	70
Waynoka, Ok.	90

REDPATH-PFEFFER SIX-DAY PROGRAM

QUARTET & PIANIST	
Hardwick, Vt.	90
Lyndonville, Vt.	100
Newport, Vt.	100
Berlin, N. H.	100
Lancaster, N. H.	80
North Conway, N. H.	100
Portsmouth, N. H.	100
Kennebunk, Me.	70
Skowhegan, Me.	100
WM. RAINY BENNETT	
Hardwick, Vt.	100
Lyndonville, Vt.	100
Newport, Vt.	100
Berlin, N. H.	90
Lancaster, N. H.	80
North Conway, N. H.	100
Portsmouth, N. H.	100

DR. EDWARD MACDOWELL	
Hope, Kan.	100
Dighton, Kan.	100
Haviland, Kan.	90
Waynoka, Ok.	100
Cherokee, Ok.	00
Nash, Ok.	100
Carmen, Ok.	90
Pretty Prairie, Kan.	100
RON. MARTIN C. BRUMBAUGH	
Hardwick, Vt.	100
Lyndonville, Vt.	100
Newport, Vt.	100
Berlin, N. H.	100
Lancaster, N. H.	90
North Conway, N. H.	100
Portsmouth, N. H.	100
Kennebunk, Me.	100
Skowhegan, Me.	100
TUSKEGEE COLORED SEXTETTE	
Hardwick, Vt.	80
Lyndonville, Vt.	100
Newport, Vt.	100
Berlin, N. H.	90

Cherokee, Ok.	80
Nash, Ok.	80
Carmen, Ok.	80
Pretty Prairie, Kan.	90
DR. EDWARD MACDOWELL	
Hope, Kan.	100
Dighton, Kan.	100
Haviland, Kan.	80
Waynoka, Ok.	100
Cherokee, Ok.	00
Nash, Ok.	100
Carmen, Ok.	90
Pretty Prairie, Kan.	100

LANCASTER, N. H.	
North Conway, N. H.	100
Portsmouth, N. H.	80
Kennebunk, Me.	90
Skowhegan, Me.	80
LANCASTER, N. H.	
North Conway, N. H.	100
Portsmouth, N. H.	100
Kennebunk, Me.	100
Skowhegan, Me.	100
(To be continued next week)	

a DEFINITE PURPOSE in life. His whole powers and talents are dedicated to the task of teaching and preaching wherever he is, the Gospel of the PROPER SPIRIT. It is a privilege to hear Mr. Ross speak on any subject wherein he discusses the possibilities for human usefulness and service open to everyone in the world.

What is it all about? What is the appeal to the reader? What is there for the man or woman who may be asked to buy a ticket to hear him lecture? The reason in salary and chance to better one's position are secondary in this literary appeal, and should be first.

We then have the final injunction, "THINK." Is that the way to get people to think? Psychology of the most primitive type would indicate that to get a person to thinking we should give them something to think about. Shouting "Think" doesn't make people think.

We have heard business men tell of the marvelous work that Galen is doing in Columbus. He is a factor in the civic and industrial life, and what he is doing is of national interest and importance, but all of that is lost in the vain effort to inflate the ego and to give religion to that sort of vanity that invites criticism where his real work is worthy of the praise of kings.

We will be glad to analyze any circular used to advertise a speaker, entertainer, concert or other lyceum and chautauqua attraction. Committees will confer a favor on us if they will send us samples of the sort of folders that they are asked to use as distributing material. Any time you do not agree with our analysis, our pages are open to you, and you can show wherein we are wrong. Don't be afraid to differ with us.

Jeannette Kling

THE STOCK COMPANY OF ONE. RECITALS OF FAMOUS PLAYS. Long Plays—Short Plays. Lyceum, Chautauqua, Clubs, etc. ANYTHING—ANYWHERE. Now in Panama.

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Emanuel Sternheim

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(THE COMPANY ARTISTIC) Ensembles of the correct instrumentation according to Berlioz. For four consecutive years this company has received the highest rating, according to the committee report cards, of any musical attraction. This means something! "As good as the S.-S.-H. Company" is a comparison usually made by the competitive bureau. We appreciate the compliment. Time all sold up to April 28, 1923. THANK YOU!

Louise L. McIntyre

Nationally Famous Health Lecturer Endorsed by State Boards of Health. Has lectured in every State in the Union and from Vancouver to Halifax. Address 634 Auditorium Hotel, Chicago.

Montaville Flowers

LECTURER ON WORLD PROBLEMS. Now speaking with unbounded success on "The Meaning of the Conference on Disarmament." Special Lecturer for Big Events. Eastern Address: Auditorium Hotel, Chicago, Ill. Home Address: 625 S. Madison Ave., Pasadena, Calif.

GEO. H. BRADFORD

Lecturer "THIS WAY UP"

Booked by Federated Lyceum Bureau, Swarthmore Chautauqua Association and Ellison-White Chautauquas.

JESSIE RAE TAYLOR

ENTERTAINER Featuring Male Character Sketches in make-up, wigs and costumes, complete. On engagements reported makes an average of 95.00%. Winter season booked solid by Universities of Wisconsin, Minnesota and Kansas. Extension Divisions (7th consecutive season). Summer with Colt-Albert Independent Chautauqua.

Mr. and Mrs. Francis Hendry

ENTERTAINERS BUSY, AS USUAL. The Hendrys have averaged 45 weeks of engagements per year for several years. Only three weeks open in the next year and a half. Business address, 14 Ames Avenue, Chautauqua, New York.

TRADE SHOWS AND INDOOR EXPOSITIONS

BAZAARS, INDOOR CIRCUSES, INDUSTRIAL EXPOSITIONS, MUSEUMS, ARCADES, DEPARTMENT STORE AMUSEMENTS, STORE ROOM SHOWS

JOHN G. ROBINSON

Lining Up Pretentious Program for Syrian Temple Shrine Indoor Circus in Cincinnati

John G. Robinson, of the famous circus family of that name and director of the Syrian Temple Shrine Indoor Circus, to be staged at Music Hall, Cincinnati, February 27 to March 4, inclusive, is working like a Trojan these days making arrangements for the show, which he says promises to be the greatest event of its kind ever held in the Queen City, if not in the country, as the Shrine has given him carte blanche to make it such. With his vast experience in the circus field there is no doubt as to Mr. Robinson "putting the show over with a bang." All the atmosphere of the big circuses, with the exception of the canvas canopy, is to be included in the show, even to the parade on the principal thoroughfares of the city daily, as well as a side show with professional exhibits, acts, etc., and soft drink and lunch concessions. Mr. Robinson has placed a big order for paper with the Donihson Lithograph Co. of Newport, Ky., and billing and advertising will be started this week. As early as last Saturday afternoon, when he paid The Billboard a visit, Mr. Robinson stated that all of the boxes at Music Hall had been sold, which is remarkable when one considers that no advertising had been done up to that time, and which augurs well for the financial success of the show. He will be in Cincinnati until the show is over.

Of the many acts already engaged there are John Robinson's Military Elephants, Nine Nelson Family, Na Komie, msn monkey; Charles Siegrist Troupe, Yoshi Japanese Troupe, Robert Sticker, Sr., trained dogs; Lester Hill and Griffin, Fountain and Laroek, lady gymnasts; Siegrist Sisters, Art Adair, principal clown, and Johnston's Dogs, Ponies, Monkey and Mule. There will also be a number of smaller acts. The Shuberts are now trying to arrange the route of the famous Hannaford Family so that this big equestrian feature can be incorporated in the program. Another nighty feature will be Frank Simon, of Middletown, O., formerly with Sousa's Band, in a cornet solo. Mr. Simon, billed as "America's Premier Cornetist," is considered the most widely advertised cornet player in the country.

Wm. J. Howard is general chairman of the committee, with Phil Metz secretary, James M. Fisher treasurer, John G. Robinson, circus director, Glen Grant business director, Fred W. Schwenck side show and concert, F. J. Zumstiel parades and ushers, Henry Fillmore band, John Griffith patrol, Dan C. Moore refreshments, Wm. M. Morris publicity, Hon. W. H. Luaders secret service, R. A. Tingle ticket sale, Col. C. F. Hake endorsement and C. E. Rooney advisory.

The Shrine will use the proceeds of the event toward defraying the expense of sending its band and the Arab Patrol to the Imperial Council meeting at San Francisco in June.

OTTAWA CARNIVAL BIG SUCCESS

Ottawa, Can., Feb. 3.—The Canadian National Winter Carnival was formally opened last Saturday by Lord and Lady Byng, and has continued during the current week, being a greater success than even the most enthusiastic advocates and workers of the carnival had anticipated. The city is crowded, the hotels being filled to capacity and private homes "commandeered" to accommodate the visitors.

A one-mile-long toboggan slide brilliantly illuminated, an ice tower on the central plaza and the ice castle are big features. Torchlight processions of various clubs, parades, a civic reception, skiing, snowshoeing, tobogganing, hockey matches, etc., as well as shows and other forms of Canadian winter sports, have excited great interest and entertainment. Tonight will see the "storming" of the ice castle and an elaborate fireworks display under the supervision of Mr. Hand, of Hamilton, Ont.; also the grand Carnival and Mardi Gras, to be held in the military drill hall, where masquerade and joy is to reign supreme until the wee wee hours of the morning. All in all, it is a big week of winter pastimes, and successfully staged, artistically and financially.

INDUSTRIAL EXPOSITION

Planned for Albany-Decatur, Ala.

Albany, Feb. 3.—A Tennessee Valley and Muscle Shoals Industrial Exposition is to be held in Albany-Decatur, the upper Muscle Shoals cities, the last ten days of February. This exposition is being fostered by the Albany Chamber of Commerce and the Morgan-Kivania Club and prominent citizens of North Alabama.

There will be local and national manufacturers' exhibits, health exhibits, an electric and automobile show, a reproduction of Muscle Shoals, industrial and scientific demonstrations, amusements and many special features.

MAMMOTH IN SCOPE

Is To Be British Industries Fair at White City, London, February 27 to March 4

Thousands of visitors, including many representative American buyers, are expected to attend the British Industries Fair to be held at the White City, London, Eng., from February 27 to March 10, and those interested and active in the production of the affair are putting forth their best efforts toward having everything of marketable value produced in Britain represented in the exhibits. This applies to the home, sports, trades, wearing apparel and other commodities, as well as commercial advancements and many innovative features to increase trade and place before the public the latest accomplishments toward its desires and necessities.

The 1922 fair will be much larger in scope than its predecessors, as numerous departments will be far more to detail and embrace larger fields in the respective lines represented, while the site, with its beautiful and spacious buildings, promenade and other advantages, is admirably adapted for this popular, prominent and altogether necessary exposition.

WONDERLAND BAZAAR CO.

The Wonderland Bazaar Company played to a nice business at Nitro, W. Va., under the auspices of the Moose. All connected with the company paid visits to the winter quarters of the Zeldman & Palle Exposition Shows and much handshaking and renewed friendships were in order.

This bazaar company is still under the management of Jack Lee and "Daddy" Fox and the writer is doing the advance work. Mr. Lee recently was initiated into the Elks at Charleston, W. Va. Mrs. Lee has been getting nice business with her palmistry. Stout's jazz orchestra keeps plenty of pep in everybody. Jack Lee recently purchased several new exhibits for his 20-in-1 show for the coming outdoor season. At this writing the show is playing the Midway Theater at Dunbar, W. Va., to be followed by the K. of P. Bazaar at Dana, which was promoted by Mr. Lee, and next comes a Red Men's Bazaar, arranged by the writer at Clendenin, W. Va.—W. A. (Curly) POSS (for the Show).

SMUCKLER CONTINUES ACTIVE

Closes With Elks of Evansville, Ind., To Put on Indoor Fair and Style Show

Last week, Bernie Smuckler, who has directed several successful special indoor events in the Central States and South, contracted with the Elks' Lodge at Evansville, Ind., to put on an indoor Fair and Style Show at the Coliseum, Evansville, May 13 to 20. He intends spending about two months in the Southern Indiana city, arranging plans and putting into effect contesting features, as well as interesting the local merchants in the occasion, for which several free attractions are to be engaged.

Mr. Smuckler advises that the recently announced Elks' indoor festivities at Birmingham, Ala., have been postponed for an indefinite period, until business conditions seem more promising, altho the event may yet be staged this winter. He also informs that the Elks' Bazaar, which was under his direction and closed at Hopkinsville, Ky., on January 28, was a decided success. On the date of his letter Mr. Smuckler was in central Tennessee and had prospects of landing an engagement in one of the larger cities of that territory.

BROADWAY AMUSEMENT CO.

Contracts With Legion at Jamaica, L. I.

Harry B. Bussing, general manager of the Broadway Amusement Co., advises from Freeport, L. I., N. Y., that his organization has closed contract with the American Legion post of Jamaica, L. I., to produce for the veterans their first big indoor Bazaar during the week of February 20. The Broadway Amusement Co. is to furnish all the attractions and has started the contests and other promotions, which are creating a great amount of interest in the event.

Mr. Bussing states that the American Legion boys at Jamaica are live wire and present indications are that their bazaar will be a big success. Relative to his company, he says it has played Long Island all winter and will likely remain in that territory well into the summer, and is carrying a five-piece orchestra, six acts, twenty concessions, two pit shows and a free act.

"TRAVEL WEEK" EXPOSITION

Grand Central Palace, New York, To Be Scene of Instructive Event Under Auspices of Travel Club of America

The "International Travel Exposition," at which leading steamship lines, railroads, bureaus and foreign Government tourist bureaus will be represented, under the auspices of the Travel Club of America, will be held at Grand Central Palace, New York. The affair has been sub-captioned "Travel Week" and will have its beginning on March 25.

The designed purpose is to educate the people that travel is not necessarily a luxury. Lectures by noted travelera will be given and elaborate models, panoramas and exhibits of beauty spots in North and South America, Europe and the Orient will be displayed and explained.

President Harding, in a letter to Henry Collins, president of the Travel Club, gave his endorsement and approval of the purposes of the Travel Club of America, with the hope that the exposition will have the most stimulating and helpful results, and said there are few more effective modes of education than travel. It is announced.

It is also announced that the United States Government will be represented at the exposition by three official exhibits. The Shipping Board will display its travel facilities to all parts of the world. The Bureau of National Parks of the Department of the Interior will feature the Government-owned parks of the Far West. The Bureau of Foreign and Domestic Commerce is preparing an exhibit showing the relations of the Consular Service to American travelers abroad.

Among the other leading exhibitors are the French Government Touring Bureau, the Italian State Railways and Italian Government Tourist Bureau, International Mercantile Marine Company and other commercial agencies. Committees in charge of the celebration are headed by Maurice Francis Egan, former United States Minister to Denmark; Joseph Perret, Director of the French Government Tourist Bureau; E. M. Stetler, Henry Collins Walsh, President Travel Club of America.

WOODMEN CIRCUS AND BAZAAR

For Bellefontaine, O., February 27 to March 4

Bellefontaine, O., Feb. 1.—Modern Woodmen's final arrangements are being made for the Indoor Circus and Bazaar to be held in their halls from February 27 to March 4. The main hall will be decorated in the lodge colors, which will also be used for the concession booths. The hall adjoining will be used for merchants' display booths. Circus and vaudeville acts, band concerts and dancing will be some of the features.

The attractions will be furnished by Percy and Shsdea, of the Allied Shows, who have two more dates to follow.

"STREETS OF BAGDAD"

At Irem Temple, Wilkes-Barre, Pa.

Wilkes-Barre, Pa., Feb. 3.—One of the biggest events of its kind ever held in Pennsylvania, is the announced intention of the promoters and boosters of "The Streets of Bagdad" to be staged at the beautiful Irem Temple, here, February 15-25. One of the features is to be a "Fashion Revue," with living models. An enthusiastic drive is being made with the sale of season tickets.

HOUSEHOLD APPLIANCE SHOW

Scheduled for City Auditorium, Canton, O.

Canton, O., Feb. 2.—The City Auditorium will be the scene of a Pure Food and Household Appliance Show from February 27 to March 4, the exhibit being under the auspices of the Canton Retail Grocers' and Butchers' Association, in conjunction with The Canton Daily News. Promoters already are at work. There will be vaudeville and other features nightly. About forty booths will be erected in the auditorium pit.

STYLE AND PURE FOOD SHOW

At Main Street Auditorium, Houston, Texas

Bob Morton, who has been appointed director-general of a "Style Show-Pure Food Show" at Houston, Tex., February 25 to March 4, advises that the event is to be held at the Main Street Auditorium, Houston, and in full charge of the Volunteers of America, instead of being staged by the merchants, as was recently reported.

AUTO SHOW OFF

Auburn, N. Y., Feb. 3.—The annual automobile show scheduled to be out on in February by the dealers in Auburn has been abandoned.

CAYUSE INDIAN BLANKETS

THE BIG MONEY GETTER AT ALL INDOOR BAZAARS

PRICE, \$6.75 EACH, IN LOTS OF 25 OR MORE (in Lots of 25, no Two Alkal.)

Sample Blanket sent prepaid on receipt of \$7.50. Terms, 25% with order, balance C. O. D.

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WORLD'S MUSEUM

Market and Eleventh Sts. Phila., Pa.

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at all times, living and mechanical curiosities and novelty platform entertainers. Address NORMAN JEFFERIES, Real Estate Trust Bldg., Phila., Pa.

LOOK — CONCESSIONERS — READ! PYTHIAN CIRCUS AND MARDI GRAS

February 18 to 25, inclusive, at 2nd Regiment Armory

(IN THE HEART OF CHICAGO'S WEST SIDE)

8 BIG DAYS AND NIGHTS—2 Saturdays—1 Sunday—1 Holiday

Auspices Pythian Temple Ass'n. 105 Subordinate K. of P. Lodges with 21,000 members actively interested in the sale of 150,000 "Season Tickets."

FOR SALE All legitimate "Grind" privileges. Must be clean and up-to-date and operated by real ladies and gentlemen. All Wheel and Group Games sold. TWO OTHER DABS TO FOLLOW RIGHT AFTER

Address ARTHUR DAVIS, Gen. Mgr., 16 E. Ontario St., Chicago. Phone Superior 0566

BIG INDOOR FAIR and STYLE SHOW

WEEK OF FEBRUARY 20, 1922, EFFINGHAM, ILL.

WANT—CONCESSIONS, VAUDEVILLE ACTS, Single and Double. Plenty of money here. Address CHAS. E. WEEKS, Effingham, Ill.

RIDING DEVICES AND CONCESSIONS

FAIR GROUND EXHIBITION

CARNIVALS

EXPOSITION MIDWAY SHOWS

BANDS AND SENSATIONAL FREE ACTS

AND HIS MAJESTY, THE BEDOUIN

GEORGE L. DOBYNS LANDS "PLUM" IN PENNSYLVANIA

Six-County Firemen's Convention and Home-Coming at Mahanoy City, Gives Promise of Being Important Engagement for This New Organization

The George L. Dobyne Shows have been awarded the contract to furnish the outdoor amusement attractions during the Six-County Firemen's Convention and Home-Coming to be held at Mahanoy City, Pa., during the week of June 18, and significance of this award can but be heralded as a glowing feather in the cap of the progressive showman, George L. Dobyne, and his now personally-managed organization, which is the successor to last season's Dobyne & Bergen Attractions.

Doubtless the most outstanding public service bodies to attract the necessary local interest to assure success in the holding of their conventions, celebrations, etc., are the fire-fighters, whose very occupation and the importance of their duties is naturally suggestive of the citizenry and members of official circles doing their utmost to make these gatherings of not only major importance to the communities interested, but to encourage and provide wholesome entertainment, in nearly all instances, for the homefolks and visitors. Therefore they are looked forward to with enthusiasm, especially in this the time when several counties of a State are represented as in the event above mentioned, and when get-together home-coming festivities are held in conjunction with the occasions. They seldom fail to prove gratifyingly successful, particularly so if of former special prominence. Twelve years ago, at Mahanoy City, one of the greatest celebrations staged in central Pennsylvania proved a nucleus for unstinted praise and remembrance to the present day, and, according to announcements, the coming festivities are to be as near as possible a replica, with latter-day ideas, as pertains to importance and entertainment value, as that one. It is estimated that over 300,000 visitors will be present during the week, railroad excursions being provided for from as far east as Philadelphia and as far west as Pittsburg. The city has "given over" twelve blocks of its streets in the heart of the business section, where the firemen, the citizens and their guests may democratically discard "stiff-necked" formalities and enjoy themselves among their fellow men in the spirit of carnival, in the true sense of the term. And this location will be the mecca for all festivities, speech making, shows, riding devices, concessions and everything, including parades of various kinds each day and music by fifty bands to be in attendance.

The George L. Dobyne Shows, as before mentioned in these columns, are being doubled in size for the forthcoming season and will be a twenty-car organization (with their own equipment), consisting of fifteen family-serving shows, ten popular riding devices, hand, free attractions and a proportionate number of neatly-arranged concessions. This list is to be enlarged upon for the convention and

H. T. FREED EXPOSITION

To Present Novel Feature Attraction

Indianapolis, Ind., Feb. 2.—During the past month many improvements have been made, each and every one of which will go far toward advancing the H. T. Freed Exposition so that when it opens its 1922 season it will surpass its past record for neatness and cleanliness. A new and novel attraction, being designed and built by Mr. Freed, promises to rival anything recently brought out in new shows. Before being introduced this attraction will be fully covered by patents. Mr. Freed firmly states that he will continue his past policy of barring all objectionable "girl shows" and "grift" in any way, which has done much toward helping to bring the Freed Show to the front in the short time of two years.

Mr. Watmuff, the general agent, seems to be trying to gain the reputation of a long distance agent this winter. In a very short time he was seen in Pittsburg, Baltimore, Atlanta, Memphis, Des Moines, Minneapolis, Milwaukee and New York. However, the management has not yet given out the route for the coming season.

Misa Bohy Harris, who can be said to be "at home" with this show, is now touring the Butterfield Circuit in company with Vi Gilbert and is going over big. Lexie Smith, manager of the Lexie Smith Shows, paid Mr. Freed a visit recently. Major, of Melroy's pit show, has returned to the winter quarters after a visit with his people in Arkansas, and will remain until the show opens.—J. C. BARTLETT (Show Representative).

home-coming at Mahanoy City. The shows are scheduled to inaugurate their activities for 1922 on April 1, at some point in Pennsylvania, and in the meantime Mr. Dobyne, who last week returned to his headquarters at Port Richmond, N. Y., is leaving no stone unturned or meritable proposition unnoticed to place his organization into the foremost rank of popularity and significance.

COOPER BUYS NEW TENTS

J. L. Cooper, general manager and owner of the Cooper Bialto Shows, writes that he is placing an order for four new large tents, ranging from 30x60 to 30x100, with the United States Tent and Awning Company for spring delivery, also several new sets of banners. Mr. Cooper highly praises the workmanship and material turned out by the U. S. T. & A. Co.

THE "WHY" OF THE SHEARS

Chicago, Feb. 4.—Beverly White stands for this story: Clarence A. Wortham distributed sundry silvery shears to his friends some time ago. It is now understood that Mr. Wortham gave them to newspaper men so they would cut other things besides his copy, and gave one to each department head of his shows as they could cut their expense accounts. That's all.

L. J. HETH SHOWS

Much Work Accomplished at Winter Quarters

E. St. Louis, Ill., Feb. 1.—Much has been accomplished in the line of building and remodeling at the winter quarters of the L. J. Heth Shows since the first of the year. Master Mechanic Strickler has completed remodeling the three mechanical attractions, each having a new wagon front, resplendent with gold leaf and silver, and work has commenced on the big double-wagon front for the Wild Animal Circus. Manager Heth has completed negotiations for the purchase of several dens of performing lions and tigers, also two elephants, for the Wild Animal Circus, to be shipped February 15. Special paper will be used to feature the Wild Animal Circus.

David Christ, the well-known ride owner, will again be with the Heth Shows, having purchased two new riding devices, bringing the total number of rides on the show up to six. Walter Clark is engaged getting his merry-go-round in shape. He is adding 300 lights. Jolly Dixie and her Congress of Fat People will be back on the show.

James F. Sutherlin has been engaged as general agent and will be assisted by Jack Oliver as second man. Walter Lankford's All-American Band of twenty pieces will furnish the concert and midway music.—W. H. DEVOYNE (Secretary).

HARRY SNYDER ENGAGED

Waukomis, Ok., Feb. 2.—Harry (Bud) Snyder has been engaged by Harold Barlow, manager of Barlow's Big City Shows, as general agent. John Howard will be press representative.

Work is progressing in the winter quarters of the shows here. The five new fronts being constructed will be a credit to the midway.

SHEESLEY BUYS OIL LAND

Los Angeles, Feb. 1.—John M. Sheesley, owner of the Greater Sheesley Shows, recently bought \$60,000 worth of oil land near Signal Hill in Long Beach, Cal. He is going to sell it in oil lots and has formed quite an organization for this purpose.

GLOTH'S GREATER SHOWS

Enlarging for Season 1922—Progress Being Made in Winter Quarters

Suffolk, Va., Feb. 1.—The coming season will find the Gloth Greater Shows among the stellar organizations of outside attractions. A large crew of working men is at work in winter quarters and four new wagon fronts are under construction, also a new mechanical show, to be called the "House That Jack Built." All wagons are being rebuilt and ten new ones constructed. They will all be painted orange and red, trimmed with green. The construction is in charge of F. O. Greggs, who is also manager of the Fearless Greggs. Mr. Gloth announces that the Fearless Greggs have been contracted to furnish their famous free act for the entire carnival and fair season.

The show will feature this year a parade daily, headed by two beautiful hand-carved band wagons. Jack Lawson is a busy man these days seeing that everything is done right. Cy Holliday has all his rides ready. Cecil Vogel, secretary, is busy answering the abundance of correspondence which has come in since the last Billboard ad. Robert Kline paid winter quarters a visit last week, and disappeared on one of his mysterious trips. Harry Moyd, contracting agent, has arranged for a new line of paper to be used in billing the show and the Fearless Greggs.

Mr. and Mrs. Gloth are at present combining business with pleasure in New York City. They will go direct from New York to Mobile, where Mr. Gloth will get things ready for the opening of the World at Home Shows, which are also under his management.—"WHITEY" CAIN (Press Agent).

HARTNETT & EDWINS SHOWS

The Hartnett & Edwins Exposition Shows opened to very good attendance and business, with five paid attractions and about twenty concessions, at Palatka, Fla.

The executive staff consists of C. T. Hartnett, general manager; T. K. Edwins, business manager; Bera (Babe) Hartnett, secretary and treasurer; Chas. Dndiey, general agent; R. E. Monroe, lot superintendent; Paul Brown, trainmaster, and Curtis Britt, electrician. Following are the attractions: Falla's 10-in-3, with J. Hinkle (of bird fame) on the front, and Mrs. Wallace handling the inside; Edwins' Show of Mystery, Hartnett's Old Plantation, with Texas Jack as manager and featuring Osgood's Orchestra; Hartnett's merry-go-round, with "Boss" Duckworth as manager and Lee Handley selling tickets; Edwins' Big Bill wheel, with Mrs. Edwins on the ticket box. Concessions: Dad Fnier, cookhouse (J. Grimes, manager); Hy. Schripo, country store and buckets; Johnny Bryant, dolls and candy; F. Allen, doll lamps; Edwins' hoopla and score-ball; Van Patel, Hindoo palmistry; Bill Murray, corn game; Mark Watkins, candy boss; Texas Jack, long-range gallery and ball games. The show is traveling in five cars.—W. E. SMYTHE (Show Representative).

CON T. KENNEDY SHOWS

La Fayette, Ind., Feb. 1.—There is little new to report from the winter quarters of the Con T. Kennedy Shows other than that minor repairs are being made on fronts, tops and other equipment and paint applied in the few spots where it is needed. When the shows went into winter quarters here they were in excellent condition.

Recent advertisement inserted in The Billboard have brought in many letters from showmen and concessioners to Mr. Kennedy at his home in Massillon, O., and with the old "family" back and many new faces on the midway prospects for a bigger and better show this season appear brighter every day.

Harry Brown also is preparing for the season. He and the wife, Babe, are at their home in Newark at present.

Mr. and Mrs. Kennedy are now in Florida enjoying the balmy breezes and renewing acquaintances. They will remain in Miami for a month, the guests of Mr. and Mrs. Frank J. McIntyre. Upon his return Mr. Kennedy will complete preparations for the opening of the shows.—HERBERT KELLY (Press Representative).

WATCH!

We will have a special announcement in the next issue of The Billboard regarding our new craze-creator, the

BABY AEROPLANE SWING

FOR CARNIVALS OR PARKS.

In the meantime we are as busy as ever manufacturing and delivering our regulation

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and

FROLICS

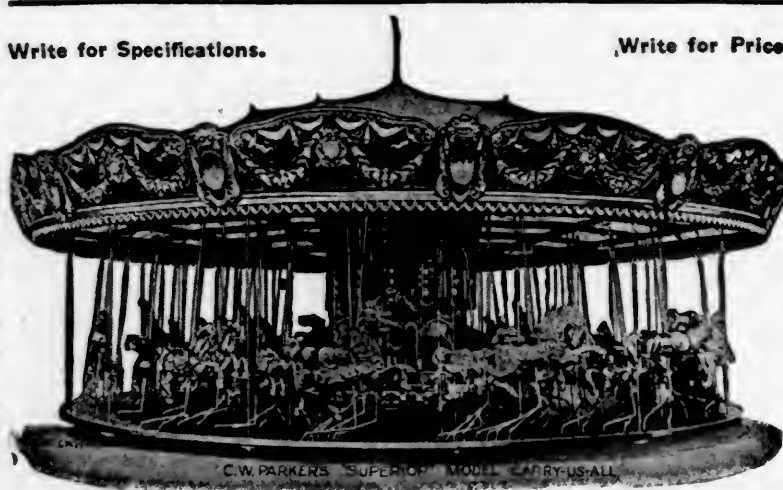
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OUR BIG FALL SPECIALS

Fancy Dressed Dolls.....\$100.00 per 100
Fancy Doll Lamps.....\$200.00 per 100

Try Our New Hair Giveaway Dolls. Special, \$25.00 per 100

FAMOUS NAVAJO PURE WOOL INDIAN BLANKETS \$6.00 Each ANY QUANTITY

CHINESE BASKETS AT LOW PRICES: Special while they last. Three to the Nest, fully trimmed, \$1.00 per Nest.

Ukuleles, Quantity Price.....\$1.75 Each
Banjo Ukuleles, Quantity Price.....\$2.00 Each

Our New Catalog is now ready for distribution. Send for it today!

We positively guarantee prompt delivery.

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ZEIDMAN AND POLLIE EXPOSITION SHOWS AND TRAINED SHOWS OF THE HIGHER CLASS. Must be in keeping with our standard. A splendid opening for a Ten-in-One. We furnish wagons. RIDE OWNERS—We can place any NEW, NOVEL and ENTICING RIDING DEVICE. CONCESSIONAIRES—We can place a limited number of Concessions. Write us NOW.

WANTED!

WILD ANIMAL ARENA, COMBINED, WANTS FOR SEASON 1922 HELP WANTED—Managers and Foremen for Traver's "Seaplane," Parker Three-Abreast Swing, The WHIP and Eli Ferris Wheel. All must be recognized men in their particular line and able to furnish references. Help wanted in various departments for Rides; also Polers, Chalkers, Teamsters and other helpers. All address HENRY J. POLLIE, General Manager, Nitro, W. Va.

WANTED!

A GOOD SEASON AHEAD

If you select your stock with care. If you remember that quality will count more than ever. If you have proper flash. If you buy your candy from an experienced house that knows the business. If you get your shipments promptly. These are the reasons we hold our old Customers and get new ones each year. Write us for Price List and Catalogue, or, better still, send \$1.00 and receive an assortment of Ireland's Carnival Specials, consisting of:

- 1 BOX CHOCOLATE COATED CHERRIES
1 WHIPPED CREAM SPECIAL
1 No. 108
and 4 EMPTY FLASHY BOXES

CURTIS IRELAND CANDY CORPORATION

24 S. Main Street, St. Louis, Missouri

BLUE DIAMOND AMUSEMENT CO. WANTS

Good Bally and Grind Shows; Athletic Show with own top. Can use a few more concessions. What have you? Will book any up-to-date Ride. Will book Shows and Rides on good percentage.

Concessioners, write J. W. De JARNETT Shows and Rides, write G. W. BRACKIN 38 E. POPLAR ST., COLUMBUS, OHIO

WE CAN OFFER: 62-ft. Flat Cars FOR DELIVERY IN FEBRUARY MARCH AND APRIL

FOR LEASE—5 50-ft. Flat Cars, 10 46-ft. Box Cars and 5 50-ft. Box Cars, or will sell on very easy terms

HAFFNER-THRALL CAR CO., 127 N. Dearborn, CHICAGO, ILLINOIS

GOLDEN RULE SHOWS WANT

Concessions, Wheels that do not conflict. X on all Wheels. \$10. Have sold Dolls, Blankets, Pillow, Teddy Bears, Leg Baskets, Fruit, Silver, Doll and Cane Lamps, Boston Baza, Candy. All other Wheels open. Cook House and Juice Joint. Cat Backs, Ice Cream Candy are sold. All other Stores open. WANT Huckle-Buck, Pitch-Till-Mu-Win, Devil's Bowling Alley, Dart Gallery, Fish Pond, Pop-Em-In, Country Store, String Game, or any other clean 10¢ Grind Stores. Palms, Ice Cream and Norettes open. E. G. Todd wants first-class Griddle and Counter Man for Cook House. Musicians. Address BEN. F. OGIE, Band Leader, 674 N. West St., Lima, Ohio. Have six up-to-date Shows and two Rides. Have for sale cheap complete Anatomy Show with Razors. Address all mail to G. A. CLARKE, 327 South Hazel St., Upper Sandusky, Ohio.

The Nat Reiss Shows

WANTED—WHIP. Will furnish wagons. WANTED—Capable Showman, to produce high-class Hawaiian Show. CAN PLACE two more Shows of merit. Will furnish outfit to responsible party. This show opens near Chicago last of April, and will positively play only factory towns among the foreign people during the first ten weeks. HARRY G. MELVILLE, General Manager, 902 Ashland Block, Chicago, Illinois.

DEMONSTRATORS

SALES BOARD

PREMIUMS

Here are the goods for YOU—Fountain Pens in 100 different styles—Self-Fillers from \$18.00 per gross. We are one of the oldest Fountain Pen manufacturers in New York and the Lowest Priced House in the world. Send 75c for samples and price list. RELIABLE PEN CO., 421 Broadway, New York City.

MERCHANDISE of MERIT at PRICES that are RIGHT

Always on hand for immediate shipment.

- SILVERWARE, ALUMINUM KETTLES, DOLLS, CHINESE BASKETS, ELECTRIC PERCOLATORS, BEARS, CHINESE BAGS, ELECTRIC LAMPS, CANDY, LEATHER WHEELS, SALES BOARDS, PADDLES, ETC. BLANKETS.

PREMIUM SUPPLY CO., 179-191 No. Wells Street, Chicago, Ill.

RUBIN & CHERRY SHOWS

Everybody Busy in Winter Quarters at Savannah

Savannah, Ga., Feb. 2.—All of the stateroom cars of the Rubin & Cherry Shows go into the Pullman shops today. Mr. Gruberg having decided to have all necessary work and painting done by experts. This will entail an expense of several thousand dollars, but President Gruberg intends to send the "Aristocrat of the Tented World" on its way next March as one of the most beautiful shows in the world.

Special paper will be used exclusively, and every sheet will carry an excellent likeness of Mr. Gruberg, the founder and creator of the show. Mr. Gruberg's new private car is now ready in Chicago and Mrs. Gruberg will soon leave to bring the palatial "Montgomery" down to Savannah. The Hotchkiss-Blue people are responsible for the statement that this car is one of the finest in America. Jim Dunlavy is busy building his new show, while W. H. (Bill) Davis is hard to find on account of the many new alleys he is constructing in his "Room 13." The number of Claxon sirens, etc., that "Bobbie" Mack is installing in his "Joy Ship" would make it the terror of the ocean were it ever to take to water. O. K. Nagar has just added the "largest steer in the world" to his Freak Animal Show, while Col. Jack King is constantly adding features to his famous I. X. L. Ranch. Miss Cahill, a wonderful rider from the West, is the latest addition to King's company. Carl Lauther has three shows this year, in one of which will be the largest monkey cage with any show. It is forty feet long and full of 'em! Artist Eddie Morosco is doing wonderful work on the merry-go-round, whip, etc., and Josie Nagata will be handling probably the most beautiful set of rides ever seen on a midway. Tom Fryar is installing the new carvings on the front, and this work, under the supervision of Manager Adolph Seeman, is progressing so rapidly that it looks as tho the show will be completely ready far ahead of time. Angelo Mummolo has arrived and will start band practice next week. Leon LaMar, the rough riding arena director for Col. King, is one of the busiest men in quarters. Four mules have just arrived for King's new show, King's Mule Comedians.—WILLIAM J. HILLIAR (Press Representative).

C. A. WORTHAM GOES SOUTH

On Trip of Inspection of His Various Enterprises

Clarence A. Wortham, owner and head of the Wortham enterprises, left Chicago, January 30, for an extensive trip to Southern cities to visit his interests in Dixie. Mr. Wortham first went to Dallas, where he will make further improvement in the State Fair of Texas Park and direct the organization and rebuilding of Wortham's World's Greatest Shows. Thence he will go to Fort Worth. The John T. Wortham Shows, which are building in Ft. Worth, for their initial bow in the carnival world, will receive much of his attention. He will also visit the winter quarters of the J. George Loos Shows in that city.

From Ft. Worth Mr. Wortham will go to San Antonio to see the construction done there on Wortham's World's Best Shows. He has not seen this company since the Iowa State Fair at Des Moines early last fall. He will visit the Alamo Shows at Houston, thence go to Shreveport. Later he will stop at North Little Rock, Ark., where, with other-in-law, the Snapp Brothers, are rebuilding their shows.

Mr. Wortham will return to Chicago for the February meeting of the International Association of Fair Secretaries.—BEVERLY WHITE (Press Representative).

LADY FANCHON STILL ACTIVE

A letter from Col. Wm. Littleton, whose Society Horse Show, featuring Lady Fanchon, will again be with the Zeidman & Pollie Exposition Shows, states that his celebrated equine performer (billed as the "Original 'Good Night' Horse") is just "fine and dandy," despite the fact that on January 10 she passed her 28th birthday and has appeared before the public during the past twenty-seven years. Col. Littleton informs that Lady Fanchon is still full of pep and seems to take interest in some new tricks he is teaching her, and he feels that she will be entertaining the people for several years longer. Mrs. Ossie Littleton is busy around the winter quarters at Nitro, W. Va., and is training some ponies and dogs for her new act.

FIDELITY EXPOSITION SHOWS GET FIREMEN'S CONVENTION

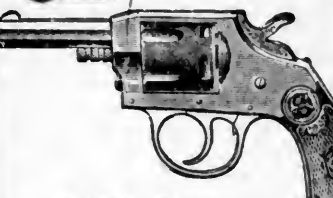
Hackensack, N. J., Feb. 2.—The Fidelity Exposition Shows have closed contracts with the New Jersey and New York Firemen's Association to furnish all the attractions at the annual convention of that association, which will be held at Hillside, N. J., July 1 to 8, inclusive. This is one of the largest affairs of its kind held in the East. In addition to the above contracts are held by the shows for some good spots in New York and New Jersey. In taking the road this season the Fidelity Exposition Shows will be about the same size as last year, comprising three rides, all owned by the management; four shows and twenty-five or thirty concessions. Two new tops have been purchased for the Minstrel Show and Athletic Show.

PROTECTION



MAUSER AUTOMATIC REVOLVERS This \$30.00 Military Model Pistol is constructed of regulation blue steel, beautifully finished, compact, flat shaped, and does not bulge pocket. Shoots American Ammunition. The world's most famous weapon. .25 Caliber, 10 shots. Length of Pistol 5.4 inches. \$12.00 .32 Caliber, 9 shots. Length of Pistol 6.1 inches. \$14.00

OTHER PISTOL SPECIALS



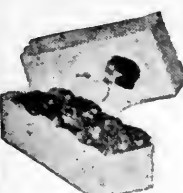
Iver-Johnson 1900 Model. Solid frame, hammer model, double action. Blue or nickel finish. Cal. .22, .32, .38. Choice of caliber. \$4.50 Baby Hammerless Revolver—22 Caliber, 6 shot. Can be carried in vest pocket. Weighs 6 ounces. Nickel or blue steel. Length of barrel, 1 in., pistol 4 in. \$4.00 LUGER Genuine German Automatic Repeating Pistol. Automatic magazine ejector. The most powerful, most accurate, simplest and safest 7.65 m. m. (caliber .30), 9 shots, using American ammunition. Length of barrel, 3 3/4 inches. Maximum range, 1,950 yards. \$22.00 Iver-Johnson Safety Hammerless "Automatic" Nickel or Blue Finish Pistol. .22 caliber, 7 shot, 2 in. barrel; .32 caliber, 6 shot, 3 in. barrel; .38 S. & W., 5 shot, 3 3/4 in. barrel. Price, Each: \$9.00 4, 5 and 6-in. barrel, 30c extra per inch.

Mauser Automatic .30 Caliber, 10 Shot Magazine Combination Pistol and Rifle. Can be used as pistol or rifle. Wooden holster. Slides on to handle of pistol, instantly converting it into a rifle. 1,000 yrd. range. Adjustable sight. Weight, 3 3/4 \$32.50 pounds.

All Our Merchandise is Brand New. Order one of these specials NOW. Mail orders promptly filled upon receipt of cash or money order; or, if you prefer, SEND NO MONEY. We ship by return mail. You pay postman on arrival. You know what you are getting when you buy from us. We advertise and sell firearms under their Trade Names. Add 15c to cover parcel post charges. Full satisfaction guaranteed or money back. No Red Tape. References: R. G. Dun, Bradstreet's, South Side State Bank.

ANGO SALES CO. 513 East 43rd St. Chicago, Ill.

LOOK AT THIS!



CONCESSIONAIRES, SALES BOARD OPERATORS AND THEATRE MANAGERS, LOOK! LOOK! Assorted Chocolate Creams in attractive, flashy box, ribbon tied. Per Doz. 1/2-lb. Boxes, as illustrated, \$2.00. Per Dozen, 1-lb. Boxes, as illustrated, \$3.30. One 5-lb. Plain Box, \$1.15.

JUST OUT! MRS. RUSSELL'S HOME-MADE OLD-FASHIONED CANDIES. Made especially for Theatres. Size of box, 7 1/2 inches by 4 3/4 by 1 inch. Box patented. Sells for 25c. Cost \$14.00 per 100, or \$130.00 per 1,000. Send 25c for sample box. Orders less than \$10.00, full remittance must accompany orders. Over \$10.00, one-half cash, balance C. O. D.

CONSOLIDATED CANDY CO. 20 E. Lake St. CHICAGO, ILL.

WANTED TO BUY STYLE 125 WURLITZER BAND ORGAN. Must be in A-1 condition and cheap for cash. Address CECIL WATKINS, Harrison, Ohio.

Puritan

CINCINNATI

Chocolates

Largest Assortment
Beautiful Attractive Boxes
Highest Quality
Prompt Service
Prices Right



Our sales to Concessionaires have largely increased each year.

Express charges allowed up to \$1.50 per cwt. Write for Catalogue.

The Puritan Chocolate Co. Cincinnati, O.

CARNIVAL CARAVANS

Conducted by ALI BABA

"Caravans," because of the number on hand, is nearly all news items this week.

Space will not permit all contributions to be published this issue, but none will be "passed up."

Will the Canadian meeting, which is but recently over, unfold a new tale for both free attractions and carnival contracts?

The secretaries' meeting in Chicago, in February, will see a lot of signing "on the dotted line." The "plums" are not all harvested yet.

If an error appears in "Caravans" please accept Ali's humble apologies. There are many contributors. Personal "slams" are unintentional.

Kenneth Malcomb is to again tronpe with the K. G. Barkoot Shows, doing announcing and handling The Billboard, so he stated recently.

Prof. Tony Gloria informs that he has contracted his band of fifteen pieces with Manager Nat Narder, of the Majestic Exposition Shows, for 1922.

F. H. Kressman has an interesting story to tell that might interest some people. There

what will it be in 1923? You know Melville builds flat cars, so watch him.

Prince Ma-Ho, "half-man, half-horse," is doing nice business on the Pike at Long Beach, Cal., under the management of Capt. W. D. Ament. Captain says "Spidora is taking a long-needed rest" after a year's steady work.

Joe Callis advises that he has placed his Minstrel Show and Hawaiian Theater with the Mighty Doria Exposition Shows for the new season. Joe is making his headquarters at the Heart of America Showman's Club, Kansas City.

Nellie Reed, after spending a five weeks' visit with homefolks in and around Little Rock, Ark., has joined her husband, Prof. C. S. Reed, at Caruthersville, Mo., where C. S. has a dance orchestra and also is director of the City Band.

Bert Murphy advises from Elmira, N. Y., that he and Elmer E. Olsen have signed with the Frank J. Murphy Shows and will arrive in winter quarters about March 1. (Bert has no family connection with Frank J.) will make openings on the 10-in-1.

Mrs. Nat Reiss, president of the shows bearing that name, can be seen most any day riding on the boulevards of Chicago in her new "six."



Reputation

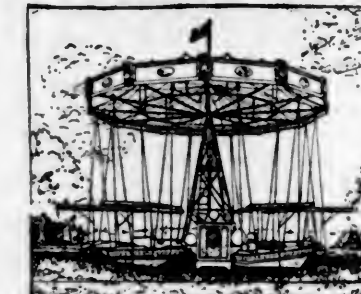
is what people think about you. Compare our reputation with that of any other concern selling Ferris Wheels.

ELI BRIDGE CO.,
(Builders of BIG ELI Wheels for 22 consecutive Years)
CASE AVENUE, JACKSONVILLE, ILL.



SPILLMAN ENG. CORP.
Manufacturers of
HERSCHELL-SPILLMAN CO.
Carousels and High Strikers
NORTH TONAWANDA, N. Y.

THE AEROPLANE CAROUSSELLE



The latest invention and most attractive amusement riding device for Parks, Fairs and Carnivals. Portable or stationary, operated by either gasoline or electric motor. Write today and let us tell you all about it. SMITH & SMITH, Springfield, Erie Co., N. Y.

CARROUSELS



Write for Catalogue and Prices.
ALLAN HERSCHELL CO., Inc.
NORTH TONAWANDA, N. Y., U. S. A.



Write for illustrated circular and prices
M. C. ILLIONS & SONS,
2700 Ocean Parkway, Coney Island, New York.



FUTURE PHOTOS—New HOROSCOPES
Magic Wand and Buddha Papers
Send four cents for sample.
JOS. LEDOUX,
100 Wilton Ave., Brooklyn, N. Y.

BALLOONS

- No. 45—A 1 r. \$2.00 Gross.
- No. 60—A 1 r. \$2.50 Gross.
- No. 60—Heavy Gas, \$3.50 Gross.
- No. 90—Heavy Gas, \$4.00 Gross.
- No. 65—Large Airships, \$3.00 Gross; in two colors, \$4.50 Gross.
- No. 45—With Long Squawker, \$4.50 Gr.
- No. 60—With Long Squawker, \$5.50 Gr.
- Balloon Sticks, selected quality, 50c Gross.
- Half cash with order.

EMPRESS RUBBER CO., 18 E. 16th St., N. Y. C

FRENCH ART RUGS

27 x 54

You can stampede the Rug trade with my just out FRENCH ART RUG

Colors green, blue and brown. A peach to look at. Weaves like iron. Sells on sight. Has the flush for Patra and Concession Men. Three samples and case, \$4. prepaid. 90c each in 25 lots. Money back if not satisfied.

Write for New Prices on Felt Rugs

E. CONDON
DEPT. A.
12 Pearl Street, BOSTON, MASS.

45c Each

Black Auto Leather Combination Shopping Bags

12 x 17 INCHES, EVERY ONE GUARANTEED

First quality. NO SECONDS. Weight, 9 oz.

No. 52 NOW \$6.00 Doz.; \$45.00 per 100.
No. 50, Better Grade, Wt., 13 oz., \$7.00 Doz.; \$52.00 per 100.
Samples, 75c each, or both sent on receipt of \$1.25.

Immediate delivery. Orders over \$2.00, one-half cash with order, balance C. O. D.

CRYSTAL NOVELTY CO.,
404 North Clark St., CHICAGO.

HAIR DOLLS

3-in. MIDGET HAIR DOLLS, \$6.50 per 100.
Sample, 25c each.

Main Street Statuary and Doll Factory
608 Main Street, KANSAS CITY, MO.

SLOT MACHINES

Highest prices paid for Used Machines, Bells, Dimeys, Jack Pots, Pin Machines always in stock.

PREMIUM BOARDS

Blank Boards, Cigar Boards, etc.

Write for Catalogue.

BANNER SPECIALTY CO.,
709 North 7th Street, PHILADELPHIA, PA.

WANTED—Exclusive Territory Distributors
for the sensational new Talcio Kettle Corn Popper. Name territory wanted. High-class proposition. Big money for right men. TALBOT MFG. CO., 1317-19 Pine St., St. Louis, Missouri.

ORDER NOW!!

Get a French Dependable Aluminum Wheel. The most perfect balanced and truest wheel that your money can buy. Send for 1922 catalog of our new stores. FRENCH GAME & NOVELTY MFG. CO., 2311-2313 Chestnut St., Milwaukee, Wis.

DOROTHY CONNELL and HARVEY WRIGHT



Trick and fancy riders with Will G. Jones' motordrome on the C. A. Wortham World's Greatest Shows, season of 1921.

are two sides to every story, figures F. H., also his friend, McCaffery.

She spends considerable of her time boosting the Ladies' Auxiliary of the Showmen's League.

Dave (Butch) Cohen says he is located in Dallas, Tex., until March 1, with "Frozen Sweets" and "Smiles an' Kisses" in the local theaters. "Not a bad winter racket," says Butch.

A monster benefit is being arranged to take place at the Savannah (Ga.) Theater for the benefit of the unemployed of that city. The local Keith artists will appear and live acts will be furnished by the Rubin & Cherry show people now wintering there.

Frank Fuller, who has been holding out at Wharton, Tex., left there recently to join the Johnny J. Jones Exposition in Florida. (Thanks for the clipping, Andy—will comment on it later.)

On one of those pretty colored post cards L. J. Stall (Verno-Kelley-Slim Jim), the veteran skeleton man, drops the info. that he and Chas. Bixt are—well, they're having a dandy time in Havana, Cuba. (Quite different from the winter of 1904, eh, Verno?)

Doc Bonham will again present "Kiko, from Mexico," with the Snapp Bros. Shows. At present Doc is exhibiting Prince Uno, the "Largest Man Alive," in storerooms thru Arkansas.

Many show people assume that all a press agent has to do is write stories, be nice to the local editors and plant his productions. Zet so—that's a but a part of their (necessary) duties. Ask some of the old heads before attempting to "make good" at it.

Mat E. Crown and wife, professionally known as "Little Butterfly," and their infant son, Donald, were to leave Newark, N. J., January 29 to join the Greater Sheesley Shows at San Diego, Cal.

J. C. (Jimmie) Donahue—Will you quit talking business for a moment and look up Con T. Kennedy, who is down in Miami, and tell him where you want that wagon placed for the contest? "It's only Monday and you won't need the wagon until Saturday night."

Ralph J. Pearson reports "all'a well" with himself and the celebrated (original) Aimee, holding out this winter at Luna Park, Miami, Fla. By now Aimee is probably some real "sea nymph."

Says Ali's old friend, Duncan Campbell, steen years on the S. W. Brundage Shows: "All, for the love o' Mike can't you tell an old scout where he can get something for a reptile sting?" Refer you to "Jonny" Jones, Duncan. He's another old scout and a darn good un.

A postcard to Ali stated that George DeMarco, Chicago concessioner, will have the refreshment stand and some other concessions with the Inter-Ocean Greater Shows, wintering in Brookville, Ind.

Much has been said from one time to another about "gold-headed" fronts, and many have been the sarcastic remarks. Perhaps the fault has NOT been with the carnival manager, but

WE'RE HAVING A Big Demand For Our Special 120G NEV-R FAIL CLUTCH PENCIL

Made of Goldline Metal, the color that won't wear off. A tremendous leader with us.

In bulk, per Gross, - \$9.75 Mounted on Easel Display Cards, per Gr., - \$11.00 Extra Leads, three in each tube, per Gr. tubes - \$4.50 Cigarette Cases, made of Goldline Metal, per Gr. - \$9.75

ORIENTAL MFG. CO. DEPT. 10 891 Broad St., PROVIDENCE, R. I.

perhaps the contractor or builder of these same fronts has put it over on the manager.

About a week after Henry Meyerhoff returned to New York City from abroad...

Joseph Krenzer recently made a trip from Indianapolis to Detroit, and, after conferring with Manager K. G. Barkoot...

Who were with the S. W. Brundage Shows in Western Kansas when Steve Schriver made the announcements in German...

Shades of Pongol Th' policemen of this hah town must be whatchu call 'bigamists'...

Raymond E. Dean, former circus publicity agent, has decided to take a whirl at the carnival end of amusements...

Prof. Francis Audrey has signed to present a semi-magic and semi-psychic show with the Lew Dufour Shows...

R. G. Snyder, bandmaster, was a recent Cincinnati visitor from Springfield, O., to his home in Aurora, Ind., for a few weeks' recuperation...

It has just come to light that, owing to the good time had by the Great White Way show-folks on Christmas, Mrs. Ches. (Fannie) Bechtol, wife of the Athletic Show manager...

William J. Hilliar says that a certain carnival manager, who, for the purpose of the story, shall be nameless, recently received a cablegram from Europe...

Talk about framing joints when necessity arises, here's one: Paul Nader opened at the recent 148th Inft. indoor event at Covington, O., with a cigaret shooting gallery...

The Mellin and wife are still in Hot Springs, Ark., and expect to remain there the balance of the winter. While walking along "bath-house row" recently they met Mrs. T. O. Moss...

Recently seen in front of a leading restaurant on Canal street, New Orleans: H. E. (Punch) Wheeler, Hammons and Grove, hypnotists; Rabah Rabid, Myrtle Earle, E. E. Knox, Farrell, magician; Wesley Pearl, Dr. J. Moore and George W. Johnston...

Not so very many years ago J. Frank Hatch had a carnival show composed of the nearly all oldtimers among them were Bill Wyatt, George H. Coleman, Lew Walker, Ralph W. Smith, J. H. Johnson, Charlie Williams, Whitey Paterson, Harry Parker, Jack Hampton, Billie Williams, Achilles Phillon and Henry Rosenthal...

Al Ketchel, the physical culturist and boxer, who has been touring as an assistant with Jack Johnson, the colored ex-heavyweight champion, this winter and who served during the late war as athletic instructor at several army cantonments...

"Slim" Kelley, in charge of repair work on the Greater Alamo Shows' train, advertised in a Houston (Tex.) daily for "carmen and helpers." Then the agency of a typographical error it was made to read "cowmen and helpers."...

GOLD-PLATED KNIFE, Per 100, \$6.25



No. BB10C171—Gold-Plated Knife. One blade. Fancy engine turned effect handle. Handsome assortment of styles. Per 100..... \$6.25

Big Special While Stock Lasts

HARZ MOUNTAIN CANARY SONGSTER



No. BB1345—Harz Mountain Canary Songster is the most attractive selling novelty produced in recent years. The sweet musical notes, the trill and warbling of the Mountain Canary are perfectly and easily produced...

\$22.50 Per Gross \$ 2.00 Per Dozen

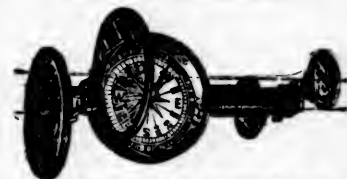
2-Piece Toilet Set

Per Doz. Sets \$2.25



No. BB17A1—Two-Piece Toilet Set. A very special number ebonized back hair brush, with metal mounting and one good 7-in. comb. In display box. Per Dozen Sets..... \$2.25

2-in-1 Combination Glass



No. BB38N150—Triumph Combination Opera and Field Glass. Made of japanned metal. May be made into single or double loop to examine flowers, microscope, etc. Also may be used as an eye and nose mirror for medical examination, or as a laryngoscope and a stereoscope. Any field of view may be obtained through its strong power. Closes in several folds into small, compact package. Per Gross.... \$16.50 Per Dozen..... \$ 1.50

The cream of the producers' best. Secured from both foreign and domestic markets are listed in the SHURE WINNER CATALOG No. 95 which is free for the asking. WHOLESALE GENERAL MERCHANDISE N. SHURE CO., Madison and Franklin Sts., CHICAGO, ILL.

SEAPLANES

Record made by Meyer Taxler, with World's Greatest Shows at Toronto Exhibition, September, 1921.



8,777 carried in one day

For PARKS and CARNIVALS

A sensation everywhere. 63 built in 1921. Big cars. High speed. Wonderful flash. A top money getter. Has earned \$200 to \$1,500 in one day. Price, \$4,200 to \$7,350. Cash or terms.

PUT & TAKE BOARDS

55c Each in Lots of 25

Sample Outfit, \$1.00, Prepaid

Here's a whirlwind profit-maker for operators, jobbers and salesmen. A 90% repeat proposition that outsells them all. 300-hole Board, with 130 "Put," 150 "Take," Takes \$25 in amounts from 5c to 25c. Puts out \$15 in amounts from 5c to \$1.00. Flashy 3-color front. Retail for \$1.25. Immediate deliveries. Write today for free catalog and sales plan.



FIELD PAPER PRODUCTS CO., Peoria, Ill.

HOROSCOPES

Our Horoscopes have several strong points. Here are two: They LOOK so different from any others that no one in any crowd will say "Old stuff!" They are so well written that they back up the strongest kind of scientific selling talk. \$8.50 per 1,000. AND WE PAY THE PARCEL POST.

BUDDHA PAPERS

We originated Buddha and are the only house that makes more than one kind of paper. Five foreign languages and ten kinds in English! Correct outside that WORK RIGHT. Oriental Costumes. FUTURE PHOTOS, made by improved process. \$2.00 per 1,000. Blotters free. Send 4c stamps for full info. of all lines.

S. BOWER

47 Lexington Avenue, NEW YORK. (Formerly Brooklyn.)

The Simplex Typewriter



Only \$275. A Boston customer wrote Jan. 3rd, 1921: "The Simplex can't be beat for three times the money. I am well pleased." Send \$275 cash. M. O. Reg. Letter or "Try me with a C. O. D." Rush your order right alone. We thank you. WARD PUB. CO., Titus, N. H.

A GOOD DRINK

Make it yourself in a minute with Galger's Orange-ole. Delicious, refreshing and healthful. Send dime for package, which makes a gallon. Money back if not pleased. GRIGER CO., 1848 N. Troy St., Chicago, Illinois.



THIS IS NO BUNK

You will find prices cut to pieces all thru our line. Write quick for new catalogue.

CHINESE BASKETS IN STOCK.

PILLOW TOPS AT A BARGAIN.

Bayless Bros. & Co., Inc. LOUISVILLE, KY.

No. 7—CHINESE BASKETS



Nests of Five. Unusually bright finish. 5 Rings. 5 Tassels and plentifully trimmed with Coins and Beads. \$3.50 per Nest. Sample, \$3.75, prepaid. A. KOSS, 2012 No. Halsted St., Chicago.

HELLER'S ACME SHOWS

NINTH SEASON

Want Shows—Concessions of All Kinds

Free Act, Net or Water High Dive. I have outfit complete. Have my own five Rides. Last season opened last week in April; closed November 1st. Long season guaranteed. Floyd Worley, write. I have good proposition for you. Matt Crown, write. Address HARRY HELLER, McElroy's Hotel, Paterson, N. J.

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

SOL'S UNITED SHOWS

Present for Season of 1922

SOL'S BROS. CIRCUS AND WILD WEST

OPENING DATE, METROPOLIS, ILL., MARCH 25

MAXWELL KANE, Ass't Mgr.

R. A. DANO, Gen'l Agt.

R. D. RUSSELL, Sec'y

25 CARS



SAM SOLOMON, Owner and Manager

"The Show That's Different"

"masculine" and "feminine," what a scramble there should be among the young folks for such oddities—let's hope the "joy killers" don't include this feature in their list of attempted persecutions.

Nathan Miller, auditor of the Nat Reiss Shows, does not have his name in print very often, but for the benefit of those who do not know it might be well to mention that this gentleman should be among the oldtime stickers' names, as he has been with the Nat Reiss Shows for many years, and was with Mr. Reiss several years before the death of the latter, and has been faithful to the interests of Mrs. Nat Reiss ever since. He will be the auditor of the Reiss Shows again this season. Fred Bard, secretary and treasurer, is another oldtimer on these shows. Fred says he has been about everything on the show since he first started with Nat Reiss.

There's a chance for an argument between the groundhogs of the Cincinnati vicinity and the migratory bluebirds—their respective prognosticating abilities will be awaited with anxiety. On February 2 if any Mr. Groundhog failed to see his shadow he surely must have been sleeping off a jax of the night previous, for the sun was shining brightly all day long. On the other hand the local dailies carried mention, evening of February 1, that several Mr. and Mrs. Bluebirds had the same day made their appearance at a specially erected "home" for their convenience in one of the city's suburbs. Cincinnati showfolks are pulling strong for the bluebirds, which have this year arrived several weeks earlier than usual.

While at The Billboard offices one day last week George Cole, of the Cole & Jessop Concession Co., furnished a partial list of people to be with them this year with the K. G. Barkoot Show. It comprised George J. Mendelsohn, who will again act as secretary; Morris Rossman, with "Righto;" Joe Green (who "made Dolly Varden famous"), with a new idea; Arthur Ritter, Billy Moore, Jake Miller, F. Kingman, with a new concession; Dude and Edna Punch and Frank Coyle, who has operated a concession at Coney Island Park, Cincinnati, the past three years. Messrs. Cole and (Edward) Jessop will have from twenty to thirty concessions with the Barkoot caravan. The former left City on February 2 for Metropolis, Ill., to ship the paraphernalia to Dayton, O., and Mr. Jessop was scheduled to leave for Dayton February 9, to arrange a storeroom as their own winter quarters, to prepare for the show's opening.

A letter from Essie Fay states that the report she had contracted her Society Horse Show with the A. B. Miller Greater Shows was erroneous. Two of her horse acts, she says, will be booked as free attractions at fairs, while her mindreading equine will be with one of the carnivals, but which one she has not yet decided. Miss Fay also informs us that her celebrated horse, Arabia, died on December 19. Arabia's last parade was leading the Fall Rodeo at Fort Worth, Tex. Mounted on his back was the famous Trip Speaker, manager of the Cleveland Baseball Club. Arabia's last performance was in January, 1921, at the Fat Stock Show, Wichita, Kan., after which Miss Fay retired him at the beautiful country home and stables of F. A. Russell, president of the First National Bank of Wichita, Kan., where

MR. FAIR SECRETARY

If you want something different for the coming season, get in touch with us.

WANT

Circus people in all branches, Chandelier Man who understands Milburn Carbide Lights, Boss Canvas and Seat Man, Canvasmen and Riding Device help, Trainmen, Polers and Chalkers. Freaks for side show and pit show. Animal Acts for big show and organized Wild West for concert.

A few concessions open such as Palmistry, Novelties, Knife Rack, Hoopla, etc.

WANTED FOR ADVANCE—Lithographers and Billposters.

THIS SHOW WILL PLAY TWO STANDS A WEEK

Address all communications to SAM SOLOMON, Manager, Box 272, Metropolis, Ill.

he remained until his death. On the headstone above his grave is inscribed "Arabia's Last Good Night."

Mr. and Mrs. J. A. (Artie) Shields and "Dad" (Jack) Shields entertained a number of friends at a chop suey supper during the engagement of the Johnny J. Jones Exposition at Tarpon Springs, Fla. Among those present were "Johnny Jones' Hired Boy" (Ed Salter), Bonnie Beckwith, William L. Sullivan, Mr. and Mrs. A. E. Wells, Mr. and Mrs. A. O. Armer, Geo. W. Rollins, Mr. and Mrs. W. J. Wyatt, C. E. McLean, O. N. Meredith, A. Aldrich, Mr. and Mrs. Mort B. Westcott, Mr. and Mrs. B. H. Goeke, Abe Jones (brother of Johnny J.), L. A. Hax, Mannie Brown and Mr. and Mrs. C. W. Feeley, of Tarpon Springs. The party ended in the wee sma' hours, and all present voted "Dad" and Artie and the Missus real entertainers, despite the fact that they have retired from the show business. Of course, the festivities were held in the Hotel Meres, which is under the management of the Shields. (Will say more about this party later.)

BUY FLORIDA LAND

Kennedy Shows May Winter in Peninsular State Is Report From Miami

According to an article appearing in The Miami (Fla.) Daily Metropolis, of January 23, Mr. and Mrs. Con T. Kennedy, of the Con T. Kennedy Shows, have purchased quite an amount of land on the Florida east coast. A portion of the article follows: "Mr. Kennedy proposes to make his winter headquarters for his shows here. To do so he bought this week of the Atlantic Realty Company of Miami 60 acres on the Florida East Coast Railway between Buena Vista and Lemon City for \$45,000. On these acres he will house his big shows for winter months. Tracks will be laid into the property from the railway and buildings erected. "Having found the winter quarters for the shows, Mrs. Kennedy sought a place for a winter home. She bought from the Atlantic Realty Co., Wednesday, two lots on Euclid avenue, between Third and Fourth streets. The property faces east on the avenue. Mrs. Kennedy paid \$7,000 for the two lots. She will have plans drawn by August Gelger for a fine villa. The building will be begun within a month, it is said. "The Kennedys came over to the beach to visit Mr. and Mrs. William A. Scott, who were formerly with the Kennedy Shows, and became interested in the city."

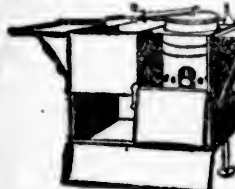
GRUBERG BUYS NEW EQUIPMENT

Chicago, Feb. 4.—Rubin Gruberg, of the Rubin & Cherry Shows, was in Chicago this week purchasing new equipment for his show. Among Mr. Gruberg's purchases were eight 62-foot, low-type flat cars, of 60,000 pounds capacity each, from the Haflner-Thurl Car Co. These cars will be delivered this month, and will be a valuable addition to a show always known for the excellent and modern trim in which its owner keeps it.

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

BEST FOR THE ROADMAN

Talco Kettle Corn Popper



Built in a powerfully constructed and handsomely decorated trunk, which makes it ideal for Road work and good at permanent locations. Popping Corn in a closed kettle is a comparatively new method, but almost every Popcorn

Man and the Public knows that it produces a surpassingly flavored corn—rich and tender. It triples sales and profits. Write for full information. If you want a sure, good living get a TALCO KETTLE CORN POPPER and hunt a stand indoors or outdoors.

TALBOT MFG. COMPANY, 1317-19 Pine St., St. Louis, Mo.

"POLO-LOLO"

(Trade-Mark)

IS HERE TO STAY

Get ready now, boys, send for a sample and see for yourself. Be prepared when the season opens with the greatest novelty ever placed on the market for wheels and games of all kinds.

Made of high-grade felt in assorted colors, 18 inches high, weighs about one pound. Movable arms and legs. Each "Polo-Lolo" is a BIG FLASH in itself, because each one is made of four or five different brilliant colors of felt. And, best of all—it's UNBREAKABLE.

If you are looking for something new that has bigness, flash, color and class, this is it. It has been tried out at several Indoor Bazaars with phenomenal success and got the biggest play of any article displayed. "POLO-LOLO" sold five to one against Kewpie Dolls at Elkhart, Indiana.

We are manufacturers and sell to concessionaires direct at manufacturer's price—NO MIDDLE MAN'S PROFIT.


SAMPLE SENT POSTPAID FOR \$1.50. Satisfaction guaranteed or money refunded.

Write for quantity prices.

AL MELTZER & CO. (Always First) 219 SOUTH DEARBORN STREET, CHICAGO, ILL.



MENTION US, PLEASE—THE BILLBOARD.



Armadillo Baskets

are Rapid Sellers wherever shown!

We are the originators of ARMADILLO BASKETS made from the shells of these little animals. Highly polished and lined with silk, making ideal work baskets.

Let us tell you more about them.

APLPEL ARMADILLO CO., Comfort, Tex.

FIRE FIRE FIRE FIRE FIRE Dykman & Joyce Combined Expo. Shows

Due to the total loss of C. A. Oldridge Winter Quarters and his new Allan Herasbell Swing by fire, we can place Merry-Go-Round, a so Ferris Wheel, if owned by same party. WANT high-class Attraction to feature; prefer Water Show or Dog and Pony Circus, with or without outfit. CAN USE small Platform or Five-in-One Jungledand Show, and any new, novel or entertaining Mechanical Show. All new fronts, to suit party booking. CONCESSIONS—Have several choice Wheels open. Grind S. All Twenty dollars a week includes everything. We own or operate no concession ourselves. Help wanted in

all departments. Write PAUL SCHWARTZ, Winter Quarters, 58 First Ave. Musicians wanted to complete 15-piece Band. Write W. H. GRUMMERT, Bandmaster, General Delivery, Minneapolis, Minn. WANT TO BUY slightly used 30x60 and 40x60 shakti Tops, complete. Must be cheap for cash and close to Milwaukee, where we can inspect same. Have all sizes of Concession Tops and Frames, also Wheels, Layouts and Trucks for sale. Concessions address MARY JOYCE, DICK DYKMAN, care Charlott Hotel, Milwaukee, Wisconsin.

THE GREAT AMERICAN CONEY ISLAND SHOWS

Inclement Weather Mars Opening in Colon

The following news-letter has been received from W. J. Hanley of the Great American Coney Island Shows:
On Sunday, January 1, the S. S. General Gorgan steamed up the pier S. Cristobal. Down the gangplank came the members of the Great American Coney Island Shows, twenty-six in all and selected by Walter K. Sibley as being "sympatico." There were Preston Jenkin, the owner, accompanied by his wife; Dave Munn, the manager, with his wife and little daughter; W. A. Urbanck, chief electrician, and his wife; Frank Davenport and his wife and Katherine Doyle and Alice Winters, of the Living Marble Statues Show; Senor Abe Ruben and Walter Marks, of the Motordrome; Benjamin Baker, of the Ferris wheel and his wife; Ed Hall, of the "whipl"; J. F. Kelley, of the coronel; Joe Engle and his concessioners, consisting of Max Brenner, Ray Sanders and wife (and baby), Barney Rodnick, Morrie Friedman, Abe Lysterick, Milton Schien, Abe Rubinsky and Salvatore Alferi.

After the custom formalities were over the party sought accommodations at leading hotels of Colon, then came the unloading of the equipment of the show. The trains of the Panama Railroad enter the pier at Cristobal. Within twenty feet of the broadsides of the General Gorgan had been placed eight box cars and one fat car. Clearance papers and special permits had been secured in advance, so there were no unnecessary delays in transferring the material from the ship to cars. By 3 p.m. the cars were loaded and orders given for the train to be on the siding adjoining the show grounds at Broadway and Tenth street, Colon, on Monday at 6:30 a.m. At the appointed time unloading began and by noon the entire show was on the lot. It had rained since Sunday and it continued to rain for several days. The dry season usually starts about the middle of December, so the freakish weather was a disappointment to everyone. But Manager Dave Munn kept after the weather bureau officials and on Friday afternoon he caught the sun peeping thru the clouds, so he just gave Old Sol the "high sign" and opened the show.

BRISTOL TO RETURN

After an absence of nearly four years, the coming outdoor season will find C. D. Bristol back in harness as manager of his father's attraction, Bristol's Society Circus and Horse Show, to open with one of the Northern carnivals in April or May. Mr. Bristol advises that several outstanding attractions will be added to the show, among the purchases being five more white horses and a free act feature. Incidentally, Mr. Bristol's father, D. M. Bristol, was 72 years "young" last Christmas Day. He is still hale and hearty and trains the animal performers for his show with the same pep and interest as in his years of less denomination.

BELDEN IN MILWAUKEE

Chicago, Feb. 2.—Henry T. Belden was in Milwaukee last week installing a shooting gallery in the Plankinton Arcade. The gallery, which will occupy a space 18x60 feet and 8 feet high, is the only one of its kind in the State. It will be one of the most complete and ornate in the entire country.

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

EVANS' RACE TRACK A Real Winner Every Time



Write for description and price. SEND FOR OUR 96 PAGE CATALOG OF NEW AND MONEY MAKING IDEAS FOR OWNERS OF PARKS, PIERS, BEACHES, RESORTS, SHOWS AND CONCESSIONS. IT'S FREE

H. C. EVANS & COMPANY
1528 West Adams St., CHICAGO

MECHANICAL SHOOTING GALLERIES

Complete Galleries or any part.

GLASS BALL FOUNTAINS, DUCK PONDS, ELECTRIC TARGETS, HINGED BIRDS, etc. Catalogue free.

W. F. MANGELS CO., Coney Island, N. Y.

WANTS J. L. RAMMIE WANTS

CONCESSION AGENTS OF ABILITY

For the following Wheels: Blankets, Live Talking Parrots, Beaded Bags, Silverware, Aluminum Ware, Phonograph and Records, Fruit, Ham and Bacon, Lamp Dolls, Dolls; also Grind Stores, with the above flash.

We open at the Fat Stock Show at Fort Worth, Texas, March 11th to 18th; then jump to the Sol Bros.' Circus and Wild West Show at Metropolis, Ill., opening there Saturday, March 25th.

We play two stands a week, where 5,000 tickets, good for the afternoon performance only, are given away by the merchants a day. Address J. L. RAMMIE, Texas Hotel, Fort Worth, Texas.

"NOT BIGGER, BUT BETTER"

LEVITT, BROWN & HUGGINS SHOWS

WANTED—TO JOIN IMMEDIATELY—WANTED

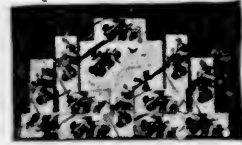
Riding Device Help and Talkers, especially man to take charge of Seaplane and crew for same. Experienced men to work on New Venetian Swings. Write or wire at once. 415 Jones Street, San Francisco, Cal.

BURNS GREATER SHOWS WANTS

SHOWS, CRAZY HOUSE, WALK THROUGH SHOW, SEAPLANES or any Ride, except Merry-Go-Round or Ferris Wheel, with or without wagons. Want Concessions of all kinds. A few Wheels open. Want for Side-Show: Lady Midgets, Glass Blower, Cigarette Flend, Punch, Sword Swallower. All address C. B. DAWLEY, 86 S. Fitzhugh Street, Rochester, N. Y. All others ROBERT BURNS, Lawrenceburg, Ind.

BABY GRAND CANDY ASSORTMENT CONTAINS

- 12 35c Boxes Hand Dipped Cherries, 1 \$1.50 Box Hand Dipped Cherries, and a 100 or 200-hole Salesboard free with each assortment.
 - Price Each, in Lots of 3 Assortments.....\$3.00
 - Price Each, in Lots of 6 Assortments..... 2.75
 - Price Each, in Lots of 12 Assortments..... 2.50
 - Price Each, in Lots of 24 Assortments..... 2.30
- BINDNER'S HAND-DIPPED CHERRIES IN FANCY BOXES.
- 35c Boxes, per Dozen.....\$2.00, 4 Dozen to Case.
 - 50c Boxes, per Dozen..... 4.20, 2 Dozen to Case.
 - \$1.50 Boxes, per Dozen..... 8.00, 2 Dozen to Case.
- TERMS: 25% cash with orders, balance C. O. D. F. O. B. Chicago.
A. C. BINDNER & CO., 6443 S. Ashland Ave., Chicago, Ill.



WANTED FOR

GAUSE ATTRACTIONS

Concessions that do not conflict with those we have. No Concession too good for us. You will make good if you have the push. We open May 6, Montpellier, C. with 5 Rides and 15 Concessions. Two Free Acts wanted. WILL BUY Sleeping Car if in A-No. 1 condition and price right.
WM. GAUSE, Reann, Indiana.

BELLEFONTAINE, O. BELLEFONTAINE, O. THE MODERN WOODMEN'S CIRCUS AND BAZAAR

WEEK OF FEBRUARY 27 TO MARCH 4.

WANTED—Concessions of all kinds. Booths furnished. CAN PLACE Circus and Vaudeville Acts. Also A-1 Contest and Program Man. Two more to follow, under good auspices.
PERCY & SHADES, The Allied Shows, Springfield, Ohio.

At Liberty---Scamacca's Uniform Italian Concert Band

Eight successful seasons. Any number of Musicians furnished. I would like to book with a real good show for season 1922. Ready to join any time. Write or wire
PROF. JOE SCAMACCA, 1265 Tracy Ave., Kansas City, Missouri.

AT LIBERTY--TRAINMASTER

C. M. (BLACKKEY) PATE, Atlantic Hotel, Tampa, Fla.

WALLACE BROS.' FEATURE SHOWS

Will Enlarge for Coming Season

Pittsburg, Pa., Feb. 2.—All is activity in the winter quarters of the Wallace Bros.' All-Feature Shows in the Sullivan Building, East Boardman street, Youngstown, O., where big plans are being put into effect for a larger, more attractive and greatly improved midway, according to reports. The space occupied to accommodate the paraphernalia takes up the four upper stories of this large building, which is but a stone's throw from the B. & O. siding, where the shows' cars are stored for the winter.

Messrs. James P. Sullivan and Fred Schieble, owners and managers (both young men, but old in show world knowledge), have big things mapped out and ready to be put into execution. Despite the fact that last season was a hard one for all types of amusement, the management states that the shows' books showed a profit on the season's earnings. In an interview with the Billboard's Pittsburg representative Mr. Sullivan said the show would be enlarged to a 25-car show this year, and that they are now purchasing the additional car equipment and several new wagons of a high-class standard. Fred Schiebler is now in Chicago and will attend the fair secretaries' convention, going from there to Leavenworth, Kan., regarding the purchase of a new Parker ride. This addition will make five rides owned by the management, all being under the supervision of Ben Hedger. Several more animals have been purchased for the Wallace Bros.' Animal Show, under the management of Don Davenport. Just now there is a crew of carpenters, painters and mechanics at work in winter quarters, under the supervision of Steve Jones, who is producing and building many unique and original features, while Perry Boyle is busy rebuilding his automobile.

A mammoth water show, with ten diving girls, clowns and seals, will be an added attraction. Hughey Baker will again be in charge of the office wagon as secretary. John J. Murphy, general agent, is now covering Eastern Ohio, Western Pennsylvania and New York State for good contracts.

BADGER UNITED SHOWS

Preparations for the 1922 season have begun at the winter quarters of the Badger United Shows and at the time of this writing panel fronts are being built for all the shows, there being six in number. Time or money is not spared in making this show one of the prettiest and neatest organizations of its size. The caravan will not be enlarged to a great extent, but will carry larger shows and a few additional concessions.

It is the intention of the management to carry three rides, six shows, a band, free acts and about twenty concessions. The concessions will all be contracted exclusively, and the manager states there will not be two of a kind on his midway, from the ball games to the big merchandise wheels. The slogan of this show is, showmen and concession people alike, live and let live, no rowdiness tolerated at any time and no room for people who cannot be ladies and gentlemen at all times.—ADELINE KELLY (Press Representative).

ADDS RETAIL DEPARTMENT

Chicago, Feb. 3.—A. O. Bindner, 6443 S. Ashland avenue, has added a retail department to his jobbing business. Mr. Bindner handles sales-board sets, box and bulk candy, cigars and cigarettes. In the past he has wholesaled exclusively.



ORIENTAL SUPERSTITION. Perhaps so—but, at least, an interesting relic of Asiatic antiquity. Alleged by the Chinese to be almost uncanny in its power to bring to the wearer GOOD LUCK, HEALTH, HAPPINESS, PROSPERITY and LONG LIFE.

This odd looking ring excites great interest when observed on your finger. THE FAD OF THE HOUR IN NEW YORK'S SMART SET.

THIS original Chinese Good Luck Ring, in heavy sterling silver adjustable to fit your finger. PRICE, POSTPAID, cash with order, \$1.45.

Money refunded if not pleased.

AGENTS WRITE

Capt. Hildebrand Enterprises,

2930 Peolar St., Philadelphia, Pa.



WORLD OF MIRTH SHOWS

SHOW OPENS RICHMOND, VA.,
SATURDAY, APRIL 8, DOWNTOWN

LARRY BOYD and MAX LINDERMAN
Owners and Managers

WINTER QUARTERS: STATE FAIR
GROUNDS, RICHMOND, VA.

CAN PLACE—One High-class Show. Will furnish a wagon front for same with new top, etc. Can also place one good Platform Attraction and have complete outfit for same. Can place Penny Arcade to Real Showman with a regular outfit, to which we will furnish a gold front for same that has just been built by Fred Lewis Construction Company. **CONCESSIONS**—We can place high-class Concessions of all kinds. **RISE HELP AND WORKINGMEN**—Can place experienced Ride Men for a Mangel's big Merry-Go-Round, Whip, Ferris Wheel and Sea-Plane. Also Talkers, Grinders, Ticket Sellers, Teamsters, an Operator for a Cleveland Tractor, Train Help and all general work. **Good Treatment to All.** **OUR ROUTE** will consist of the very best of Carnival dates and Celebrations, including the **Circus Dates at Baltimore and Twelve Real FAIRS**, including **SIX EASTERN CANADIAN FAIRS**. Concessions, write **MAX LINDERMAN**, 54 East 103rd St., New York City, N. Y. Everybody Else, write **LARRY BOYD**, Jefferson Hotel, Richmond, Va.



**BUDDHA WORKERS
CRYSTAL READERS
MIND READERS
MIT READERS**

I have quit the road, due to large office practice. The following extra strong busy-boys, which can be worked outdoors or indoors, on street corner, under canopy, in fact, anywhere. Reading Sealed Messages, Letters, etc. (using their own paper and envelope if need be). Mind Reading (can be worked outdoors). Spirit Pictures. Spirit Slate Writing. Second Sight and Bank Note Test. Fire-proof Flash. All of these cost me "honest to God money." Pin a dollar to your letter and send they are all yours.

PROF. ZOLAR, (Scientific Astrologer)

444 South 5th Street, LOUISVILLE, KY.

Agents and Demonstrators

HERE IS A GOLD MINE



Combination Shopping Bag and Coin Purse. When open measures 17 1/2 x 12 1/2. Greatest money maker out.

**PRICE: \$7.00 Dozen
\$78.00 per Gross**

Sample mailed for 75c. Retail for \$1.50. All orders shipped the day received. 1/4 deposit, balance C. O. D.

LAWDALE LEATHER GOODS CO.,
1241 South Lawdale Avenue, Chicago, Illinois

Photo Agents BIG MONEY

We have a new patent Frame for Medallions that looks great, costs but a little more and will increase your sales over 100%. Our Motto: Good Work and Prompt Service. Write for 1922 catalog which will be out soon. L. K. GUARANTEED PHOTO JEWELRY CO., 338 Bowery, New York City.

SPECIAL FOR THIS WEEK

Ermond Indian Blanket, size 44x78. Price, \$2.55 Case Lots. All-Wool Double Plaid Blanket, size 66x90, bound edges. Price, \$5.50 Each. Case Lots, \$5.00. Beacon Indian, 60x90, bound. Price, \$3.00 Each. H. HYMAN & CO., 358 W. Madison St., Chicago, Illinois.

FOR SALE SLOT MACHINES OF ALL KINDS FOR SALE CHEAP.
Address SICKING MFG. CO., 1921 Freeman Ave., Cincinnati, Ohio.

CLEVERLY ARRANGED

Are Assembled Announcements and Talks From Z. & P. Shows

In announcing their eleventh annual tour, the Zeidman & Poffie Exposition Shows, with winter quarters in the large buildings erected and used during the late war at Nitro, W. Va., have been sending out a great deal of advertising matter, one feature of which is neatly assembled and altogether well-rotten-up 8x10 booklet in two colors, and with an excellent quality front and back cover.

No cuts are used in the 1922 Zeidman & Poffie edition of this nature, but, instead, plain-and-to-the-point talks from the management to prospective and contracted engagement heads, as well as numerous recommendations from city and county officials, influential citizens, fair secretaries and committeemen, occupy the space formerly utilized for photo reproductions. On the first inner page are presented the names of the chiefs of the executive staff, while on the last type page are given the titles of the paid attractions which form the foundation of the midway lineup of amusement features. The title page features the following: "Henry J. Poffie Presents, for Season 1922, the Newer and Greater Zeidman & Poffie Exposition Shows."

J. ORDWAY McCART SHOWS

Oklahoma City, Ok., Feb. 1.—J. O. McCart, having purchased the entire show formerly known as the Leeman & McCart Shows, now has things around winter quarters, located on South Santa Fe street, fairly humming with activity from sunrise to sunset. Painters, decorators, car carpenters, wagon builders and sal-makers are busily engaged in shaping the "biggest little show" for an early spring opening, which is announced for about March 1. Bill Wilson is in charge of the painters and decorators. The car builders and blacksmiths are in charge of T. W. Dalley.

When the show takes to the road it will be transported on its own train of ten cars and will consist of twelve shows, three rides and thirty-five concessions. General Agent E. C. Bentley, who has been out since January 1, reports several good contracts for the early spring. Mr. Kinsel has his beautiful carousel groomed and ran in to go. Secretary "Spike" Wagoner is ably assisting Manager McCart in the many intricacies encountered in shaping the details to the focus of completion. The cookhouse, under the courteous management of Doc Peetes and Chas. Flannagan, is working overtime.—"JACKIE" MONTGOMERY (Show Representative).

CENTANNI'S GREATER SHOWS

Newark, N. J., Feb. 3.—Work is now moving along nicely at the winter quarters of Centanni's Greater Shows here, and everybody is getting ready for the season of 1922.

Among those to make up the personnel of the organization are the following: Yrnonel Murphy, with his pitch-dill-you-win concession and hoop-la; H. Stango, cigaret shooting gallery and pop-em-in; Simon (better known as "Simone"), ham and bacon; H. Tripkins, teddy bear and doll wheels; S. Stevens, fruit wheel; J. Franks, two ball games; Miller Ude, palmistry. The paid attractions: Johnny Ray, Illusion Show;

"Italian Jack" Herman, Athletic Show; D. Cajera, "Parisian Show"; Mrs. M. J. Centanni, merry-go-round (F. S. Kimball, manager), ferris wheel and "seaplanes." The executive staff: Michael Centanni, general manager; John Moz-zochi, treasurer; Salvatore Belduca, secretary; Harry Bussing, general agent; James Linard-man, advertising agent; James Brienza, contest agent; Harry Beck, legal adjuster; Yonng Murphy, lot superintendent; "Judhe" Lyons, trainmaster; George Hughes, electrician, and Prof. E. Crimes, musical director. The band will consist of sixteen pieces. The shows will have their own railroad equipment.—JAMES LINARDUCCI (for the Show).

NIFTY BOOKLET

Issued by the J. F. Murphy Shows

A copy of the advance announcement booklet of the J. F. Murphy Shows, recently of the press, has been received by The Billboard, and not only is it a masterpiece of twelve pages makeup, but a credit to James F. Murphy and his organization. The book contains the reproduction of many personal letters to Mr. Murphy from prominent citizens, civic and fair officials in whose vicinity the shows have exhibited, complimenting him on the cleanliness as to appearance and offerings presented of his caravan, as well as the quality of the exhibitions and his commendable manner of doing business. On Mr. Murphy's recent visit to Cincinnati he informed us of the early publication of this booklet and stated that the cuts contained therein would, in every instance, be confined to features actually with his shows, and that his policy has been fulfilled is quite evident in the product. There are several reproductions, including that of "The Parade" (open dens, containing large wild animals; beautiful tableau wagons, band, lead and riding horses, ponies, etc.), which go far toward backing up the announcements made in the printed matter.

20TH CENTURY ATTRACTIONS

Relative to the preparations being made by the 20th Century Attractions for the new season, an executive of that organization advises as follows:

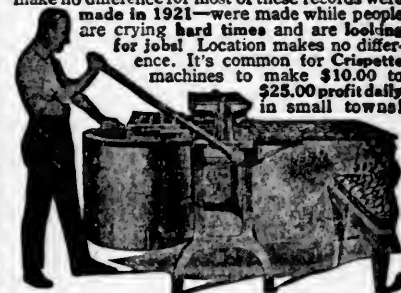
After the 20th Century Attractions closed their bazaar season at Sedalia, Mo., and C. B. Williams, who had charge of this tour, had arrived in St. Louis to take charge of winter quarters there, Manager K. F. Ketchum decided to take an extensive trip and look over conditions in various parts of the country and make arrangements for opening the outdoor organization accordingly. Mr. Ketchum's trip took him thru territory in Texas, Oklahoma, Missouri, Illinois, Indiana, Ohio and Pennsylvania, and he decided to have the paraphernalia shipped to a town in Western Pennsylvania, where the opening will take place on April 15 and in a spot where the steel mills are working and there has not been a carnival during the past three years. After arranging his opening spot Mr. Ketchum spent a short time in New York City, where he placed some orders for new paraphernalia, after which he went to his home in Gloversville, N. Y., to which place he has moved his headquarters offices for the present.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

\$375 ONE DAY

Ira Shook, of Flint, Did That Amount of Business in 1 Day

—making and selling Popcorn Crispettes with this machine. He says in letter dated March 1, 1921: "I started out with nothing, now have \$12,000.00 all made from Crispettes." Others have amazing records; Gibbs says: "Sold \$50.00 first night!" Erwin's little boy makes \$35.00 to \$50.00 every Saturday afternoon. Meixner reports \$800.00 business in one day. Kellog writes: "\$700.00 ahead first two weeks." Master's letter says: "—sold \$40.00 in four hours." During March, 1921, Turner was offered \$700.00 clear profit above cost of his investment to sell. There is money—lots of money—in Crispettes. Times make no difference for most of these records were made in 1921—were made while people are crying hard times and are looking for jobs! Location makes no difference. It's common for Crispette machines to make \$10.00 to \$25.00 profit daily in small towns!



I Start You in Business

Write me—get my help. Begin now. Others are making money selling Crispettes. You can, too! You don't need much capital. Experience not necessary. I furnish everything—secret formulas, equipment for shop or store, full directions, raw materials, wrappers, etc. Splendid chances galore everywhere! Crowded streets, amusement parks, concessions, wholesaling and store!

\$1000⁰⁰ Month Easily Possible

Crispettes are a delicious, delightful confection. People never get enough. Always come for more. Raw materials are plentiful and cheap. You make enormous profits. Trade grows by leaps and bounds. It's an easy, pleasant and fascinating business. Send post card for illustrated book of facts. Contains enthusiastic letters from men and women who have quickly succeeded. Tells how to start. Explains most successful methods. Gives all information needed. It's Free! Write Now! Address

LONG EAKINS COMPANY
214 High Street Springfield, Ohio

FOR SALE.—New Wurlitzer Band Organ No. 125 \$800.00. Will stand shipping charge if bought at once. WM. B. LEONARD, Ridgeway, Missouri.

MARABOU for the Doll Trade is Our Specialty. We are ready with a large stock of assorted colors at most reasonable price. ROYAL FEATHER TRIMMING CO., Vauxhall, New Jersey.

MERITORIOUS SHOWS



NOVEL RIDES

GERARD'S GREATER SHOWS

SHOW OPENS EARLY IN APRIL. WE HAVE 20 OF THE BEST SPOTS BOOKED, INCLUDING A STRING OF BIG FAIRS.

The opening town will sure give you a season's work, as there has not been a Carnival there in five years. Book now; don't wait till the last minute and then be disappointed.

Will book Dog and Pony Show, Minstrel Show, Athletic Show, Musical Comedy, Platform Shows, Ten-in-One, or any other new attraction. I will furnish complete outfit to real showmen. Will book Slidrome, Seaplanes, Mechanical Show.

Can place the following Stock Wheels: Silver, Silk Shirts, Baskets, Groceries, Candy, Fruit, Bears, or any other new and novel Concession. Grind Concessions open: Hoop-la, Ball Games, Fans, Cigarette Long Range, High Striker, Knife Rack, Striding Game Table, Aerial, Skill, Ball or any other Legitimate Grind Store. Can place good Free Act, Lady High Diver. WANTED—Help on Allan Herschell Carousell, Ell Wheel. Can place Freaks and Midgets. Send all mail to

CHARLES GERARD, Mgr., 1431 Broadway, Room 507, New York City. Office Hours: 10 to 6.

WADE & MAY SHOWS

Evans' One-Ring Circus Engaged as Feature Attraction

Detroit, Mich., Feb. 1.—Work at the winter quarters of the Wade & May Shows is progressing very rapidly. Mr. Poth says in two more weeks he will have the merry-go-round ready. Frank Wrightman, who has been with the show from its infancy, was a caller. Joe Bennett's "Hawaiian Village" has arrived, and work started on getting it in shape. Harry Benjamin, who operated three concessions last year, was a caller and made contracts for the same number. H. E. Ellis, of Battle Creek, called and made contracts for his "What is It?" show and one concession, which H. E. says is something new in the way of grind stores. Mike Blanchfield, of Tampa, Fla., wired that he had contracted for several new acts for his 10-in-1 and would be on hand in a few days. Word was received from several of the folks of the Wade & May Shows, who are wintering in Tampa, that they are having a wonderful time—fishing, etc. These include Mr. and Mrs. Eddy LeMay, Mr. and Mrs. Art Ratcliff, Mr. and Mrs. Mike Blanchfield, Mr. and Mrs. Fred Elmore, and Casey, the tattoo artist. Mr. and Mrs. George Welch, who have the cookhouse, are expected to arrive here any day. George says he is going to enlarge his 'eating emporium'.

One of the most important transactions in the way of attractions for the coming season was recently consummated by the management with J. J. Evans, of Massillon, O., who has contracted to furnish his one-ring circus, consisting of four educated horses, seven ponies, bucking mule, monkeys, etc., besides twelve people and a band. This show uses a 45x110-foot top and will be considered the feature attraction.—JAMES MACKIE (Show Representative).

CALIFORNIA EXPOSITION SHOWS

H. F. Hall and Sam Anderson, managers of the California Shows, will be heard from this season. These two men have spent money for new paraphernalia, and, in fact, this show will be a wonderful outfit. Three shows, new to the carnival world, and new rides will flash on the midway this year—twelve shows in all. All canvas is being made by the managers themselves. Four new organs will be on the walk-thru shows.

The last coat of paint is now being put on, and at the end of the week everything will be finished and ready to be set up. The new Silodrome is a dandy. "Kid" Lane has sent in his contract and says he is ready. Jimmie Schafer will handle the new side-show, and Jimmie says that he is going to put over a show "that they will all talk about." Sara Price will be seen at his old post. Price is now on the Keith Time. Eddie Hall, of the "Beanty Revue" Company, will be there on the opening day, and he is sure a cure for "blues." Harry Eddie, Decker Brothers, John Ryan, Popcorn Mike have all signed up. All of which is according to a "Show Representative" of the above shows.

Look thru the Letter List in this issue.

CHINESE LUCKY RINGS

SPECIAL PRICE

Solid Sterling Silver

65c EACH

\$5.75 Per Doz.

SPECIAL PRICE

Solid Sterling Silver

75c EACH

\$7.85 Per Doz.

Extra Heavy Weight

KRAUTH AND REED

1118-19-20-21 Masonic Temple

CHICAGO, ILL.



3343—Beautiful Draw String Beaded Bag, 11 inches long, with beaded tassel. Assorted colors. \$21.00 per Dozen.

375—Attractive Beaded Bag, with gun metal frame, size 6x6 inches. \$18.00 per Dozen.

2519—Attractive Draw String Beaded Bag, with tassel, 4 1/2 x 9 inches. \$16.50 per Dozen.

934—As above, with tassel, size 6x9 inches. \$21.00 per Dozen.

118—Beautiful Beaded Bag, with German silver frame, size 6x9 inches. \$2.25 Each.

12029—Attractive Beaded Bag, gun metal top, size 7x8 inches. \$2.50 Each.

12028—As above, neat design, size 6 1/2 x 7 1/2 inches. \$2.50 Each.

X131—Beautiful Beaded Bag, German silver frame, size 7x9 inches. \$3.50 Each.

138—Beaded Bag, Big flash. Size 10 inches, including fringe. \$6.75 Each.

140—Attractive Beaded Bag, size 12 inches long, including fringe. Assorted designs. New Price, \$5.00 Each.

60X—Shell Frame Bead Bag, size 9 inches, including fringe. \$3.75 Each.

2100—Shell Frame Bead Bag, size 10 1/2 inches, including fringe. \$4.50 Each.



900—Attractive Sterling Silver Bar Pin, set with beautiful Abolition Blister Pearl. Price on Single Card, \$8.00 per Dozen. Price, Leather Box, \$10.50 Dozen. Big item for saleboard.



2589—Very Attractive Designed Bar Pin, set with 15 brilliant, an exact reproduction of the real thing. Wonderful value. \$3.00 per Dozen.



2691—Beautiful Platinaid Bar Pin, with 13 sparkling brilliant. Looks like the real thing. Length, 2 1/2 inches. \$2.50 per Dozen.



Model .35 Cal. Automatic Pistol. Blue steel. Shoots 7 shots. \$6.00 Each. Brownie .25 Cal. Automatic Pistol. American make. Shoots 4 shots. \$4.00 Each.

Original .32 Cal. German Automatic Pistol. Shoots 9 shots. Takes .32 Cal. Colt U. S. made cartridge. \$9.50 Each.

Original, same as above, but in .25 Cal. \$7.75 Each.

Large .30 Cal. German Automatic Repeating Officer's Pistol, \$16.00 Each.

Blankets. Beanie Blankets, 60x80 inches. \$4.50 Each. Beanie Blankets, 72x90 inches. \$4.25 Each. Coyote Indian Blankets, \$4.75 Each.

Chinese Baskets (Sets of 5). \$44.75. Rings, 5 Tassels, \$3.75 per Nest. 17-10 Rings, 30 Tassels, \$4.00 per Nest.

Other Excellent Items. 7-in-1 French Ivory Opera Glasses, \$30.00 per Gross. Rotary Fans, \$6.50 per Dozen. Special Job of Men's Pinaas, retail value, 25c each, \$10.00 per Gross.

Our Goods Are Sales Boosters (THERE IS A REASON)



908—Japanese Lacquer Handy Candy Boxes. Assorted designs. In nest of two. These boxes are big seller. Both as candy or handy boxes. \$12.00 per Dozen Sets. Sample Set, \$1.25, postpaid.



Piccolo Imported Safety Razor, in nickel, velvet lined case, pocket edition (with blade). \$3.50 per Dozen. \$20 B—As above, in cardboard box (no blades). \$2.40 per Dozen.

721—Traveler's Outfit, consisting of above Razor, Shaving Brush in case, Shaving Soap Box and Mirror, in leatherette box. \$4.50 per Dozen.



Electric—Electric Iron, with sockets and wire attachments. One of the most desirable items on the market. This item will compare very favorably with the best that can be had. Big premium and house-to-house item. \$30.00 per Dozen.

25% deposit required on all C. O. D. orders.

M. L. KAHN & CO. 1014 Arch Street, PHILADELPHIA, PA.

Advertisement for Movie Show featuring a 'Genuine Leather Traveling Bag' and 'Movie Show Admission Prices'.

\$40.00 PROFIT DAILY SHOULD BE VERY INTERESTING TO YOU

Sounds like a lot, but can very easily be made with our new salesboard "MOVIE SHOW." The most attractive and beautiful salesboard we ever made. Printed in five colors, reproducing an interior of a Movie Theater.

Don't Hesitate. Be The First In Your Territory. LIPAUT COMPANY Dept. B, 1028 Arch St., Philadelphia, Pa.

CANADIAN VICTORY SHOWS

Toronto, Can., Feb. 1.—Preparations are well in hand in connection with the booking of attractions for the forthcoming season for the Canadian Victory Shows. To date the following features have been contracted: Foley's One-Ring Donkey Circus, exhibiting under its own new 150-foot round top (this attraction recently concluded a week's engagement at the Pantages Theater here, and will continue the balance of its booking over the "Pan." Time and join this aggregation for the early spring opening); Sundowner Belles Plantation Show, McKenzie's Freak Animal Show and Calbreath Athletic Show. Four new 19-foot French wagons crossed the border, en route for here, and will be placed in the shows' winter quarters on Wellington Square. The pretentious carved paneling which adorns the wagons was done under V. I. Neiss' personal supervision, and he is regarded as a connoisseur of this class of work.

At the present time the American and Canadian concessioners and showmen are finding much to keep them busy with their individual enterprises in connection with the shows, and, with a 25-car train under way to take the road the second week in April, there will be nothing left undone to assure success for the forthcoming season. Victor I. Neiss, who has gained a vast circle of friends, both citizenry and showfolks, recently returned from a trip on which he attended a meeting of Eastern fair secretaries and received several pleasing fair contracts.—WALTER A. SCHILLING (Show Representative).

METROPOLITAN SHOWS GREER, S. C., THIS WEEK

Now booking Shows, Rides and Concessions for coming season, to join about the first week in March, around Greenville, S. C. Want to hear from good Ten-in-One Show, Platform Show, Snake Show, Illusion Show or Society Circus. Want to hear from Athletic Show People who are capable of running a Show properly and able to get money with it in West Virginia and Pennsylvania. Want Manager for Ell Wheel, a man with long experience and steady. Concession People, write me what you want. Reasonable rates. Blankets and few other Wheels open. All Grind Stores open. All address A. M. NASSER, Mgr., until February 20th, 3814 Hazel Street, Norwood, O.



RUBBER BELTS, \$18.00 PER GROSS

Black or brown. Quickest money maker on the market. Ready to deliver any amount you want. \$3.00 deposit required on each gross order.

OSEROFF BROTHERS, 1125 South Main St., Factory Dist., AKRON, O.

CHOP-STICKS THE NEW GAME.

Advertisement for Chop-Sticks game showing a board with letters and numbers.

Agents Wanted. Put out demonstrators and agents and make \$1,000.00 in the next few months. Samples 2 for 25c. Trial order, 3 dozen on display cards, \$1.50. EUREKA CEMENT CO., 543 N. Dearborn St., Chicago, Ill.

FOR SALE—MERRY-GO-ROUND. Two-Abreck, Herschell-Spillman, in good condition: 48-note Organ and 12-h. P. Meeco Engine. Run one season. Machine stored at Earle, Ark. Machine is about five years old. First \$1,500 cash takes this machine, as an going in other business. If interested address, see or write JOE J. CARPENTER, Oswego, Kansas.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

NAT REISS SHOWS

Will Open Season April 29 at Streator, Illinois

Contracts have been signed whereby the Nat Reiss Shows will open the season on April 29 at Streator, Ill., where their winter quarters are located.

Everything will be loaded on wagons this season and all, excepting three attractions, will be wagon fronts. There will be nothing but two mechanical shows and four new sets of fronts. An order has been placed for wagon fronts to be delivered to be delivered one in time for the opening. The show will own all its rides, except the "whip," and this has been contracted for.

The general offices, located in the Ashland Block, Chicago, are a busy spot, with Manager Melville and General Agent George Coleman sitting in and out, Fred O. Burd, secretary, attending to the office, and the show's auditor, Nat Miller, on the job. Mrs. Nat Reiss, president of the Reiss Shows, spends a few moments there every day, but a great deal of her time is occupied in the interests of the Ladies' Auxiliary of the Showmen's League, of which she is a director.

The executive staff, to date, is as follows: Mrs. Nat Reiss, president; Harry G. Melville, general manager; George H. Coleman, general agent and traffic manager; Nat Miller, auditor; Fred O. Burd, secretary and treasurer; Royal Noble, press agent; J. L. Edwards, Sr., general superintendent and electrician, and Pearl Starkey, trainmaster. The attractions engaged so far are the Nat Reiss Circus Side-Show, A. Barker, manager; Athletic Show, Chas. Peter, manager; James Chase's "Mabel" Show, Chas. T. Miller, manager; Carl Seville's Hawaiian Village, James Chase's "Mabel" Show, Chas. T. Miller, manager; "Honey-moon Trail," merry-go-round, Phil Sillis, superintendent; "Eli wheel," Chas. Miller, superintendent; "seaplanes," Harry White, superintendent.—ROYAL NOBLE (Press Representative).

COLEMAN BROTHERS' SHOWS

Hartford, Conn., Feb. 1.—Coleman Brothers' Amusement Shows are staying at their winter quarters at Farmhill, Conn., suburb of Middletown, after a successful season thru Connecticut, Rhode Island and Massachusetts. The show opened in May and closed in October, and had two rides, two shows and thirty concessions. Mr. Coleman will be with the outfit this season. Everything is going full blast at the winter quarters under his personal attention. Carpenters and painters have already begun work on new fronts. The plans for season 1922 are already under way, particular attention being paid to shows and rides. The show will have three rides and four shows. All the concessions of last year have again been booked. Coleman Brothers' side-show will have many new freaks and animals. The new banners have already arrived.

Myrtle Jones will again have his big Illusion Show, featuring "sawing a woman in two." Princess Zaza will have the Oriental show, with a big new fancy front.

Mr. Coleman expects to have the show on the North Main street grounds in Middletown the first two weeks in May, under the community service of Middletown, and then will start his tour of 1922. Alec Breede and James Conneley will again have charge of the merry-go-round and lights. Roger Brothers have contracted to move the shows again this season. Thomas and Tim Coleman have charge of the concession end and Richard Coleman will have the business end of renting and advance work.

Mr. Coleman has spent this winter with his show, having with him ten acts consisting of jugglers, singers and dancers, and blackface comedians, late of Neal O'Brien's minstrel, and Bud King, cowboy trick rider.—MYSTIC JONES (Press Agent).

MERCER GREATER SHOWS

Yardville, N. J., Feb. 2.—Activity is the watchword with the newly organized Mercer Greater Shows, which will take the road the latter part of April as a ten-car caravan, under the general management of Ray E. Pullen. Manager Pullen, Concession Manager Reppas and Special Agents Berry and Cooper have returned after a two weeks' trip on business for the company. Mr. Pullen was looking up territories, and as Connecticut looked good to him, it may be the shows will play there in connection with other routing mapped out, which includes New Jersey, New York, Pennsylvania, Maryland, Virginia and West Virginia, with a trip South if fall conditions are favorable.

It is the intention of Manager Pullen, from what the writer has heard, to carry eight shows, five rides, about thirty-five concessions, two free acts and a band. The opening engagement will be at Trenton, N. J.—FLORIN-ENCE BOTH (Show Representative).

MCQUIGG IN CHICAGO

Outlines Siegrist & Silbon Plans

Chicago, Feb. 1.—M. W. McQuigg, a Billboard visitor last week, outlined his plans as general agent for the Siegrist & Silbon Shows, with which he will be identified this season. Mr. McQuigg said the train will consist of twenty cars. The staff will be as follows: C. J. Sedlmayer, general manager; Mr. McQuigg, general agent; Dan McGugin, secretary-treasurer; George Mooney, special agent. Negotiations are now under way for a press representative, advertising man and another special agent.

The organization will have twelve shows, four of which, Mr. McQuigg said, will be attractions entirely new to the carnival world. There will be six rides, including a seaplane, carry-all, Big Eli wheel, whip and two miniature rides for children. There will be a number of beautiful wagon fronts and the show will have Prof. Starr's concert band, with two sets of uniforms. There will be an elaborate band wagon, drawn by four black horses, for parade purposes. The show will have win-

ter quarters in Kansas City, Kan., in buildings leased from the Packers' Association. All cars will be under roof and the quarters are equipped with the Universal sprinkling system. The painters and carpenters will go to work at once in preparation for the coming season. The address of the show is at Packers' Station, box 36, Kansas City, Kan.

Siegrist & Silbon have had a big act with Ringling's Circus for many years. Toto Siegrist has been spending the winter in Hot Springs, Ark., on account of rheumatism. Eddie Silbon has had a big aerial act in England during the winter months. The free attractions on the carnival will be managed by Mr. and Mrs. Silbon.

BROWN & DYER SHOWS

Detroit, Mich., Feb. 2.—Work at the winter quarters of the Brown & Dyer Shows continues progressing nicely. Capt. Curley Wilson is very busy nowadays breaking in a new leopard act for Princess Pauline. Dan Kelley says he has a new game for the boys this year. David Sorg, electrician, formerly with the Johnny J. Jones Exposition and last year with Rubin & Cherry, has joined the B. & D. organization. Tom McNew and "Whittie" Tate are on a trip up-State. Clyde Howe has left for parts unknown. The writer and wife are now living in Detroit, having taken apartments on Lafayette boulevard. Homer Simms is also here.

A big dinner was recently given by the "million-dollar concession man" of the Brown & Dyer Shows, Frank Allen. The feast provided could not be surpassed by any of the leading chefs of Detroit. Among those present were, besides the host: Alex Brown, president of the shows; William Marlin, Arthur Stewart, Ralph Barr, J. A. Keech, Louis Rosenthal, who operates a dandy novelty store on Woodbridge street (the showfolks' hangout); Tom Morgan, Dick Burgman, Geo. W. Brink, Chas. Whittington, Dale Madison and the writer. An entertainment program was also presented and greatly enjoyed, the entertainers being Helen Garston, Franca Saylor, Maude Coyne, James Dix and the "Broadway Quartet."—FRANK LA BARR (Show Representative).

J. F. MURPHY SHOWS

Speedily Preparing for Opening on March 4

Greenville, S. C., Feb. 1.—All departments of the J. F. Murphy Shows are having increased activity so as to be ready for the opening Saturday, March 4, in Greenville, under the auspices of the Greenville Fair Association and on the Augusta street lot, which has been, for many years, closed to show purposes. The winter show colony now numbers approximately 125 people.

Tom Atkinson's Dog, Pony and Monkey Circus has been booked and with a complete new outfit. This attraction will add considerable to the parade, as it carries many horses, ponies and several cages. Another hand wagon is being bought to accommodate a clown band, which will give the parade three hands and a calliope. The shows, when completely organized, will carry about 100 head of stock, six or seven dens of wild animals, the band wagons, tableaux, wagons, etc. Dare-devil Zeke's new motordrome will be completed during the present week. Howard Benson has issued a call for his performers and musicians for his Georgia Minstrels, for which new wardrobe, on an elaborate scale, has been purchased.

The show's annual ball will be given in the agricultural building, at the fair grounds, on the night of March 3. Many newly-made friends in Greenville will be the honor guests, and Frank Meeker's band will be on hand.

The many friends of Mrs. J. F. Murphy will be delighted to know she recently underwent an operation for tumor with success and is rapidly recovering.

Ed Fine's right-hand bower, Henry Marshall, has arrived to get the Ferris wheel in A-1 shape, with new plate-glass mirrors replacing the old decorations. The crews of the "whip" and "seaplanes" are due any day. W. A. Jackson has arrived and is putting the final touches to the mechanical end of the merry-go-round, which has just left the paint shop under Al Lubin.—R. F. McLENDON (Show Representative).

BALLOONS & NOVELTIES

GAS BALLOONS

Table listing various balloon types and prices, including No. 70 Extra Heavy Transparent, No. 70 Extra Heavy Semi-Transparent, etc.

NOVELTIES

Table listing various novelty items and prices, including Tambourines, Wooden Rackets, Crickets or Locust Snappers, etc.

Advertisement for Airo Balloon Corp. featuring a logo and text: "We supply Gas and Gas Apparatus for Filling Balloons." Address: 603 Third Ave., New York.

HIGH-GRADE FIRE ARMS AT REDUCED PRICES

Advertisement for M. Gerber's high-grade fire arms, featuring an image of a handgun and a list of items with prices, such as GN. 716 Famous Luger, GN. 727-The Original .32 Cal. German Automatic Pistol, etc.

M. GERBER, Wholesale Jewelry, Cutlery and Sporting Goods, 505 Market Street, PHILADELPHIA, PA.

Advertisement for Fordham Mills agents, featuring text: "AGENTS! BIG MONEY FOR YOU In NOVELTY FELT RUGS" and "FORDHAM MILLS 266 West Houston St., NEW YORK CITY"

125 PENNY ARCADE MACHINES FOR SALE In good condition. Terms reasonable. Apply to RALPH DONADIO, 1122 Passyunk Ave., Philadelphia, Pennsylvania.

85-FT. FERRIS WHEEL FOR SALE All steel, 10 coaches; first-class condition. Located at Clementon Park New Jersey. Apply to RALPH DONADIO, 1122 Passyunk Ave., Philadelphia, Pa.

LISTEN!

If you will stop and read this notice—no matter how busy you are—you may be deeply grateful that you did.

Test upon test has revealed the triumphant merits of The Billboard as the most successful source of attainment in reaching the vast army of people who earn their living in the show business and profession.

You are interested in a campaign that will start the wheels of business moving, and you have only to put a firm foot down on all hesitancy or lack of confidence in the long ago established efficiency of The Billboard to reach most effectively the Dollar-Laden masses of buying prospects.

We urge upon your attention the Annual Spring Special Number of The Billboard, to be issued March 13th, dated the 18th, the edition of which will be 100,000 copies, which for efficiency and quality knows no other name than the Best—the swiftest line to satisfaction for the advertiser who thinks enough of his product to Tell It To The World.

The first forms close February 28th, after which no special or preferred position will be guaranteed. The last Display Forms close Sunday Midnight, March 12th.

Early copy will be given the preference in the matter of position. Better send it along now.

THE BILLBOARD PUBLISHING COMPANY CINCINNATI, OHIO

New York Chicago St. Louis San Francisco Los Angeles Philadelphia Pittsburgh Kansas City

Announcement of our new location. We moved February 1st from our former address at 620 East 5th St. to larger quarters. Now 1621 Locust St., Kansas City, Mo. MIDWEST HAIR DOLL FACTORY, A. N. RICE, Owner.

\$10.00 PER 100 TINSEL DRESSES WATCH FOR OUR NEW \$1.00 LAMP DOLL

\$10.00 PER 100 TINSEL DRESSES WATCH FOR OUR NEW \$1.00 LAMP DOLL

A REFERENCE
GUIDE FOR
CLEAN FILMS

MOTION PICTURE FIELD

AUTHENTIC
DIGEST OF
FILM EVENTS

ALL THE NEWS BOILED FOR THE BUSY MAN
Edited by MARION RUSSELL

INEFFICIENCY OF CENSORSHIP

In the issue of January 21 of The Billboard we dwelt at length upon the neglect of the State Censor Commission to properly censor the film, "Foolish Wives," BEFORE its premiere at the Central Theater, New York. At that time we wrote to Governor Miller calling his attention to the objectionable scenes which had been permitted to remain in the picture after the State Censor Commission had placed the official seal of approval upon the work. Thanks to the alertness of Governor Miller immediate action was taken, and many of the offensive scenes were cut from the film, but NOT BEFORE the picture had been shown to the public.

At that time Governor Miller, in his letter to the editor of this department, promised to write further regarding the result of his investigation. Therefore we print his second letter dated January 30.

STATE OF NEW YORK
EXECUTIVE CHAMBER, ALBANY
Miss Marion Russell, Editor
Motion Picture Field, The Billboard,
1493 Broadway, New York City.

My Dear Miss Russell—Further replying to your letter of January 12, with reference to the showing of the photoplay, "Foolish Wives," I am enclosing herewith, for your information, copy of a letter received by the Governor from Mrs. Hosmer of the Motion Picture Commission.

Sincerely yours,
(Signed) W. WARD SMITH,
Secretary to the Governor.

Also we beg to acknowledge receipt of a copy of a letter sent by Helen May Hosmer, the woman commissioner of the State Censorship, to Governor Miller. This we also print for the benefit of our readers.

The following is a copy of the letter of Mrs. Hosmer.

STATE OF NEW YORK
MOTION PICTURE COMMISSION
Albany, N. Y., Jan. 26, 1922.

Hon. Nathan L. Miller,
Governor of the State of New York,
Albany, N. Y.

My Dear Governor—Regarding the letter of Mr. Smith of January 17 to Chairman George H. Cobb, which Mr. Cobb requested me to answer, concerning the censoring of the motion picture film, "Foolish Wives":

As a favor to the producers the picture was first seen by Chairman Cobb and myself on the Sunday evening preceding its presentation to the public on the following Wednesday. The opening on Wednesday had been widely advertised and at much expense. When the picture was seen Sunday evening there were eliminations pointed out that would have to be made, and we were asked to see it again on Wednesday evening at its first public presentation, the understanding being that further eliminations would be made at that time. It probably was at this time that Miss Russell saw the film. Further cuts were directed to be made by the commission at that time.

On January 17 and 18 the picture was shown in the projection rooms of the commission and the final eliminations decided upon. The letter of eliminations was forwarded to the company on January 18, and the picture as at present shown has been reduced from 14 reels to 11 reels. All eliminations have been made as ordered by the commission and still others that the owners themselves decided upon. Among these is the scene spoken of by Miss Russell, which has been entirely eliminated, not being shown after the Wednesday evening production.

The commission has already been reviewing the advertising matter of this film.

Very respectfully yours,
(Signed) HELEN MAY HOSMER,
Commissioner.

Could anything be more naive?

Could anything furnish more conclusive evidence than this that the State Censor Commission did not properly perform its duty in this case?

We quote a line from the above:
"As a FAVOR TO THE PRODUCERS."

Why should the commission grant favors which interfere with the proper performance of duty?

Another line:

"The opening on Wednesday had been widely advertised and at much expense."

By what right does the censor consider the expense of any producer? Is not his duty to

his office plainly understood? Must improper scenes be exhibited because the producer "had been put to much expense?" If we are to consider the feelings and financial expenditures of producers then why should this partiality be shown ONLY to the Universal Film Company? The public, as well as our readers, recalls the fact that D. W. Griffith spent vast sums of money (alho he never boasts that he spent \$1,000,000) on his production, "Orphans of the Storm." Yet he permitted the Lyric Theater to remain dark in order that he might rearrange the incidental music to fit to perfection the tremendous action of the picture. He lost the biggest day of the year (Sunday, New

prohibited by law. In this manner the producer would be able to put out a more suitable vehicle with less trouble and expense than is the case at the present time.

MYERS' BILL REVIVED

Some months ago the Myers bill, which called for an investigation by congress of the intentions of the motion picture industry permitting politics to control their business, was at that time the talk of the day. The measure had been relegated to oblivion and was almost forgotten by those interested, until January 24, when the judicial committee at Washington appointed a sub-committee of three to look into the measure and to decide whether or not it should be reported favorably to the main committee. Senator Henry L. Myers (Democrat) of Montana is the sponsor

WEEKLY CHAT

The calamity which suddenly fell upon a motion picture theater is quite certain to have a most disastrous effect upon the theater patronage. Years ago, when a Chicago theater was burned, entailing a tremendous loss of human lives and property, the city did not recover itself for a very long time. The theater was shied at by all goers who loved amusements, but the memory of the horror that followed the demolished Iroquois was so indelibly stamped on the minds of the people that no one had the heart or the courage to enter a theater again.

Now this latest catastrophe, which was brought about solely by the elements, will cast a pall over the entire country. The news sheets such as Kinograms, International, Pathe and Fox will be adding to the injury if they show scenes of the disaster upon the screen. It will shock nervous women and children; it will fill the minds of the audience with the horrible death which befell those hundred or more persons at Washington. It will depress and frighten them so that they will not only advise their friends to remain away, but will themselves refrain from entering a motion picture theater, no matter how safe it is supposed to be. It would be wisest not to show these news reels despite the fact that they are supposed to be news of the day, and many will contend that the newspapers carry photographic reproductions of the scenes, but the effect will be more harmful when it is visualized upon the screen in all its gruesome details.

The motion picture industry is at present in a precarious condition and any further slap will bring great havoc in its midst. Do not scare the public away by asking them to look at a reproduction of the horrifying spectacle.

Satirizing the movies is poor policy!

The human mind is receptive to what it sees and the showing of pictures the chief aim of which is to ridicule and burlesque the methods of film making will eventually deprive the screen of the illustrative quality which is its chief appeal as a medium of entertainment. To reveal how a picture is made—to caricature its sentimental qualities, to belittle its heroics—will cause the public to drift away from what they can no longer believe in. When once a child discovers that there is no Santa Claus, then its interest in the Yuletide and fairy tale is forever at an end, and so it is with motion pictures. To deprive the screen of its mystery, and show the method by which various scenes and situations have been pieced together; or how impossible looking feats of daring, of heroism and of courage have been accomplished, revealing the artificiality of the work, dampens the charm of the completed picture. Of late we have had a few attempts at satire, and this is the most difficult form of amusement to put over on the screen. It invariably fails to register, but it does create a false impression in the minds of the spectators, so that when a really meritorious production, embodying fine and noble traits of life is offered, it will not be accepted in the serious manner that the producers intended. Ultimately the public will drift away from the motion picture theater much in the same manner as they did when the exaggerated form of popular priced melodrama of the stage became too absurd to be accepted with any degree of truth.

In our mail one morning last week was the announcement of a new film, "Her Husband's Trade Mark." How delightfully frank! Nothing like asking the public to come in on expectations! Titles, we are told, are the money pullers, not the picture. The people must be a fool lot if only the salacious can open their pocketbooks—but we know this is libel on decent minded men and women. The pictures which have drawn the greatest returns were poorly titled—for instance like "Over the Hill," "Three Musketeers," "Soul of Youth," etc.—which prove that all people are not debased.

Out at Goldendale, Wash., the theater managers won their plea for Sunday openings at the municipal election by a majority of twenty-six votes.

At Trenton, Senator Alexander Simpson has introduced a bill legalizing Sunday picture shows and sports in the State of New Jersey.

Why They Read The Billboard

MARION RUSSELL,
302-B South Main Street, Fort Worth, Tex., January 25, 1922.
care The Billboard,
25-27 Opera Place,
Cincinnati, Ohio:

Dear Miss Russell—Kindly pardon me for taking a few moments of your valuable time concerning a recent picture, "Foolish Wives."

I have been reading "The Billboard Reviewing Service" for some time, and it seems as if I am personally acquainted with you by reading your reviews.

After reading your review of "Foolish Wives" I pray God to give you strength to fight to the very last that this disgraceful picture may never be shown on the silver screen of filmdom.

Oh, why is it, in this wonderful country of ours of a hundred million people, that there are not more women on the Censor Boards like you? Is sexual madness always to be upon the minds of the producers for a drawing card?

To my estimation, if the producers had their way they would transform this country into one like Central Africa, where the natives who infest the banks of the Congo live in the most vile and sexual living by continually devoting their energies to sexual relations.

My heart is with you, Miss Russell, and I know that God must be with you for the brave fight you are making for decency.

Allow me to be,

Very sincerely yours,
(Signed) J. LESLIE COOPERT.

Gloucester, Mass., Jan. 30, 1922.

Editor of The Billboard,
Dear Sir:

I buy The Billboard to get the latest news on Motion Pictures, and I get more than my money's worth.

The article, "Governor Miller Challenged To Prove That Censorship Is Adequate," proves that your Editor, Marion Russell, has the courage of her convictions. If we had more trade papers as fearless and quick to hammer the truth home then the producers would not dare offer disgusting pictures, such, for instance, as "Foolish Wives." I also read the review on that film, and, as a descriptive word picture, it can't be beat.

All the criticisms by Marion Russell possess the ring of truth, sincerity and a broad knowledge of the requirements of the screen.

I have never met your Motion Picture Editor, but I read her pages unflinchingly.

Respectfully yours,
(Signed) W. H. KELLEHER,
6 Porter Street, Gloucester, Mass.

Year's, as well as Monday, when the holiday was celebrated, opening the theater on Tuesday, January 3, at a tremendous personal loss to himself, but his instructions were: "The picture MUST BE RIGHT BEFORE it is shown to the public." That's the way this producer does business.

The letter written by Mrs. Hosmer contends that the final eliminations in "Foolish Wives" were decided upon in a projection room of the commission on January 17 and 18. This was six days AFTER the premiere of the picture!

That the revolting scene spoken of in The Billboard article at the time of the first presentation of the picture has since been eliminated, does not remedy the evil effects resulting from the initial showing.

The old adage, "Why lock the barn door after the horse has been stolen," aptly applies to this situation. The commission is paid to prevent such exhibitions being made on the screen. The above letter practically admits that these eliminations only occurred AFTER the opening at the Central Theater.

As a mere suggestion from the writer, would it not be feasible to censor the scenarios before a story has been made into picture form? The complaint from various producers is that large sums of money are expended on the constructing of cinema dramas and such cutting as censorship demands could be obviated, if the manuscript of the story were passed upon by three reliable persons whose duty would be to blue pencil harmful situations and scenes

of the bill. The sub-committee is composed of Senators Shortridge of California (Republican), Barnst of Kentucky (Republican and Ashurst of Kentucky (Democrat). Since the introduction of this measure Will H. Hays, former chairman of the National Republican Committee, has been made head of the motion picture industry. This may or may not have any bearing on the matter. But it is alleged in the resolution "that motion picture interests have entered politics to become a factor in election of every candidate, from alderman to president, from assemblyman to U. S. senator." Further on the bill continues: "It is reported that the motion picture interests have already engaged a representative to direct a political campaign in New York before the primary election next fall, to secure the repeal of the New York State motion picture law by promising the use of publicity power of the screens and of the State, to elect all who agree to vote for its repeal and to defeat all candidates who refuse to promise so to do."

The hearing of the Myers resolution will be held during the week before a sub-committee of the senate judiciary committee headed by Senator Shortridge. The Rev. William S. Chase of New York will be heard in support of the resolution and there will also be other witnesses present.

BIG STREET NEWS

May McAvoy has arrived in New York and is spending her vacation at the Ansonia.

Nell Shipman is making "The Grub Stake," with scenes supposedly taken in Alaska.

Marguerite De La Motte is in Sonora with the Thomas H. Ince Co., working on another picture.

Alice Calhoun is listening to the call of the megaphone held by David Smith at the Vitagraph studio on the Coast.

Anthony Paul Kelley is writing the script for "The Tailor-Made Man," which Jack Pickford is preparing for the screen.

Reginald Barker is directing "The Storm," in which that brilliant actor, Josef Swickard, and Matt Moore have prominent parts.

Katherine MacDonald will appear in "Conquer the Woman," an original story which was purchased for her use by B. P. Sheldberg.

Betty Compton has gone over to Truckee, Cal., to obtain snow locations which are necessary for her latest picture, "Over the Border."

Much to our surprise, we learn that "Salome" is to be filmed by Nazimova. We admit a bit of curiosity to see this temperamental Russian star in the role of the sinuous Salome.

Dustin Farnum has commenced work at the Fox studio in a new production entitled "When Iron Turns to Gold." He is supported by Marguerite Marsh and Mae Busch.

The Lasky ranch in California supplies the scenes and locations for Gloria Swanson's latest picture, "Beyond the Rocks," where scenes depicting an English fête at a country home, are being filmed.

Bert Lytell is traveling thru the country these days making personal appearances at various picture houses. He is now smiling his way thru at Shea's Hippodrome, Buffalo. His picture, "Lady Fingert," is being shown there during the week.

BUSINESS IMPROVEMENTS

We are pleased to report that quite a jump was noted in the attendance at the New York motion picture theaters. On Monday and Tuesday there was a marked improvement in the attendance at the Rivoli, Strand and Rialto. Perhaps the open winter has something to do with this fact, or it may be that the public has come back to a state of normalcy and is ready for healthy and wholesome amusement. Word from many exhibitors scattered throughout the country indicates a rise in business, and the hope is expressed that this is but the beginning of the spring improvement so eagerly looked for among the motion picture exhibitors.

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HARRY M. CRANDALL

Closes All His M. P. Houses, Pending Investigation—Probe of Great Disaster Begun—M. P. Theaters Under Inspection in New York

The district authorities at Washington are investigating the cause of the horrible tragedy which occurred in the Knickerbocker Theater Saturday, January 28, killing approximately 100 and injuring over 145 men, women and children. The tremendous force of public sentiment has urged five investigations to determine the cause of the collapse of what was considered a perfectly safe theater building. These were started by Congress, by the Department of Justice, by the District Commissioners, by the Federal Grand Jury for the District of Columbia and by the District Coroner, D. J. Ramsey Nevitt.

The Department of Justice has requested the Army and Navy Departments to assign three engineering experts, each to constitute a special board of six, for a technical investigation of the theater's construction work. The report of these experts would be used as a basis for a probe the department is about to conduct.

There are rumors that the collapse of the building was caused by a defect in the steel girders or in some of the material which served as supports for the heavy roof.

And again it is claimed that the capacity for weight is greatly in excess of any requirements in a climate such as Washington boasts of.

Col. Charles Keller doubted whether there was any large pile of snow above the breaking point which had been caused by a drift.

He examined pieces of the concrete roofing and was satisfied that it had been manufactured to meet specifications. He added that to the best of his belief, after his inspection of the building, the structure was constructed "according to rules laid down in the building code." The roof, he said, had been sufficiently anchored to meet all demands upon it.

"There may," Col. Keller said, "have been some defect in the steel, for instance, which ordinary inspection would not reveal. That would account for the collapse. So far as I could determine there was no evidence of deterioration in the concrete or other material. The roof was constructed to stand a strain of twenty-five pounds to the foot, and the snow which had collected, placed no such burden upon it. It would appear more probable that some defect in material which ordinary inspection did not detect gave way, causing the entire structure to collapse."

"Everybody concerned in the operation and management of the theater," said Major Reytan Gordon, U. S. Attorney, "will be subpoenaed before the Federal Grand Jury, including the officers and directors of the Crandall Theater Company (Harry M. Crandall, president; A. E. Beltzel, vice-president, and Harry Buckley, secretary), as well as the architects, builders, building inspectors and house managers, not forgetting the ticket seller, who is primarily responsible."

A searching investigation of the catastrophe by the entire committee on District of Columbia of the United States Senate is under way with the idea of determining the responsibility as well as enacting new laws to prevent such a recurrence. This was proposed by Senator Arthur Capper of Kansas, a member of the District Committee. "We should know the facts," said he, "and, if anyone is to blame, it is the duty of Congress to find out and fix the responsibility."

Hundreds of damage suits against Harry M. Crandall, owner of the movie edifice, and millionaire president of the Crandall syndicate which operates numerous motion picture theaters in Washington, are expected.

With the exception of five motion picture houses, controlled by the corporation which owned the Knickerbocker, all theaters in the city were open last week, advertisements in newspapers assuring the public that they had been carefully inspected and declared safe by officials.

Harry Crandall, manager of the Knickerbocker, in announcing that other theaters in the Crandall chain would remain closed until further notice, said that this was done not because any of the theaters were considered unsafe, but because he and his associates did not desire to accept money for amusement while the city was mourning for those who lost their lives at the Knickerbocker.

The result of the terrible holocaust in the nation's capital has been felt in New York. Building inspectors throughout the five boroughs

are now busy in an effort to uncover structural defects in many old-fashioned and remodeled picture houses.

The president of the Theater Owners' Chamber of Commerce in a statement declared that all precautions were taken in regard to the moving picture houses and other places of assembly in Manhattan. A survey of the entire situation is being made by Charles Brady, superintendent of buildings, acting under instructions of Borough President Julius Miller. William Brandt, president of Theater Owners' Chamber of Commerce, having hundreds of members of theater managers in New York, Brooklyn and its environs, said January 31: "There is no chance for a theater in New York City to collapse under the weight of snow for this reason: Following the collapse of two marquee awnings in front of two theaters during a snow storm over a year ago we called upon the members of our organization to clear away the snow the minute it began to fall. Every possible precaution that can be thought of is being taken to insure New York citizens of theaters that are safe in every respect."

Harry M. Crandall, owner of the ill-fated Knickerbocker Theater in Washington, is prostrate with grief. He is a man of generous instincts and his life has been devoted to supplying healthy, wholesome amusement for the public. He was especially careful of the welfare and comfort of women and children. His houses were constructed strictly on the lines laid down by the building laws. He conformed in every respect to their regulations. The shock of the great disaster has caused him to close the doors of his string of theaters in the capital city for a time at least.

NEW "MOVIE VILLAGE" PLANNED

Long Island Prospective Colony

There have been rumors flying about the Big Street during the past week concerning the negotiations for a large tract of land to be converted into a motion picture colony somewhat on the style of such locations prevailing at Hollywood, Cal.

A committee of motion picture men is now searching for a site of several hundred acres with a prospective spot in view, located on the North Shore of Long Island.

One of the principal reasons for the transfer of producing companies from the land of oranges and sunshine is primarily to eradicate from the public mind some of last year's revelations of "unpleasant" incidents now associated with the industry at Hollywood. Should this plan succeed—and from present indications it seems quite likely that it will—a community church will be one of the first structures erected, where all the movie folks of different religions may be able to attend services.

There is also a very plausible reason given for the withdrawal of big companies from Los Angeles and its confines in the fact that actors, directors and cameramen are so plentiful in New York and their services can be obtained at a more reasonable cost. It is said by a number of men who possess an intimate knowledge of the conditions on the Coast that the California studios may be retained for "outside work" on account of the salubrious climate in that territory. But most of the pictures of a conventional society nature, demanding palatial interiors, etc., can be made more satisfactorily in the new buildings contemplated on Long Island.

On account of the numberless theaters in Times Square, New York, the movie companies would be able to recruit people for lesser parts who could combine their time at the studio during the day and likewise appear in the New York productions at night. From an economical standpoint, considering weather conditions, New York and its environs are far more suitable for the production of screen plays than any other section. Artificial light supplies the necessary sunlight for the indoor studio, as has been demonstrated by the Farnon Players-Lasky Corp. in its Long Island City studio as well as at the Fox Film Co., 55th street and 10th avenue, New York City, which structure was recently erected at a cost of \$2,500,000. Artificial light is now used almost exclusively at this plant. The Seiznick Picture Corp. is erecting a studio near Jackson avenue, Long Island City, and now that the price of materials has come down Mr. Seiznick has decided to increase his original plans and build a much larger studio than he at first intended.

It is also said that D. W. Griffith has forsaken California for the East, and this fact is emphasized by his purchase outright of the old Flagler mansion at Oriental Point, near Mamaroneck, and has added to his holdings by erecting a very large studio on the grounds.

The Vitagraph and International Film companies also have studios in the East.

Under the plans for the "model village" contemplated on Long Island houses will be provided for the technical staffs, and many bungalows for the stars and other members of the companies to live in while working on the grounds.

The Billboard is inclined to believe that there is little truth in these rumors, for the large amount of property involved at Hollywood would mean a greater loss to producers than their treasury could endure. Thus far no section has so thoroughly proven its adaptability for the making of motion pictures as has the Pacific Coast. We are inclined to accept the foregoing as a bit of fabrication without any actual foundation. So many tales concerning the actions of film companies crop up daily that we must reserve opinions until these are properly verified.

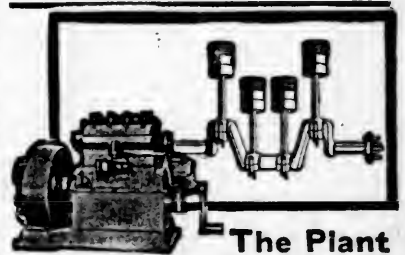
MOTION PICTURE SERMON

It has become more and more apparent that the motion pictures as a drawing power are becoming the rage. Not only in theaters, schools or other public institutions has their fitness to supply entertainment been demonstrated, but they now are filling a most important position in the churches. Word reaches The Billboard from Aurora, Ill., concerning a unique departure made at the First Congregational Church of that city when the Rev. F. G. Beardsley, pastor, substituted motion pictures for the ordinary Sunday night service. A fire-proof booth had been installed in the building and other precautions had been taken to insure the safety of the congregation. In addition the pastor gave object lessons and talks. This was somewhat different from his accepted style of preaching the regular text.

The experiment was made with a view to induce the public to attend the evening services, especially those who are not in the habit of attending any church regularly. Reverend Dr. Beardsley states that many of the pictures which will be shown hereafter will not be distinctively religious. He said he found that such a change in church service is necessary to attract people on Sunday nights. Combining wholesome entertainment with a religious talk, it is hoped, will have a beneficial effect upon the attendance.

The regular motion picture houses in the city, which are open on Sunday evenings, have not been heard from so far regarding the new departure in this church.

Look thru the Letter List in this issue.



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The Billboard Reviewing Service

"ONE GLORIOUS DAY"

Jesse L. Lasky presents "One Glorious Day" with Will Rogers and Lila Lee, by Walter Woods and A. B. Barringer, directed by James Cruze, scenario by Walter Woods, a Paramount picture, shown at Rivoli Theater, New York, week of January 29.

Reviewed by MARION RUSSELL

A peculiar sense of humor is what holds attention in the new Will Rogers picture. It is a sort of a spiritistic gin fizz—(with all due respect to old man Frohbb).

THE CRITICAL X-RAY

Many of those attending the performance at the Rivoli seemed in doubt as to how to accept this picture, while others laughed heartily with a complete understanding of the hopy-skip gymnastic departure of Will Rogers. He has discarded his sombrero, chaps and lariat to don a pair of broad spectacles and the subdued spirit of Professor Ezra Botta, who is a psychical researcher and habitual book-worm. Then strange things happen in the coming of a little spirit named "Ek," who is as full of pep as a Mexican jumping bean. The professor experiments on spiritualism by placing himself in a trance and sends his own spirit out of his body, trying to give a demonstration to the old ladies and gossiping men at the seance meeting. But they fail to recognize him in spirit form, and the little imp, "Ek," seizes the opportunity to enter the body of the sleeping Professor Botta. From then on things happen to the mild and gentle scholar, and he goes on a regular joy riot. He conquers a number of grafters who had put up his timorous self as a mayoralty candidate and also rescues Molly, the girl who loves him, from a savage attack by a drunken villain. The spirit of the professor continues its migrations looking helplessly for his lost body. Awakening from a faint he discovers that the spirit "Ek" has departed, and the professor in spiritual state had made himself famous with the population, who admired his new fighting qualities and had elected him mayor.

Such a peculiar type of entertainment required the most ingenious manipulations to put the picture over without offending anybody. It is a mixture of spiritualism, science and occultism. We might say it is a travesty on the drama of "Peter Grimm." Again, the fantastic situations cause one to feel as tho they were in dreamland to be aroused suddenly by the humorous antics practiced by Will Rogers. The way he leaps over hedges, gates and other obstacles is most amusing. In these scenes he follows the eery movements of the little spirit "Ek," and the audience hugely enjoyed these acrobatic stunts.

The opposite character gave Mr. Rogers an opportunity to draw a broad line of comedy between the placid professor and his newly acquired elfish spirit. Double exposure has been utilized almost continuously to put over these scenes, and John Fox as "Ek" was as agile as an eery sprite flying thru space, evaporating as quickly as a passing cloud.

Great credit is due James Cruze for the handling of this droll piece of work, which required unlimited imagination.

Lila Lee and Allan Hale were the more solid bodies in the story; they remained very much on earth and did not take the flights indulged in by the "spirit understudy" of the professor.

In the opening reel allegorical scenes show the vale of unborn souls, with the boydenish spirit Ek flying from one star to another, down thru grottoes, caves and deep riverbeds, landing upon the planet moon and flying thru space until he reaches the earth. He certainly had one glorious day by playing hooky from the celestial heavens.

As a bit of novelty the audience at the Rivoli accepted the showing with enthusiastic approval, but we can not say that it is entertainment of a sort that the average fan would really appreciate.

SUITABILITY

Wherever Rogers has a following.
ENTERTAINMENT VALUE
Strong in spots.

"NANCY FROM NOWHERE"

Realart Pictures present Bebe Daniels in "Nancy from Nowhere," by Grace Drew and Kathrene Pinkerton, screen version by Douglas Doty, directed by Chester M. Franklin, distributed by Famous Players-Lasky Corp., shown at Rialto Theater, New York, week of January 29.

Reviewed by MARION RUSSELL

This is about as poor a picture as any which ever fell to the lot of vivacious Bebe Daniels.

THE CRITICAL X-RAY

The type of picture associated with the work of Miss Daniels is entirely foreign to what is offered in "Nancy from Nowhere." In the very early period of her career such a simple story might have been accepted in houses of the cheaper grade, but for a New York offering we must admit to our surprise that the very flimsy affair held down the undoubted abilities of Miss Daniels.

A single track affair scarcely sufficient to hold attention in which dramatic values were painfully absent. The audience is asked to follow her various duties as a drudge in the home of the Kellys. The husband and wife apply all the torture and unhappiness which are heaped upon the frail shoulders of the girl, who is beautiful to look at and intellectually superior to the people with whom she is forced to live. Beaten by the shiftless Mrs. Kelly, and coveted by the sensual and vicious husband, her life is well-nigh unbearable. A chance acquaintance with Jack Halliday, a scion of a wealthy family from the city, brings a ray of light to Nancy's lonely heart. When Kelly's advances become intolerable Nancy runs away. Along the dusty roadside she trudges until opportunity, in the shape of a rear seat of an automobile, gives her a lift. It transpires that the occupant of the machine is none other than young Halliday, and he invites her to his magnificent country home of his father. A mutual love has sprung up between the young people and he orders the housekeeper to supply Nancy with clothes from his sister's wardrobe; so for one glorious evening she finds succor from the brutal attacks of the Kellys and basks in the warm sunshine of a cultured home. But a young lady next door with her eyes on Jack interrupted their dinner and spitefully telegraphs to Jack's sister and father to return immediately to the mansion to prevent the boy from becoming the victim of further entanglements. They do return during Jack's absence and craftily persuade the innocent girl that she is only wrecking her lover's happiness, so she departs, willing to make the great sacrifice of returning to the inhospitable roof of the Kellys in order that Jack might not be disgraced by her humble lineage. She reaches the old place in time to find Kelly under the influence of a jug of moonshine and is fiercely attacked by the man while alone in the house. Jack, refusing to heed the admonitions of his father to remain away from the little girl, follows Nancy and arrives in time to save her from the brutal clutches of Kelly and to drive off to a nearby minister. Nothing very objectionable in this, nor is there anything startlingly new or really entertaining. The entire story is obvious and the action constantly circulating about the heroine applied no variety or contrast. We are accustomed to see Bebe Daniels in dressy frocks, surrounded by show girls with abbreviated costumes and all the frapperies that go with a high-class girly-girly show. That she did full justice to the role of Nancy can not be disputed. But it was a very unhappy role, and the public do not enjoy seeing a fragile creature constantly subjected to brutal treatment. The balance of the cast included Myrtle Sted-

man in a small part, Helen Holly, Edward Sutherland, Vera Lewia and James Gordon, who gave a very life-like interpretation of the character of Kelly.

SUITABILITY

This picture is only suitable for second-rate theaters.

ENTERTAINMENT VALUE

Poor.

"THE PRODIGAL JUDGE"

Albert E. Smith presents "The Prodigal Judge," an Edward Jose production, featuring Jean Paige and Maclyn Arbuckle, adapted from the world-famous novel by Vaughan Kester, a Vitagraph Super Feature, shown at Cameo Theater, New York, week of January 29.

Reviewed by MARION RUSSELL

There is a mellow essence of olden days placed in a Southern environment, with stanch characters to bear out the tradition of pride and honor among the haughty families of the Southland. Maclyn Arbuckle gives more than a portrait of the prodigal judge—he vivifies the role with his own rugged personality.

THE CRITICAL X-RAY

A picture which will not arouse any extraordinary degree of enthusiasm until the action surprises us with a thrilling scene on the Mississippi River. This is a clever bit of melodrama, introduced to relieve the sameness of the story, which never rises to unusual heights, but nevertheless keeps the spectators interested in watching to learn the outcome.

Judge Slocum Price has been regarded as a generous-hearted, open-handed Southern gentleman until the discovery of his wife's perfidy forces him into becoming a habitual drunkard. His young son had also been taken by his runaway wife, and the judge sinks from his high estate to become a derelict among the lower classes. While gambling on a Mississippi River boat he wins a considerable sum of money, with which he tries to defray the expenses of a lot of boon companions. The money is counterfeited, and he becomes the first occupant of the new jail that he had previously dedicated in a rousing speech. He encounters a little boy, who is the target of a couple of villainas seeking to get near him and claim an inheritance. The judge averts this, and he and his faithful pal, Solomon Mahaffey (Ernest Torrence), become foster parents to little Hannibal. They are given lodgings in a little cottage thru the kindness of Betty Melroy, the youthful owner of a large mansion nearby. When Betty and the boy are kidnaped by Colonel Fentress, the guardian of the young lady, a timid lover follows, and by acting as pilot of a houseboat succeeds in rescuing the girl and the boy from a tragic death. The old judge, using his knowledge of the law, has the culprits brought to justice and discovers that little Hannibal is his own son, sent back to him by his wife, who had deserted him.

The picture moves very slowly in the beginning, endeavoring to establish the motive for the action. It gives Mr. Arbuckle a chance to display his technique, and he makes the bibulous judge a likable sort of character. That he was constantly imbibing and in many instances whisky was the liquor consumed in large quantities, did not detract attention, as the auditors smacked their lips in sympathy, appreciating the old times when the name of prohibition had not been whispered. Comedy pervades many of the scenes, and a few of the titles are humorous. Mr. Arbuckle is the actual star of the picture and the strength of his portrayal keeps the action moving interestingly. Jean Paige, who is the featured player, has very scant acting chances, but she is demure and pretty, looking very dainty in the old-fashioned hats and gowns which were the fashion of the day.

The river scenes were about the most dramatic and suspense was well sustained during these exciting incidents.

The atmosphere and settings, which included a colonial mansion and many beautiful drive-ways thru the woodland, made a fine background for the story. Such a picture will please a clientele who prefer the sweetly and old-fashioned ideas to the rush and roar of a more modern subject.

SUITABILITY

Residential sections.

ENTERTAINMENT VALUE

Pleasing.

"THE SILENT CALL"

A Lawrence Trimble-Jane Murdin production from The Saturday Evening Post story, "The Cross Pull," by Hal G. Everts, distributed by Associated First National Pictures, Inc., shown at Capitol Theater, New York, week of January 29

Reviewed by MARION RUSSELL

A classic of the forests in which a magnificent wolf-dog named Strongheart plays the star part.

THE CRITICAL X-RAY

We do not wish to see anything more beautiful, more entrancing or more picturesque than the locations which have been filmed for "The Silent Call." We can fairly scent the odor of pine trees and the warm vapor from the ground when spring releases the mountains of snow that have covered the wild country.

The story really is a story of a dog in whose blood runs the instinct of the wolf, always in conflict with the more domesticated traits of a household pet. All the unconquerable violence of the wilder animal bursts forth when he sees those whom he loves in peril, and kills the villain who tried to harm his beloved mistress. The snow-capped Sierra Mountains form a picturesque background to the slender thread of story which revolves about the heroism, the love and the fighting ability of this extraordinary animal. We have never seen anything so cleverly done as are the scenes in which Strongheart figures. He appears more than human, his face and head reflect the highest type of intelligence and he can run like a deer and fight like a wildcat. When the call of the wild draws him away from his master's cabin to mate with a grey she-wolf, thus raising a family of chubby little puppies, he depicts almost lifelike devotion in scurrying for food to protect his own. When a brutal villain dynamites the rock in which the little home nest has been made, killing the only creatures dear to the heart of the dog, his expression of anguish is heart-reaching. Many may say that this is only trained acting, but the dog seems imbued with a wonderful spirit, and gives something more to the camera than merely posing thru direction.

During the action of this cattle-country melodrama in which rustlers are ruining the business of a big ranch the actions of the men and women performers are subordinated to that of Strongheart, for his role is indeed a star part. Some thrilling sequences follow after the return of his beloved master from the city and the reuniting with the girl of his heart. Then the dog starts out to accomplish a long-deferred revenge on the villain who had wantonly blasted his little home nest. He finds him at last, and then there ensues the most sensationally thrilling battle between man and beast that has ever been screened. The fight which is carried on over numberless scenes and different parts of the wooded country, finally terminates in the river, where the wretch has leaped to escape the dog's fangs. But nothing daunted, Strongheart leaps from a high rock into the water. The struggle is resumed, and the dog comes out victor. As he sits in the moonlight giving the wolf call of death we know that the huge bully who had beaten and tortured the noble animal had paid in full for his brutality.

There are too many amazing scenes to enumerate, but we can heartily recommend the picture as an epic of its kind.

John Bowers played Clark Moran, the hero, and Kathryn McGuire, as Betty Houston, was appealing as the heroine.

William Dyer deserves mention for his courage in permitting the dog to maul him in a most frightful manner, for the struggle of man and beast became at times almost too realistic for comfort.

Another pleasing episode occurs when the dog is placed on a table to face court-martial by the ranch hands, who accuse him of destroying the cattle. Here was a scene of tremendous pathos, and the dog seemed to realize the feelings of the men and would approach each with a pleading look in his big eyes while lying his head on the shoulder of each man in a supplicating way. When the verdict is returned

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against him he leaps thru a window and escapes to the spot where the timber wolf roams. To all those who admire a faithful dog—and who does not?—we can heartily recommend this picture.

SUITABILITY

All theaters.

ENTERTAINMENT VALUE

Consistently good.

"BILLY JIM"

R. C. Pictures present Fred Stone in "Billy Jim," an Andrew J. Callaghan production, scenario by Frank Howard Clark, story by Jackson Gregory, directed by Frank Borzage, shown in projection room, New York, February 3.

Reviewed by MARION RUSSELL

A very disconnected story in which Fred Stone manages to infuse some of his vigorous personality.

THE CRITICAL X-RAY

As a picture of the Wyoming cattle country we are treated to the usual number of outdoor views, of reckless riding and an overflow of range bandits. Likewise there is a haughty young Eastern lady, who at first scorns the respectful attentions of Billy Jim, a typical Western cowboy, but after many eventful episodes, in which he figures largely as the hero, she condescends to admit that she loves him very dearly. The opening scenes establish the hero's fondness for little children, which always makes a big appeal with the audience. A number of freckled-faced youngsters seem to enjoy the pranks put up by the ever grinning cowboy. There is nothing novel about the offering, many of its scenes being too spasmodic to register. The sequences do not follow logically and it seems as if a situation is allowed to start and then is squashed before it reaches any definite conclusion. Perhaps this was due to the editing and rearrangements of the film, but, nevertheless, it retards the action and spoils the entertainment value.

There are a few situations which are humorous, sitho far from original, which concern the cowboy-hero and his entrance into a smart hotel, making his conduct convey the impression that he is a millionaire, with a chauffeur, a valet and private secretary, whereas in fact he is quite broke financially. A mining claim and a couple of realistic games of poker supply the incentive for the hero to struggle hard in an effort to overcome the obstacles which a refined villain and lower-grade bandits have placed around the father of the girl, Martha, whom he loves. But like all pictures of this type, he heroizes with happy results.

Fred Stone is undoubtedly a good comedian, but he requires certain material to bring forth his screen talents. This picture deprives him of the many stunts, such as lariat throwing, roping steers and all wild and woolly acting with which his name has been associated in Western pictures. In the present instance he simply walks in and out of focus, with no final conclusion having been reached.

A picturesque part of the country has been filmed, and a swell hotel, situated supposedly on Silver Lake, makes a very beautiful background. The production is a generous one, well dressed in the hotel scenes and with other material in the way of a scenario, Mr. Stone's starring vehicle might have been a very interesting one. But whatever its deficiencies, the general public will like Fred Stone on account of his homely countenance and his ever cheery manner. Millicent Fisher made an attractive Martha, and the balance of the small cast adequate.

SUITABILITY

Residential sections may admire this.

ENTERTAINMENT VALUE

Fair.

"WHITE HANDS"

Scenario by C. Gardner Sullivan, directed by Lambert Hillier, starring Hobart Bosworth, released by Wid Gunning, shown at Broadway Theater, New York, week of January 29.

Reviewed by MARION RUSSELL

This is another one of those vigorous, stirring and at times, brutal stories in which Hobart Bosworth always shines. In fact, it gives him greater opportunity to show his versatility than in any of his previous releases.

THE CRITICAL X-RAY

The star is again a sea captain who portrays brutality which shocks and repels those of a sensitive mind. Then again, when he reaches the desert island his nature is swayed and conquered by a little child whose influence over him leads to the softening and refining of his nature. This picture in a way appeals largely to women who admire reformation in men, especially if brought about by the white

hands of innocence, exemplified in the person of a little child. This is the significance of the title. The sentimental side of the rough and ready sea dog is given full play and has a strong appeal with the audience.

There is a romantic atmosphere conveyed thru the settings and the scenes on the desert are especially well done. Mr. Bosworth has surrounded himself with an admirable cast. Freeman Wood gives an excellent interpretation of young Aiden. Robert McKim also stands out by emphasizing a lifelike portrait of Leon Roche and Eleanor Faire is conspicuous as the heroine.

The story is somewhat trite showing how Helen Martland is trapped on the desert and is left to the mercy of an unprincipled half-breed who is running the only roadhouse in that section. A brutal sea captain in search of a treasure crosses the great Sahara with this girl, daughter of an American Missionary. She is also the only survivor of a little band of people who had been practically annihilated by the plague. Alone and at the mercy of the hury brute she is in great danger. The man plans a cowardly attack upon her during the night but the supplicating appeal of a little child awakens in him his latent manhood and the girl wins his respect and protection. She also is able to reform Ralph Aiden, action of a millionaire family, who has become a victim of drugs and liquor. After many obstacles, the reformation of both men having taken place, the party, including the little child, leave their unhappy surroundings and start out for America.

There are some thrilling fistic encounters that cause one to gasp in astonishment. While there are a few sex-appealing situations, they are not sufficiently offensive to militate against the production as a piece of dramatic entertainment. Robert McKim makes an excellent foil to the stalwart Bosworth in these realistic fights, making villain fight villain. The locations, lighting and camera work are up to the standard and the admirers of this virile star will find much to interest them in his latest picture.

SUITABILITY

All Theaters.

ENTERTAINMENT VALUE

Consistently good.

SHUT OUT BEAUVAIS FILM

"The Lonely Trail," the picture featuring the Indian guide of Stillman divorcee fame, was scheduled to open in Detroit but the Michigan Motion Picture Exhibitors' Association immediately got busy and prevented the public premiere of the picture. The print, which was passed by the censorship board, is reposing in the vault of a Detroit picture exchange.

At a recent meeting of the association members declared themselves opposed to showing the film in their theaters. Out of 612 houses in Michigan 564 exhibitors are members of the association. So it seems highly improbable that this picture will be shown in the State.

CECIL B. DE MILLE RETURNS FROM ABROAD ILL

After spending a two months' vacation abroad, Cecil B. De Mille was carried on a stretcher to a waiting ambulance when the Cunard liner, Acquitania, docked in New York on February 3.

The many friends of the popular director must console themselves with the information that Mr. De Mille is suffering from an illness exceedingly painful, but not necessarily serious. He may be placed on a train going direct to Los Angeles, where his attack of inflammatory rheumatism is expected to yield to the warm sunshine.

"FOOLISH WIVES" BARRED FROM OHIO BY CENSORS

Columbus, O., Feb. 4.—The Ohio Division of Film Censorship, State Department of Public Education, has rejected the picture, "Foolish Wives," labelling it as a "Jeering phantasmagoric revel of licentiousness and sex, and an insult to all things American." Mrs. Evelyn F. Snow, chief of the censorship division, stated today that regardless of any changes that might be made, the film would not be permitted to be shown, even in part, in Ohio.

ATTENTION, TED BURNES

Mr. and Mrs. P. Goulet, of 430 Montcalm street, Montreal, Quebec, Can., have requested The Billboard to locate their son, Ted Burnes. When last heard from he was hiking from New York to Los Angeles in the interest of a motion picture firm. Anybody knowing of his whereabouts, kindly communicate with the father and mother, whose address is given above.

OFFICES FOR HAYS

It is currently reported that the new M. P. organization which is being formed with W. H. Hays as the head, will be located in the Guaranty Trust Building, 522 Fifth avenue, New York.

NEW DISTRICTS

Are Started in Nebraska

In order to facilitate all matters which pertain to the good of the exhibitors' end of the moving picture business the M. P. T. O. A. has established nearby branches in the State of Nebraska. By this method it is believed the theater owners can meet more frequently to transact all business which will greatly aid in solidifying the membership of this State organization. During the early part of January five such meetings were held, some in Southeastern Nebraska, where there are eighty houses connected with the organization. A meeting on January 9 was held at Beatrice, Neb., and the election of George Monroe, of the Gilbert Theater, Beatrice, as chairman, was one of the important events of the meeting. President Prammer, of the State organization, and Business Representative and Secretary Gould attended the various get-together meetings. In the territory of Holdrege A. C. D'Allemand was elected chairman of the exhibitors of Southwestern Nebraska. Mr. D'Allemand owns the Crystal Theater at Arapahoe, Neb.

In Northeastern Nebraska the district controls about 100 theaters, and R. S. Ballantine of the Auditorium, Norfolk, was elected chairman.

At Grand Island, Neb., the exhibitors of Central Nebraska met on January 11 to discuss the methods of building up the M. P. T. O. A. organization. There are about 100 theaters in this section, with more than 50 per cent stated as members of the organization of exhibitors. The election of H. F. Kennedy of the Lyric, Broken Bow, Neb., as chairman took place, and S. A. Hayman of the Lyda, Grand Island, was elected secretary.

In Superior, Neb., a number of exhibitors spent the day discussing the exhibitors' problems.

More meetings of a like nature are expected to take place within the next future.

MANAGER FOILS BANDITS

New York, Feb. 5.—For weeks Leopold D. Weinberg, proprietor of a motion picture theater in Brooklyn, has been expecting some one might make an attempt to hold him up on the street as he walked home with the day's admission money. When three youths surrounded him on his homeward journey yesterday he had his hand in his right overcoat pocket grasping a revolver.

One of the youths stuck a gun against Weinberg's abdomen and said: "Throw up your hands." Instead Weinberg began to fire from his coat pocket. The three became panic-stricken and ran. Weinberg fired five shots. A patrolman was attracted by the shooting and after a chase captured one of the men, who was identified by the motion picture man and who is said to have confessed.

ORDERS MT. VERNON HOUSE CLOSED AS UNSAFE

New York, Feb. 4.—The Lyric Theater, Mt. Vernon, a motion picture house, has been ordered closed by the local authorities because it was considered unsafe. The house is forty years old. The report on the Lyric shows that the galleries are supported by roof trusses which, according to investigators, make it unsafe, and who believe that it is doubtful if it can ever be placed in a safe condition.

Following the Washington disaster of last week all of New York's theaters have been subjected to a rigid inspection and none has been reported as unsafe.

ARBUCKLE JURY DISAGREES

According to dispatches from San Francisco, the second trial of Roscoe Arbuckle, accused of manslaughter causing the death of Virginia Rappe, has terminated in a disagreement. The jurors have been considering the testimony since Wednesday afternoon. Immediately after the verdict was given the jury was discharged. The final ballot showed that they stood ten for conviction and two for acquittal. No announcement has been made as yet regarding a third trial.

HARRY CAREY IN VAUDEVILLE

Harry Carey, the Western film star, who recently severed his contract with the Universal Film Company, expressed a desire to enter vaudeville for a change. His wish was immediately gratified and the B. F. Keith people have contracted with Mr. Carey to play their circuit. His initial performance will occur at the Regent Theater with other houses following in rapid succession.

BERNHARDT FOR AMERICAN MOVIES

According to The London Times, Sarah Bernhardt has accepted an offer from American film interests to perform before the camera in the United States. It is alleged that the divine Sarah will make a series of pictures. The report cannot be verified at this moment.

FILM IMPORTS INCREASE WHILE EXPORTS SHRINK

Final reports on the 1921 exports and imports of film have been made public by the U. S. Department of Commerce. Imports of positive film show an increase of 4,847,550 feet over 1919. Film exports for the year, however, show a decrease of 12,358,915 feet under 1919. Imports of negative were 2,364,013 feet in excess of 1919.

The total value of film, both negative and positive, imported last year was \$1,419,213, as compared to \$499,673 in 1919 and \$933,016 in 1920.

The total value of exported film in 1921 was \$8,513,567. For purposes of comparison it is interesting to note that the value of the total film exports in 1919 was \$8,066,723 and in 1920 was \$7,900,199. The report also gives import and export figures for the last three months of 1921. They are as follows:

IMPORTS FOR THE LAST THREE MONTHS OF 1921

	October, 1921		November, 1921	
	Lt. Ft.	Value	Lt. Ft.	Value
Neg...	548,375	\$80,646	261,891	\$94,145
Pos...	596,665	30,826	529,983	17,489
Total...	1,145,040	\$121,472	791,874	\$111,634
	December, 1921			
	Lt. Ft.	Value		
Neg...	197,209	\$79,008		
Pos...	623,044	47,296		
Total...	820,253	\$126,304		

IMPORTS FOR LAST THREE YEARS, 1919, 1920 AND 1921

	1919		1920	
	Neg...	Pos...	Neg...	Pos...
Neg...	836,089	\$384,611	2,082,416	\$728,899
Pos...	2,084,195	115,062	4,201,047	204,217
Total...	2,920,284	\$499,673	6,283,463	\$933,016

	1921	
	Neg...	Pos...
Neg...	836,089	\$1,037,512
Pos...	6,931,734	381,701
Total...	10,131,874	\$1,419,213

EXPORTS FOR LAST THREE MONTHS OF 1921

	October, 1921		November, 1921	
	Lt. Ft.	Value	Lt. Ft.	Value
Neg...	10,211,050	\$468,408	9,421,585	\$459,727
Pos...	9,660,217	\$479,458		

EXPORTS FOR LAST THREE YEARS, 1919, 1920 AND 1921

	1919		1920	
	Neg...	Pos...	Neg...	Pos...
Neg...	153,237,260	\$8,066,723	175,233,307	\$7,900,199
Pos...	140,878,345	\$6,513,567		

ASCHER BROS. GET WALTER BLAUFUSS FOR ROOSEVELT

Chicago, Feb. 4.—Of interest in Chicago musical circles is the announcement that Ascher Bros. have signed up Walter Blaufuss, composer and musician, as director of music in the Roosevelt Theater.

Mr. Blaufuss' compositions are known through the world. Over three and one-half million copies of "Your Eyes Have Told Me So," one of his numbers, have been sold and his "My Isle of Golden Dreams" is another big winner. It was Mr. Blaufuss who wrote the musical score for the photoplay "Tumoresque," which is believed to have greatly added to the film's success, in 1920. When D. W. Griffith released "Way Down East" he engaged a Blaufuss orchestra to furnish the music. Mr. Blaufuss' compositions are sung by John McCormack, and many other notables.

WOULD REPEAL SUNDAY LAW

Albany, N. Y., Feb. 4.—Assemblyman Hennessey of Schuyler has introduced a bill in the Assembly to repeal the Sunday motion picture law, at the request of the Lord's Day Alliance. The proposed bill would make the owners of the property in which Sunday pictures were shown guilty of a misdemeanor as well as the manager of the theater.

MEMORIAL TO THOSE KILLED IN KNICKERBOCKER DISASTER

Washington, Feb. 4.—It has been proposed that the site of the Knickerbocker Theater shall be transformed into a park in which would be erected a memorial to those who lost their lives when the edifice collapsed, and the matter is now being considered by the House District of Columbia Committee. Congress could acquire the ground by purchase or condemnation proceedings.

NEW THEATER FOR SYRACUSE

Syracuse, N. Y., Feb. 4.—Building operations on the new theater to be constructed on the Taggart site here are to be started April 1, it is stated by Charles Szeszonsky, president of the Nova Operating Company, who, with Frank A. Emppall, bought the site some time ago.

ADDITIONAL CONCERT AND OPERA NEWS

CONCERT AND OPERA NOTES

(Continued from page 95)

They will be heard in Milwaukee, Minneapolis, St. Paul and Duluth, and Percy Grainger will appear as soloist on the tour.

A third New York recital of the season will be given by Bronislaw Huberman, violinist, in Carnegie Hall on February 15. Mr. Huberman will include in his program Respighi's Sonata for piano and violin, which will mark its first performance in America.

A young pianist, Marvin Mangel, who has been meeting with much success on the coast, gave his first recital in San Francisco at the Gamut Club on January 31. He has been engaged as soloist for several orchestral appearances in California.

Tom Howard's DeLuxe Orchestra is offering excellent musical programs in the Crystal Room of the Hotel Descher at Columbus, O. The programs include compositions by Cadman, Zimbalist and many of the old world composers, as well as selections of so-called popular music.

Detroit is to be represented during the National Music Week in Washington, D. C., in May, and a musical unit, including the Cass Technical High School Symphony Orchestra and singers chosen from members of the Detroit Opera Club, will make the trip.

The Musical Club of Norwood, O., recently gave a program in which the composers of the Ohio Valley were featured. Works of Ralph Lyford, Grace G. Gardner, Lino Mattioli, Corinne Moore Lawson, Louise Harrison Snodgrass, Edgar Sillman Kelley, Joseph Clokey and Paul Bliss were given.

CINCINNATI ORCHESTRA

Draws Huge Audiences on Southern Tour

The Cincinnati Symphony Orchestra, under Eugene Ysaie, was greeted with audiences of tremendous numbers in the various cities included in the tour of the South which it has just completed. The tour opened in Nashville, Tenn., January 21, where the orchestra played before an audience of 1,200 and was given an enthusiastic reception. In Atlanta, where it gave two concerts, the orchestra drew an audience of 3,000 at the performance given especially for young people in the afternoon. For the evening performance Ysaie and his men played to over 5,000 people, and, according to The Atlanta Journal, this concert was the best given by the Cincinnati orchestra in its visits during the last five years. Michel Piastro, who was the soloist, was given warm praise also. At Meridian, Miss., where the orchestra played under the auspices of the Matinee Musical Club, it was greeted with two packed houses, and visitors from cities within a radius of 200 miles came to hear the concert. The orchestra from the Queen City has established an enviable reputation in the cities of the South and from year to year has been attracting larger audiences, and the trip this season has resulted in veritable orations in practically every city in which the orchestra has appeared.

STUART ROSS

Engaged as Musical Director for Chamber Opera Company

Word has been received of the engagement of Stuart Ross, of New York, and formerly of Providence, R. I., as pianist and musical director of the Chamber Opera Company, which is to make an extensive tour of this country next season. The company was organized by William Wade Hinchaw, president of the Society of American Singers, and is to present on tour Mozart's "Così fan Tutti" in costume, with appropriate stage settings and a cast consisting of six singers and a pianist. Mr. Ross has made a name for himself as an accompanist and coach and for the past three years has toured with Rosa Ponselle, Stracciari, May Peterson and Cantor Rosenblatt.

HUBERMAN

To Give Third Recital in New York City

Bronislaw Huberman will give his third recital in New York City on the evening of Wednesday, February 15, at Carnegie Hall. His program includes the first American performance of the Sonata for Piano and Violin by Respighi, composer of the "Fountain of Rome," which was played here by the LaScola Orchestra and other organizations. He will also present a seldom heard Suite by Tschalkowsky.

A CORRECTION

Through error statement was made recently that Sudworth Frazier, tenor, had been appearing with the "Erminie" company in the part taken by Francis Wilson. Mr. Frazier had the character of "Eugene" with the company.

EDWARD JOHNSON

Creates Excellent Impression as "Avito" in "L'Amore dei Tre Re"

Due to the change of opera made necessary by the illness of Mr.atore, New Yorkers had their first opportunity this season of hearing Edward Johnson, the American tenor, of the Chicago Opera Company. In place of "Monna Vanna" there was substituted "L'Amore dei Tre Re" on Monday evening, January 30, at the Manhattan Opera House. Edward Johnson appeared as "Avito" and further added to the excellent impression he made when he appeared in that role with the same organization two years ago. The New York press was unanimous in its praise of his interpretation of the role. One critic credited him with having sung the role better than any of the three famous singers who had been heard in this part before.

PITTSFIELD MUSIC CONTEST

Will Close on April 15

Mrs. F. S. Coolidge has announced the Pittsfield Music Prize Competition of 1922 will close on April 15. This change was made in order to enable the judges to meet in New York before the summer and to give more time to the organization that will play the prize work in September. The judges on this year's jury will be Charles Martin Loeffler, Pablo Casals, Hans Letz, Henry Kirchheim and Lawrence Gilman. Mrs. Coolidge has also decided to make the prize competitions biennial hereafter rather than annual. A further change has been made by Mrs. Coolidge in that, in the alternate year, she will offer the amount hitherto given as a prize to be paid instead to some composer as a commission fee, and she has already commissioned Miss Rebecca Clark to write a piece of chamber music for the Pittsfield Music Festival of 1923.

JOSEPH BONNET

Plays To Large Audience at First Recital

Joseph Bonnet, eminent organist of France, after an absence from this country for three years, gave his first recital in New York the afternoon of January 31 in Aeolian Hall. He opened his program with a Sonata by Gollmant, which was very well given. The number, however, which was best suited to the talents of the artist was Bach's G Minor Prelude and Fugue, which was played with much power yet with exquisite shading and brought tremendous applause.

MILWAUKEE

Organizes Civic Orchestra

Milwaukee, It is reported, is to have a symphony orchestra of its own modeled after the Civic Orchestra Association of Chicago. Carl Kopperts of Chicago is to be the conductor and over sixty musicians, both men and women, have already been enrolled. The purpose of the new organization is to present programs of good music at popular prices.

PHILADELPHIA

By FRED ULLRICH, 305 W. Starnor St. Phone, TIGA 3825. Office Hours Until 1 P. M.

Philadelphia, Feb. 4.—"Welcome Stranger," at the Garrick Theater, was finely received and proved a good box office attraction.

"The Bat," after twenty weeks of jammed houses at the Adelphi, will fly away this week. It has proven a mysterious bird to Philly Town.

Signor Giuseppe Creatore, with an orchestra of thirty-five pieces, is making a big hit here this week at the Aldine Theater.

Victor Herbert, playing a return date at the Stanley Theater as guest conductor, repeated his former triumph with his own compositions that fitted the photoplays so admirably. Big business.

"The Greenwich Village Follies" is now in its third week at the Shubert. Ted Lewis was given a night in "Bohemia" Thursday at the Ben and Pencil Club. Ted brought all the girls from his "Jazz Land." It was some night.

Dolly Dimples, charming five-year-old vaudeville performer, was a decided hit at the Keystone Theater last week.

Rhoda Royal's Elephants, playing the Keystone this week, are wonderfully trained and the talk of the town. They are a delight to kiddies as well as grownups.

Dan Odeman and Company, in an excellent comedy playlet, was a riot at the Keystone last week. The impersonations of "Dan" were a scream and the fine singing of P. O'Neil, playing the bellhop, scored.

The carnival show boys are coming out and looking around. Met Harry Shayres and Billy Wunder of the Tip Top Shows on Market street and they were bubbling over with plans. Then we had a chat with Andy Ruppel, of the Rup-

pel Greater Shows, at the Kaufman Hotel. Sam Meckanic of the Keystone Shows looked hale and hearty as we saw him in the office of the Karr & Auerbach supply house.

Harry Warrell, stage manager of the Keystone Theater is always looking after the comfort of the artists playing there. He makes everything cozy and home-like around the dressing rooms and his stage is a model of cleanliness and good order. We hear lots of nice things about Harry being one of the few real stage managers. His brother, Francis, assistant treasurer at the Bijou Theater, also is popular and well liked.

Last week was one of the worst this winter. The intense cold spell was followed by a two-day blizzard. This week milder weather has dog the town out of its wall of slush and things are again beginning to look reasonable. Business in all theaters was affected by the terrible weather.

Don't forget the big Spring Number of The Billboard, dated March 15. Remember, 100,000 copies!

BOSTON

EDWARD A. COADY Box 1253

Chester I. Campbell, so well known here for his ability in staging big indoor events, comes to the front again April 15 to 29 when he will put on the second annual exhibition at Boston of the Home Beautiful Exposition at Mechanics' Building. Mr. Campbell has conducted many large and successful exhibitions here in the past, including the Automobile Show, Textile Exposition, Shoe and Leather Exposition and others of importance.

The monthly meeting of the Franca Jetté Repertory Theater Club was held last Wednesday afternoon at the Copley Theater. The speaker was Mrs. George M. Baker, president of the Massachusetts State Federation of Women's Clubs. The dramatic portion of the exercises was a performance of Bernard Shaw's one-act comedy, "Press Cuttings," by members of the Henry Jetté Players.

Contrary to previous announcements "The Man Who Came Back" will not be seen at the Boston Opera House next week. The Shuberts have changed their plans so the house will remain dark for a while longer.

McIntyre and Heath in "Red Pepper," and drawing very well, had to move last week from the Wilbur Theater to the Shubert to make way for "L.H. on."

William Gillette has taken two weeks at the Hollis Street Theater to try out here the first play he has written for himself in many years and which he calls "The Dream Maker."

Boston Lodge No. 2, Theatrical Mutual Association, will meet next Sunday at its hall, 3 Boylston Place. New officers have been elected and installed and the entire membership is now out to make the new year a happier one.

Albert Poole, props at the Somerville Theater, had the time of his life when he hunted all over Somerville for a couple of heds to be used at that house last week. He found plenty, but not small enough to fit into the setting.

Fred Stone, Brown Brothers, Duncan Sisters and the London Palace Girls have put the "Tip Top" Show over here in fine style despite the poor theatrical business being experienced by the local managers. The attraction got its share of what business there was during its ten weeks at Boston.

The full strength of the Boston Stock Company at the St. James was used last week when "Adam and Eva" was put on. This stock company has been going very well since opening at the St. James several months ago and has built up an excellent patronage.

All the I. A. men here are looking forward to the ending of the bookings of "Orphans of the Storm," which has four more weeks to go at the Tremont. The house is then to go back to its regular policy of legitimate attractions. Judging from the attendance just now at the Tremont the current film could run for several months to come.

Low's new State Theater, located on Massachusetts avenue, at Norway street, is about ready for its opening. The house is located in what is regarded as the principal cross-town thoroughfare in the new business section of Boston. This magnificent theater has a seating capacity of 3,000 and was built from plans by T. W. Lamb.

A friend of ours who has been up in Manchester, N. H., for the past few weeks reports that they have there a new stock company called the New Park Players, which, altho located in an out-of-the-way place, is making an excellent name for itself. He says he was surprised at the wonderful support the city is openly giving these players, the house, seating around 1,500, being actually packed every night. The New Park Players are at the Park Theater under the direction of Stanley James, with the following cast: Edwin Bailey, Walter S. Weeks, John B. Little, Bella Cairns, Marion White, Venise Farrell, Jessie Brink, Willard Robertson, Margaret Allen and Eugene Shakespeare.

Helen Mac Keller is making a big hit here in "Back Pay" at the Selwyn.

At the announcement here that J. J. Rosenthal resigned as manager of "The O'Brien Girl" company, all the dramatic editors of the local newspapers spoke very highly of Mr. Rosenthal. They said it was their efficiency as a publisher exact that "The O'Brien Girl" show received the wonderful reception that it was given when the attraction ran for several months at the Tremont Theater here. They all

wished him success in any future undertaking and stated he is one man that can put any show over as far as the press stuff goes. Jake certainly has a friend in every dramatic editor here at Boston.

The excellent business being drawn to the big feature film, "Ten Nights in a Barroom," at the Globe Theater, has caused some of the local exhibitors to dig up and "revive" the earlier two-reel version of the same name and run it on the strength of the advertising being put out by the feature 12-reel version.

The Oliver Ditson Company has just published a new song which will be ready for distribution in about two weeks.

SAN FRANCISCO

By STUART B. DUNBAR, 605 Pantares Theater Building.

With no less than four big carnival organizations in winter quarters in and about San Francisco, local showfolk are expecting to witness such a rush for dates and audiances as has never before been seen in this part of the country when they are ready to go on the road.

Two of the shows, Levitt, Brown & Higgins and Foley & Burk, are of course California shows and their start from here is only in the natural course of events, their dates for the coming season, it is understood, being pretty well arranged in advance. But added to these are the Kaplan Shows, now wintering in Vallejo and the Frisco Shows, in winter quarters at Stockton.

So the scramble, it is thought, will soon be on and those who are given to prognostication are unanimously of the opinion that all the scrambling will be in an easterly direction.

Emily Pinter, well known during several seasons as a member of the Alcazar Stock Company and who for some time has been away from that capable dramatic organization, will once more be seen upon the Alcazar boards, according to announcement made by Belasco & Mayer, with whom she has just signed a new contract.

Miss Pinter's reappearance is scheduled to take place Sunday afternoon, February 5, in the comedy, "Scrambled Wives." Miss Pinter has been engaged as second woman and to play character parts. She is a talented actress and is possessed of beauty, personality and vivaciousness.

Thomas J. Hughes, well-known basket and carnival novelty dealer, who for a long while made his headquarters in San Francisco, is a visitor here, having arrived January 28 by way of Los Angeles. Mr. Hughes called at The Billboard office following his arrival. He is enthusiastic over the California weather after nearly a year in the Middle West, and declared that it is with regret that he contemplates the speedy termination of his visit. In speaking of the prospects for the coming season Mr. Hughes said that business looks particularly good to him and it is his expectation that there will be plenty of money made during 1922. He is here arranging important business details in connection with his coming season's campaign and will depart immediately upon its completion.

Frank Cassidy, general agent of Howe's Great London Circus, was a Billboard caller during the week just past, following a trip thru the East with M. E. Golden, one of the proprietors of the show, to arrange details in connection with the opening of the newly-formed circus organization. Mr. Cassidy stated that things are progressing very nicely at the winter quarters in Palo Alto. He left here last Friday evening on a short business trip to Los Angeles, and it is his expectation to return here during the latter part of the week of January 30.

Will A. Jacks, who served last year as general agent with Robinson's Trained Animal Circus, writes from Los Angeles that the show is now wintering in Bellflower, Cal., and is being considerably enlarged by its proprietor, Bert Robinson. The past season Mr. Jacks states, was very successful for the motorized show, and its owner is expecting a still better season in 1922. Mr. Jacks says that he is doubtful as to whether or not he will continue with the show, as he has had several offers to go back into dramatic work.

Harry Freeman, "Loa Primil," is doing nicely in and about San Francisco with his mind-reading act, which has had plenty of booking over the Bert Levy and other local time since he closed the carnival season with Levitt, Brown & Higgins. Mr. Freeman is a frequent Billboard visitor.

W. A. Smith, "Albert and Rozella," well known and popular vaudeville performer, has just recovered from a serious attack of la grippe, which, for a time, threatened to develop into pneumonia, and is once more on deck, expecting before long to be back in the harness.

L. A. C. Parrish, member of the Honolulu Elks' Carnival committee, who has been in this city for some weeks attending to business in connection with some of his lodge's doings during the coming season, has been seriously ill during the past week, having suffered from ptomaine poisoning. Mr. Parrish is recovering slowly, but according to his doctors it will be several days before he is up and about again.

O. A. Gilson has been engaged as bandmaster with the newly organized Howe's Great London Circus. He has been a frequent Billboard visitor and declares that he is going to have one of the finest circus bands on the road.

M. H. Golden, who with Milton Runkle recently purchased the Palmer Brothers' Great London Circus title, is in San Francisco again after an extended trip thru the East and is busily engaged in getting together the various ends of business connected with preparing his new property for the road.

Vera McGinnis, clever Wild West rider, who won many of the frontier day events at various shows during the past season, was booked to leave here for Honolulu February 1. Miss McGinnis is under contract to ride with I. O. Burroughs' Wild West Show, which was taken.

(Continued on page 101)

CARNIVAL AND CIRCUS NEWS

MIGHTY DORIS-FERARI SHOWS
Fast Preparation Being Made for Opening in April

The Mighty Doris-Ferari Shows Combined are making great strides for their opening in April. The midway will be greatly enlarged for season 1922 and the feature attractions will be practically all new, with the exception of the Trained Wild Animal Arena.

Manager Brunen has decided he will from year to year present a new array of European and American novelty attractions, and with this object in view has a lineup quite different from any he has carried in previous years. All talkers, ticket sellers, etc., will have to appear in neat dress, and cleanliness will be the slogan of each manager. The oldtime hallways will be eliminated and more refined substituted. There will be five absolutely new show fronts and two more hand organs added to the equipment. The artistic work of William P. Smith has resulted in every front being a jewel of art, with an abundance of gold and silver leaf, "high-lighted" with bright and tasty colors. The midway will be decorated from one end to the other with pennants of different colors, and Manager Brunen has purchased several thousand pennants in large sizes.

Mr. Webb and Mr. Rawlins, who have contracted for "cafe" and all lunches, were visitors at winter quarters and have shipped all their paraphernalia to Williamstown. The Lowther Bros., of Philadelphia, have again contracted for fruit and dolls, making their fourth season under the banner of Honest John Brunen, with the exception of last season, when all merchandise was sold to one party. Mrs. Harry C. Mohr has disposed of all her interests in Bluefield, W. Va., and will enter the concession line. James A. Thomas, of Lexington, Miss., has contracted for the big minstrel, consisting of twenty-five people, including a fifteen-piece band. T. R. Howard, last season trainmaster on the Broadway Shows and the latter part of season on the Brown & Dyer Shows, came in from Detroit to contract for himself and three teams to help move the organization.—HARZEL BRUNEN (Show Representative).

LANDS BLUE GRASS FAIR
Moonlight Shows Get One of Kentucky's Important Fall Events

Among showfolk visitors to Cincinnati last week was D. W. Stansell, owner and manager of the Moonlight Shows, from his home and headquarters in Lexington, Ky.

While at The Billboard offices Mr. Stansell made several announcements regarding his organization for the coming season, among which was the naming of several Kentucky fairs he had already contracted to furnish the midway attractions. The most important of these dates is the Blue Grass Fair at Lexington in September. Other events of this kind which Mr. Stansell stated his shows will play are Lawrenceburg, Lewisburg and Harrodsburg. Many showmen consider the Blue Grass Fair as next in prominence to the Kentucky State Fair, held at Louisville.

The Moonlight Shows are to open their season in Louisville about April 1, and Mr. Stansell advises that it will be a ten-car organization with fifteen paid attractions, including three riding devices. Rox Joy is to be in full charge of all concessions. Henry Hammer and Jack Dehnert have booked their cook house. Mr. Stansell further stated that his general agent, Jimmie Moore, is at present scouting thru Pennsylvania.

JAKE POSEY
Joins Al G. Barnes Circus

Jake Posey, well-known boss hostler, whose last engagement in the circus business was with the Hagenbeck-Wallace Circus four years ago, dropped in at the home office of The Billboard last Saturday and imparted the information that he has been engaged to handle the ring stock with the Al G. Barnes' Trained Animal Circus, Jake, who had been employed by the Cincinnati Traction Company during the past four years, left the Queen City (his home town) February 5 for the headquarters of the Barnes show on the West Coast.

Knife Sales Boards

to get the money, must be the BEST. That is the kind we make. Boards lined with REAL PHOTO Knives. Boards lined with double SILVER bolsters. Instead of ONE extra large knife, ours have FOUR EXTRA large knives. Our style of board cannot be made for less or we would make it. Prices include an 800-hole Board. Sample, \$7.00; 6 Lots, \$6.75 Each; 10 Lots, \$6.50 Each; 20 Lots, \$6.40 Each. 25% off order, balance C. O. D., subject to your approval. If they don't suit, shoot them back. Circulars? Sure.

Morris Cutlery Co.
III. E. Morris, III.

LEVITT-BROWN-HUGGINS SHOWS
All Is Hustle at San Francisco Winter Quarters

San Francisco, Feb. 2.—These are busy days at the winter quarters of the Levitt, Brown & Huggins Shows, preparatory to the opening of the 1922 season, scheduled to take place shortly. Painters, carpenters and blacksmiths have been recruited to put the show in shape and when it hits the road it will be in better shape than at any time since its organization.

Since his return here from the East Victor D. Levitt has not been idle a moment, nor have his partners—Sam Brown and W. C. (Spike) Huggins. The net result is the acquisition by the shows of some important property. Included in this are three new 69-foot flat cars, built to order for the shows by the Southern Pacific Company in its Sacramento shops. These were delivered here on January 29 and with two more 60-foot flats, purchased from the Frisco Shows, add considerably to the train equipment. Other new equipment for the shows includes a set of Venetian swings, three new wagons, a "sea-plane" swing and a collapsible motordrome, the only one of its kind in existence.

When the show goes on the road it will have three mechanical shows, including an elaborate submarine show which has been specially constructed at the winter quarters here under the personal supervision of Mr. Levitt and Frank Lawrence, general superintendent. This latter attraction embodies a number of brand new ideas, is exceedingly attractive in appearance and has occasioned much favorable comment among showfolks who have been privileged to inspect its workings. Mr. Levitt left here last Saturday night to attend the fair secretaries' meeting at Spokane, Wash.

HEAVY SENTENCE
For Holdups of Sells-Floto Circus

Vancouver, Wash., Feb. 3.—Hert Orcutt and Roy Moore, convicted in Superior Court here of robbing the Sells-Floto Circus here on September 16, last year, received sentences January 31 to serve from seven to fifteen years in the penitentiary. A stay of execution for two weeks was granted by the court, pending an appeal to the Supreme Court.

COL. OWENS RECEIVES GIFT

Chicago, Feb. 2.—John W. Gates, considered America's oldest billposter, has sent Col. F. J. Owens an unique stelekin in the form of a mounted panther's claw. Mr. Gates having shot the big cat himself while on one of his hunting trips in the Wasatch mountains in Western Wyoming. The pla bears the design of the Showmen's League of America. Mr. Gates and Col. Owens are old friends, having tramped together many years ago.

T. A. WOLFE'S SUPERIOR SHOWS
Management Enthused Over Amount of Work Accomplished

Rochester, N. Y., Feb. 2.—T. A. Wolfe, general manager of T. A. Wolfe's Superior Shows, has been spending a great deal of time at winter quarters, at Batavia, of late and his reports are glowing with enthusiasm over the progress of the work there. Additional space is being prepared for extra help and living quarters are being made ready for twenty-five more workmen who will start to work shortly. The new "dodge" is now complete and has already been assembled and set up for a trial run. The last finishing touches are now being added and the big ride, complete and in its entirety, will be ready for delivery at winter quarters before March 1. At the offices here typewriters are clicking and all is bustle, many prominent showmen having been among the visitors of the past few weeks.

General Manager Wolfe is preparing to leave for an extended trip during which he will visit many of the larger cities of the country. A number of novelty shows have been arranged for, and many real novelties will be added to the midway for the 1922 season. Several of these will be built and produced right at winter quarters, and a full list of these new features will be made public at a later date. Little information can be obtained as to the route of the shows, but it is said that the itinerary will carry this organization over many miles of railroad and thru many different States, with a big list of real fairs for the fall season.—SYDNEY WIRE (Press Representative).

CIRCUS LICENSE
Reduced in Washington, Ga.—Other Show Licenses Affected

Washington, Ga., Feb. 5.—At a recent meeting of the Mayor and Council it was decided to reduce the circus license for this city. Washington has not had a big circus in two years on account of the high license.

The amusement tax for this year follows: Big circuses, two or more rings, one day, two performances, including side shows and street parade, \$100; smaller circuses, such as wagon shows, \$25; dog and pony shows, \$50; carnivals for the week (the larger ones), \$250; opera house or theater, \$15 for a year; one-night stand tent show \$10 to \$15 a week, or at the discretion of the Mayor; merry-go-round for week, \$25; tent show for week, according to size, \$35 to \$50; bowling alley, \$15 for a year; skating rink, \$10 for a year; billiard parlors, \$25 for each table for year; street vendors, \$5 or at discretion of the Mayor; shooting gallery, \$10 a year or at discretion of the Mayor.

NO RANDOM RAMBLES

In the last issue appeared an announcement stating that Random Rambles would appear this week. Unfortunately William Judkins Hewitt, who handles this department, was taken ill with a severe cold last week, preventing him from furnishing the material.

\$47.25 PROFIT in Four Hours



Doughnut Making Business has wonderful possibilities. Doughnuts have taken the country by storm. enormous demand, \$25 to \$75 a day. Capacity, 800 dozen a day. Doughnuts sell fast at 30c to 40c dozen. 100% profit. No experience needed. Flour ready prepared—add water—put dough in hopper—turn crank—out drop sweet, savory golden doughnuts.

Money-Making Possibilities Unlimited. Put this Automatic Doughnut Machine in display window. Attract crowds. Enticing odor whets appetite. You take in money fast. Jos. P. Donaghy, Pa., says: "Made \$47.25 profit in four hours." Others report earnings equal or better. Big money wholesaling.

Be First Man in Your Town To Start. Get in on the ground floor—act quickly before others start. These machines pay big anywhere—no town too small. Get full details of this new, profitable business—costs nothing to investigate. Sign and send coupon today.

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Send details of Automatic Doughnut Machine and business.

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ATTENTION Sheet Writers and White Stone Workers



BUY FROM THE ORIGINATORS OF THE 7-IN-1 BILLBOOK

We are now giving heavier and better stock of leather than ever before. Price, \$2.00 per Gross—Black. Single sample, 35c.

BRACKMAN-WEILER CO.,
White Stone Specialists,
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HERE IS WHAT YOU WANT!!!



Our hand painted parolament Automatic REVOLVING Lamp Shades in ORIENTAL artistic designs are the newest vogue in advertising novelty goods.

They fit any upright lamp stand and are the best seller of the season, because they are most attractive in show windows.

Replaces continuously and will not get out of order. Don't miss this wonderful chance!!!

Agents wanted in all towns. Send \$2.00 for a sample and price list.

TANY BRUSH CO.
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SPECIAL!



12x6 Waltham and Elgin Watches, stem wind and lever set, 5-year case, open face. Special, at \$5.00. Send for free catalog.

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Fifteen years' Circus and Carnival experience. Capable of handling any proposition. Address

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1301 George Street, Logansport, Ind.

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Veal Bros.' Shows

"AMERICA'S BEST"

LAST CALL LAST CALL LAST CALL

SHOW OPENS FEBRUARY 18, TWO SATURDAYS, ON STREETS, AUSPICES BUSINESS WOMEN'S CLUB, VALDOSTA, GA. GREENVILLE, S. C., WEEK FEBRUARY 27. RALEIGH, N. C., WEEK MARCH 6.

Wanted Wanted Wanted

SECRETARY—One that is capable of handling a 25-car show. Must be sober and reliable and furnish bond. Also PUBLICITY MAN and one more good PROMOTER. Must be able to promote something besides banners.

WANTED—Two in One. Must be capable of getting money. Will furnish wagon for same.

ATHLETIC SHOW—Can place Wrestling, Boxers. Parties that have worked for me before write or wire. AL KETCHUM, Valdosta, Georgia.

SPRINGTIME SHOW—Can place eight Girls for Chorus. Write JOE CALLIS, Valdosta, Ga.

MINSTREL SHOW—Can place Musicians, also Stage Manager, one that can produce real Minstrel Show; also Performers. Wanted to hear from Elio Moore, Earl Gainer, K. L. Neal. Best of ear accommodations for all Musicians and Performers. Write W. C. GIBBONS, Valdosta, Ga.

WILD WEST—Can place good Shooting Act, Ropers, Bronk Riders, or any act suitable for Wild West Show. Write JIM ESKEN, Valdosta, Ga.

SIDE SHOW—Can place Sword Swallower or Sword Walker, Glass Blowers. Must have your own outfit; or any act that can entertain and hold the people. Write FRANK ZORDO, Valdosta, Ga.

MOTORDROME—Can place two Lady Riders, also good Talker for drome. Write THURSTON APPLE, Valdosta, Ga.

WANTED—Man and Wife to take charge of Submarine Show, on wagon and easy to handle. Have another Platform Show on wagon. Will furnish to any attraction that can get money.

CONCESSIONS—Wheels, \$50.00; Grind Concessions, \$30.00. Can place any Wheel except DOLL LAMPS OR BICYCLES.

MUSICIANS—Write R. HENRY SISCOE, Valdosta, Ga.

WORKINGMEN—Can place twenty Men or Riders, also Train Men Polers, Chalkers. Also 2, 4, 6 and 8-horse Drivers. Write W. C. GIBBONS, Valdosta, Ga.

JNO. VEAL, Manager.

U. S. Government Warning

Penalties for Using the Mail To Defraud See Sec. 1707, Revised by Congress in 1913

If the above Sec. 1707 is not lived up to by me, just turn same over to Uncle Sam and he will do the rest. I have positively the best composition fabric Belt ever put on the market. Fabric made in every one. They come in cordovan and black, sizes 34 to 44. I want to hear from every man (state whether married or single) who has bought, sold or is wearing a rubber belt. We will not take people's money and humbug them out of it, but if the Belts we handle and advertise are not the premier belts of them all, just pay postage and return same and money will be refunded cheerfully. We want agents everywhere, district managers, crew organizers. Write or wire, sending 25c for sample. Remember, your money back if the belt does not suit you. I can furnish one belt or a carload. Prices in quantities. Will ship subject to investigation.

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18 perfect working alleys at a big sacrifice. Act quick. Inquire
 FAIR & CARNIVAL SUPPLY CO., 126 5th Avenue, NEW YORK CITY. Phones: Chelsea 3365-1594.

LINE O' TWO OF NEWS

Wheeling, W. Va., Feb. 2.—Frank Wirth, representing the Wirth-Blumenfeld Fair Booking Association, Inc., New York, left here Thursday of last week for his home city, with contracts to furnish free acts for the West Virginia State Fair.

New York, Feb. 2.—John G. Kent, managing director, and D. C. Ross, director of attractions, Canadian National Exhibition, Toronto, have been in the city at the Claridge Hotel. This is their first visit of the season, as is their annual custom, to look over the amusement features with the view of future bookings at that international amusement institution. Messrs. Ross and Kent called at The Billboard office and stated the annual meeting of the officials and associates will take place in Toronto February 22.

Toronto, Ont., Can., Feb. 2.—C. A. Wortham is planning to erect a permanent "Dodgem" ride and possibly other permanent amusement devices on the grounds of the Canadian National Exhibition, this city.

New York, Feb. 4.—Edward O. White, prominent in amusements and former secretary of the New York Club of the Showmen's League, will be first lieutenant, assisting Harry Raver in the promotion of the Masonic Exposition, which will be held in Madison Square Garden week of May 8.

New York, Feb. 4.—If negotiations now pending culminate successfully one of the most novel of English riding devices will be brought to this country for fairs and parks in time for the opening of the season.

Coney Island, N. Y., Feb. 1.—I. J. Polack, J. M. Kinsel and Walter K. Sibley visited here one day last week in Mr. Polack's car. They gave the "Island" the "once over," but refused to discuss their mission with anyone. The supposition is among the knowing ones here that they plan to place some attractions on Surf avenue. After a visit to the W. F. Mangels factory they returned to New York.

Newark, N. J., Feb. 3.—Charles R. Stratton, owner and manager Lohrman-Robinson Shows, has returned from a tour of Eastern Canada. He stopped at North Tonawanda, N. Y., and placed his order for a 1922 model Allan Herschell carousel. He informed a Billboard representative that he has only to add one more riding device to make his organization complete for the coming tour.

Garfield, N. J., Feb. 3.—The World's Standard Shows, Inc., with offices in New York, will open winter quarters here soon, and will start assembling the organization immediately thereafter. All the rides will be new. Orders were recently placed with the Spillman Engineering Company, North Tonawanda, N. Y., for a carousel. The Eli Bridge Company, Jacksonville, Ill., was given the contract for a Big Eli wheel and a contract was given for a "seaplane" ride, and a W. F. Mangels "whip" will be added if present negotiations culminate favorably.

New York, Feb. 3.—Lee Schafer, owner and manager Lee Brothers' Shows, was a business visitor in the city last week.

Monson, Mass., Feb. 3.—The property of the C. B. Allen Shows, recently purchased by Joseph H. Hughes, Samuel Kitz and William Hamilton for the World's Standard Shows, will be shipped to their winter quarters in



The accompanying picture is that of little Cloise A. Crane, age 6 years, as he appeared with C. H. Jepperson's Concert Band on the World at Home Show the past season. Under the able tutelage of genial "Con." Cloise showed ability to direct the band and gained much applause at the concert that always attracted a large crowd. Cloise is the son of Mr. and Mrs. Earle Crane, who owned concessions on that show the past two seasons. Just now "Buster" with his parents are enjoying the fruit and climate of Florida.

FAIR SECRETARIES: ORGANIZATIONS:

If you have not booked your Midway Attractions for the season of 1922,

If you have not booked your Carnival for the coming season,
 WE HAVE TO OFFER OUR BIG TWELVE PAID ATTRACTIONS of four riding devices, eight shows and 75 concessions, consisting of:

1. MONSTER SOCIETY CIRCUS SHOW.
2. Big Twenty-in-One Show, Freaks from all parts of the Globe.
3. Virginia Plantation Show.
4. Diving Girl Show. (Girls direct from New York Hippodrome.)
5. BERT GRANT'S FAMOUS MUSICAL COMEDY SHOW.
6. Underground Chinatown Show.
7. Wild West Show.
8. Wrestling and Boxing Show.
9. THREE-ABREAST MERRY-GO-ROUND.
10. ELI No. 5 FERRIS WHEEL.
11. Aeroplane Swing.
12. Tickler Ride, latest creation.
13. OUR OWN FIFTEEN-PIECE BAND, AND SEVENTY-FIVE CONCESSIONS.

Write for terms and particulars, or wire and we will have one of our representatives call on you.

WE BELIEVE IN "THE GOLDEN RULE."
 WE CARRY OUR OWN SHOW TRAINS.

EASTERN STATES AMUSEMENT CO., Inc. CIRCUS AND CARNIVAL

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Garfield, N. J. The sale was effected at an auction by the sheriff, January 21, and consists of tents, banners and other show property in abundance.

New York, Feb. 3.—Benjamin Williams came back early last week from Pittsburg, at which place he bought a carousel and "seaplane" for his shows. While in the Smoky City he and I. J. Polack had several conferences, the nature of which Mr. Williams refused to divulge.

PITTSBURG

810 Lyceum Bldg. Phana, Smithfield 1907.
 LUCILE DAWSON-REX

The two new photoplay houses now in the course of construction by Rowland & Clark will be opened within the next five weeks. The State, on Fifth Avenue, opened February 1, with "Molly O." The Manor, in the elite Squirrel Hill district, opens early in March, but just what will be the attraction has not yet been decided upon.

Newcomers to the Pittsburg district are Murray, Pastor and Lee, trio of singers and comedians. They will be connected with a revue booked to play the family time tabloid houses in the Pittsburg territory.

Sam E. Spencer, manager of Spencer's Exposition of Rides, is now getting his outfit together at winter quarters in Brookville, Pa. This caravan owns all its own rides.

E. G. Wilson will be ahead of the Homer E. Moore Shows this season and Jay Mengel will have the side show.

Several of the Western Pennsylvania towns are endeavoring to stage early race meetings at the Grand Circuit tracks. Dawson is anxious to have a harness race meet in June; Johnstown will have a meeting on the Fourth of July and possibly several other dates during that month; Apollo will have a meeting the first week in August, and every week sees some excellent harness racing at Schenley Oval, Pittsburg. These races are all run on the half-mile tracks of the fair grounds, with the exception of Schenley Oval, and it is claimed by the racing stewards do much to stimulate interest in the district and country fairs, which all hold half-mile harness racing during fair weeks. After the regular fair season New Kensington, Pa., will have continuous racing for several days, same as last season.

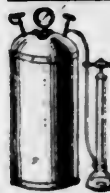
Cervone's Band has moved into larger quarters. Formerly its offices were in 302 Savoy Building. Now it has a much larger suite at 310 in the same building. Henry Thomas, the circus and free act booking agent, will again share office space with the Cervone boys.

WANTED

COWBOYS, COWGIRLS, LADY TRICK RIDERS,
 LADIES TO RIDE BUCKING HORSES

John and Jesse Roberts, Lulu Parr and Florence Hughes: Write

Address all mail to Colorado Cotton, care Sells-Floto Circus, 237 Symes Bldg., Denver, Colorado



COOK HOUSE MEN

ATTENTION:

Gasoline Stoves, Urn Burners, Jumbo Burners, Tanks, Pumps, Hollow Wire, Gasoline Lanterns, Mantles, Torches, etc.

GRIDDLES, ALL SIZES AND PRICES. Our Griddles are made of heavy boiler iron. Corners welded. Leak-proof. If you need any of these goods at once don't stop to write, but WIRE your order together with deposit of 1/2 cash. We have these goods in stock and can make immediate shipments. Write for complete price list.

Urn Burners, like cut, 4-inch...\$4.25
 5-inch...5.00
 Also Jumbo Burner (for gravity)...\$4.75
 3-Way Tank...30
 Hollow Wire... Per foot... .05

WAXHAM LIGHT COMPANY, Dept. 15, 330 W. 42d St., New York City.

North Indiana Fair Circuit Opens at Decatur, Ind.

THE FIRST WEEK IN AUGUST, NORTH MANCHESTER, THE SECOND WEEK IN AUGUST, GOSHEN THE THIRD WEEK, SOUTH BEND THE FOURTH, AND LAPORTE THE FIFTH.

WANT first-class Independent Shows, Swings, Merry-Go-Round, Ferris Wheel and Whip. Animal Show and Old Plantation Show. All kinds of first-class Concessions, Day and night fair. WANT high-class independent Free Acts. North Manchester, August 7 to 11, 1922.

JOHN ISENBERGER, Secretary, North Manchester, Indiana.

MENTION US, PLEASE—THE BILLBOARD.

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

Coming Soon

THE SPRING NUMBER

OF

The Billboard

A LITERARY SURPRISE

Articles by writers of repute and popularity. Cover printed in four striking colors. Profuse illustrations. Lists of all the shows of vast interest. And a fund of other matter of vast interest.

THE EDITION 100,000 COPIES

You know what past Spring Special Numbers of The Billboard have been—

Don't Miss This One!

Some of the Writers of Special Articles Are:

C. A. WORTHAM

One of the greatest and shrewdest showmen the carnival world has ever known. His rise to fame and fortune has been nothing short of marvelous. Today he owns more show equipment than any other individual owner in the country and, in addition, he owns six big riding devices at Fair Park, Dallas, Tex.

JOHN G. KENT

General manager of the Canadian National Exhibition at Toronto for a number of years, and who last December was elected president of the International Association of Fairs and Expositions. To manage the largest fair in the country is a task that requires real executive ability, and Mr. Kent possesses that plus.

A. S. McSWIGAN

President and general manager of Kenwood Park, Pittsburgh, and president of the National Association of Amusement Parks. His many years' connection with Kenwood, and his re-election last December as head of the park men's association for the third consecutive year, attest to his executive ability and popularity.

PROF. A. M. DRUMMOND

Director of the Little Country Theater at the New York State Fair, Syracuse, N. Y., and general director of extension work of this kind for the New York State College of Agriculture.

ED. F. CARRUTHERS

General manager and treasurer of the United Fairs and Exhibitions Association of Chicago, one of the foremost booking agencies handling free acts in the country. Mr. Carruthers is also president of the Showmen's League of America, and a man of executive ability, integrity and popularity.

FRED HIGH

Editor of the *Lycium and Chautauqua* Department of The Billboard, special investigator on Community and Industrial Problems and an authority on amusements as they affect business.

HARRY E. TUDOR

World-experienced entrepreneur of outdoor entertainment in general and feature attractions in particular, both in the air and on the earth. Mr. Tudor has in more recent years achieved remarkable success in exploiting and disposing of European and other foreign rights of American park and resort amusement devices, and will tell an interesting story of his experience in virtually all parts of the world in outdoor amusement organization and management. His practical knowledge of the diversified tastes of other lands promises interesting reading for American inventors and builders of amusement devices, and who, like modern Nevins, "seek other fields to conquer."

STUART B. DUNBAR

Manager of the San Francisco office of The Billboard, and one of the most widely known and experienced newspaper men on the Coast.

HARRY E. BONNELL

A promoter of "contests" and other "special events" who takes front rank with the best in that line. Originally a newspaper reporter and press agent, Mr. Bonnell has devoted the last half score of years to a deep and practical study of the outdoor show business from the promotion angle. In his particular department this writer is considered an authority whose expert opinion is to be reckoned with.

J. DOUG. MORGAN

One of the most popular and progressive showmen in the tent repertoire field. When Mr. Morgan ventured in this line of work it was on a very small scale. Today he is the owner and manager of three big shows of the better class all bearing his name. In the Middle West and Southern States, in particular, his name is a household word.

KENNETH CLARK

Secretary Community Service at headquarters in New York City. Mr. Clark is an authority on community shows, and we take great pleasure in announcing that he has already written and submitted an interesting entertaining and instructive article for our Spring Special Edition. For forty years this famous showman, one of the renowned Ringling Brothers, has been devoting his efforts to the circus. In the management and conduct of which he has no superior. Everybody knows him, so why say more?

CHARLES RINGLING

It is seldom, very seldom, that Mr. Ringling contributes articles to daily newspapers or weekly trade publications, and we take great pleasure in announcing that he has already written and submitted an interesting entertaining and instructive article for our Spring Special Edition. For forty years this famous showman, one of the renowned Ringling Brothers, has been devoting his efforts to the circus. In the management and conduct of which he has no superior. Everybody knows him, so why say more?

START IN THE MONOGRAM GAME

FULL TIME, SIDE LINE OR SPARE TIME, AND MAKE

FROM 800 to 1,000% PROFIT

You Pay Nothing to Learn and Start to Earn Big Money as Soon as You Receive Your Outfit.

YOU CAN DO BETTER WORK THAN THE SKILLED ARTIST with our Decalcomania Transfer Initial Letters. Write today for free samples and particulars, or save time and order one of our Gold Transfer Lettering Outfits.

DESIGNS

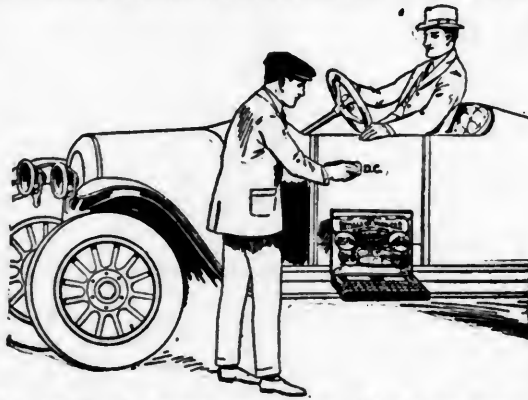


Old English. Gold Script. Gold Roman. 20 other sizes and colors.

Additional letters can be bought at any time, \$2.00 per 100; \$10.00 per thousand.

A trial outfit, consisting of 350 letters, 2 large bottles of cement, fancy gold borders that can be used with the letters, a good supply of circulars, illustrated display board showing letters after they are transferred, necessary tools for transferring the letters. All come packed in a neat, handy box that you can carry in your pocket. When ordering this outfit state:

"SMALL \$5.00 OUTFIT" YOUR PROFIT, \$77.00



OUR IRONCLAD GUARANTEE



Don't forget that if our complete outfit as received by you is not exactly as represented your money will be refunded IN FULL. We will also exchange any of our products at any time for others of equal value. Thus you are sure to have no dead stock on hand. If you find you have an oversupply of certain letters, we will exchange them for others more in demand. You also receive extra letters with each order for samples or demonstrating. If you can handle any fair-sized territory, state preference in your first letter. Be fair to us and do not ask for a large territory unless financially able to handle other agents.

NOTE—No goods sent C. O. D. unless accompanied by a deposit of \$2.00 or more. Includes 10 cents to cover C. O. D. We pay all other charges. Remit by Post Office or Express Money Order, Certified Check, Special Delivery, or Registered Letter. Goods sent prepaid when payment accompanies order.

Anyone can transfer our letters. You can travel wherever you like, we will ship you goods. LARGER PROFIT This outfit contains 1,000 assorted letters in a handsome leatherette carrying case, 8 sets of gold borders to match letters, 1 large bottle cement, 10 small bottles cement, 10 small camel's hair brushes, display board and extra circulars, large bottle special varnish cement, camel's hair brush, etc. Price, \$10.00 each. These outfits are made up special, with nine sizes, styles and colors. Your profit, charging 25 cents per letter and making a specialty of lettering cars, would be \$250.00 with this outfit. Guaranteed to be as represented or money refunded. Will change your letters free at any time for styles you find in greater demand. Send for an outfit today—we send your order by parcel post, all charges prepaid.

READ THE GUARANTEE

Remember, no license or experience is required for this work, and to prove your profits you can figure for yourself that our letters cost you in quantity less than 10 each and you receive 25c to 50c a letter for every one that you supply.

When you receive your order, if it is not made up with just the styles you desire, mail back any letters you have and we will send you any other in their place. Our most successful agents are those who start with the large outfit, as they receive all styles, sizes and colors, and this enables them to letter cars and sell over the amount of their supplies to others who want to get into the monogramming game.

TRANSFER MONOGRAM CO., Inc., Dept. 6, 191 Market St., NEWARK, N. J.

ST. LOUIS

ALLEN H. CENTER 2024 Railway Ex. Phone Olive 1733.

Ray Phillips, of the Ray Show Property Exchange, is outfitting a new carnival in St. Louis which will be entirely motorized, carry two small rides, several shows and a number of concessions. The show will carry 600 feet of side wall and have a 10c general admission, which will be in accord with a new guarantee plan upon which they intend to operate. Hughes and Ray are the promoters.

Dixie Doll, the St. Louis favorite, who is making personal appearances in this city and vicinity, was a caller last Tuesday. Fred Walker, who is looking after the interests of this child marvel, has a "star" of whom he can well be proud, and, from the smile on his face, he surely is. Dixie will remain here until spring, when she will tour under Walker's management.

"Peg o' My Heart" was produced by members of the Shell and Anchor Society, a dramatic organization of ex-service men, at the Pershing Theater last week. Newspaper reports were particularly glowing and gave much credit to Mignon Rosenthal, a member of the Municipal Theater cast.

A. A. Thompson has organized a five-act vaudeville show, which starts on a tour of Illinois, Kentucky, Tennessee, Arkansas and Missouri next week. The show will make two-night stands. Fred Mitchell is handling the advance and is well known to all the theater managers in the above mentioned territory. The acts are: Cliff Johnston, ventriloquist; Happy Houlton, comedy; Young Sisters, singing and dancing; Bennie Woolsey, blackface comedian, and "Sawing Thru a Woman," Hinson.

Walter Clark, who has the rides with the Heth Shows, was a caller last week.

Jack Oullen, of the Beverly Tent & Awning Company, was in St. Louis for a few days last week on his way to Kansas City. He entertained a number of Billboard callers one noon with his stories of the road and had nothing but words of praise for the T. A. Wolfe Superior Shows.

Our good friend Frank Layman, "St. Louis' own carnival king," succeeded in stopping his high-powered car at St. Louis after a break-neck run of 20 hours and 30 minutes from Pittsburg. He came so fast the wind blew the numbers off his front license and scattered them thru Ohio. He intended to go right on to Leavenworth, Kan., and get the rest of his "four abreast," but decided to stop long enough to let his shadow catch up. His show opens here in April.

Reports have been received that there is much activity at the Ed A. Evans camp across the river. The show is being rebuilt and renewed, and Mr. Evans is adding three new shows, a Whip and a Parker Ferris wheel. The show will open in April near St. Louis.

R. F. Kata has been appointed special agent for Sois Brothers Circus for the season of 1922. Mr. Kata has been spending the winter in St. Louis and making his headquarters at the St. Francis Hotel. He reports that big things are going at Metropoli, where the show is wintering, and says that he expects to leave St. Louis the latter part of the month.

1922 Wanted Season — 1922

Shows and Concessions

All Shows and Concessions that wrote me, please write again. Have still quite a lot of Show Property for sale. Make your wants known.

ED A. EVANS SHOWS, Gen'l Delivery, East St. Louis, Ill.

WESTERN OFFICE: 177 North Clark Street, CHICAGO, ILL. EASTERN OFFICE: 523 Bristle Building, PHILADELPHIA, PA.

DODSON & CHERRY SHOWS

C. G. DODSON, Manager. W. S. CHERRY, Agent. TO MR. SHOWMAN AND CONCESSIONAIRE—We can offer you a choice line of Fairs, for which we hold contracts. Our Carnival time will be the best. All Concessions open. CAN USE one more meritorious Show. This is a 25-car show, with stateroom accommodations for all. Concessions and Showmen address W. S. CHERRY, 354 Spring St., Macon, Georgia.

COOPER RIALTO SHOWS

Want Shows, Rides and Concessions—Open Cleveland, Ohio, April 15, 1922

Will furnish outfit complete for good Shows. Want Ten-in-One people. Will sell X on all Wheels. Cook House sold. Address JOHN L. COOPER, Gen. Mgr., 108 South Walnut Street, Youngstown, Ohio.

WANTED—Minstrel Troupe or Performers

Per cent or salary. All concessions open. Good opening for Pit Show. Mammie, write. Also Harvey Show. Open at Eudora, Ark., week thirteenth. WASHBURN WEAVER SHOW

CLIFF WILSON AND CARY JONES

OFFER ONE OF THEIR HUMAN ROULETTE WHEELS FOR SALE

Also have one in Norfolk, Va., for sale. Reasons for selling, all our time taken up with our other shows, including two Roulette wheels booked with C. A. Wortham enterprises. This low open up big money getting ride can be seen in operation now at the following Big Time dates: Tampa Fair, Feb. 2-11; Orlando Fair, Feb. 12-18; Pensacola Mardi Gras, Feb. 20 to 28.

WANTED TO BUY

Scenic Mechanical Shooting Gallery, 30 to 50 feet wide; Monkey Race Track (Game); 1,000 Upholstered Opera Chairs. Each item must be in first-class condition. Write full particulars to MAURICE M. WOLFSON, Chester Park, Cincinnati, Ohio.

WANTED!—WANTED! MATHIS & THOMPSON SHOWS

Merry-Go-Round, Athletic Show, Ten-in-One, good Grind Show. Will furnish outfits for the above. Cook House, Juice, Palmistry. All Concessions open. Concessionaires, go with men that can't walk off the lot and leave you. We own the Ferris Wheel and four Shows. Address all mail to MATHIS & THOMPSON, 3762 Ludlow Ave., Cincinnati, Ohio.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

WANT

Wheels, Grind Stores, Hoopla, Ball Games, Snake Show, Athletic Show. Will furnish outfits to reliable showmen.

WANTED

Man to Work Lions, Special Agent, Billposter, Attractions for Ten-in-One, Electrician, Talkers.

Venice Pier Ocean Park Pier Santa Monica Pier LOS ANGELES WILL I. FARLEY, Venice Long Beach Pier Redondo Beach Seal Beach

Judge Karnes was the first of the winter pair to depart. He left January 29 for San Antonio...

Charles F. Haley, formerly of the F. W. Babcock Shows, is assumed daily mixing with the contingent at the Sherman Hotel...

John McCormick, Western representative of Associated First National Pictures, Inc., upon his return from San Francisco stated that the independent studios and stars releasing their photoplays thru the First National were never busier than they are at the present time...

F. J. Matthews, general agent of the Queen City Shows, is making every moment count and has contracted four Coast towns for his troupe which will make an early start...

Mr. and Mrs. Jack Kenyon arrived in Los Angeles last week for a month's stay before going back to Texas to join the Brundage Shows...

Frank M. Willard, publicity manager of "Cosmosart," the studio beautiful of America, as it is called, paid The Billboard office a visit last week...

Sam Brown, of the Leavitt-Higgins-Brown Shows, was a visitor last week, and had a talk with all the showmen around Los Angeles...

Ed S. Gilpin, well known in the Middle-West territory as agent, also got to the Coast this winter. He is working ahead of a dramatic troupe and says that he likes the country.

Wm. J. Reiter, a member of the Goldwyn staff, and also prominent in B. P. O. Elks too, left last week for a trip in the mountains.

Spike Hennessey says that California has made him dry, and that he has resolved not to take another drink—only if the "dry" breaks out again then it doesn't count...

Harry Burke, Richard Bambrick of the Sheesley Shows, Sly Morgan of John Moore Bazaar Co., and Tommy Cannon are a few of the promoters who are lost to the carnivals and shows since coming out here...

A huge aquarium to contain hundreds of varieties of fish from the Pacific is to be built at Venice. Michael Klemmer, regarded as one of the best authorities on fish and their habits, is the sponsor.

George Hines has disposed of all his interests on the Venice Pier and will devote his time to commercial business in Los Angeles.

The 20th Century Attractions

Opening April 15. Playing New York, Pennsylvania and Ohio, with a good line of Southern Fairs for fall. BOOKING SHOWS, RIDES and CONCESSIONS. Address K. F. KETCHUM, Manager, Gloversville, N. Y.

"BANKRUPT SALE"

"Showmen Take Notice!" Having purchased the Bankrupt Stock of The Primo Light & Mfg. Co., of 3849 Olive St., St. Louis, Mo.

OFFER FOR SALE

28 No. 29 TWO-MANTLE ARC LAMPS 27 No. 11 ONE-MANTLE ARC LAMPS

And Many Other Lamps and Machines. Write for Quotations.

Address all communications to the

WINDHORST SUPPLY COMPANY, 106 N. 15th St., ST. LOUIS, MO.



100 Dozen Pocket Knives Daily

The Demand is Still Growing A BEAUTIFUL POCKET KNIFE and your Sample Outfit Given FREE

LIVE WIRE SALESMEN Get in touch with OUR NEW SALES PLAN

You Don't Need To Buy 50 Sets To Get your SAMPLES THEY ARE FREE.

Use South Bend World Famed KNIVES and RAZORS

THE and MOST BEST also ATTRACTIVE ON THE MARKET TODAY

Assortments from \$4.00 to \$10.50

Our Special Set No. 17, complete {14 Knives} \$5.00

800-Hole Board for Assortment, \$1.00 extra

Every Knife and Razor guaranteed. All Art Photos made by our own special process. Write today for our Special New Sales Plan. Just out. All shipments made promptly.

SOUTH BEND CUTLERY CO. SOUTH BEND, IND., Dept. No. 21



The pier is the greatest loser, as George had not only been a prominent factor in the amusements thereon, but all his enterprises were of the best and always added beauty to the general appearance of the Cement Walk.

Col. Wm. Ramsden, untiring in his efforts in the assistance of the needy, has succeeded, thru soliciting contributions, in purchasing a cork leg of the best design for his friend John Ruhl. This will enable Ruhl to assist himself in a short while.

Charles Andress again headed the program of the Santa Monica Elks with his feats in magic. If Charley stays awhile longer in Los Angeles he will be put on one of the vaudeville circuits.

Los Angeles is to have two new theaters, costing about \$1,300,000, according to announcements. One will be constructed at a cost \$1,000,000 by Oliver Morosco, near Seventh and Hope streets, as soon as negotiations between Mr. Morosco and the J. W. Hellman estate of San Francisco have been completed. Another new theater, to be known as the "Musik Box," will be erected on Hill Street between Seventh and Eighth. It will cost \$250,000 and will be financed by Mose Cohn, Joe Howard and another Los Angeles man whose name has not been made public.

F. W. Babcock, of the Babcock Shows, and manager of the Sherman Hotel in Los Angeles, is a constant associate with the outdoor showmen of the city. He is ready at all times to assist them and to listen to anything that is new in the show business.

H. W. McGeary sprung a new attraction on his visitors last Sunday when he showed Jolly Lilly, a wonderful little fat girl and a gossamer entertainer. McGeary was also getting good crowds to see his big snake.

Work is progressing very fast on the New Dome Theater at Ocean Park Pier. It is expected it will be completed by February 29. It will have a seating capacity of 2,400, and will play the Junior (trapeze) Time in conjunction with Los Angeles, our old friend Paul Hovse is the man installing all the electrical work and is placing a marquee 22x12 feet on the front entrance, which will support a huge electric sign that can be distinctly read for a mile away.

MIGHTY DORIS EXPO. SHOWS

Preparatory Work Progressing at Kansas City (Kan.) Winter Quarters

More than a score of skilled workmen are now busily engaged at the spacious winter quarters of the Mighty Doris Exposition Shows, at Kansas City, Kan., getting the big caravan ready for the spring opening, which will take place about the middle of April. Also at the quarters at Peoria, Ill., where the Velare Bros' show property is housed, there is great activity getting their quota of the show ready. These are busy days for Manager John P. Lazia, under whose watchful eyes the renovating, re-

building and redecorating is taking place, together with exploiting some novel ideas to be presented the coming season.

Four cars, just out of Pullman service, have arrived at winter quarters, and work has already begun transforming them into modern up-to-date stateroom cars. A new electric lighting system is being installed thruout. In the paint shop, which is in the able hands of Superintendent Vincent Book, six new hand-carved wagon fronts are receiving their finishing touches, and from the amount of gold and silver leaf that is being lavished on them it would appear that they were going to be used at some world's exposition, instead of a traveling carnival organization. Wagon builders and blacksmiths are busy, and so far have succeeded in finishing nine wagons, these being built new from the ground up, and will rank among the finest in the show business. An extensive line of special pictorial paper and printed advertising is rapidly nearing completion. The agents for the big show have gone forth and already some very promising spots and celebrations have been contracted.—GEORGE H. PHILPOTT (Show Representative).

KANSAS CITY

IRENE SHELLEY, 417 Dwight Bldg., s.w. cor. 10th and Baltimore Aves. Phones: Bell, 3403 Main; Home, 3403 Harrison.

One of the most important events of the long line of festivities always enjoyed by the members of the Ladies' Auxiliary of the Heart of America Showman's Club is the Annual Box Social, which takes place Tuesday evening, February 14, St. Valentine's Day. This will be held as usual in the ballroom of the Coates House, and the ladies are always busy the day of the affair preparing tempting and surprising lunches for the boxes which are auctioned off to the men folk, all bringing good prices and a nice revenue to the treasury of the auxiliary. Also, the hall will be tastefully decorated in hearts and other symbols of the eventful day and a good orchestra engaged for dancing will be the other feature of the evening. All showmen and their ladies are especially urged to attend.

Eddie Williams, that popular Kansas City member of the Heart of America Showman's Club, was elected or appointed assistant secretary of the club, or to be known officially as the "club manager," and every one is much pleased with the selection.

J. J. (Jim) Russell, after spending a week as the guest of the Heart of America Showman's Club, departed for the Windy City January 31. He is a jolly good fellow and K. C. regrets his leaving.

J. H. Johnson, of Topeka, Kan., and his charming wife were here for a day on their way to Chicago to attend the Automobile Show. Mr. Johnson is now engaged in the automobile business in Topeka.

Mr. and Mrs. Albert McGee, after spending the winter in this city, left January 29 for Paola, Kan., to help Bert Mayo with his

riding stock. Both will be with the Patterson Wild Animal Circus.

J. C. McCaffery, of the Con T. Kennedy Shows, has gone to Chicago on a "little trip."

E. W. Elwick, general manager for the Ister Greater Shows, is residing in K. C. and is at present engaged in the mercantile business. On a little visit to the K. C. office the other day he said he is undecided about "going out" in the spring.

Harry F. (Ab-Ita) Gilliam is at present in St. Joseph's Hospital as the result of being stabbed for some unknown reason at one of the local hotels January 30. His injuries are not thought serious.

A card from Bert Chipman, from Hollywood, Cal., says that he is enjoying life there and soon will take the road as advertising car manager of Howe's Great London Shows.

C. H. Cline, stage manager of the "Mecca" company, was a caller at the office the day before the close of the engagement at the Shubert Theater here.

Ruth Burba, musical director with Stuart's "Minstrels Review," came in to see us and says she is more than pleased with her engagement.

Mr. and Mrs. Ira Herring arrived last week from Fort Worth, Tex., and are at the Gladstone Hotel.

Walter Barnett, of Barnett and Adams, are in the city. Mr. and Mrs. Barnett suffered total loss of their wardrobe in the fire on the Marie Young Show.

Lake Reynolds and his "Cute Little Devils" opened in Topeka, Kan., January 30, for a two weeks' stand with an option of ten weeks.

John R. (Doc) Haldeman writes us from Barstow, Cal., that the weather is fine out there and he is enjoying life.

Walker Stevens finished with "The Four Horsemen" at Great Bend, Kan., January 21, and is now making a visit home, Smith Center, Kan. He spent a day in this city en route.

ROYAL EXPOSITION SHOWS

Anderson, S. C., Feb. 1.—Everything was up and ready with the Royal Exposition Shows here on Monday last week and business was very good. Four big cotton mills are running both day and night shifts, and the shows are remaining the second week, thus getting two Saturday paydays. Credit must be given Agent Wm. R. Harris, who has "opened" several so-called closed spots, and he is now working on two counties, Abbeville and Greenville, toward the same end.

While it is not the intention of the management to enlarge this caravan until the first week in March, every indication points to it being one of the best ten-car shows when it makes its spring opening on the streets in Durham, N. C.

For the winter season the lineup consists of four shows, one ride and eight-piece band and twenty-eight concessions. Mr. Newman and Duke Pittman, late of the Metropolitan Shows, recently joined with seven concessions and Mr. Bell joined with his twenty-foot doll wheel stand.—"HAPPY" HAWKINS (Show Representative).

SEEN AND HEARD

(Continued from page 32)

pany. There is no explanation forthcoming for the closing of Tom Sullivan's show, but it is predicted that they will probably go over to the Burlesque Booking Company's Circuit, provided that company can secure more houses. Due to the foregoing changes, the shows will go from the Olympic Theater, New York, to Saranton, Pa., thence to Hoboken, N. J., until other arrangements can be made.

"Baby Vamp" DOLL LAMP. Positively the most attractive and fastest moving Novelty Lamp for Fund-raisers, Concessions, Sales Booths, etc., etc. DIRECT FROM FACTORY TO YOU. Write for description and prices. Manufactured exclusively by NOVELTY DOLL LAMP COMPANY, 3043 Nicolet Ave., MINNEAPOLIS, MINN.

SALES BOARD OPERATORS. We quote special best-prices on Sales Boards and all kinds of goods suitable for Sales Board deals. Let us quote you on your next order. Catalog free. RÖHDE-SPENCER CO. Wholesale Only, Entire Building, 215 W. MADISON STREET, CHICAGO, ILL.

AMERICAN SWISS WATCHES. Also rebuilt Elgin and Waltham Watches. Free catalog. CUTAWAY, 9 Edridge St., New York.

NOW READY OUR NEW CHOCOLATE CHERRY PACKAGE

Chocolate covered big, luscious cherries with juicy centers. The kind that melt in your mouth they are so good. Each piece wrapped.

6 OZ. CHERRIES, in 1/2-lb. Box, \$3.00 Doz. 12 OZ. CHERRIES, in 1-lb. Box, \$5.00 Doz.

One-fourth cash with order, balance C. O. D.

OTTO H. BRUNS, Candy Mfr., 18 N. 2nd Street, St. Louis, Mo.

Dying Chicken

Assorted Flashy Colors. All Perfect Workers.

\$11.00 Per Gross 25c Per Sample.

25% deposit on all orders, balance C. O. D. PITT NOVELTY CO., 407 Fourth Ave., Pittsburg, Pa.



"HOWDY, PAP" BIG INDOOR CARNIVAL AND BAZAAR "HOWDY, PAP"

Given by LEXINGTON, KENTUCKY, BLUE GRASS LODGE, LOYAL ORDER OF MOOSE

IN THE MAMMOTH MARKET HOUSE, Located in the Heart of the City MARCH 6—12 Big Nights—MARCH 18 A Real Town—Plenty of Money—Tobacco Belt—Maiden Town for Bazaars
FREE ATTRACTIONS DAILY. MERCHANTS ARE BOOSTING THE EVENT AND IT WILL BE ADVERTISED LIKE A CIRCUS. LEXINGTON HAS A DRAWING POWER OF OVER 75,000 PEOPLE, AND THE TOBACCO MONEY IS NOW BEING CIRCULATED

WANTED Stock Wheels of all kinds, \$50 per week; \$25 deposit. Grand Stores, Lunch and Soft Drinks, Poultry, Huckle-Buck, in fact, all legitimate Concessions. Write or wire what you want. Good Contest Man write. This will undoubtedly be a RED ONE.

W. B. CHASTEEN, Chairman of Committee
 Address all communications to C. W. CRACRAFT, Promoter and General Manager, P. O. Box 266, Lexington, Ky. If in town call at 311 West Main Street. Telephone, 4125. Telegraph Code, "MOOSE."

S. H. WILLIAMSON, Secretary Moose Lodge

BILLBOARD CALLERS

(NEW YORK OFFICE)
 Mr. and Mrs. Homer W. Sibley. In from Buffalo to attend the automobile shows. Mr. Sibley was formerly a well-known showman and lecturer. Is now representing a motor company of Buffalo and had an exhibit at the Grand Central Palace Auto Show.
 C. P. Farrington, circus agent.
 J. J. Polack. Left for a conference with his general agent.
 Jules Larvett. Says he is taking a show to Porto Rico in March.
 Mr. and Mrs. Harry Brown, of the Con T. Kennedy Shows. Back from a visit to Washington, D. C. Stopping at home in Newark, N. J. Mrs. Brown is to have her eyes treated while here.
 Harry Greenberg, concessioner. Left for Europe.
 Ted Steinsberg. Back from Havana, Cuba, where he exhibited his war show. Is now negotiating to open it in a store on Broadway.
 James M. Hathaway, of the executive staff of the Rubin & Cherry Shows. Will leave within a few weeks for the show's headquarters in Savannah, Ga.
 Joseph Ricardo, animal trainer.
 Al Bush. "guess-your-weight" scales concessioner. In from Huntington, W. Va. Will spend the balance of the winter in New York.
 C. Barthel, Peter Brody, Harry E. Skelton, Charles O'Neil, talker, lecturer and show manager. May return to the outdoor show game this season.
 Charles D. Hall. In the mining business in California. Just visiting East.
 Cy Compton and Hank Durnell. Closed with "The Wild Cat" at the Park Theater, New York. Are now playing vaudeville.
 George P. Eelman, manager "Night in Mystery Land" company.
 James B. Orr. Past season with Sells-Floto. Will manage the scenic railway at Star Light Park, New York. He and Frank Schafer are also promoting a new riding device.
 Fred P. Russell, the famous minstrel comedian. Just closed a long tour on the Loew Circuit with the Five Pioneers, novelty minstrel act.
 Felix Blot and Al Dernberger, of the Brown & Dyer Shows.
 Thomas S. Moore, general agent Ruempel Greater Shows. In from Philadelphia on business. He stated work at the winter quarters in Morrisown, N. J., will begin February 15.
 George F. Keating, evolution cartoonist. Appeared as a special feature at the Knickerbocker Theater Sunday night, January 22. Was chosen among many at the eleventh hour.
 P. L. Fenwick, of the Roll-o-Pool Company, Stamford, Conn. Is now dealer in concession supplies and promoting bazaars.
 Leon Levy, of the Overseas Novelty Company, New York. Is putting out a novelty for concessioners and has great prospects for it.
 James Madison, vaudeville writer. Back from San Francisco.
 Louis Tattler, riding device operator.
 Harry Knowles, side-show talker and lecturer.
 Jess Bloch, advertising department New York Evening Mail.
 Lolita Austin, prima donna "Hathing Healties," while playing Hoboken, N. J.
 Ed G. Holland, circus agent.
 Fred Phillips, amusement promoter.
 George L. Bohyns, owner and manager George L. Bohyns Shows. In from his winter quarters at Fort Richmond, N. Y., for a day on business.
 Mrs. Otto Randall, of the Randalls, sharp shooter, of vaudeville fame. Mrs. Randall leaves soon for Lake Worth, Fla., where Mr. Randall is putting in an orange grove. They plan a number of vaudeville dates in Florida and the South for the remainder of the winter months.

WALTER VINCENT

(Continued from page 5)

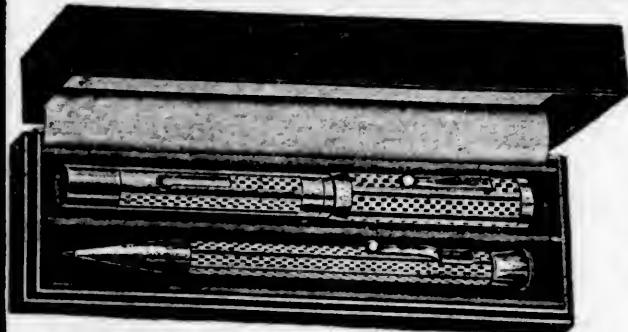
as the managers did, and that both sides coming together for the purpose of collective bargaining was a good thing. He said that the only objection some managers had to Equity was its affiliation with the American Federation of Labor.
 Dr. Royal S. Copeland, Commissioner of Health for the city of New York, also was at the guests' table. In a speech he said that he had not closed the theaters in the last "flu" epidemic because the sanitary condition of the theaters was much superior to that of the homes of three-fourths of the people in the city. He stated that no matter what might happen in the current influenza epidemic he would not close the theaters.

FAIR AT TAMPA

(Continued from page 5)

The South Florida Fair is fully deserving of the huge success it will apparently have this year. It is a wonderful enterprise, managed on strictly commercial lines by a board of directors, the personnel of which contains the names of all the leading merchants, and the entire institution is supervised by that very popular and fully-informed fair impresario, P. T. Streider.
 The 1921 South Florida Fair housed exhibits from thirteen counties. The 1922 fair houses exhibits from twenty-eight counties. It is very evident the fair association has spent a huge sum of money on new buildings, adding over 20,000 square feet to the exhibit space. The Canadian Exhibit alone occupies a space of 10,000 feet.
 The free acts include Mr. and Mrs. Bert Davis, an Hiram, and Lucindy Birdseed, and the Famous Wards, aerial sensation-

TRY AND BEAT US!



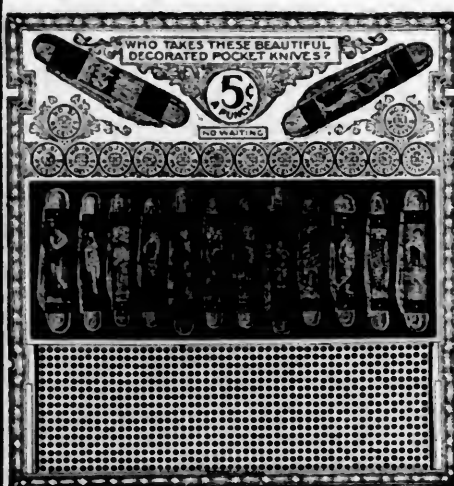
Gold filled Fountain Pen and Pencil Combination Set. 14-k Gold Pen and improved pencil. Made up in hand some leatherette box silk lined.

\$2.00 EACH

We carry a complete line of items for Salesboards, Premium Users, Fair and Carnival Workers. 25 per cent deposit must accompany all orders.

HOUSE OF HEIMAN J. HERSKOVITZ
 85 BOWERY, Phone, Orchard 391 NEW YORK CITY.

SOMETHING DIFFERENT—BIG NEW IDEA IN KNIVES



\$5.00 FOR 14 REAL PHOTO HANDLED ART KNIVES OF A NEW STYLE, \$5.00.

800-Hole Board for this Assortment, \$1.00 extra.

5% discount if 25 or more Sets are ordered at once.

20% deposit must accompany all orders.

12 other different Assortments to select from.

Write for new price list and beautiful descriptive circular just off press.

The GOLDEN RULE CUTLERY COMPANY

212 N. Sheldon Street, Chicago, Ill., Dept. No. 1
 Estab. 1900.

Wanted for Ft. Myers, Florida, Mid-Winter Fair

5 DAYS AND NIGHTS, FEB. 14-18

Concessions of all kinds; all Wheels open; no hard times in Ft. Myers. Ask anyone who played it last season. Can place Strong Team for Plant. Show. Other Celebrations follow. St. Augustine, Moose, first show, heart of town, 5 years, week February 27th.
 All address **ROBERTS UNITED SHOWS, Arcadia, Florida, this week.**

WANTED—THREE NATIVE MALE HAWAIIANS WITH INSTRUMENTS

Also two Hawaiian, Oriental and Spanish Dancers. Only reliable people considered. No hold back. Salary every week. Open early South, with Low DuFour Shows. Address S. ZANTOUR, 25 Galloway, Dayton, Ohio.

allists. Other acts include wire walking, Roman chariot races, miniature automobile races, auto polo, horse racing and aviation stunts by Habloman and Jo Wilson. The showing of live stock gives the interesting knowledge that Florida live stock farms are in a position nowadays to make showings of live stock of all kinds that are prize winners at the greatest live stock exhibitions in the country.

From the extent of the poultry show it would appear as the not only every resident of the State was raising prize poultry, but that all the tourists were doing likewise. The Natural History Museum is a new feature and a really amazing one. Many famed naturalists, now residents of Florida, have for the past two years been busily engaged getting this exhibit ready and it now comprises over 600 specimens of birds, animals, reptiles and fish natives of Florida. Of the 800 species of birds in the United States, Florida is the home of more than two-thirds of the lot, so that this showing of Florida birds is rich in both variety and color. Probably never in the history of a fair has everything been in such completeness the first day as the display at the South Florida Fair. President W. G.

Broseln and General Manager P. T. Streider bent their every energy to have everything in complete readiness and it is due to their work that the concessioners from the various countries vied with each other in their anxiety to have their exhibits complete for the opening day.

Next week, starting Monday, will see the great Gasparilla Mardi Gras Celebration. King Gasparilla XIV will be crowned Monday, after which his Ye Mystic Krewe will take charge of the city. The city is lavishly decorated.

Johnny J. Jones' Exposition, for the tenth consecutive time, is furnishing all the amusement for the South Florida Fair, and, like the fair, his attraction grows bigger, larger and greater year by year. The Jones Steel Flyer arrived from winter quarters at Orlando on Monday morning and, although scheduled not to open until Thursday, practically every attraction was in readiness Tuesday. The small show that has been touring the interior of the State under the management of A. B. Jones arrived here Sunday and was already on the grounds and assembled when the Steel Flyer arrived. Very few of the 1921 attractions

remain under the Johnny J. Jones Exposition regime. The old reliable rides, Carousel, the Whip, the Dodgem, the Frolic, the giant Eli wheel, are the same, but there are three new ones—Lovers' Lane, English Gondolas and Gee Whizz. Captain Sigbee's trained animal exhibition, featuring "The World-Famed Humanized Horse, Captain," was the undisputed hit of the Joy Plaza, while the Modern Sensation was a close second, followed by the new Crazy House. The miracle man is all that the name implies. Wm. Bozzelle is "Sawing a Lady in Two" at every performance of his Gigantic Circus Side Show. One of the most novel features ever attracted to an outdoor amusement is the Deep Sea Curio Shop, and the collection is presided over and lectured upon by the owner and discoverer, Captain Jappa. Madjim is another exhibit that shows an upward trend in the line of new style entertainments. Mabel Mack's Wild West has a novel cowboy clown band led by Jimmie Foster. Morris Wells is again leading the Johnny J. Jones All-American Band. There are more than two dozen attractions on the Johnny J. Jones Exposition Joy Plaza.

MEETING

(Continued from page 5)

attractions to be used at the various California fairs are to be under discussion and it is likely that a definite plan, revolutionary in nature, will be reached.

Representatives of all the California fair associations will be in attendance and, according to Secretary Payne, of the association, the meeting will be one of the most important that yet has been held.

SAN FRANCISCO

(Continued from page 98)

intact to Honolulu by E. K. Fernandez, island show promoter. She was to leave here in company with Mr. and Mrs. McBride, who are associated with Fernandez in his island ventures, and will have the distinction of being the first cowgirl who has ever visited and performed in the Hawaiian Islands.

Fred Goodell, former Ringling Bros. press agent and well known in the world of the big top, has been awarded the publicity directorship of the coming Mardi Gras in San Francisco, and is surrounding himself with a capable corps of assistants. Mr. Goodell is planning to feature a number of concessions and shows in connection with the event, which will be held in the Civic Auditorium.

Harry Revere, producer of "The Heart of the North," and the more recent "Life's Greatest Question," both of which were filmed almost in their entirety in and about San Francisco, has arrived here from the South with a company of photoplayers to film a new picture that is to be entitled "Mothers of Men."

Mr. Revere has leased the Montague Studio in Page street, where the scenes will be shot and where the work of development and so forth will be carried on.

Included in the cast that has come here from the South are Harry Van Meter, Jean Burr, Lydia Knott and Jack Connelly. Dorothy Waite, who was a featured player in "The Heart of the North" and "Life's Greatest Question," will be co-starred in the new picture with Marjorie Daw.

OFF THE RECORD

(Continued from page 18)

after all, too much sophistication interferes with pleasure. . . . It is better to be thrilled by the hero's bravery, comforted by the heroine's beauty and rejoice over the downfall of the wicked villain than it is to sit and mock at everything with idle laughter that sounds like the crackling of thorns."

That gem is only surpassed in brilliancy by the words of a former great woman star. She was asked to give a job to an especially talented girl who had played, not wisely, but too well, in her company the season previous: "I would like to engage you," cooed the star, "but this part calls for a girl with blue eyes!"

CABLES FROM LONDON TOWN

(Continued from page 29)

while Randal Ayrton gave a fine performance as the Lama of a monastery.

Actors' Association in Excellent Shape

The balance sheet of the Actors' Association shows an income for the past year of \$24,415, with expenses of \$25,500. The association started the year with a general fund balance of \$9,020, and finishes with \$8,280. Its membership was 4,695. The \$3.25 levy only realized \$5,810, but with the balance brought forward this protection fund now stands at \$13,515, but this is earmarked and cannot be used as a general fund account. Still, taking it all in all, the Actors' Association is not in such a bad way as some folks would wish it to be.

DEATHS

In the Profession

BAGLEY—Edwin C. well known throat New England as a musician and composer, died at a hospital at Keene, N. H., January 29, following an operation. He was 64 years old, had lived in Keene for 35 years and had led the Keene City Band for many years. At one time he was a member of the Boston Symphony Orchestra.

BARNES—Mrs. Anna Ware, a former well-known actress, died January 28 at the Edwin Forrest Home, Holmesburg, Pa., of a complication of ailments. Mrs. Barnes, who was 81 years old, made her professional debut late in life as the servant in *Rose and Henry* in *Watkins*' stock production of *"His Worst Enemy,"* or *"The Angel Child."* For a number of years she appeared in the role of *Betsy Robbets* in *"Vim,"* supported by Nell Burgess. She also played in *"Mother Frochard,"* *"The Two Orphans,"* *"Miss Corney"* and in *"East Lynne."* She was on the stage about 40 years. She entered the Edwin Forrest Home in 1902. Her remains were cremated and the ashes scattered to the four winds in accordance with her final request.

BAUERKELLER—Rudolf, formerly concert master of the New York Symphony Orchestra and a first violinist of the National Symphony, died at the Flower Hospital, New York, February 3, following an operation. He was born in 1878 in Manchester, England, and received his musical education in Germany. Fifteen years ago he came to this country and taught violin at Saratoga, N. Y., becoming an American citizen while living there. He founded the Ensemble Society for the promotion of chamber music in New York.

BEJANO—Mrs. Nellie, 60, well-known in the outdoor show world and husband of J. J. Bejano, associated with C. A. Wortham for the past five seasons, died at her home, 1728 Corsicana street, Dallas, Tex., last week, following a several months' illness. Mrs. Bejano had been a resident of Dallas for the past 30 years. Her husband, before going into the show business, conducted a popular restaurant in Dallas for many years. Funeral services were held at St. Matthew's Cathedral last Friday and burial was in Greenwood Cemetery. Besides her husband she leaves a brother and sister.

BERGER—John, 68, employed as doorman at a large theater in the Indianapolis (Ind.) business district, dropped dead in the lobby of the theater January 23.

BOSHELL—Amelia, a retired actress, sister of Ada Boshell, who is now playing in Berlin *"Maile Box Revue"* in New York City, and sister of Arthur C. Boshell, advertising agent of the Olympic Theater, Chicago, and of Louise Boshell, former circus artiste, died in St. Augustine, Fla., February 1, following a week's illness, of internal hemorrhage. Forty years ago she appeared in Chicago in Tony Denier's *"Humpty-Dumpty"* and subsequently in vaudeville.

IN MEMORY OF MY BELOVED WIFE,
ELVA BROWN
who passed from this life
FEBRUARY 10, 1919
Her loving husband, **SAM BROWN.**

CALLENDER—E. Romaine, veteran English actor, died January 7 at Southampton, Eng., of apoplexy, at the age of 77. About 35 years ago he was lessee and manager of the Theater Royal, Sheffield, and the Theater Royal, Leicester, England. He wrote and starred thru the provinces of England in *"True as Steel,"* *"D. T.,"* *"Always Ready,"* *"The British in Life,"* *"Over the Hills to the Burroughs,"* a one-act play, and many other plays. His widow, Florence Chapman, appeared opposite him in the foregoing plays and afterwards co-starred with him as Mr. and Mrs. Romaine Callender. She died in 1891. A son, A. Romaine Callender, who survives, is playing with Otis Skinner in *"Blood and Sand."* He has been with Charles Frohman productions for eleven seasons.

CLARKE—Frank W., 24, son of Frank Clarke, the minstrel banjoist, died at his home, 96 Southland road, Brookline, Mass., January 29. He is survived by his mother and one sister.

DENNISTON—G. N., 71, banker and musician, died at his home in Brooklyn, N. Y., January 27. Mr. Denniston was well known as a musician and composer and was a talented pianist. His widow, one son and one daughter survive.

DESHON—Florence, picture actress, died at St. Vincent's Hospital, New York, February 3. She was 28 years old.

DUPREE—Frank, newspaperman, author and playwright, died February 3 of pneumonia in a New York hospital at the age of 57. He produced several plays, one of which was *"King Galileo."* He was also an authority on aviation. Surviving is a sister, Minnie B. Dupree, well-known actress.

FAITHFULL—Mrs. Margaret formerly well known in Baltimore and later in New York City as a contralto singer and pianist, died at her home, 96 Southland road, Brookline, Mass., January 29. She is survived by her husband, mother and one sister.

FEININGER—Karl, violinist, composer and teacher, died at his home in New York City February 1. He had, until a few years ago, made many concert tours of this country and Canada, and for 32 years was head of the music department of the Low & Heywood School for Girls at Stamford, Conn. Mr. Feininger was born in Germany but came to this country as a child, and early evidenced a talent for music. He was sent to Germany for his musical education and returned to this country in 1884 when the Civil War was in progress and promptly enlisted in the Union Army, in which he served until the end of the war. He made concert tours of South America and many European countries and many of his compositions have been played by all the famous orchestras. He is survived by his widow and one son.

FERGUSON—Mrs. Lynn, wife of L. B. Ferguson of Newberg, Ore., druggist and singer of Eiton Balfout, for many years in musical comedy, died at her home in Newberg January 18 of pneumonia.

GILBERTSON—C. H., 50, for many years concession manager with the Sells-Floto Circus, died on his ranch near Ft. Morgan, Col., last week. Mr. Gilbertson was born in Cayuga County, N. Y., but went to Colorado when a young man, making his home at Ft. Morgan. He served one successful term as mayor of Ft. Morgan. He owned a ranch about 25 miles from his home town, where he specialized in raising pure-bred Hereford cattle. A few years ago he gave up his position with the Sells-Floto Circus and took personal charge of his ranch. He is survived by his widow, a daughter, three sisters and two brothers.

HAMPTON—Mrs. Maria, wife of Benjamin J. Hampton, widely known in the motion picture industry, died in Los Angeles, recently, following an operation. Besides her husband five children survive.

HANDY—Mrs. Charles E., mother-in-law of Fred W. Vogel, manager of Vogel & Miller's "Odds and Ends of 1922," died at her home in Norfolk, Va., December 26. Interment was in Baltimore, Md.

HERK—Mrs. Anna, mother of I. H. Herk, president of the American Burlesque Association, died at her home in Toledo, O., February 3, of heart failure. Mrs. Herk was in her 68th year and resided in Toledo with her son, Harry, at 1906 Franklin avenue. Mr. I. H. Herk had attended at the bedside of his mother for over a week, but on February 1 responded to an urgent call from New York City, where he was needed in the interest of the American Burlesque Association. He received the sad

JOSEPH EDWARD CHEVERS

Joseph Edward Chevers, associated with the theater for half a century, passed away in Chicago January 28 at the age of 66. Death was due to a paralytic stroke. He was a member of the dance team of Chevers and Kennedy, long known as the "Buffalo Boys."

Mr. Chevers was born in Buffalo, N. Y., May 25, 1855, and made his first public appearance in that city at Carr's Melodion in 1865. At that time he was known as "Master Joseph, the infant prodigy." He was said to have been the first boy clog dancer in America. In 1866 he formed a partnership with Edward Kennedy, and worked with him successfully until 1882. Together they traveled over almost the entire world. They played in Boston with Buckley's Serenaders, New York with Bryant's Minstrels, Philadelphia with Carncross & Dixey's Minstrels, until 1872. From Philadelphia they went to San Francisco and played there a year with Bobby Newcomb and Charlie Gibbons, forming the first "Big Four" dancing quartet. In 1874 they went to England and for eighteen months played various music halls. From England they went to Paris, where they were very successful. Returning to Philadelphia, they worked for several months with Carncross' Minstrels, then to San Francisco, at the Opera House, playing with Billy Emerson. They left Frisco and went to Australia, where they played successfully for four years. Chevers returned to England, while Kennedy remained in Australia.

Back in England Chevers appeared in his single act, and continued on to Scotland and Ireland. For a number of years he headlined on the Moss & Stoll Circuit. Kennedy returned to England in 1894, rejoined Chevers, and they played their old act for some time until Kennedy married and settled in Manchester.

Following Kennedy's marriage Mr. Chevers purchased the Phoenix Music Hall in Dover, England, which his wife (Anna Brightstein) managed for six years. He sold the Phoenix and purchased the Savoy Palace and Strand theaters in London, but this venture proving unsuccessful, he sold out, and in 1903 returned to America, where he played a number of engagements, including one with Tony Pastor. He went to England for a couple of years and returned in 1907, and, with his wife and daughter, appeared on various circuits in a sketch called *"The Shoplifter."*

He retired from the stage a few years ago on account of ill health. He was one of the original "Jolly Corks," the forerunner of the present *Elks*, and later joined the Philadelphia Lodge No. 2, B. P. O. E. He was buried with *Elks* ceremonies at Montrose Cemetery, Chicago.

news over long-distance phone. The funeral of Mrs. Herk was held February 6 from her son's residence, and the body was interred in Woodlawn Cemetery, Toledo. Besides the two sons mentioned she is survived by another son and two daughters.

HICKEY—John, with *"Fink's Melod."* died of tuberculosis in San Francisco January 24. His body was buried by members of the bill at the Orpheum Theater, San Francisco, where he was playing when he died. No living relatives are known.

HIGHTOWER—Mrs. Daisy, colored, mother of Lottie and Willie Hightower, known in the profession, died January 27 at the Cook County Hospital, Chicago. Funeral services were held from the C. Herbert Mathews undertaking establishment and interment was in Lincoln Cemetery, Chicago.

HOLMEE—Mrs. Charles D., daughter of a former prominent organ manufacturer, of Boston, died at her home in that city January 24. She was an accomplished musician and was widely known in musical circles in the Hub. Her husband survives.

KAH—Ray, English actor, died in a sanitarium at Woking, England, January 31.

LEWIS—Henry, musical comedy and vaudeville actor, died at his home, 370 Ocean Parkway, Brooklyn, N. Y., January 31, at the age of 31. His death was caused by a nervous breakdown suffered last fall. He began his stage career at Albee's Bowery Theater, New York, on amateur nights and soon his fine tenor voice attracted attention. After two years at the Minor theater he joined Joseph Wood and appeared for him in a skit in vaudeville called *"Stage-Struck Kids."* Later he teamed with Joseph Young and toured the Orpheum Circuit. Following his marriage he decided to forsake the stage and engage in commercial life, but soon returned to professional life and obtained an engagement in *"The Girl From Brighton."* Seven years ago he returned to Broadway and while appearing at the Palace Theater, New York, attracted the attention of J. J. Shubert, who engaged him for *"Follow Me."* Later he was featured with Frank Tinney in the Winter Garden production, *"Doing Our Bit."* He played a prominent

role in the *"Frivolities of 1920."* He is survived by his widow, mother and one son.

LINDSAY—A. S., for the past seven months a concessioner with the W. E. Groff Shows, died in a hospital in San Francisco about two weeks ago of a tubercular affection of the stomach. He was a native of Dundee, Scotland, and, as far as can be ascertained, had no living relatives. Details of the funeral were arranged by Mr. Wilkins, of the Missa San Francisco Doll Company, who took charge of the remains and paid the burial charges.

LORDIER—George, 38, prominent picture exhibitor and producer of France, died January 7 in Paris.

MARTIN—Alfred H., who financed several road tours of theatrical attractions, including that of the *"Jack of Diamonds,"* died February 3.

In Loving Memory of My Dear Husband,
ALVIN H. MURDOCK
Who Died Feb. 7, 1920.
The month of Feb. again is here
The saddest one of all the year,
Because it took from me away
My loving husband, Alvin, dear,
Two years have passed, but still I miss him;
Friends may think the wound is healed,
But they little know the sorrow
That I try to keep concealed,
His Lovely Wife, **BERTHA M. MURDOCK.**

MIRSKY—Mrs. F. Genevieve Wilson, wife of N. Mirsky, conductor of the Metropolitan Symphony Orchestra and pianist at the Knickerbocker Theater, Washington, D. C., since last August, was instantly killed when the roof of that house collapsed the night of January 28. Her body was not found until the following morning. She was 26 years old and was a graduate of the Villa Maria Conservatory of Music, Erie, Pa. She was married to Mr. Mirsky five years ago. Besides her husband she is survived by her mother. Her body was shipped to Rimersburg, Pa., February 1, where it was interred.

MORRILL—Mrs. Viola E., widely-known

SCOFFIELD—Charles B., well known in the musical circles a generation ago, died at the Media Hotel, Mt. Clemens, Mich., January 25, at the time of his death he was engaged in the auto sales business.

SLADEX—Joseph, 81, years ago a distinguished actor, died at his home in Philadelphia February 5. He was a member of the old stock company at the Walnut Street Theater in Philadelphia, where he appeared with the elder Booth, Lucille Western, Ada Rehan, Maggie Mitchell and Tony Denier.

SPOERER—Frank, founder of the New Orleans Local No. 174, Musicians' Protective Union, and a veteran of the French Opera House orchestra, died January 28 at the age of 63. Twenty years ago he inherited the baton of his father, who organized the Sporer band more than seventy-five years ago and conducted it for fifty-five years. Ten years later he surrendered the leadership of the band to his brother, Joseph Sporer, who is still directing the career of the seventy-five-year-old organization.

SUTTON—J. Clark, a former carnival concessioner, died January 17 at Muir, Mich., from injuries received while operating a boys saw. His widow survives.

TATE—James William, 47, composer and actor, died of pneumonia in London, England, February 5. He made one tour of America. Mr. Tate was one-time musical director for the Carl Rosa Opera Company. He was head of the producing firm of Wylie & Tate. He was born in 1875. His widow, formerly Clarice Mayne, survives. Burial will be at Hempstead, London.

TOMPKINS—Leon C., youngest son of Charles W. Tompkins, veteran trouper of the white tops and brother of George H. and Ralph D. Tompkins, song writer and vaudeville actor, died at the Providence Hospital, Detroit, Mich., January 24.

WADE—Mrs. John H., colored, wife of J. H. Wade, theatrical and motion picture agent and a pioneer in the Negro field, died at the Attacka Hotel, Philadelphia, February 1. The deceased was a native of Baltimore, where her husband was manager of the Negro department of the Comet Film Exchange. Interment was in Baltimore February 3.

WALKER—Oscar M., 43, a member of the Majestic Theater orchestra, Dallas, Tex., died at his home, 2522 Jefferson street, Dallas, January 28. He was a member of the Dallas Local No. 149, A. F. of M. He is survived by his widow. Funeral services were held January 30, with interment in Grove Hill Cemetery, Dallas.

WILLIS—Mrs. Grace M. Green, 33, of 135 Lafayette avenue, Brooklyn, N. Y., died at her home January 26. She was a sister of Burton Green, widely known in musical comedy and vaudeville and husband of Irene Franklyn. She leaves her husband and one daughter.

WOLLRAB—Robert, musician and trap drummer, died at Nile, Mich., January 31. The deceased was a bosom friend of Bert Brown, with whom he trooped with Stowe's "Uncle Tom's Cabin" Company during the 1920 season. Besides his mother and widow (Pearl Dickey) he is survived by two sisters and two brothers. He was 27 years old.

WOODIN—Mrs. E. M., mother of Mrs. Alice Hines, of Washington, Pa., who was with the M. B. Blanchfield Circus Side-Show during the season of 1919 and 20, died recently. She is survived, besides the daughter mentioned, by one son, Henry Wallstead, of Flint, Mich.

MARRIAGES

In the Profession

BAKER-GUNSAUL—Lorin Lynn Baker, of Long Beach, Cal., well-known novelist and scenario writer, and Dr. Irvine Zenobia Gunsaul, of New York and Washington, D. C., were married at Riverside, near Long Beach, January 21. The bride is a member of several professional clubs in the East and the screen clubs of Los Angeles.

BURRIS-HAMPTON—Jim Burris, colored comedian, and Dorothy Hampton, of Brooklyn, were married July 8, 1921. The marriage has been kept secret.

CARDINELL-PIERRE—John Douglass Cardinell, non-professional, and Edna Pierre, former member of the cast of George M. Cohan's *"Mary,"* were married in Montclair, N. J., last week.

DENMAN-LARRAINE—Arthur Denman, book-er for the Interstate Vaudeville Circuit, with headquarters in the Palace Theater Building, New York, and Florence Larraire, erstwhile vaudeville actress, were married in New York January 18.

GILL-HALL—Fred Gill, in charge of the "props" at the Harold Lloyd Studios, Los Angeles, and Ethel May Hall, formerly of San Diego, were married January 28 in Los Angeles.

HASTINGS-PARKER—Paul Hastings, musical comedy comedian and dancer, and Rae Frances Parker, musical comedy actress, were recently married at Summit, N. J., it became known last week.

HURLEY-HASSLUP—Edward Hurley, theatrical journalist, and Marion Hasslup, of William B. Friedlander's *"Who's My Wife"* Company, were married at the City Hall, New York, January 21.

JENNINGS-KELLY—Arthur Jennings, comedian, formerly with the Melnotte Medicine Show No. 1, and Mrs. Rose Kelly, of Baldwin, Mich., were married at Reed City, Mich., January 2.

KARLASH-MAKSHANSKY—Nicholas Karlash and Marie Makshansky, both with the Russian Opera Company, were married in San Francisco about two weeks ago.

KITCHEN-FOLLIS—Karl K. Kitchen, musical writer for The New York World, and Dorothy Polla, singer, were married at Greenwich, Conn., recently. The bride made her last stage appearance in *"Bonnie."*

LARSON-THOMPSON—Ottie Larson and "Babe" Thompson, the latter with the Windy Girl Company, were married in Jacksonville, Ill., recently.

MEJNO-WILD—Frank Mejno, with the Yip Yip Yaphankers, well-known vaudeville act, and Rose Wild, of the Rose Sisters, skating act, were married in Chicago January 23.

OLMAN-PARKER—Abraham C. Olman, song writer, of Cincinnati, and Peggy Parker, vaudeville act, were married January 31 in the chapel of the Municipal Building, New York.

FRIGANANO-LINDSAY—Johnny Friganano, at Manhattan, N. Y., and star Lindsay, formerly

singer and a former member of the Boston Stars Musical Company, died at her home in Lexington, Mass., January 25. She is survived by her husband.

O'DONNELL—E. R., vice-president of a Washington (D. C.) film exchange and well known in film circles in New York City, was instantly killed the night of January 28 when the roof of the Knickerbocker Theater, Washington, collapsed. His wife, who was with him, was also instantly killed.

PACKARD—Stephen B., an official of the Iowa State Fair Board about fifteen years ago, died in Seattle, Wash., last week. The deceased was widely known in political circles and immediately following the Civil War, was appointed governor of the State of Louisiana by President Hayes. He was rated in his day as one of the best fair men in the West.

RING—Emil, prominent musician, died at his home in Cleveland, O., February 1, at the age of 58. Mr. Ring came to this country from Bohemia in 1888 and was engaged by a Cleveland singing society as director. In 1890 he became director of the old Cleveland Philharmonic Orchestra. His most recent activity, in addition to his teaching, had been making the orchestral arrangements for the Chicago Orchestra.

ROBINSON—Frank Broadbent, 41, well-known pianist and arranger at Loew's Theater, Hamilton, Ont., Can., died at his home in Rochester, N. Y., January 25 of pneumonia. He is survived by his widow, Annie Gordon Robinson. The remains were shipped to his former home at Pawtucket, R. I., where they were interred.

SCALES—Barton T., widely-known musical director, died January 31 at his home, 4742 Hazel avenue, Philadelphia, at the age of 48. At the time of his death he was director of the University of Pennsylvania glee clubs and of vocal music at Girard College, Philadelphia. Mr. Scales was a member of the Musical Arts Club, the Music Teachers' Association and of the Presser Foundation. He was a pioneer in the movement to have music taught in public schools. His widow and two children survive.

in burlesque and more recently of Polly's Pearls, vaudeville act, were married at the City Hall, New York, two weeks ago by Alderman Cruise.

At the afternoon session J. S. Heron, ex-prefect of Pittsburg City Council, gave a stirring address on the great possibilities of the county fair as an educator and a form of interesting amusement, at the same time regretting that the progressive county of Allegheny, in which the city of Pittsburg is located, has no fair or annual community celebration.

COMING MARRIAGES

In the Profession

J. F. Seldombridge, secretary and treasurer, read an interesting report. Prof. J. Steirs, of Washington, Pa., and State of Kansas, in his address said that from an educational point of view no county fair was complete without a midway, with all the bokim that P. T. Barnum taught Americans to look for and enjoy.

The announcement of the engagement of Milton F. Sams, press agent for the California and Purcell theaters in San Francisco, and Edna Newark, of Berkeley, a student at the University of California, was made in Frisco January 27.

Loney Haskell, character monologist, at present touring the Keith Circuit, and Etta Carson, of New York City, will be married this week.

BIRTHS

To Members of the Profession

To Mr. and Mrs. Thomas E. Bracken, professionally known as the Musical Brackens, at St. Elizabeth's Hospital, Hutchinson, Kan., an eight-pound son, December 28, 1921.

To Mr. and Mrs. Ed Copeland, the latter known professionally as Address Walsh, at the Walsh home, Kulpfont, Pa., a daughter, January 25. Mr. Copeland is part owner and manager of the Copeland Brothers' Stock Company, of which Address Walsh-Copeland is leading lady.

To Mr. and Mrs. Douglas Fleming, at their home, Fairmont, W. Va., January 25, an eight-pound son, who has been christened Douglas Jr. Mr. and Mrs. Fleming were recently with the Marty Brooks vaudeville act, "The Owl." Mr. Fleming now has the Douglas Fleming Producing Company at Fairmont, producing home talent shows.

To Mr. and Mrs. Frank Groundwell, the former connected with the Tivoli Theater, Sydney, Australia, a daughter, December 8, 1921, in Sydney.

To Mr. and Mrs. W. E. Jack, at their home, 705 Page street, Springfield, Mo., January 24, a daughter, christened Betty Ann. Mrs. Jack is a musical director and Mr. Jack a well-known agent.

To Mr. and Mrs. Arthur Kavanaugh, of the team, Kavanaugh and Raymond, a daughter, January 20.

To Mr. and Mrs. H. J. Lorow, a seven-pound son, January 25, in Chicago. He has been christened Con T. Lorow, in honor of Tom T. Kennedy, with whose show Mr. and Mrs. Lorow have been engaged for the past three seasons. Three of the other Lorow children, two boys and a girl, are expert bagpipe players and dancers of Scotch steps.

To Mr. and Mrs. Lelloy (Tex) Wallace, at their home, 124 West New Jersey street, Indianapolis, Ind., an eight and one-half pound son, February 1, who has been christened George C.

To Mr. and Mrs. O. Homer Williams, January 30, a nine-pound son, who has been christened Edward Albee Williams. Mr. Williams was in a mindreading act.

DIVORCES

In the Profession

William Brunton, associated with the motion picture industry in Los Angeles, was granted a decree of divorce in that city from Lulu Brunton, known to filmdom as Lulu Maxime. Mrs. Burr McIntosh, wife of the actor-author, now playing in "The Squaw Man" at the Astor Theater, New York, announced last week that she had obtained a divorce in Paris and was about to marry Rupert Higgins, of London. The case was uncontented.

ENTHUSIASM MANIFEST AT MEETING OF PENNA. FAIRS

(Continued from page 5)

taken rapid strides toward the betterment and success of county fairs is evident by the large and enthusiastic attendance at the meeting of 1922, when secretaries from fifty-five county fairs attended and were interested participants. Some of these fair representatives are not at present members of the association, but the fact that they were present, and were applicants for membership, in proof positive of the success of the Pennsylvania State Association of County Fairs.

One of the greatest fights this association has had to contend with was the suppression of several legislative measures, and the passing of others, in aid of the county fairs, and while these several battles as yet have not been legislatively won there is most sanguine faith in the hearts of the members of the association that before another year a sufficient appropriation from the State to support State and county fairs will have been made.

The morning session was opened by President Harry White of Indiana, Pa., who chose for his theme liberal advertising and local newspaper publicity for fair dates. A nominating committee was appointed, to report at the Philadelphia meeting February 8. It gave in the names of Harry White, Indiana, for president; H. O. Holcomb, Conneaut Lake, and C. G. Breneman, Altoona, vice-presidents; J. F. Seldombridge, Lancaster, Pa., secretary and treasurer; Hon. N. L. Strong, Brookville; C. C. Fiske, Warren; W. A. Boyd, Stoneboro; D. J. Fiske, Meyersdale; John J. Koebert, Waynesburg, and J. L. McGough, Burgetstown, executive committee. These men have done much toward the success of the association, and it is conceded they will be re-elected.

A resolution of sympathy was passed upon the death of Sidney S. Tomian, member of the association and recently deceased.

Marvin M. Smith, sport editor, and an authority on the equine interest of fairs, paid a tribute to the county fair as an educator, and to the man who helps make it a success, the showman who gives a good line of attractions to the fair's midway to counterbalance the interest in the equine sport. He also said an up-to-date and live fair association would see that the fair's guests were furnished with good meals and clean ones, a factor too often overlooked when laying out the program for a successful fair.

A. H. Codden, of Stronghold, L. I., gave a talk filled with practical suggestions. There followed the round table discussion in which members discussed sundry problems with which they have to deal. Among other things it was agreed, almost unanimously, that a fair cannot be made a financial success without midway attractions. The subject, "How Can Greater Cooperation be Established Among Secretaries?" brought out many excellent ideas. Dave McDonald, of Pittsburg, gave a terse answer when he said "Boost, don't knock." Henry W. Turner, of the State Department of Agriculture, gave a short lesson in sanitation. After an exhibitor had told how his fair built a skeleton frame and hung it with canvas to house the animals in the overflow exhibit Mr. Turner gave his O. K. to the plan, saying it was sanitary.

So the outdoor showman's idea of a canvas top, with a hastily built wooden frame, bids fair to become a popular housing quarters—endorsed by sanitary agents—for live stock of

Carrol, Dr. J. A. Knox, director, Waynesburg Fair and Agr. Assn.; W. A. Boyd (vice-president), George H. McIntire (secretary), Stoneboro; W. F. McCoy, Mercer Agr. Assn.; Mercer, and Henry W. Turner, Department of Agriculture of Pennsylvania.

Showmen present were W. S. Cherry and C. G. Dodson, Dodson & Cherry Shows; Jas. M. Benson, Jas. M. Benson Shows; Felix Bied, Brown & Beyer Shows; Robt. Kline, Cloth Greater Shows; Wm. McCloskey, McCloskey Greater Shows; J. C. Simpson, Wortham Shows; Tom Haddon, A. E. Miller Shows; R. C. Josselyn, Smith Greater United Shows; Harry Copping, Harry Dunkel, Harry Topping Shows; A. Wilson, Homer E. Moore Shows; J. L. Cooper, Cooper Rialto Shows; J. L. Cooper, Cooper Rialto Shows; J. M. Lane, Louis Berger, Wm. Murphy, John Gillespie and Reginald Hoerner; Chas. H. Duffield, Theatre-Duffield, Chicago; Sam Levy, United Fairs Looking Assn.; Harry Olyva, Pittsburg; Bedy Lizza, American Italian Fireworks, Dunbar, Pa.; Barney H. Benson, Free acts, Newark, N. J.; C. B. McKown, novelty advertising, Coshocton, O.; R. J. Gooding, riding devices, Lancaster, O.; Frank E. Evans, amusement enterprises, Youngstown, O.; H. F. Fried Expo, Chas. Wamuff, general agent; Maurice Levy, Pittsburg; Austin Wilson and John P. Flanagan, Youngstown, O.; Harry Thomas, Frank Cervone, H. Smith, George Kopp, George Allen, Pittsburg; R. J. Blondi, New Castle, and Ivan L. De Bray, Altoona.

\$10,000 GIFT

(Continued from page 5)

early and shorten the committee's burden. The dance will be held in the Tiger Room of the Hotel Sherman.

Several embryo Patrick Henrys then had their verbal innings on this and that subject when Mr. Barnes arose.

"I would like to know," he said, "what plans the league has for raising money for future needs. I mean money for living members; we already have a cemetery paid for. I wish to say that if this body will raise \$10,000 I will personally cover the amount." The audience heard Mr. Barnes' proposition and sat in silent speculation for a few seconds.

WILLIAM DESMOND TAYLOR
William Desmond Taylor, one of the most eminent motion picture directors in the country, was shot and killed in his apartment in Hollywood, Cal., the night of February 1 or early the next morning. The cause of his tragic end is unknown to the police at this writing, but their theory is that revenge formed the chief motive for the crime. That Mr. Taylor was all that an American gentleman should be was attested by several of the country's premier screen stars, among them Mabel Normand and Mary Milea Minter, who related their dealings with him at the inquest held shortly after his body was discovered. The corpse was found by his only servant last Thursday morning. He had been shot thru the neck, the bullet ranging downward, piercing the heart. William Desmond Taylor was born in Ireland in 1877. He received his education at Clifton College, England. In his youth he specialized in engineering and at one time was connected with the gold mining industry in Alaska. He farmed for several years in Canada. During the late World War he was a captain in the English army. He began his picture career with Thomas H. Ince. Previous to becoming affiliated with the Famous Players-Lasky Corporation he was with the American Film Manufacturing Company at Santa Barbara, Cal. He directed such films as "The Furnace," "Morris," "The Witching Hour," "Huckleberry Finn," "Tale of Two Cities," "The Soul of Youth," "Sacred and Profane Love," "Wealth" and several in which Mary Pickford starred. Mr. Taylor was alone in his bungalow when the fatal shot was fired from the rear, causing internal hemorrhages. Evidently robbery was not the motive for the crime, as no valuables had been taken and a purse containing almost \$100 was lying on his desk. It is reported that the last person to see Mr. Taylor alive was Mabel Normand, who had called early in the evening to consult with the director upon some future producing plans. She was escorted to her limousine by the director, who waved a cheery good-by as her chauffeur drove off. The police are following up various clues, but up to the hour of going to press nothing definitely had been discovered on which to fix the blame for the crime.

all descriptions on the county and State fair grounds, in place of the well put up live stock buildings seen upon fair grounds—beautiful to look upon from without, but dark and dismal from within. Representatives of the association present were: Harry White, president; Indiana; J. F. Seldombridge, secretary and treasurer; Lancaster; H. D. Holcomb, Conneaut Lake; C. G. Breneman, Altoona; E. R. McGeorge, secretary, and H. E. Goll, New Castle; J. I. Siple, Luna Park, Johnstown; G. E. Hipps, Cambria Co. Agr. Assn., Carrollton; H. T. Cochran, Harry Cochran, Dawson Fair, Dawson; D. J. Fiske (secretary), J. H. Lenhart (president), Meyersdale Fair & Racing Assn., Meyersdale; John F. Hayes (president), A. S. Hindman (vice-president), H. F. Stewart (secretary), North Washington Agr. Assn.; G. B. Straugh, Elk County Fair Assn., St. Marys; Ira Bloom, Greater Cambria County Fair, Ebensburg; D. H. Hartford (president), M. J. Patterson (secretary), Beaver Assn., Beaver Falls; C. G. Breneman, secretary, Blair County Road Drivers' Assn., Altoona; Ed A. Gibson, W. B. Purvis, Butler Driving Park Fair Assn.; Butler; A. E. Leatherman, M. J. Kelly, Philadelphia; E. J. Moredeck, Carmichael Fair and Agr. Co., Carmichael; J. L. McGough, secretary, Burgetstown; Jos. M. McGraw, Ned McCarr, Arden Mines, Washington Fair Assn.; Harry Serene, Beaver Fair, Beaver; C. G. Smith, Warren County Agr. Assn., Warren; Dave McDonald, Schenley Matinee Club, Pittsburg; Marvin M. Smith, Buffalo, N. Y.; Lewis Toller, Clarion; Dr. Luther Raymond, West Virginia Fair Association, Clarksburg, W. Va.; I. T. Wilson; J. M. Williams, Tuscarora County Fair Assn., Buxton; John J. Koebert, Waynesburg; D. D. Guppy, J. Woodward Oilco., assistant secretary, Clearfield Agr. Soc. Clearfield; S. B. Russell, Lewiston Driving Park Assn., Millfin Co.; Chas. Culp, Kiski Agr. Assn., Apollo; H. D. Sofer, Tarantum; J. F. McKeown (vice-president), A. H. Klugh (director), E. G. Thompson (speed director), J. C. Spueber, J. R. Schall (treasurer), Allegheny Valley Fair and Racing Assn., New Kensington; T. H. Butlurf (president), M. L. Ritter (secretary), Perry County Agr. Society, Newport; Wm. E. Marquis, New Castle; Jos. P. Mack, J. Willis Wilson, James C. McGregor, H. H. Brittain, Indiana County Agr. Assn.; J. P. Myers, Lawrence County Assn., Punlski; Harry P. Barby, F. O. Klinehart, Dr. W. A. Titur, H. J.

Then nearly everybody sought the floor. The importance of the matter was a little stunning and it is probable that the subject of ways and means was in everybody's mind. President Edward E. Carruthers paid a tribute to the magnanimity of Mr. Barnes' proposal and said that it could be done in a very simple manner; that it could be done; that the league could and would meet its part of the proposition. Beverly White moved that the chair appoint a committee to assume the league's burden in the matter. The president said that in view of the importance of the committee's work he wished to personally talk with prospective committee members before announcing their appointment. Mr. Barnes further enlivened the enthusiasm which rapidly crystallized by saying he would cover the amount the committee raised each thirty days. A questioner who wanted to know what the league would do with the money when it got it was informed from nine different parts of the house that ways would be found to use it in plenty of time. On the request of Thomas J. Johnson, chairman of the committee on by-laws, a special meeting was called for Monday night to pass on the committee's work.

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NOT AGAINST FOREIGN INVASION

(Continued from page 5)

as it can be done, so that there can be no misunderstanding, that the Actors' Equity Association is not in any way attempting to close the door on foreign actors of any nation, but we are determined to fight to the death the renegade type of actor who insults and derides the reputable members of actors' unions in the country he comes from. We stand as we have always stood, with a friendly greeting and a welcoming hand to the actor who is willing to become a part of an organization that thousands of his fellow players fought and sacrificed to make possible."

It is more or less of an open secret that players in several English companies that have come to this country recently have spoken in terms of contempt of the British Actors' Association and have been antagonistic to Equity. This has been strongly resented by American actors, who have felt that if they came to this country the foreign actors should at least conform to the customs of the players of this country and support their organization. If they were not willing to do this the American

actor has felt that they should do nothing to hinder the organization which has improved conditions here and obtained a form of contract which is immeasurably better than the form in use before Equity came into existence. The British players who are members of Equity are particularly bitter in their denunciation of their countrymen who adopted these practices.

This was one of the matters discussed last Wednesday at the conference held at Equity headquarters between Samuel Gompers, president of the American Federation of Labor; Hugh Frayne, State organizer for the American Federation of Labor; Joseph Weber, president of the American Federation of Musicians; Harry Spencer, assistant president of the I. A. T. S. E.; John Emerson, president of Equity, and an Equity committee consisting of Paul Dullzell, Grant Stewart, John Cope and Paul M. Turner. It was not the only thing taken up the other matters of far more importance were discussed. One of these, about which none of the participants will utter a word for publication, will, if consummated, be perhaps the momentous happening in the theatrical world since the Equity strike of 1919. Each of the conferees was pledged to secrecy on this point and all so far have kept the news from the papers.

It is well known "Fins and Needles," the English revue, which opened at the Shubert Theater Wednesday night, was looked at askance by many members of Equity. Their attitude was said by some actors to be strongly antagonistic to Equity. Another English company playing here is due to close next Saturday night, if there was no objection made to this east by anybody. This piece is "The Voice From the Minaret," which opened January 30 at the Hudson Theater with Marie Labry starred.

AUTO TRUCKS

(Continued from page 5)

elaborate nature are now being worked out and a more detailed announcement will be made some time later on. It is sufficient to say for the present that there will be fifteen trucks and trailers and fifteen wagon trailers for the heavy rides. The trucks will be of the two and five-ton class. Both trucks and trailers will have artistically carved and decorated sides, so that the caravan, as it tours its way thru the country, will present the spectacle of a gorgeous parade. It has been figured out by the transportation expert, who has been going over the plans, that two trips of the trucks between towns will be sufficient to move the show from its closing stand on Saturday night in time to open in the new town on Monday evening.

It is known that showmen of recognized ability will be connected with this organization. Walter White, of Quincy, Ill., is the general agent. Mr. White is now making his entire advance trip by automobile. Among those contracted for the 1922 season of the Polack Bros.' 20 Big Shows are Omar Sami, with his famous illusion show; J. M. Kinsel's carousal; an Eli wheel; a toboggan slide, a trieb house, acro swings and many others. Milton Holl and Sam Peterson will be connected with the company.

Mr. Polack, when seen at his headquarters at the Continental Hotel, declared that his time was fully occupied in preparing the Polack Bros.' 20 Big Shows and the World at Home Show for the coming season. While Mr. Polack will direct the latter organization, as formerly, he will have Robert Gloth associated with him as manager of the show, with F. Percy Morency, as assistant manager.

NEW CIRCUIT

(Continued from page 5)

theaters they have lined up, but a definite announcement is expected within a week or two. "We are going to go the limit to put this proposition over," declared Crawford, "and we shall not feel satisfied until we have ten or fifteen towns lined up. Our success in stock burlesque here has convinced us that it is what the public wants. But we need a change in principals, and a circuit of this kind would solve the problem at a minimum of cost. We have found that moving an entire chorus is unwise. Patrons like to see familiar faces in the chorus. It is surprising the number of fans that come to a stock burlesque show to see certain choristers. This was brought out forcibly last week when we lost an especially popular member of the chorus. Almost immediately business slumped and dozens of patrons who had left refused to purchase tickets when we answered their queries. "Pretty, hard-working chorus girls are the backbone of burlesque success. The principals are secondary."

In making this comment Crawford forgot to mention that nearly every girl in the Gayety company is a winner in individual numbers. The girls have been carefully selected until there is little comparison with the chorusette brought here before by wheel shows. Another vital factor in the progress made by Whitehead & Crawford is due to the Tuesday and Thursday night boxing contests, which have proved a tremendous drawing card. They have become so popular that Whitehead is laying plans to open a large gymnasium in the vicinity of the theater, where amateur fighters may practice.

LEGISLATION

(Continued from page 5)

which have no building codes, and it also proposed that he be given supervisory power of enforcement of existing codes. The legislation is intended to provide that all places of amusement now in operation must be inspected, and if they are found to conform to the new State requirements they are to be licensed.

SECOND SEASON IN QUEBEC

(Continued from page 45)

season over the Drapen Canadian Circuit. There seems to be little doubt that the orchestra is attracting favorable newspaper comment. However, the Page must admit that the clippings which our correspondent has sent are entirely to French for his limited education. English, Spanish and profane are the total of our linguistic abilities, with just a bit of Pennsylvania Dutch.

From reports volunteered by white showmen returning from the Far North it is gleaned that these people have done much to make Canadians think well of our artists.

George L. Dobyngs Shows

First Gun of the Season!

With a report that will be heard throughout the State of Pennsylvania, week commencing Monday, June 19th. Here's the plum that has been in the making two years, and, while we are passing along the information, it is with enviable pride

WE ANNOUNCE

George L. Dobyngs Shows hold the exclusive contract on everything, including all Shows, Rides, Concessions, Contests, Etc.

Twelve years ago the greatest celebration ever staged in Central Pennsylvania was in the heart of the coal region, at Mahanoy City. It remains to this day the talk throughout the State.

For twelve years, the greatest of all coal region towns, a city of 20,000 people, full of red-blooded corpuscles, a city of as fine people as ever trod God's given land, a city where the glad hand of welcome ever shines forth, a city where boosters are born and knockers never lived nor never will, a city where friendship counts and all its people are friends; such is Mahanoy City! And here it is, where after twelve long years, with nothing to detract nor take away from its previous glory, the biggest celebration in all Pennsylvania this year will be staged, commencing Monday, June 19th.

Old Home Week and Six County Firemen's Convention

Mahanoy City is making arrangements to take care of 300,000 visitors during the week and spending a veritable barrel of money in advertising the celebration. Excursions have been provided for as far east as Philadelphia, as far west as Pittsburgh, and throughout the length and breadth of the State.

The city has very courteously given over to our attractions twelve city blocks of the streets, in the very heart of the business district, and this will be the mecca for all festivities, speech making, shows, rides, concessions and everything else, including parades every day and fifty bands of music.

This is a twenty-car organization, composed of flats, box, baggage, stateroom and regular standard sleepers, carrying fifteen shows, ten rides, band, free act, concessions, and thirty-six Maple Shade and Maple Shade style wagons. We open April 15th, and have a long season, with plenty of fairs.

Shows If you have a new and novel show, we will be pleased to book it and furnish wagons. The bigger the show the better, but we are not opposed to a small show, provided it is clean, meritorious, properly run and conducted.

Rides If you have a ride, such as Golden Super - Dragons, Steam Yachts or Dodgem, or any new ride, we will be pleased to book it.

Concessions Silverware, Dolls, Beaded Bags and Candy Wheels sold; all others open.

Cook House, Palmistry, Juice, Hoop-La, Candy Floss, Cigarette Shooting Gallery, Pin Game and Cat Rack sold; all others open.

If you have good looking canvas, flash and frame-up and are prepared to deposit first week's privilege, will be pleased to book you; must be legitimate. We operate nothing ourselves. Everything sold flat. First come, first served.

Help Wanted For Carouselle and Seaplanes. Operator for Big Eli; must have had at least four years' experience as manager and fully understand engines. One with knowledge of Le Roi or Big Eli Power Unit engine preferred. Manager and Help wanted for Venetian Swings, Juvenile Carouselle, Juvenile Ferris Wheel, Juvenile Swings, and our new ride, delivery June 1st.

Master of Transportation wanted and Help in all other departments, including talkers for Indian Village, Minstrel, Posing, Illusion and other shows. State what you can do, all you will do and lowest salary in first letter. No time for idle nor useless correspondence. If you drink, don't answer.

Everybody address: **GEORGE L. DOBYNGS SHOWS, Port Richmond, N. Y.**

TABLOIDS

(Continued from page 33)

Saucy Baby, E. B. Coleman, mgr.: (Grand) Minneapolis, Minn., Dec. 5, indef.
Seymour's Saucy Babies, Tommy Seymour, mgr.: (Capitol) Denver, Col., indef.
Starland Girls, with Minnie Burke, Bill Baily, mgr.: (Dixie) Morgantown, W. Va., 6-11; (Hipp.) Fairmont 13-18.
Thayer & Sack's Review: (Broadway) Chelsea, Mass., 6-11; (Columbia) Boston 13-25.
Thomas & Bundy's California Blossoms: (Airdome) Miami, Fla., indef.
Willard's, Tom, Beauty Bantams Co.: (Majestic) Enid, Ok., 6-11; (Palace) Eldorado, Kan., 13-18.

MINSTRELS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
Busby's, J. M., Colored: (Philharmonic Auditorium) Los Angeles 6-11.
Fleid, Al G.: Easton, Pa., 8-9; Reading 10-11; Plainfield, N. J., 13; Perth Amboy 14; Trenton 15; Wilmington, Del., 16-18.
Herbert's, Jas. G.: Paxton, Ill., 8; Ottawa 9; Geneseo 10; Clinton, Ia., 11.
Jelver, Jamie, Minstrel Revue: Huntingdon, Pa., 5-10.

O'Brien's, Nell, O. F. Hodge, mgr.: Greenville, Ala., 8; Mobile 9; Meridian, Miss., 10; Jackson 11; Greenwood 13; Clarksdale 14; Greenville 15; Vicksburg 16; Natchez 17; Baton Rouge, La., 18.
Welch, Emmett: (Dumont) Philadelphia, Pa., Sept. 17, indef.
White's, Lessee, Spaeth & Co., mgrs.: Dallas, Tex., 8; Longview 9; Marshall 10; Alexandria, La., 11; Monroe 12; Eldorado, Ark., 13; Little Rock 14.

BURLESQUE COLUMBIA CIRCUIT

Big Jamboree: (Gayety) Detroit 6-11; (Empire) Toronto 13-18.
Bowery Burlesquers: (Hyperion) New Haven, Conn., 6-11; (Miner's Bronx) New York 13-18.
Bits of Broadway: (Empire) Toronto 6-11; (Gayety) Montreal 13-18.
Bon Ton Girls: (Gayety) Pittsburgh 6-11; (Lyceum) Columbus, O., 13-18.
Big Wonder Show: (Lyric) Dayton, O., 6-11; (Olympic) Cincinnati 13-18.
Cuddie Up: (Columbia) New York 6-11; (Casino) Brooklyn 13-18.
Finney, Frank, Revue: (Gayety) St. Louis 6-11; (Star & Garter) Chicago 13-18.
Flashlights of 1922: (Gayety) Rochester, N. Y., 6-11; (Bastable) Syracuse 13-15; (Colonial) Utica 16-18.

Follies of the Day: (Bastable) Syracuse, N. Y., 6-8; (Colonial) Utica 9-11; (Empire) Albany 13-18.
Folly Town: (Majestic) Jersey City, N. J., 6-11; (Empire) Providence 13-18.
Golden Crooks: (Gayety) Kansas City 6-11; open week 13-18; (Gayety) St. Louis 20-25.
Greenwich Village Revue: Open week 6-11; (Gayety) Omaha 13-18.
Garden of Frolies: (Casino) Boston 6-11; open week 13-18; (Hyperion) New Haven, Conn., 20-25.
Girls de Looks: Open week 6-11; (Hyperion) New Haven, Conn., 13-18.
Harvest Time: (Star & Garter) Chicago 6-11; (Gayety) Detroit 13-18.
Hello, 1922: (Palace) Baltimore 6-11; (Gayety) Washington 13-18.
Howe's, Sam, Show: (Empire) Albany, N. Y., 6-11; (Gayety) Boston 13-18.
Jingle Jingle: (Olympic) Cincinnati 6-11; (Columbia) Chicago 13-18.
Knick Knacks: (Casino) Philadelphia 6-11; (Hurtig & Seamon) New York 13-18.
Keep Smiling: Open week 6-11; (Palace) Baltimore 13-18.
Kelly, Lew, Show: (Gayety) Buffalo, N. Y., 6-11; (Gayety) Rochester 13-18.
Marion, Dave, Show: (Empire) Newark, N. J., 6-11; (Casino) Philadelphia 13-18.
Maids of America: (Orpheum) Paterson, N. J., 8-11; (Majestic) Jersey City 13-18.
Peek-a-Boo: (Empire) Toledo, O., 6-11; (Lyric) Dayton 13-18.

Reerea, Al, Beauty Show: (Star) Cleveland 6-11; (Empire) Toledo 13-18.
Reynolds, Abe, Revue: (Miner's Bronx) New York 6-11; (Empire) Brooklyn 13-18.
Singer's, Jack, Big Show: (Gayety) Boston 6-11; (Columbia) New York 13-18.
Sydell's, Rose, London Belles: (Gayety) Omaha 6-11; (Gayety) Kansas City 13-18.
Step Lively Girls: (Gayety) Montreal 6-11; (Gayety) Buffalo 13-18.
Sporting Widows: (Empire) Providence, R. I., 6-11; (Casino) Boston 13-18.
Sugar Plums: (Gayety) Washington 6-11; (Gayety) Pittsburgh 13-18.
Twinkle Toes: (Columbia) Chicago 6-11; open week 13-18; (Gayety) Omaha 20-25.
Town Scandals: (Empire) Brooklyn 6-11; open week 13-18; (Palace) Baltimore 20-25.
Tit-for-Tat: (Lyceum) Columbus, O., 6-11; (Star) Cleveland 13-18.
World of Frolies: (Casino) Brooklyn 6-11; (Empire) Newark, N. J., 13-18.
Williams, Mollie, Show: (Hurtig & Seamon) New York 6-11; (Orpheum) Paterson, N. J., 13-18.
Watson, Billy, Show: Open week 6-11; (Gayety) St. Louis 13-18.

AMERICAN CIRCUIT

Baby Bears: Open week 6-11; (Empire) Hoboken, N. J., 13-18.
Bathing Beauties: (Plaza) Springfield, Mass., 6-11; (Howard) Boston 13-18.
(Continued on page 108)

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Getting there. That is our idea of doing business. Well, that is just what we are doing. Just sit up and take notice. You must handle our famous **EATMOR SWEETS** which we know is the best prize candy package on the market today. Remember other concerns are getting more money for Prize Candy Boxes that are not any better than ours. Send us a sample order and be convinced.



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Send in your order at once. A deposit of \$10.00 required on all orders. We pay all express charges.

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BURLESQUE

(Continued from page 107)

Beauty Revue: (Park) Indianapolis 6-11; (Gayety) Louisville 13-18.
 Broadway Scandals: (Lyric) Newark, N. J., 6-11; (Olympic) New York 13-18.
 Chick: Chick: (Gayety) Minneapolis 6-11; (Gayety) Milwaukee 13-18.
 Dixon's Revue: Sandusky, O., 9; Elyria 10; Lorain 11; (Empire) Cleveland 13-18.
 Daley, Lena, & Her Randy Kids: (Garrick) St. Louis 6-11; (Century) Kansas City 13-18.
 Follies of New York: (Century) Kansas City 6-11; open week 13-18; (Gayety) Minneapolis 20-25.
 French Frolics: (Cohen) Newburg, N. Y., 6-8; (Cohen) Poughkeepsie 9-11; (Plaza) Springfield, Mass., 13-18.
 Girls From Joyland: (Olympic) New York 6-11; open week 13-18; (Empire) Hoboken, N. J., 20-25.
 Hurly Burly: Open week 6-11; (Gayety) Minneapolis 13-18.
 Jazz Jubilee: (open week 6-11; Sandusky, O., 16; Elyria 17; Lorain 18.
 Lid Lifters: (Empire) Hoboken, N. J., 6-11; (Cohen) Newburg, N. Y., 13-15; (Cohen) Poughkeepsie 16-18.
 Little Bo Peep: (Nesbit) Wilkes-Barre, Pa., 6-8; (Park) Eliza, N. Y., 9-11; one-nighters 13-18; (Englewood) Chicago 20-25.
 Mischief Makous: (Academy) Fall River, Mass., 9-11; (Majestic) Scranton, Pa., 13-18.
 Miss New York: (Star) one-nighters 6-11; (Englewood) Chicago 13-18.
 Parsian Follies: (Empire) Cleveland 6-11; Uniontown, Pa., 13; Cumberland, Md., 14; Williamsport, Pa., 16; Lancaster 17; York 18.
 Passing Review: Williamsport, Pa., 9; Lancaster 10; York 11; (Playhouse) Baltimore 13-18.
 Pace Makers: (Playhouse) Baltimore 6-11; (Howard) Washington 13-18.
 Pal Mall: (Howard) Washington 6-11; Allentown, Pa., 13; Easton 14; Reading 15; Trenton, N. J., 18.
 Record Breakers: (Howard) Boston 6-11; (Academy) Fall River, Mass., 16-18.
 Some Show: Reading, Pa., 8; Trenton, N. J., 11; (Lyric) Newark 13-18.
 Social Follies: (Gayety) Milwaukee 6-11; (Park) Indianapolis 13-18.
 Whirl of Mirth: (Englewood) Chicago 6-11; (Garrick) St. Louis 13-18.

BURLESQUE BOOKING COMPANY CIRCUIT

Whirl of Girls: (Star) Brooklyn 6-11.
 Victory Bolles: (Gayety) Brooklyn 6-11.
 Monte Carlo Girls: (People's) Philadelphia 6-11.
 Whirl of Gayety: (Bible) Philadelphia 6-11.
 Puss Puss: (Gayety) Baltimore 6-11.
 Crown Up Babes: (Capitol) Washington 6-11.
 (Subject to change without notice)

MISCELLANEOUS

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
 Becker, Wm. F. Jr., Magician; Russell, Minn., 8; Holloway 9; Balluchian 10; Louisville 11; Eden, S. D., 14; Highland 15; Vebien 16; Claire City 17; New Ellington 18.
 Braden's, Findley, Days of '61: Mt. Wolf, Pa., 8-9; Harrisburg 10-11.
 Stragg's, George M., Vaudiville Circus; Athens, Me., 6-11; Wellington 13-18.
 Brush, Edwin; Neola, Ia., 9; Mondamin 10; Wilber, Neb., 13; Shenandoah, Ia., 14; Salina, Kan., 16; Beggs, Ok., 17; Muskeokee 18.
 Chandra & Co., J. J. Wilson, mgr.; (Larch) Brattleboro, Vt., 6-11.
 Daniel, H. A., Magician; Charlottesville, Ind., 10-11; Straughn 13-14; Bentonville 15-16; Mays 17-18.
 Four Horsemen, L. E. Pond, mgr.; L. E. Manoly, mgr.; dir.; Lexington, Va., 6-8; Staunton 9-11; Harrisonburg 13-15.
 Gilbert's, E. A., Hypnotic Show; (Appleton) Appleton, Wis., 6-11.
 Kells, Leslie E., Comedians; (Rialto) Eldora, Ark., 6-11.
 Master Mind Stewart; (New Gayety) Picher, Ok., Jan 20, indef.
 Modern Shows, G. C. Loomis, mgr.; Appleton, Mo., 6-11.
 Myhre's Entertainers, Ed Myhre, mgr.; Clayton, Wis., 6-11; Barrelet, 13-18.
 Perrin, Sid, & Iris Hall's Co.; (Star) Shreveport, La., 9-11.
 Ratold, Hajah, Co., George W. Johnston, mgr.; (Sobel, Richards & Shear Theaters) New Orleans, La., 23-Feb. 15.
 Ripley's, George W., Vaudeville Pictures; Opanheim, N. Y., 6-11.
 Smith, Hugh, Magician; Winston-Salem, N. C., indef.

Thurston, Magician, R. E. Fisher, mgr.; (Hartman) Columbus, O., 6-11; (Shubert) Louisville 12-18.
 Victoria's Hallowans, Jas. H. Pickard, mgr.; Valdosta, Ga.; Madison, Fla., 9; Lake City 10; Starke 11.
 Vogel, G., Hypnotic Co.; Arcola, Ill., 6-8.
 Williams, O. Homer, Mental Mystic; Chicago, Ind., indef.
 Zangar, the Mystic; New York City, indef.

BAZAARS—Indoor Shows

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
 Agca's All-Star Indoor Circus; Omaha, Neb., 6-11; Milwaukee, Wis., 13-18.
 Almas Temple Shrine Fair, Convention Hall, Washington, D. C., March 6-18. John J. P. Mullane, mgr., 659 Continental Trust Bldg.
 American Legion Indoor Fair, R. R. Connors & Leo Zimmerman, mgrs.; Fremont, O., 5-11.
 American Legion & Veterans of Foreign Wars First Reunion & Mardi Gras, O'Brien Bros., dir.; (Army) Alexandria, Va., 6-11.
 American Legion Indoor Circus & Carnival, P. Perry, mgr.; Glenn, N. Y., 7-11.
 Ansar Temple Shrine Circus, Arthur Davis, dir. & gen. mgr.; State Armory, Springfield, Ill., March 2-11.
 Automobile & Industrial Show, susp. Police Beneficial Assn., Armory, Camden, N. J., Feb. 20-25. Wm. Gluck, mgr., Continental Hotel, New York City.
 Central Trades & Labor Council Indoor Circus & Bazaar, Armory, Richmond, Va., Feb. 6-11.
 Captain W. H. Downey, mgr.; Room 209 Central National Bank Bldg.
 Elks' Haughty Dumpy Circus, F. M. Helms, gen. mgr.; Hartford City, Ind., 11-18.
 Farmers' Mardi Gras & County Fair, Washington Gardens, Washington, Pa., Feb. 6-11; A. V. Kemp, mgr., 21 E. Spruce Ave.
 Farmers' & Merchants' Industrial Expo., Greer, S. C., Feb. 15-25. T. C. McCarter, mgr., care Chamber of Commerce.
 Firemen's Indoor Expo., Jack V. Lyles, gen. mgr.; Tallahassee, Fla., 6-11.
 Globe Attractions, Wm. Rott, mgr.; 979 Sixth ave., New York City.
 Globe Museum, F. P. Horne, mgr.; Akron, O., indef.
 Indoor Bazaar, Amsterdam, N. Y., Feb. 4-11. P. L. Venner, mgr.
 Indoor Carnival for Disabled Negro Veterans of World War; (12th Regt. Armory) 62nd St. & Columbus ave., New York, March 6-11. J. W. Wexler, supey., Room 814, 1482 Broadway, New York.
 Kodel's Harlem Museum, 150 to 156 E. 124th St., New York City, indef.
 Mardi Gras & Bazaar (Casino) 135th St. & Madison ave., New York, 13-18. Slomoch & Zundell, mgrs., Normandie Hotel, 35th & Broadway.
 Mardi Gras & Indoor Circus, Magnolia Ave. and Walnut (Armory), Elizabeth, N. J., Feb. 3-11. Address Committee, Columbian Club, 338 Union ave.
 Medinah Temple Shrine Circus, Arthur Davis, dir. & gen. mgr.; Medinah Shrine Temple, Chicago, Ill., March 18-25.
 Merchants' & Manufacturers' Expo., Martin W. Walker, mgr.; P. O. Box 354 (Armory) Lancaster, O., 15-18.
 Midwinter Circus, 74th Regt. Armory, Buffalo, N. Y., Feb. 20-25. Bradley D. Haskell, mgr., 31 Northampton St.
 Pythian Circus & Mardi Gras & Industrial Trades Expo., Arthur Davis, gen. mgr.; Second Regiment Armory, Chicago, Ill., Feb. 18-25.
 Shrine Circus; (Music Hall) Cincinnati 27-March 4. John G. Robinson, mgr., 3010 Reading Road.
 Shrine Circus; Wichita, Kan., Feb. 6-11. Chas. E. Scott, mgr., Midlan Temple Circus.
 Trades & Labor Union's Indoor Frolic & Expo.; Muncie, Ind., 18-25. Address Committee, 293 1/2 S. Walnut St.
 World's Museum, Norman Jeffries, mgr.; Market and Eleventh sts., Philadelphia, Pa., indef.

CARNIVAL COMPANIES

(ROUTES FOR THIS COLUMN SHOULD REACH THE CINCINNATI OFFICE BY SATURDAY MORNING TO INSURE PUBLICATION.)
 Florida Expo. Shows; Daytona, Fla., 6-11.
 Gray, Roy, Shows; New Orleans, La., 6-11.
 Jones, Johnny J., Expo. Shows; Tampa, Fla., 2-11; Orlando 13-18.
 Kehoe & Davis Shows; Beardon, Ark., 6-11.
 O'Brien's Expo. Shows, Dick O'Brien, mgr.; Jeanette, La., 6-11.
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MAJESTIC EXPO. SHOWS Now booking Shows and Concessions for 1922. Address BOX 145, Murrparks, Illinois.
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THE SMITH GREATER SHOWS C. SMITH, Manager. Now making contracts for season 1922. Address Box 115, Suffolk, Virginia.

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WORLD'S STANDARD SHOWS NOW BOOKING SHOWS AND CONCESSIONS. Suite 703-704, 701 7th Avenue, New York.
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 Royal Expo. Shows, Wm. R. Harris, mgr.; Honea Path, S. C., 6-11.
 Scott's, S. D., Greater Shows; Darlington, S. C., 6-11.

ADDITIONAL ROUTES

(Received Too Late for Classification)

Gilbert's, Art, Review: (Isis) Greensboro, N. C., 13-18.
 Grl from Broadway, Thos. Alton, mgr.; (New Kanawha) S. Charleston, W. Va., 6-11.
 Kober Jack II., Players: (Grand) Amsterdam, O., 8-11; (Grand) Minerva 13-18.
 Lycopum Comedy Co.; Schenevus, N. Y., 9-10; Esperance.
 Martell & West: (Majestic) Johnstown, Pa., 9-11.
 Mitt & Jeff, Joe Pottingill, mgr.; Marion, Ind., 9; Kokomo 10; Clinton 14; Terre Haute 15; Robinson 16; Sullivan 17; Washington 18.
 Oberfelder, Frankie, & Co.; (Coliseum) New York 6-11.
 Parish Revue of 1922, W. L. Parish, mgr.; (Lyric) Cedar Rapids, Ia., indef.
 Smiles & Kisser; (Gayety) Picher, Ok., 6-11; (Theater) Coffeyville, Kan., 13-18.
 Stone's Sweet Sweets, Ron Stone, mgr.; (Capitol) Bowling Green, Ky., 13-18.
 Sutherland Saxo, Six; (Penn) New Castle, Pa., 6-11.
 Twyman & Vincent; (Keith) Dayton, O., 9-12; (Orpheum) Richmond, Ind., 13-15.

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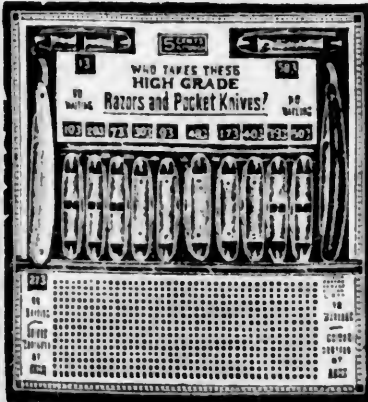
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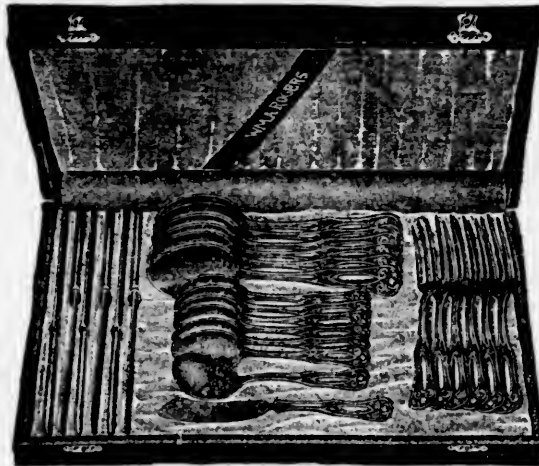
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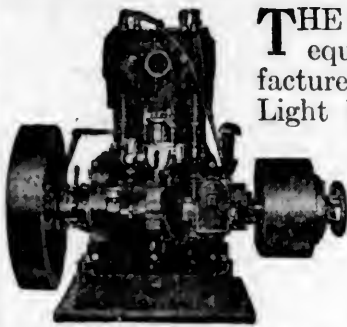
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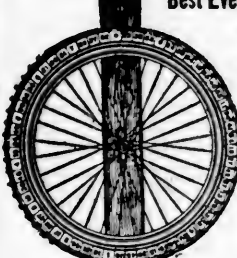
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