

THE BILLBOARD

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PER YEAR, \$1.00



DR. W. P. WILSON.
Director General, Philade'phia' Exposition.



THE OLD TIME BILLPOSTER.

I can see him yet in fancy,
With his brush and pale and pole,
I can hear the hearty greeting
That came straight way from his soul.

And his stiff and starry paste-suit!
That was baggy at the knee—
And his bustling, bragadocio—
How it all comes back to me.

He was loud of voice and rallocking,
A braggart and a boaster;
But those were traits of character,
That stamped him a bill poster.

I remember how his stories used
To thrill my very heart—
How his picturesque profanity,
Made even brave men start.

How well I mind his valor,
When he fought a rival show,
For there were battles royal,
In the days of long ago.

But modern methods hampered him,
And killed him off at last,
With all his old-time notions,
He is numbered with the past.

He's gone and gone forever,
But this, I'd have you know:
There was lots to love about him,
In the days of long ago.

Yankee Robinson's Tomb.

A famous showman of the olden times was Yankee Robinson famous all over America. He has a prominent place in the memories of bill posters by reason of the fact that he was the first circus manager who ever built a special bill board for circus paper and the first to use paste in posting it.

He was born May 2, 1818, and lived to be sixty-six years of age. Jas. A. Bailey, recently proprietor and sole owner of the Barnum & Bailey Shows, now sold to an English syndicate, got his first experience as an agent with Yankee Robinson's show. Ringling Bros., now proprietors of the World's Greatest Shows, were associated with him in partnership at one time.

Through the courtesy of H. A. White, city bill poster of Jefferson, Iowa, we are enabled to present a portrait of the handsome monument erected over Yankee Robinson's grave at that point in 1890, through the joint contributions of the owners and employes of the Ringling and Sells shows.

Yankee Robinson died Sept. 4, 1884. He was taken off a train, very sick, at Jefferson, Iowa, Aug. 23. Two unknown people, only, came to his sick-bed. He died a week later, alone, among strangers, and was buried by the Masonic Lodge of Jefferson.

Schley and the Billposter.

Admiral Schley recently sat in a box in one of the Philadelphia theaters, and every movement he made was watched by the thousands in the place. If he bowed to an acquaintance they applauded. If he smiled they applauded. In fact, the whole evening was an incessant ovation. But Schley's defeat came at the end of the second act. He arose and started to the next box to call on friends, but he had not taken two steps before one of Sam Robinson's Indians, who was in the gallery, called out in a rich bass voice: "Let's all go out and take a beer," placing the accent on the "all." The hero collapsed, sank into a chair, and shook with laughter, while the audience shrieked.

The poster is the promptest in point of results, of any advertising medium extant.

MAX AHLBORN, of Turner's Falls, Mass., has had considerable hard luck, but things are coming his way. He gives excellent reference.

Chicago.

Schaefer and Robbins Unite.

The Chicago Billposting Co. and the American Are One—The Strikers Win—Paul Schaefer Arrested—Manager of American Company Charged With Assaulting a Striker.

(Special Correspondency.)

Chicago, March 7, 1899.

The bill posters employed by the American Bill Posting Company of Chicago, who went on a strike two weeks ago for a raise in wages, have been granted their demands and have returned to work.

Paul Schaefer, manager of the American Bill Posting Company, was a prisoner in Justice Sabath's Court recently on charges of disorderly conduct preferred against him by J. H. Willis. Schaefer was not ready for hearing, and secured a continuance until today.

The men employed by the American Bill Posting Company recently went on a strike. James H. Leckie, who has been arrested time and time again on charges of swindling, and whose wife recently went to the penitentiary, remained at work. Several others also remained at work, and when they were accosted by Paul Willis and Thomas Cret-Leckie, it is said, threatened to shoot them both.

The evidence brought out showed that Willis and Cole had approached Leckie on a peaceful mission, and they were discharged. Leckie was also let go.

As all parties concerned were leaving the courtroom one of the strikers made a remark about Schaefer, and the latter, it is

said, turned quickly and struck Willis a blow in the face, and his arrest followed.

The case came up for hearing today and Mr. Schaefer was dismissed, the Justice remarking that he was greatly provoked and justified in his action.

It is probably safe to say that the town of Chicago beats all creation for outdoor advertising. It contains more and bigger bill boards than any other city on the continent. A rough estimate places the extent of permanent bill and bulletin boards at forty miles and an army of painters is employed in changing the designs on the boards and in teaching them up from time to time so that they always look bright and attractive. It is said that no less than \$2,000,000 has been paid out in Chicago since 1873 to owners of vacant lots for bill board privileges.

On the Iowa elevator is a sign said to be the largest in the world. It covers a surface of 27,000 square feet. It is as long as an ordinary block. The initial letter is eighty-six feet long and more than a ton of white lead was consumed in mixing the paint.

The Chicago Bill Posting Company was amalgamated with the American Bill Posting and Advertising Company, March 13, but as the event had been long expected, interest had been discounted and it occasioned little comment.

Los Angeles.

(Special Correspondency.)

Los Angeles, Cal., March 2, 1899.

To-day H. Gaylord Wilshire, President and General Manager of The Wilshire Posting Company, appeared before the commission for the purpose of registering a kick about the manner in which the ordinances with reference to bill boards were being enforced. He claimed to have found a place where an opposition company was violating the law, and he wanted to know why it was allowed to do so. He said he had been arrested a number of times, and his men had also been arrested, and he did not see that others should be allowed to do what was forbidden him. He was asked to state where this alleged violation of the law existed, and replied that it was on Spring street between Fourth and Fifth. The Chief was directed to look into the matter, and incidentally the commissioners ordered the Chief to strictly enforce all ordinances relating to bill or sign boards.

Mr. Wilshire left smiling and satisfied. Your correspondent waylaid him and undertook to learn what was back of the movement which resulted in the recently formed Southern California Bill Posters Association, but without success.

Mr. Wilshire was courteous, suave, bland and—incommunicative. The fight goes on merily here, but no one now has any doubt on the score of the final outcome.



YANKEE ROBINSON'S GRAVE.

Last Resting Place of a Famous Old-Time Showman.

Ohio.

During March, every member of the Ohio Bill Posters' Association received the following letter from Secretary Terrell:

"In accordance with a notice sent me from The John Chapman Co., Brother H. P., of Cincinnati, O., I hereby notify you not to post any H. B. Cigar Posters made by W. W. Hosman, of Cincinnati, as he has placed an order with Phil Morton, who is the Chapman Co.'s opposition there.

"In connection with the above, I desire to call your attention to Article VI., Sec. 1, Page 12, Constitution and By-Laws H. P. A., as follows: Sec. 1—For the protection against opposition bill posting firms to any member of this association, in good standing, it is so understood, and agreed, that no member of this association shall post paper of any description from any person or persons who shall have patronized a bill poster working in opposition to one of our members in good standing, who can give reasonable service; and when such does occur the Secretary of this association shall immediately notify all the association members and they shall refuse to post any paper of any description for the said parties until notified by the President of this association that the same was justifiable."

"I would be pleased to hear from you as to whether you have had any proposition to post bills from either, W. W. Hosman, or Phil Morton, who is Chapman's opposition at Cincinnati, O."

As a rule "The Billboard" does not favor boycotts. We think the country bill poster receives little enough paper as it is, and should not be compelled to refuse any, but in this instance, we would say that the Chapman boys are consistent members of the association. They would add did refuse paper to support the country bill posters, and turn about is fair play. It is a bad rule to follow, but here is a case where it ought to be lived up to—the letter.

Every member of the Ohio State Association ought to stick to Chapman, because Chapman has stuck to them. It should be observed that the Pozman people are new on the bill boards and did not knowingly or willingly antagonize the association.

Brooklyn.

A Disgruntled Stockholder Kicks Up a Row in the American Billposting Co.

(Special Correspondency.)

Brooklyn, N. Y., March 7, 1899.

Justice Gaynor in the Supreme Court, declared in a decision which he handed down this morning that the directors of a corporation could not vote to officers salaries that were alleged to be unjust to the outside stockholders. The case in hand was that of the American Bill Posting Company, which was incorporated in 1894. There were ninety shares of stock distributed among only four stockholders, all of whom were officers, each receiving \$50 a week salary.

Two years ago George H. Fitchett, one of the stockholders and also an officer of the company, died, and his salary thereupon ceased. His widow instead of seeking the advice and counsel of his friends among the officers of the American Bill Posting Company, consulted various persons hostile to the concern. She was badly advised. She undertook to compel the company to pay to her the salary received by her late husband.

Falling in this on account of her sex, she sold a part of her holdings of the stock to a man of the name of Hyde, but neither she nor Hyde at the next election was made an officer of the concern. On the other hand, the three original stockholders continued in control, increasing their salaries.

The officers were: President, Thomas J. Murphy, salary \$100 a week; Treasurer, Bernard Link, salary \$80 a week; Secretary, William P. Fay, salary \$50 a week. It developed at the hearing in court that the total receipts of the company for the past year amounted to \$65,000, while the expenses were \$35,000.

Justice Gaynor, after hearing the testimony in the case, declared that the aggregate compensation for the officers of the concern should not be over \$3,500, and so ordered, thereby cutting the salaries in two. He said that directors have no right to vote salaries to one another as mere incidents to their offices, but that they are entitled to a reasonable compensation.

It should be understood that repeated efforts have been made by the majority stockholders to purchase Mrs. Fitchett's stock. Several offers have been made her, but she flatly follows the directions of her advisors and is thereby causing herself needless expense, annoyance and vexation.

Alameda.

(Special Correspondency.)

Alameda, Cal., March 1—A number of candidates and their henchmen have recently been violating a city ordinance which prohibits the posting of bills about the streets and streets will probably be made. Certain developments are to be ascertained, and sensational developments are expected. The regulation under which the arrests will be made is section 13 of ordinance 148. It provides that no person shall post, print, stick, stamp or otherwise affix any sign, bill, poster or placard upon any house, fence, gate, post, tree, curbstone, lamp post, or post bearing electric wires. The penalty for so doing is a fine not to exceed \$30, or imprisonment not to exceed three months in the city prison.

THE BILLBOARD

Atlanta.

Mr. Dooley's Town.

(Special Correspondent.)

Atlanta, Ga., March 5.—The Phillips aptly remarks: "Profanity does not consist in saying damn. Profanity consists in writing it down."

The preachers of Atlanta started a crusade against the theatrical bills posted in that city, and when they called on Mayor Woodward to solicit his help in the movement, they were shocked to find on the mayor's desk a calendar ornamented with a woman in very moure attire. The committee started in by taking exceptions to the calendar. The mayor did not kick them out of the office for their insolence, nor did he reprove them for rude and ill-mannered interference in his personal affairs. On the contrary, he explained at some length that the picture was a lithographic reproduction of an American sculptor's masterpiece—Hiram Powers' "Greek Slave." Aside from the charm of the original, the reproduction itself possessed certain rare effects which appealed to his interest.

The mayor further stated that people who admired the nude in art were not necessarily foul and prurient minded. He declared also that many artists believed that God created man in his own image, as the Scriptures say he did. He quite believed that an artist could undertake and execute a figure painting with pure, high-minded motives, and in homage to the Divine Being.

He also believed there were many people who enjoyed art for art's sake—the minister's assertion to the contrary notwithstanding. In spite of this rather untoward beginning the committee stuck to its course. The Rev. Dr. Landrum made a speech to the mayor, in which he said in part:

"The same laws should govern lithographs as govern people on the street. Women should not be allowed to dress any less on the boards than they do in real life on the public thoroughfares. It would be unlawful for a woman to walk down the street in tights. It should be the same for any one to hang a picture of a woman dressed in tights on a public bill board. There is no doubt that a great deal of evil results from this custom, and it should be stopped in Atlanta."

The excerpt quoted above, together with the mayor's attitude, was spread abroad by the Associated Press, and provoked the following notice in the Charleston News and Courier, viz:

"It was stated some time ago that the new Mayor of Atlanta intended to run the town wide open, on the ground that the men would have their fun, and he wanted them to have it at home instead of in some distant city, where they could be as wicked as they pleased, but without any profit to the business of Atlanta. When he gets along far enough to permit the women to walk down or up the streets in tights, Atlanta will be crowded with visitors."

Fall River.

Another Poster Crusade—Nobody Will Tell Who Started This One.

(Special Correspondent.)

Fall River, Mass., March 4.—There was mystery in the rooms of the Board of Police here yesterday. Posters were strewn about the floors and scrutinized. The rumour went out that the front room, which is never used much except when liquor licenses are granted, was going to be turned into a museum of art. Seven reporters went around to see Clerk Lodge about it this morning, but he was non-committal. The question was asked if any more high rollers were coming to town with paper objectionable to the Ministers' Association, but he looked owlish and replied not.

It was called to attention that a few weeks ago, when a galaxy of beauties were depicted upon the board fences of the town, the mandate was issued to supply more clothing to them, with the result that wide and commonplace looking date lines were posted across many of them so that they would not catch cold.

Clerk Lodge was getting red in the face as the inquiry progressed, but it was explained to him that it was a short day, and the news-hungry public had to be satisfied. Then as a personal favor to the craft it was requested that such specimens be produced as were unfit for publication, to the end that the papers take up the burden of the Police Commission and the Ministers' Association, and bring purity and peace once more back into this community. The office of the Board of Police was becoming more visibly affected at every turn, but the strict discipline which goes with the department, and has always rendered unnecessary a perfect understanding between the office and the outside world, came to the rescue. The reporters were referred to the Chairman of the Commission and turned tenderly out into the hall.

Your readers are used to this sort of thing, though, so what does it matter, anyhow.

San Jose.

(Special Correspondent.)

San Jose, Cal., March 1, 1899.

A bill posting ordinance was given its first reading in council here today. It fixes a fine of \$10 for each three months for posting bills and tacking signs and distributing handbills, doggers, samples, circulars and other advertising matter and painting signs and pictures within the limits of the city. The conviction a violation of the ordinance is to be punishable with a fine not exceeding \$100 or imprisonment in the city prison not exceeding thirty days.

Washington.

A Decision Important to Billposters.

(Special Correspondent.)

William Wamsle, of the advertising staff of the Lafayette Square Opera House, has become manager of the Washington Bill Posting Co., which is being run in opposition to the Moxley firm, which has long held the bill posting monopoly in this city. The new company has already built up a thriving business.

MR. H. H. HENDER, Manager of the Wilkesbarre (Pa.) Bill Posting Co., has issued a very handsome brochure. It tells a great deal about Wilkesbarre in a very few words. Mr. Hurgunder also controls the boards in the nearby towns of Plymouth, Edwards, Luzerne, Ashby, Parsons, Minors, Mills Plains, Port Rowley, Mill Creek, etc.

Rochester.

(Special Correspondent.)

Rochester, N. Y., March 1.—The Executive Board of this city is bound and determined to stop the bill posting company and theater from obtaining the benefits of Sunday "lean-to" boards. Three or four raids having failed to stop the practice the corporation council was today instructed to vigorously prosecute all offenders for each and every violation of the ordinance.

HARRY H. H. H. and MR. J. F. BUCKSTON, the bill posters at Norwalk, Ct., have combined their forces and formed a partnership, and are now able to take care of two thousand sheets of paper for any advertiser, as they have forty large bill boards, and are building more. They thoroughly cover Norwalk and South Norwalk.



THE LATE W. K. WALKER.
City Billposter of Burlington Vt.

Boston.

(Special Correspondent.)

Boston, March 3.—Representative Haskins who introduced the bill now before the Legislature to prevent the disfigurement of parks and parkways by advertising signs and posters, said yesterday at a meeting in the South Congregational Church that the sole remonstrant, a bill board advertising man, who through his friends in the Senate secured the defeat of last year's bill, told him (Mr. Haskins) that he was going to put up bill boards facing the parks, and nobody could stop him.

Today the Transcript, after quoting him, asks hysterically:

"Can it be that one man is so powerful as to blight at his will a park system that has cost the city and State \$26,000,000? Is the business interest of one man more important than the welfare of the whole people?"

The Herald says:

"Good for the anti bill board movement in the parks! Why should the handsome be made hideous by the enormous show bill?" All the rest of the papers here are supporting the measure, but Mr. Donnelly is serene, confident and undisturbed. He will stand upon his constitutional and vested rights, and law or no law, combat his business in his own way, taking neither advertiser interference from meddling busy bodies.

Purely Personal.

P. B. Oliver, city bill poster of Endicott, Ill., called on "The Billboard" March 14. The folks of Endicott give a grand carnival celebration June 12 to 17. Mr. Oliver was unanimously elected to a seat on the executive committee, and appointed chairman of the advertising committee. The entire advertising appropriation is expended under his supervision, and it goes without saying that the event will be well advertised. Phil Oliver is one of our bill posters who knows advertising. He is posted on its every phase. He talks as glibly and fluently of newspaper space, periodicals and street cars as he does of bill posting and distributing. Few men have a better idea of its relative value, and none a more graphic manner in illustrating it.

There is a hint here that other bill posters will do well to listen to. Study advertising in its general aspect. Interest yourself in all the public functions of your locality. If it is an agricultural fair, a carnival, a street fair, a celebration, or a public demonstration, identify yourself with the movement. In a surprisingly short time you will find yourself the recognized and natural choice for chairman of the advertising committee and the presence you obtain therefrom will prove of substantial and lasting value.

Follow this advice. If you are not invited to join in the next movement, do not hang back but in and then make yourself useful, prove your worth.

The Son of His Father.

An exchange says: "The brightest boy in the school is the son of the city bill poster. He is precocious to a degree. He carries a morning paper, occasionally helps his father in passing hand-bills, sells opera glasses in the theater at night, is the ring-leader in all the mischief and devilry of the town, and stands at the head of his class. His teacher recently asked him to write a composition on Masonry, and here is what he wrote: 'King Solomon was a man who lived so many years in the country that he was the whole push. He was an awfully wise man, and one day two women came to him, each holding to the leg of a baby, and nearly pulling it in two, and both claiming it. And King Solomon wasn't feeling right good, and he said, 'Why couldn't the brat have been twins and stopped this bother?' And then he called for his machete, and was going to Weyerlize the poor innocent little baby, and give each woman a piece of it, when the real mother of the baby said, 'Stop, Solomon, stay thy hand. Let the old hag have it. If I can't have a whole baby I won't have any. Then Solomon told her to take the baby and go home and wash its face, for he knew it was hers. He told the other woman to go chase herself. King Solomon built Solomon's temple, and was the father of Masons. He had seven hundred wives and three hundred lady friends, and that's why there are so many Masons in the world. My papa says King Solomon was a warm member, and I think he was hot stuff myself. That is all I know about King Solomon.'"

Havana.

Under date of March 3, Mr. Chas. H. Hood, of the West Indies Advertising and Bill Posting Co., of Havana, Cuba, writes that Alfred H. Swayne, Vice President of the company is Assistant Manager of the North American Trust Company, of Havana, with headquarters at 100 Broadway, New York. Herbert Mills, who is Secretary and Treasurer of Mr. Hood's new company, is the ex-Treasurer of the Jarvis Conklin Trust Company.

Doctors Don't Advertise.

The trial of a doctor's suit was published in a New England paper recently, in which a bill poster was called as a witness, for the purpose of proving the correctness of the doctor's bill. The witness was asked by the lawyer whether the doctor did not make several visits after the patient was out of danger. "No," replied the witness, "I considered the patient in danger so long as the doctor continued his visits."

Pointers.

The following firms are said to be posting, dealing direct and in good standing:

- Alschul Distilling Co., Springfield, O.
- Bennett & Millett Co., Gouverneur, N. Y.
- Bruning, Thos. F., Kent, Ia.
- Continental Tobacco Co., Columbus O.
- Cooper, Wells & Co., St. Joseph, Mo.
- Curtis Bros., Rochester, N. Y.
- Holmes, W. Harry, Williamsport, Pa.
- Colchester Chemical Co., Binghampton, N. Y.

- Dolan, James D. & Co., Portland, Me.
- Edwards, Chas. H. & Co., 1621 Market st., Philadelphia
- Elgin-American Mfg. Co., Elgin, Ill.
- Elyson Mfg. Co., Detroit, Mich.
- Ford, J. H. Co., Wyandotte, Mich.
- Ford, H. Loyal & Co., Ohio and Orleans streets, Chicago.

- Giffith, Thos. J., Utica, N. Y.
- Haglock Bros., Sterling, Ill.
- Hawes Hat Co., New York City
- Jackson, Edward H., Stamford, Conn.
- Journsay & Burnham, Brooklyn, N. Y.
- Kops Bros., 35 W. Third street, New York.
- Killen, Chas. M., Philadelphia
- Lee, Chester L., Ellsburg, N. Y.
- Lozier, H. A. & Co., Cleveland, O.
- Lichty, Norman, Des Moines, Ia.
- Liggett & Meyers, St. Louis, Mo.
- Loomer Sons, Bridgeport, Conn.
- Monroe, E. & Co., Richmond, Ind.
- McAllister & Peast, 131 F street, N. W., Washington, D. C.

- Niquette, C. M., Osborn, Kan.
- Neurotic Medicine Co., Hornellsville, N. Y.
- Ohio Coal & Sales Co., Columbus O.
- Ohio Mfg. Co., Middletown, Conn.
- Pattman, H. J. & Co., Minneapolis, Minn.
- Philadelphia Baby Carriage Factory, 711 Spring Garden, Philadelphia
- Pirkett & Co., E. L., Mt. Holly, N. J.
- Paxton, Dr. Medical Co., 199 River street, Troy, N. Y.

- Pabst Chemical Co., 178 Huron street, Chicago.
- Quine & Bowen, 140 Hill street, Rochester, N. Y.
- Quaker Valley Mfg. Co., 333 Harrison street, Chicago.
- Rath, E. & Sons, Indianapolis.
- Ross, M., Getten, Ill.
- Rheinstrom Bros., 331 Martin street, Cincinnati

- Smyth, John M., 150 W. Madison street, Chicago.
- Solder Preserve Co., Cincinnati
- Schroeder, Henry, 65 Milwaukee avenue, Chicago.
- Spelman-Elgin Tobacco Co., Covington, Ky.
- Spink Co., 295 Central Avenue, Cleveland
- Schwartz, G. W., Louisville, Ky.
- Sanford Mfg. Co., 4 High street, Boston.

If the pointers have helped you, bear in mind that we obtain them almost entirely from letters received from bill posters and write as yourself. The pointer we get from you may give some other bill poster a job.

We read all letters carefully and print all information of importance. Editor

WHAT THE DISTRIBUTORS ARE DOING

Distributing In All Its Phases.

(Prize Competition.)

I can not give all the phases of distributing in this contribution, but will start the ball rolling, and hope other members of the Association will take up the subject and give us at least one short contribution in each issue of "The Billboard," for several months to come. I am sure the exchange of views among the members will benefit us all.

Any advertiser ought to know that good distributing can not be done for less than \$2.00 per thousand, and when contracts are made for less, the work will be done according to the price.

Some advertisers think they are saving money by having their distributing done at low figures; but it is only a case of "saying at the bung hole and loosing at the spigot."

It is a mystery to me why advertisers throughout the country do not employ members of the International Association of Distributors to do their work, especially when they know that the association stands at the back of every member and make good the delinquency on the part of any member. Although the association is very careful in whom it admits as members, yet occasionally an unworthy member is taken in and proves to be untrustworthy, but as they go wrong they are weeded out, and thus the association is purged of incompetent members.

Another mystery to me is, why some large advertisers send their matter to druggists intrusting them with the distribution, who in the course of a few months will send out one or two bags or a cheap man, never giving a thought, or caring how the matter is put out, contenting themselves with seeing it out of the way.

Well, the seed is sown broadcast, but what will the harvest be? Very little of it falls on good ground where it could take root and bring forth fruit, but is left to die and rot without even taking root.

I have seen it sent out by druggists and thrown into yards and on stoops profusely, and that, too, just before a rain, and just before the dismissal of schools, and during a high wind. None being placed inside the house or even on the back stoop, what must the result be? Eight-tenths of it is blown away or carried away by the school children, or soaked through and through by the rain, and thus valuable advertising matter is lost.

Another way of wasting advertising matter so frequently used, is to place it between the gate and the gate post. Now, if a member of the household is the first to open the gate they may look at it; but very often cast it aside, thinking it can not be of any value or it would have been put into the house. I have seen matter taken out the gate and torn up without being looked at. If a stranger or another distributor opens the gate the matter drops to the ground, and is rarely ever picked up by anybody. If a verting matter is not worth putting into the house under or through the open door, or window, or secured in some way, it is not worth reading, at least so the public thinks.

Advertisers generally judge by the returns from the distribution how well the matter has been put out. I shall never forget the words of H. D. Bunells, with the W. T. Hanson Co., who on his second inspection said, "The best evidence I have that you have done your work well is that there has been an increase of sales everywhere you have distributed." It encouraged me very much, and I then determined that all of my patrons should have the same care taken of their advertising matter. The same inspector on his last trip, about a month ago, dropped into Uniontown, Pa., on the same day I was distributing his firm's matter. In the evening he said to me, "You need not want for anything to do as long as you distribute in the manner you do." I hope his words will be verified some day. As it is now I could do lots more if I only had it to do.

Now, Mr. Editor, this might seem to many as a cheap advertisement on my part, but I assure you it is intended to benefit all worthy members of the Association, and give assurance to advertisers that their best logic is to employ members of the Association, where they have an assurance of protection.

My idea of good and efficient distribution is to place the matter as near as possible into the hands of those for whom it is intended, by throwing it into the open door or window, under front, side or back door. It may be placed high up in door jam where there is a fenced yard, but never where the door is flush with the street. In this case there is always a way leading to a side or back door, where it can safely be deposited, and secured from the deprecation of children.

Very much more can be said on this subject, but I leave it for others to say in future issues of "The Billboard."

Let us hear from Brothers Stuhrenner, Reid, Case, Tirrell, and others. I heartily concur with what Feather Charvat of Chillicothe, O., says in the February issue on the subject, "House to House Distributing in Small Towns."

WM. CLOWES.

Look Before You Leap.

A Few Cold Facts for Young Entusiasts.

"The Billboard" probably receives a dozen inquiries every week from young men who want to know how to succeed in the distributing business. As a rule we try to dissuade them from entering it. The pernicious and misleading literature which is disseminated in vast quantities by swindlers is responsible for most of the misdirected enthusiasm. Under the guise of Distributors' Leagues, Distributors' Bureaus, etc., circulars plausibly put together and asserting that from \$50 to \$75 a week can be easily cleared, are scattered broadcast. The promises are alluring, and many a young man is readily persuaded to part with a dollar or two to join the society, and get started in the business. His money is sent, and that is usually the end, for the swindler has milked his victim and is through with him. Letters of remonstrance are unavailing and unanswered, and after a few weeks most of the victims give it up and turn to something else.

Some few are made of sterner stuff, and bent upon at least giving the business a trial, set about the matter by instituting a systematic inquiry. Sooner or later they learn of "The Billboard," and write for advice.

Nine times out of ten, wherever an inquiry comes from a desirable town, there is already a good distributor there. In these instances we frankly advise our correspondent not to try it. We point out the fact that the

present incumbent is clothed in all the rights of priority, has an established trade, and any attempt to tear down his business is unjust, unprofitable and unbusinesslike.

We also make it clear that there is hardly any other business that can be mentioned in which it would not be a far sadder matter to gain a foot hold, and attain ultimate success. To the effects we can give you in a general way that three things are necessary to success:

1. Be sure—very sure that you like the business.

2. Be sure that you have great patience and can bear repeated disappointments and wait long for success.

3. Be sure that you have some means of support on which to subsist in the meantime.

Then read about distributing, keep posted, study the methods of others, be painstaking, be careful, be honest, and act wisely. Keep your name before advertisers constantly by means of letters, personal cards, postal cards, and a card in "The Billboard."

In time you will build up a desirable business, which if will be very hard to take away from you. It will be well worth laying in, in fact, desirable in every way. Be assured, though, that the effort required would make you a success in almost any other field as well.

Distributors should always see that any fête, celebration, large convention, or in fact, any important event which is to occur in their city is chronicled as far ahead as possible in "The Billboard." It will always result in your getting more business for advertisers like to follow the crowd.

I. A. of D. dues are now due. Members will save the Secretary a lot of work and the Association much needless expenditure for postage by sending their money in promptly.

J. T. HUDSON, of the Twin Cities Distributing Agency, Pittsburg, called on "The Billboard" March 1st. He reported business good, and stated that he had contracted to superintend the distribution of a number of cities in the East for Dr. Burkhardt of Cincinnati.

There is no more solid, useful, helpful information for distributors in a single issue of "The Billboard" than all the other papers combined.

A Good Form

For A Distributor's Contract.

The Spaulding Advertising & Distributing Co. of Chicago, Ill., writes us as follows:

We control the distributing business of the city and by a prohibitive license (if with a guaranteed service, which every distributor will find to be much more satisfactory to the advertiser. We are organizing the southern part of the State, and have several towns covered with our positive guarantee system, blanks of which we enclose. The distributor's guarantee is the same in all its essential details as the one we sign to the National advertiser, and is signed and countersigned by the distributor in each town we cover before we will send him a single piece of work. By this means the National advertiser knows to a certainty that every piece of matter distributed by his rate will go out. The distributor's report cards are sent out with each lot of distributing matter we send to local distributors, and when the work is done is sent back to us and is a voucher for completed work on receipt of which we remit the amount due the distributor for his work. These report cards are filed in our office and are at all times open for the inspection of the advertiser.

You are at liberty if you consider our guarantee system of sufficient moment to publish the forms and the explanation in "The Billboard," for we think that if all distributors would adopt this plan they would soon gain the respect and confidence of the advertiser and add materially to the number of orders which they would receive. Let them all try it.

LOCAL DISTRIBUTOR'S AGREEMENT
City of town of _____ County of _____ State of Idaho _____ Date _____

I, _____ of _____ Idaho do hereby agree, and by this instrument bind myself to faithfully and carefully distribute any and all advertising matter sent me for distributing in my locality, or to do any talking of cards, the signs or banners sent me by The Spaulding Advertising and Distributing Agency, of Boise Idaho, in a manner as near in accordance with the following rules as possible.

Rule 1. I will distribute only one book, pamphlet, paper, flyer, card or other piece of advertising matter to every family in each town assigned to me by the Spaulding Advertising and Distributing Agency, or by whoever they designate to direct me, putting it inside the front back or side door except when otherwise ordered by the Spaulding Advertising and Distributing Agency, whenever I am directed to do so, and if I can not will put it into the letter box or opening for such purpose, or next best place if to the right of the door, high up out of reach of small children, and if I can not do either of the above, I will press it between knob and casing, or into the latch handle.

Rule 2. I will not ring the door bell or knock except when I have orders to do so, to see the lady of the house.

Rule 3. I will not put any advertising matter on front door knobs, stoops or porches, throw it into the yard or waste it in any way, nor put it on any outside step except when otherwise ordered to do so, or to leave the matter before I leave.

Rule 4. While working business streets, I will not throw any advertising matter on the floor, but put it on the radiator, chair, table, desk or some neat place, and leave quietly, if any objections are offered, and always close the door carefully without slamming.

Rule 5. I will deliver no advertising matter on the streets, except when asked for it, unless I am otherwise instructed.

Rule 6. In talking cards, the signs or banners, I will put the number of cards in each set as required by the Spaulding Advertising and Distributing Agency, and will in all cases place same in conspicuous places on main streets, high enough to be out of reach of small children, and where they are not liable to be covered by posters or any other obstruction.

Rule 7. I will not intentionally omit any matter assigned to me, will not give any advertising matter to children, and will give only one to any person, and in other respects I will follow the orders given by the Spaulding Advertising and Distributing Agency, and failures on my part to perform my work as I agree to in the above, I agree to forfeit my pay for the same.

Section 1. The above agreement is not to be considered binding on me until after the receipt from the Spaulding Advertising and Distributing Agency, of a description of the kind and quantity of advertising matter to be sent, and my acceptance of same.

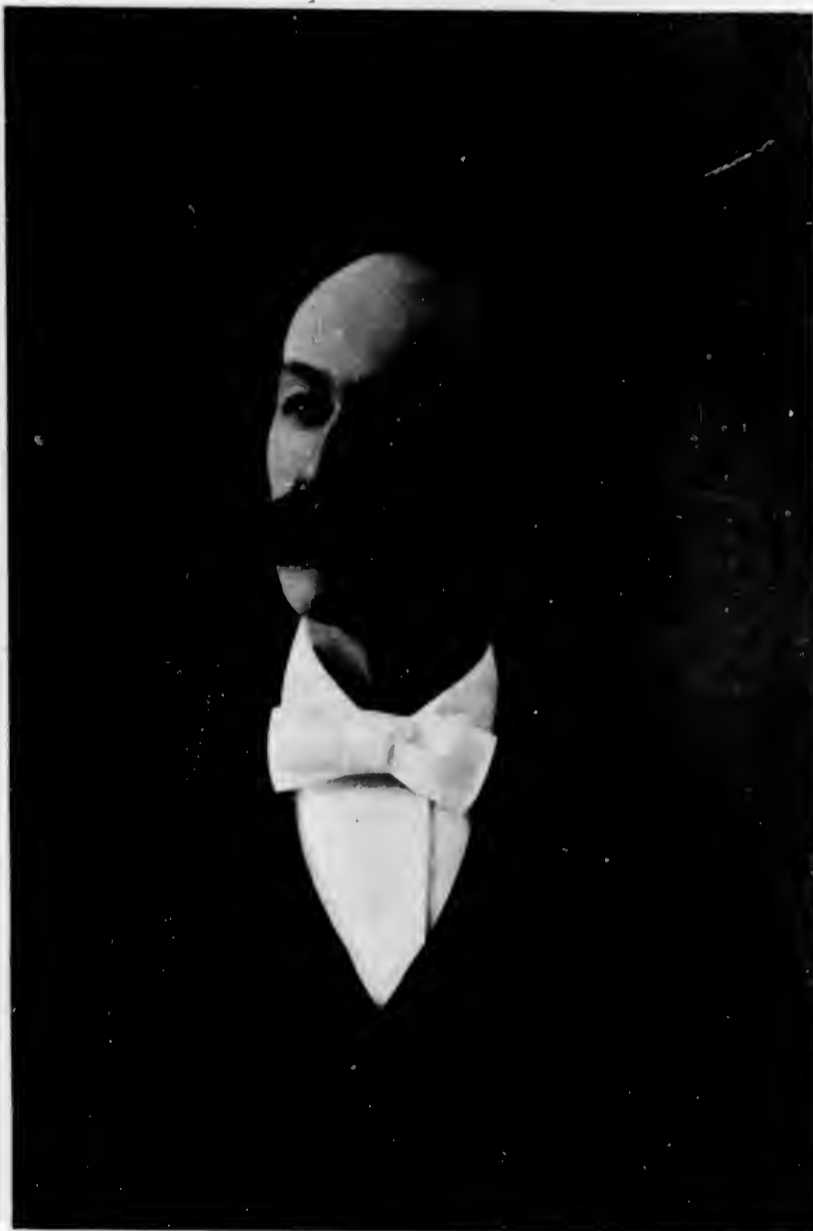
Section 2. Payment in all cases to be made to me by the Spaulding Advertising and Distributing Agency, immediately on receipt from me of a voucher stating that the work had been done, and countersigned by some reputable business man. Blank for the above to be furnished with each lot of distributing sent me by the Spaulding Advertising and Distributing Agency.

Section 3. This agreement will be in force for one year from the date given above, unless otherwise revoked by either of the parties in writing.

Signed _____ (Seal) _____
Being personally acquainted with _____ and knowing him to be of good character, do not hesitate to guarantee that he will carry out all the terms of above agreement.

Signed _____ (Seal) _____
of _____ Idaho
For the Spaulding Adv. and Dist. Agency,
By _____ Manager

EUGENE SLOANE, of Laredo, Tex., is going to make another attempt to establish a reliable distributing service at that point. At present all work is done by little Mexican boys, and the service is simply vile.



WM. B. PORTER, OF OAKLAND, CAL.

Mr. Porter is a distributor of particularly high standing, and a member of the I. A. of D.

Tips.

The following firms are doing home-to-home advertising...

Lawford & Taylor, Mansfield, O., are distributing cracker samples...

H. E. Bates, Kokomo, Ind. St. Albans Remedy Co., St. Albans, Vt.

John Morrow & Co., Springfield, O., are extending the territory...

The New England Watch Co., of Waverly, Mass., are distributing...

John Morrow & Co., Springfield, O., are extending the territory...

John Morrow & Co., Springfield, O., are extending the territory...

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M. J. Kraft, Rockford, Ill., is reported as an advertiser. The subject of the advertisement is a herb tonic.

The Self-Threading Machine Needle Company, Spots Building, Toledo, Ohio, is making some advertising contracts.

The Pavana Medical Company, which manufactures a new remedy called the Salsomia Tablets, is reported as a new advertiser.

An advertiser using the name of the Home Business Company and claiming 36 Church street, New York, as his address, has been asking for rates.

Charles A. Drefs, of Buffalo, N. Y., is putting out some attractive advertising.

The Nervita Medical Co., of Chicago, Ill., are active again.

The Flower Medical Association, of New York City, are advertising Dr. R. C. Flower's Remedies.

An advertiser using the name of the Golden Remedies Company has begun to make contracts for publicity for a preparation for the hair and other articles.

It is reported that the Bartlett Pure Company, Chicago, of which mention has several times been made in these columns, will shortly open an office in New York.

Purely Personal.

L. E. AUSTIN, of Laredo, Tex., intends to move to San Antonio if he can obtain the I. A. of D. franchise at that point.

J. H. BELTZ, of Scranton, Pa., writes that he has had a rather tough time of it...

EDWIN B. BRIDGER, says that he believes in keeping everlastingly at it and relies on this maxim for success.

E. O. BURROUGHS, of Newark, D., has for his motto, "What I do, I do it well."

The Idlewild Park will have its opening on May 15, no doubt the I. A. of D. members in this State might contact for some work by writing Mr. Robert Lungefelter, manager, Newark, D.

M. A. BONDY, the enterprising manager of the National Distributing Company, Detroit, Mich., writes:

FRANK V. BRAPER desires us to say that he is finally, fully and entirely out of the directory business.

DISTRIBUTORS who do not read our "Letters to the Editor Department" are missing the best feature of the paper.

RADWAY & CO., 55 Elm street, New York, are delivering lunches to druggists in cities but are doing it through distributors.

If every distributor will but write us once a month and give us the news, "The Billboard" will continue to improve in the future as rapidly as it has in the past.

J. R. EARLY is now manager of the Atchinson (Kan.) Advertising and Distributing Company.

J. C. SHERMER, of Punxsutawney, Pa., is out of the distributing business at that point.

JORDAN ADVERTISING CO., Mechanic's Falls, Me., writes "The Billboard" is our best friend.

VICTOR JANNEY, of Marshall, Ill., does well with pet game poultry as a side line to his distributing business.

J. D. HARNEY, of Kinsley, Kan., is a new one at that point. He says that distributing has always been done by boys in rascals, and believes the town is ripe for good service.

LEWIS A. HANSON, of Dover, N. H., has embarked in the business at that point and also contemplates adding bill posting to his efforts.

A. J. HORN, of Litchfield, Ill., has been sick all winter. He is convalescent now and reports prospects bright for the spring.

The Los Angeles Bill Posting Company claim the I. A. of D. franchise at that point.

S. J. BURGESS, Pontiac, Mich., writes that he is delighted with the I. A. of D. He says he felt the benefit almost immediately.

ED. F. BURKHART, of Bellefontaine, O., says that "The Billboard" is "it."

H. W. LINWEAVER, of Cedar Rapids, Ia., writes that city is thriving.

E. LA RUE, of St. Charles, Ill., has been ill but is recovering.



CHAS. BERNARD, OF SAVANNAH AND CHARLESTON. The Young Napoleon of the Southeast.

Cardox & Hayes, No. 172 Deane street, New York, will advertise an ice-cream freezer.

The Washington Chemical Company, Washington, D. C., is reported as making new contracts.

Additional advertising has recently been arranged for the Russell Carpet Company, Chicago.

A new concern has been incorporated under the laws of the State of New York with its headquarters at Elmira, called the Herodian Hot Oil Company.

A new tooth powder is to be advertised by V. C. Brothers, 518 Cherry street, Philadelphia.

A new advertiser on a moderate scale is a concern calling itself the Hoffman Drug Company, New Rochelle, N. Y.

The Howard W. Spurr Coffee Company, of Boston, are placing a limited amount of advertising.

A concern called the Cuban Land & Steamship Company, is arranging for wide advertising.

We obtain our tips from exchanges and clipping bureaus, but depend for most of them on letters received from distributors.

A concern called the Cuban Land & Steamship Company, is arranging for wide advertising.

The Boston Medical Institute, 269 Dearborn street, Chicago, Ill., want to hear from I. A. of D. members in good standing.

The Rex Manufacturing Company, 288 Charcoal street, New Orleans, is making proposals.

The Wallace Sack.

JOE WALLACE makes a distributors' bag or sack that is famous in all the country round about Oswego, N. Y.

Out of a spirit of accommodation rather than a desire for profit, Wallace at first supplied his friends, the distributors nearby, but the demand grew so fast that he has had to go regularly into the business.

He advertises them elsewhere in this issue. We can assure our readers that the Wallace Sack is the best value for the money that has ever come under our notice.

Who 'Tis Items.

March, 1899.

As I am in receipt of a great many inquiries through the mail in regard to "The Distributor's League," of New York City, I have investigated same as far as possible, and have obtained possession of a list of their members, examined it very carefully, and find that they have not the name and address of one prominent man in the business. In fact, I have never heard of any of the persons whose names appear in this list. They are all new ones. The list may be genuine, but I doubt it. As far as the reliability of "The League" is concerned, I believe that any one who pays them money will only waste the amount expended. There are numerous other concerns that advertise for distributors, and all that I have ever investigated have proven to be rank frauds. Distributors should steer clear of all such. In the first place they are what distributors call a "one man's concern," and are of no benefit to any one excepting the projector. Why do they not give their names instead of the titles of "Distributor's League," or "Advertising Bureau," and many other names under which they choose to sail? Their members have nothing to say in regard to how the business should be conducted. There is no account given of how the money is spent. There are no conventions held. No one knows how much money is received within the year, or whether it has been spent in the interest of the members. If I were a distributor, I would not join any organization in which I could not have a voice or something to say regarding the disposal of the money paid into the treasury. I should want to help elect the officers or managers of the concern. During a conversation with one of the prominent advertisers of the United States the other day, I asked him what he thought of these different concerns. He said: "Whenever we receive a list of members outside of the I. A. D., first we file it away with what we call the 'suckers' list." The expression is strong enough to warn any one not to tamper with any of the concerns referred to.

Geo. Kellermann, of Edwardsville, Ill., reports that he has made contracts with six different firms. Mr. Kellermann is one of the recent additions to the I. A. D., and from information received regarding him, we feel sure that advertisers who have contracted with him will get the best of service.

I notice in the March issue of "The Billboard" that Mr. George W. Vansyckle, Manager of one of the best known advertising agencies in the United States, gives Will A. Molton, of Cleveland, O., a pretty hard "rap on the knuckles." Mr. Vansyckle fully understands how to "get back" at an opponent. He also has a reputation of being among the best hustlers in the business.

John Morrow & Co., of Springfield, O., are making a house-to-house distribution of their advertising matter in Cincinnati; also a large number of window displays. The distribution is practically a test of what house-to-house distributing can accomplish without the assistance of any other advertising. I inquired of one of the leading druggists here the other day, and he informed me that he was having quite a number of calls for "KID-NE-ODDS," and that the indications were favorable for a good sale on same.

Secretary Steinhilber states that he has every reason to believe that the attendance at the coming convention of the I. A. D. will be the largest gathering of advertisers and distributors ever brought together. He says that he will push the Association in the interest of the members, and will send out a thousand invitations to advertisers throughout the United States. As advertisers are very much interested in the I. A. D.'s method of doing business, they will undoubtedly accept the invitation, and if impossible to attend personally, they will send a representative.

Mr. Chas. Bernard, representing the I. A. D. at Charleston, S. C., reports that they are already getting the advertiser interested in their service at that point. Mr. Bernard is a thorough business man, and knows how to get the attention of all possible patrons. I predict that he will make it very interesting for his competitors, and that it will be but a short time until he will practically control everything at Charleston.

Mr. Rudolph Bauroth, official correspondent of "The New York Pharmaceutical Era" for Cincinnati, is a bright, intelligent young man. The Cincinnati news is very interesting, giving all the latest drug news that it is possible to obtain.

The Excelsior Advertising Co., of New York City, is looking for "suckers." Distributors will please take notice and save their dollars. The above named firm is a rank fake.

Mr. H. A. Taylor, of Oil City, Pa., is calling the attention of the advertisers to his having joined the I. A. D., with the following well written appeal:

Office of H. A. TAYLOR,
BILL POSTER, TACKLER & DISTRIBUTOR,
Oil City, Pa., March 6, 1899.

To My Prospective Patrons:
Having been elected a member of the International Association of Distributors, and as the services of its members are guaranteed by this Association, I solicit your work for this section. I will personally attend to all work. My prices are very reasonable for this hilly locality.

My motto is: "Honest Work at Honest Prices."

The population of Oil City and burroughs is 29,000, and 3,000 pieces will cover the residence portion.

My bill boards are in the most conspicuous places in the city.

Kindly put me on your list. Write me for terms.

H. A. TAYLOR,
Hizzard Block, Oil City, Pa.
It might be well for other recruits to get out something similar.

Mr. Jos. Boyd, Third and Broadway, Dayton, O., representative of Williams Bros.' "3 O'clock Tea," for the State of Ohio, will sample all the towns and cities in Ohio this season, and would be pleased to hear from distributors. He has been furnished with an I. A. D. list.

Don't forget the place and date of the next convention of International Association of Distributors, Cincinnati, July 18-20, at the Emery Hotel.

I notice that there has been a vast improvement in house-to-house distributing in Cincinnati this season. I find that certain parties who had formerly been doing very poor work have improved their services very much. It is about time that these distributors realized that they must do good work in order to hold patronage in Cincinnati, as one certain agency does about nine-tenths of the work, and by their good service will soon have all of it. I will mention no names, as this is not intended for a free "ad."

Messrs. Keams & Strong, of Ann Arbor, Mich., recent additions to the I. A. D., have just made a canvass of the business houses in their city, advertising the fact that they had become members of the I. A. D., and that their services were guaranteed.

While out in the suburbs the other day I chanced to come across a boy distributing a circular. The boy was doing the work faithfully and honestly, and this being such a rare occurrence, I thought the matter should receive mention.

strongly, and my word for it, you will win in the end. Substitution will soon be a thing of the past.

The I. A. D. revised list will be mailed to advertisers promptly on April 1st.

Mr. Chas. Bernard, bill poster at Savannah, Ga., and Charleston, S. C., has established a circuit of towns in the South for which he solicits work and subjects to the bill posters and distributors. Mr. Steinhilber handed me the instructions for distributing which Mr. Bernard sends out, saying, "I consider these instructions as the best I have ever seen, and any one who could not follow them should never attempt distributing. The instructions read as follows:

DISTRIBUTING

This is a different class of advertising from bill posting, but is equally as important and should be done with the same care and attention. Distributing means the placing of circulars, books, samples, etc., in residences, tenements, hotels and all places occupied by families or individuals who would be likely to use or purchase the goods so advertised, if the matter you are to distribute is books, circulars or printed matter of any kind be very careful to carry in a bag or basket so it will not be soiled or damaged, take the first street on one side of town and go from house to house, work each street and cross street in rotation until you have completed the town. Do not miss a single house or family, only leave one piece, book or whatever



P. B. OLIVER.

The following rates for sign tacking is issued by the Illinois State Bill Posters' Association, which we think is all right.

CARD AND TIN TACKING

4x8 to 5x14, equals 70 square inches, 1 cent each.

5x14 to 6x18, equals 78 square inches, 1 1/2 cents each.

5x18 to 6x24, equals 114 square inches, 2 cents each.

6x24 to 6x30, equals 180 square inches, 2 1/2 cents each.

6x30 to 12x18, equals 216 square inches, 3 cents each.

For odd work figure price nearest to above in square inches. Tacks to be furnished by the advertiser.

CLOTH BANNER SIGNS

7x6 to 14x11, 154 square inches, 2 cents each.

14x6 to 21x28, 588 square inches, 3 cents each.

In a conversation with a druggist the other day, I purposely drifted on the subject of substitution, asking him the question, "Do you substitute as much as ever?" He promptly replied: "No; the advertisers are educating the people to take nothing but what they call for; consequently, we find it very difficult to persuade them that something else is 'just as good, or better.' Besides this, some persons become very indignant when told this, and we thereby lose a customer." Now, Mr. Advertiser, when writing your circulars be sure to touch on this point of substitution

It may be) at each house, unless there is more than one family, then one to each family. If the door or window is open, care to put it inside, or if closed, slip under door or in mail box or back of door knob, so it will fall inside when the door is opened. If any occupant of the house appears in sight hand it to them, politely requesting them to look it over, or at least make a pleasant remark that will leave a good impression, in passing through gates or doors invariably close and fasten just as you find them. Never under any circumstance throw a single piece of advertising matter on the street, sidewalk, lawn or any place where it will blow away or be trampled in the dirt; never hand to people on the streets or to children; after you have worked the residences thoroughly, watch all the farmers wagons and put one in each wagon under edge of cushion or in some position where it will not blow away and will be noticed. Never put any in the business houses unless you are specially instructed to do so, then lay them on the counter or hand to some occupant of the place, never throw on the floor or on steps in doorway. If you have samples to distribute, such as soap, baking powder, stove polish, pills and various kinds of goods, which is a method now adopted by many manufacturers to introduce and advertise their goods, you will get special instructions in most cases how the samples are to be distributed, but in all cases ob-

serve these general rules. Samples should invariably be handed to some grown person in the house, never to children, especially if it be samples of pills or medicine of any kind, work the streets in rotation same as with books or circulars, do not miss a house or a family, but instead of the front door go to the side or rear door, knock and when the lady of the house or servant appears politely hand them the sample, inform them in a pleasant manner what the article is and that you have been requested to bring them a sample hoping they will give it a fair trial, always be polite and pleasant, if you meet with rebuff or objections take it pleasantly, endeavor to deliver the sample and your mission is completed. After you have made several distributions in your town your visits will be welcomed, you will learn just how many families there are in each house, how many circulars, books or samples you need to thoroughly cover the town without wasting any. Take a personal interest in the results that your distributing will bring, find out what merchants, drug stores or other business places sell the goods that you are advertising, tell the merchants when you make a distribution to advertise some article they handle, please notice the results and tell you whether the distribution created a demand for the article, if they acknowledge a benefit endeavor to get a testimonial letter which you can show to advertisers who may hesitate to try your services. Remember that at all times your work is subject to inspection and that one careless or bad job or distributing is almost sure to be discovered and will ruin your future business. Tacking up the signs, cards and banners is also a branch of your business which requires careful attention, cards, signs, etc., that are to be tacked up, should be put on the outside of stores where the goods are sold, on fences and other public locations along traveled streets and highways they should always be placed above the reach of boys who seem to delight in tearing down all that can be reached. These rules will apply to bill posting and distributing generally, but are issued and expressly apply to each and every contract made by The Bernard Advertising Service, and it is distinctly understood and agreed upon that any neglect of duty laid down in these rules or any waste of advertising matter or failure to comply with directions for posting or distributing will void payment of any claim for services on such contract.

CHAS. BERNARD.

Messrs. M. F. Sprenger, of Poughkeepsie, N. Y., and Chas. A. Chapman, of St. Johnsbury, Vt., recently made application and were accepted as members of the I. A. D. The Secretary informs me that he has never during his term of office had more satisfactory reports regarding applicants than those gentlemen. Letters came in thick and fast from prominent business men and very favorable regarding Mr. Sprenger, and one party in referring to Mr. Chapman declares that "were advertisers to look a hundred years, they could not obtain a better or more honest man to do their work in St. Johnsbury than Mr. Chas. A. Chapman." The I. A. D. is daily adding good material to the already long list, which now numbers over four hundred, and when a member is found not to be worthy of a place with the others he is dropped, and no further attention is paid him. Is this not a proof that the Association is rapidly mounting the ladder of success? The following new members have been added since March 1st:

L. B. Jones, Anniston, Ala.
Batesville Advertising Co., Batesville, Ind.
Ed. R. Thuston, Union City, Ind.
John Winkelman, Columbus, Neb.
M. F. Sprenger, Poughkeepsie, N. Y.
George W. Blake, Natrona, Pa.
Chas. A. Chapman, St. Johnsbury, Vt.
Thos. Pierce, Lynchburg, Tenn.
Marquette & Menominee Bill Posting Co., Marquette, Wis.
J. W. Palmer, West Superior, Wis.

The strong feature of the booklet distributed from house to house is its freedom from annoying advertisements. The advertiser has his reader's entire attention—has it exclusively, for the time being—just as much, just as fully as if he was face to face with him, engaged in conversation. This feature of the booklet is of far more importance than the casual advertiser is willing to concede. It can not be over-emphasized or dwelt upon at too great length.

Get the booklet into the house. Thereafter whoever picks it up gives you his or her undivided attention. This latter you hold as long as you interest to the end, if you have written well and illustrated graphically.

Every distributor who can possibly spare the time and money should attend the meeting of the I. A. D. at Cincinnati, July 18-20 next. The meeting will be held in the large banquet room of the Hotel Emery, which Manager Luke Hunt has tendered for the occasion. The officers of the Association particularly want unattached distributors to attend this meeting.

I. H. THOMAS, of Titusville, Pa., is highly recommended.

A very useful novelty in the shape of a mailing case will soon be placed on the market by THE SAMPLE ORDER AND COIN MAILING CARD CO. of Albany, N. Y. Mail order houses and advertisers who distribute samples will find it a great boon.

The Right Hon. James B. Rice, M. P., in a recent address at the University College, Liverpool, suggested a systematic training in what he called "The Art and Mystery of Advertising." Among other things he said: "Advertising has now become so extremely important a part of our commercial life, that it would be very desirable if something could be done to reduce it to a science, so as to enable the young merchant to know in what way his money expended for advertising could be used to the greatest advantage."



A Sign Painters' Organization

The time will hardly ever come when the sign painters of the United States will organize into a permanent and representative body. There have been several attempts made, but all have, like the best attempt, resulted in failure. The chairmanship of the proposed alliance was not of my seeking, nor had I any part in appointing the committee of arrangements. When I was appointed chairman although it was against my wishes, I concluded to see if anything could be done, but soon found out that it was one of those impossibilities. None of the leading men, such as Hale, H. H. H. etc., were interested in it. The persons who only seemed to be interested were boys just starting out, and some who thought that it would increase their chances of getting work. I hardly thought it possible, nor do I think it even will be possible to organize the sign painters. There must be a use for an organization, or there must be an object to accomplish before an organization of men interested in attaining that object. Sign painting is a trade in which there is more or less skill exhibited, and if an organization is to be effected for the purpose of regulating wages, it will be a flat failure, for sign painters employed by a contracting master are usually paid according to their ability. What it would be socially is all there is in an organization.

Notes.

Of late there has been a great deal of paint talk going the rounds about that old sign at Harper's Ferry. All who read paint literature know all about it. So there is no repeating it. The society who published the item received a number of letters from men claiming that they or a friend painted it, and also that they knew the peculiar composition that has withstood the ravages of time and weather for 100 years. The secret, of course, was for sale, provided a price would be allowed, that their dignity would allow them to accept, and was commensurate with the worth of the product. Nothing wrong about this. It was a legitimate business proposition. The funny part of it was, they all located the sign at Historical Harper's Ferry, Va., while the Harper's Ferry in question is a small town in Illinois, not far from Chicago. Figures won't lie, they say, but they will sometimes figure.

Timney & Smith are making a paint which is particularly intended for stenciling on cloth. This paint is made in several forms, it is ground in some kind of oil in paste form, but possesses the peculiar characteristic of mixing with water. Besides its use as a stencil paint, it may be used for a variety of purposes by the sign writer. It makes an excellent paint for scenery, and for show cards and for all signs that are not too much exposed to the climate. Don't ask us how it is made, for we don't know, the preparation being a secret with the manufacturers.

Every sign painter has a stumbling block, in that there are one or more letters of the alphabet which are difficult for him to make. The only way to overcome this deficiency is to practice on the letters until he gets them.

The best and quickest way to learn sign painting is to have a board in his shop in the shape of a bulletin board and practice on it with water colors. Some essay to learn letter forming on a small surface with a pencil. While something may be learned in this manner, yet by practicing on a full-sized board he becomes acquainted with the actual work, in size, and also in coloring. A little well directed practice on the full-sized board will do more for the student in gaining an expertness than any amount of pencil practice.

NOTE: On account of so much other work, the Exemplar Sign Works are not at present advertising letter patterns. However, we continue to fill orders. It is not our intention to drop the business. Hence, if anyone wants patterns, their orders will be filled promptly.

Mr. Low C. Hill, an expert on brushes, says, brushes should never be put in water before they are used. In fact, they should not be put in water at all. Do what we will, we cannot change the character of the bristles. They are porous, and it is dangerous to put a brush into water and allow it to soak up a lot of water, they put it in water and seal up the pores. He says more brushes are spoiled by the mistaken notion that painters have of soaking them in water before using than by any other cause. If the hair in a brush becomes loose, lay it in a damp place for a few days when it will generally come straight. Never wash a brush with an alkali water. When a brush is stamped with glue, keep out of water, do as the directions say. Every one should know that water will soften and eventually dissolve glue, and yet people put brushes that are set with glue in water and expect them to hold. A very nice way to keep brushes in good condition after being used is to fill them with oil, then wrap them in a piece of bladder oil cloth, rubber, or some air tight material.

A correspondent writes to know where to get the machine described in last month's "Billboard" for making scrolls, etc. If there is such a tool manufactured, you will find it at any general dealer in art and decorative

materials or they will get it for them. Call on or write to your nearest art material dealer.

The best color prepared by painters is the one that is made by mixing English vermilion and French ochre.

Yellow on violet always presents a striking appearance. So does gold leaf on a violet ground.

The following are Hancys rules for letter forming.

1. Perpendicular and horizontal lines with their angles must be parallel.

2. Curves must hold the same proportional relation to each other.

3. Spaces between lines must be uniform and in proportion to the size and length of the line.

4. The heaviest part of the curves should be a little heavier in the center of the swell than perpendiculars, as a Roman G at the swell of the sides is heavier than the body of an I. They should always extend a little below and very slightly above the lines.

5. A fine and well-proportioned Roman letter should have the main body four times as wide as the stems, or projecting points, and the length ten times as long as the body is wide.

6. Block letters should have the horizontal and angular blocks a little narrower than the perpendicular ones.

7. The Egyptian or Gothic blocks are governed by the same rules as the square blocks, except that they are made without any projecting stems.

8. Fancy letters must be governed by the principles of the standard letters after which they are modeled, and the most perfect way to make a fancy letter, for the beginner, is to first make a standard Roman, block or Gothic, and then rub out and add, still preserving the general outline or character, and thus alter to any ornamental shape that may please the eye.

As quite a number of bill posters and distributors use letter patterns, it seems well that they should have some instructions in their use as a number are not sign painters, nor do they claim to be. A slant pattern, one that inclines either to the right or left only, can be used in two ways. One way is to draw them on a straight horizontal line, in this way they will lean. Another way is to draw them on a straight line extending diagonally across the surface. If the letters slant to the right, this line should be drawn commencing toward the left hand bottom corner and extending toward the right upper corner. If the top of the letters lean to the left, the position of the line on which they rest should be reversed, beginning at the left hand upper corner and extending diagonally toward the right hand lower corner. The degree of obliqueness of this line is always determined by the degree of slant of the letter. To get this line correct, determine about where you want it, and make a full letter, such as H, L, K, etc., and place it so the vertical bars or lines will be perfectly perpendicular. This will make the top and bottom of the letter slanting. Then take the chalk line and place in such a position as to give the slant shown by the top or bottom of the letter, and snap a line diagonally across the board. If the slant of the letters are all alike, as they should be, by placing them so that all parts of their

bottoms will touch this diagonal line, will make the upright line perpendicular and the tops and bottoms slanting. If the rules of straight full letters, such as L, M, H, the left side of K and B, etc., are not straight up and down, when the edge of their bottoms are placed so as to touch the line all along, there is something wrong. The line is not drawn at the right angle or the letters do not all stand alike. Of course, the sides of A, V, Y, W, and such letters, the sides will not be perpendicular, but they should be placed so all their points at the bottom will just touch the line, they will come all right if cut right.

Shading in perspective is easily done. After the letter is outlined, slip the pattern either to the right or left, which ever side you wish to shade. Also slip it down about as far as it extends to the side. Some make the side and bottom shades even. Others make the bottom shade the wider. Either is correct, for the shade depends on the thickness of the board from which the letters are supposed to be cut, and the position of the person by whom the supposed letter cut from the board is viewed. Shading letters is then imitating with paint, a letter cut from a block of wood. It is not so, some writers will say, how the light would strike it, but how the observer sees it. To illustrate this, cut out a letter, say from an inch board, and place it on the wall higher than your head. By standing at one side of it you would only see one side edge, or one bottom edge of the lines together with all the face. You can put yourself in such a position that the side edge will show broader than the bottom edge, and vice versa. After the pattern is placed in position for shading, mark the outside edge of each line only. Not just the outside, or the portion of the edge which falls beyond the face of the letter, but the outside edge or all the lines. The middle stem of such letters as E, F, U, etc., will be shaded. Then connect the ends of the lines by a line drawn diagonally to the extreme corners of the letter. When the letters are curved on any part, trace the curve of the shade with the pattern so the line touches the face. Never cross a line when drawing an outline for the shade.

Sign Painters.

Anton C. Fry, of the Scoto Sign Co., Ken-ton, Ill., was a "Billboard" caller March 2. Mr. Fry was in quest of a hustling solicitor to handle his line of advertising novelties in Cincinnati.

JULIAN CHURCHILL, of Avon, Ill., wants the address of Chas. J. Strong, a sign painter, last heard of in Cincinnati.

E. E. Roberts, of Clinton, Ia., makes wall signs and advertising a specialty. He says, "I like 'The Billboard' very much and it is always a welcome visitor at my shop."

THE CRESCENT SIGN CO., of Jonesboro, Ark., are soliciting work from National advertisers with the following circular letter:

"Gentlemen—It may be of some interest to you to know that we are prepared to paint all kinds of signs on bill boards and that we have some of the finest locations in this and adjoining counties.

"Among our locations may be mentioned the junctions of several railroads at several

places, the Cotton Belt, Kansas City, Ft. Scott & Memphis and Iron Mountain Railroads.

"Our work, though artistically executed and well done can be had at a nominal price. If you have any such advertising in this section we will be glad to correspond with you. Very truly yours,

CRESCENT SIGN CO."

The Longest Billboard

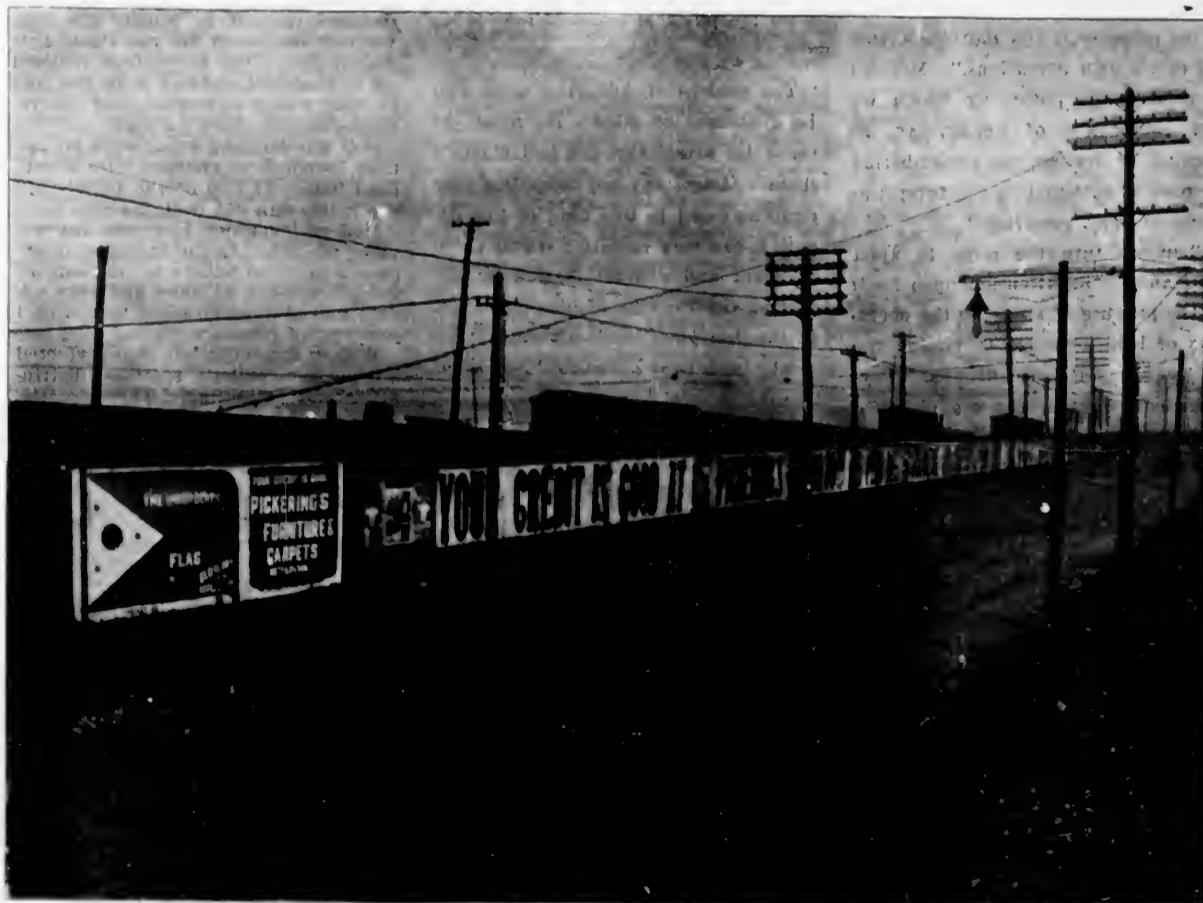
In the World, so It Is Claimed.

We publish a photograph of the longest billboard in the world on this page. It belongs to the American Bill Posting Company, of Pittsburg, and is located on Second Ave. at the Tenth Street bridge, in that city.

It is 1200 feet long and 10 feet high, and has a capacity of 140 sheets of paper. It is on a straight line and it is claimed (justly, we think) that it is the longest straight-line billboard in the world.

At the time it was photographed it bore the latest stand in the world. In regard to this stand, popular James Geary, the well known showman writes as follows:

The American Bill Posting Company requested me to give you details pertaining to the stand of paper put up by them for Pickering's Furniture House. The pictorial paper was furnished by W. J. Monahan, the type by Hennegan & Co. As regards to the idea, I James Geary, formerly manager of theaters at Buffalo, N. Y., Toronto, Can., Pittsburg, Pa., Columbus, O., Allegheny, Pa., Ft. Wayne, Ind., Grand Rapids, Mich., Geary's Co. Circus, Geary's Stock Co., etc., and now advertiser for M. H. Pickering's Furniture Co., Pittsburg, Pa., suggested to put the largest stand of paper in the world. To give you a slight idea of the volume of business, four years ago Pickering was rated as the sixth furniture house in this city. At that time my theater at Ft. Wayne, Ind., was destroyed by fire and I went broke. I borrowed enough money to get to Pittsburg. I thought that if show ideas were infused into mercantile life it would win. I commenced to work for Pickering's on a week's trial. D. Hammond gave me a bucket of paste and one cure of blank paper. I knew nothing about sign painting (a fellow being broke will take desperate chances), I started out on the outskirts. During the day I posted some ten or twelve one sheets. With my little brush and paint pot I marked that painted "YOUR CREDIT IS GOOD AT PICKERING'S FURNITURE AND CARPETS, OUR TENTH & PENN AVE., PITTSBURG." Well, it was bad, but I had a few show rags mixed in with it, such as "You can't play in my yard unless you buy from Pickering." "Just tell them that you saw me at Pickering's," etc. Well, that was four years ago. To-day Pickering has three regular printers. We have more fences and dead walls than all other advertisers combined. One regular bill poster doing country generally put out two thousand sheets spring and fall, less 50 and 60 days. We also do the city and all burges within a radius of fifty miles of Pittsburg, with a courier 300,000 each spring, 200,000 each fall. Bill boards, printers a job and paint have placed Pickering's Furniture House the leader in the line.



THE LONGEST BILLBOARD IN THE WORLD. Property of the American Billposting Company, Pittsburg, Pa.

THE BILLBOARD.

PUBLISHED MONTHLY AT

127 East Eighth Street, Cincinnati, O., U. S. A.

Address all communications

For the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

Subscription, \$1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57, Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Brelano's, 17 Avenue des Opera. The trade supplied by the American News Co. and its branches.

Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co. The editor cannot undertake to return unsolicited manuscripts; correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

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

APRIL, 1899.

It is necessary at this stage of our investigations that we take up what may be termed the Psychology of Advertising. Psychology is the science of the mind, or rather, it is the science which inquires into the working of the mind with a view of discovering the regular laws which govern all its operations. It is an inductive science. The agent of observation is pure self-consciousness. Self-consciousness is not mind; it is a faculty of the mind. Neither is it consciousness which signifies the mind awake and working. Self-consciousness is a power of the mind that enables it to be aware of itself, to observe its own conditions and exercises. Hopkins defines it: "The knowledge by the mind of itself as the permanent and indivisible subject of its own operations." McCosh styles it: "The power by which we take cognizance of acting—say, as thinking or feeling, as remembering the past or anticipating the future; as loving, fearing, resolving."

When we turn the mind in upon itself and fix its attention upon itself for the purpose of studying the operations of itself, we are exercising the faculty of self-consciousness. Psychological observations are obtained entirely and exclusively through the instrumentality of self-consciousness.

Every person who undertakes to disseminate incentive, regardless of the motives which actuate him in so doing, addresses himself to the mind of another person or a number of persons; hence, what is mind? It may be said at once that no reply is possible which will not raise a question for every one it answers. For all that, we can not dismiss the question. It must be considered, and it is well worth the while.

Everyone is aware of something which he terms, "myself." He speaks of "my limbs," "my body," "my head," "my brain;" therefore, this something which he terms "myself" is none of

these. It is there, though. He is conscious of it, knows it and feels it. It is something which he knows is not a part of his physical being, although closely identified with it, because it and his body tire independently of one another. When the body has been long at work, the mind being the while inactive, the former grows weary while the latter is comparatively fresh. Conversely, after long, protracted mental effort the mind demands rest, although the body may not require it. On the other hand, the body affects the mind and the mind the body. The former is especially noticeable in illness, while after intense thought or severe mental straining, it is not uncommon for the muscles to feel as stiff and sore as if they had been overtaxed at exercise or arduous labor.

These analogies may be multiplied, but no matter how many are cited they will not help us to a definition of mind or explain what it is. We can not know what it or anything is, in its essence. We can know things only through their attributes. It is thus that we define ice by its properties, cold, transparent and brittle. In this manner only can we define mind, soul or ego. We can but point out the attributes which, in their entirety, distinguish it from all other things. This is done when we define it as: "That which of its own force thinks, feels and wills and which, while intimately connected with and closely dependent upon the body, is in no sense identical with the physical organization."

The student of Advertising must also be a student of mind. He must observe its manifestations and classify them. Almost anyone, no matter how unaccustomed to this kind of investigation, can very readily discover three different and distinct classes by observing the working of his own mind. In the first place, he is aware that he thinks and knows things. Secondly, he may ascertain that he feels pleased or pained. Thirdly, he may find that he resolves or wills to do things. The powers of mind which perform these actions are faculties and the three divisions cited above illustrate the three principal groups in their classification, viz.: (1) The Cognitive Faculties, (2) the Emotional Faculties, (3) the Motive Faculties. Each of these classes is, in turn, divided and subdivided and, it may be said, in different manner and under different names by different schools of psychology. The classification of the principal divisions mentioned above, however, is universally sanctioned and approved.

We must not stop with the classification of the faculties. Their enumeration, while important, is but a

means to an end. We arrange and systemize them with the purpose of understanding their relations and associations and discovering the laws which govern their modes of operation. To do this, we resort to experiment. This is a form of observation in which we artificially place the agents of nature in new and different environment that we may note their action the more clearly. The reader, by looking into his own mind, can see that upon certain intelligence being presented to his mind that: (1) his cognitive faculties acquired the intelligence and assimilated it, and, (2) that the assimilation affected his emotional faculties, that is to say, he felt elated, gratified or disappointed at the intelligence, and, (3) that in consequence of this feeling he resolved or willed to do this, that or the other thing, this latter being an exercise of the motive faculties. By this experiment he establishes a regular order in which the faculties engage in exercise.

(To be Continued.)

Billboard Callers.

P. B. Oliver, Findlay, O.
W. C. Terrell, Lima, O.
Fred. Golmar, Baraboo, Wis.
G. H. Oding, Newport, Ky.
E. M. Lark, Dayton, O.
H. A. Bugg, Barr, Va.
A. S. Fry, Kenton, O.

The general advertiser, by which is meant an advertiser, intent upon creating a market for wares or commodities of general consumption, should never start with publications. They scatter too much. Too large a proportion of their circulations will fall outside the zone of his operations. All demand created in remote districts, wherein his wares are not stocked, is wholly lost. The percentage realized on is therefore saddled with the cost of that which is wasted, and the results obtained come too high.

It is like banging away with an old-time blunderbuss charged with a hundred balls. If two of the bullets hit, the marksman did well.

Modern ingenuity, however, has provided the rifle. In the hands of an expert, a hundred bullets not infrequently hit one hundred times and very seldom indeed average more than 3 or 4 per cent. of blanks.

Modern ingenuity has also perfected bill posting, bulletin systems, distributing and exhibiting. They are the agencies of publicity which the advertiser can control, keeping them trained upon and confining their execution to certain and well-defined limits of territory.

There may be metal lost. There always is, in every engagement; but the loss is insignificant compared with the wanton waste of publications.

If you believe in the dogmatic method in advertising, if you believe in a declaration or a series of declarations pounded into the mind of the public by sheer force of repetition and ceaseless iteration, then use posters. They reiterate more in a day than newspapers do in a month and they cost oh! so much less.

His Honor—"What's the charge, officer? Drunk?"
Officer Meltroux—"No, sir; crazy."
His Honor—"How do you know?"
Officer Meltroux—"Well, sir, he is the proprietor of a daily paper, and I heard him tell a man that the paper probably had the smallest circulation in the city, and so—"
His Honor—"The padded cell. Quick!"

Heart to Heart Talks With Publishers.

MR. JOHN BRISBEN WALKER.

We would like to oblige you, and would if there was any feature that merited criticism. In simple truth, though, the March issue of the Cosmopolitan is as near faultless as it is possible for human endeavor to make it. This admission will grieve our heart for a week and a day.

COL. G. B. HARVEY.—\$225,000 for the North American? Who! If you really paid that for it, you are a farmer, and you have bought a gold brick. Really, George, you must be anxious indeed to get back in the business. You will be back in earnest if you are going to allow yourself to be separated from your money in this wise. Have a care. After the gait you have been going for the last few years you will find pushing a pencil for grub—well, irksome.

KAY T. GRISWOLD.—The covers are beautiful, but have a care. The swapping habit grows on one. Look at Rowell. See what you may come to. You are ruining your chances with the Associated Bill Posters by accepting Hoke's advertising. If you persist, Profitable Advertising will never be, never be the official organ.

ADOLPH S. DEHS.—Suppose they do think it has cheapened the Times. What matter? Because a thing is cheap, it does not necessarily follow that it is totally devoid of merit. Just you see to it that it does not become nasty, and you will not fall quite as low socially as a barkeeper. Have done with protestation and vigorous denial. You are putting the public "on."

JAMES GORDON BENNETT.—No, "We don't care, if you never come back." What are we to understand from your determination? Are we to suppose that you have reached the conclusion that you can not kill the Herald? Are you ready at last to acknowledge yourself defeated?

GEO. P. ROW-HELL.—Pardon the liberty we take with your name, but you know you are always kicking up the one and raising the other. But to get down to the question—we would advise you not to be so hasty. Haste is futile. Let us throw the cold light of science on the question. You said in your haste that all men are liars. If all men are liars, it follows that every man is a liar. Now, George, no person suspects that you are either a cynic or a hermaphrodite, hence you must be a man, and by syllogism a liar, which vitiates anything you might say under any circumstances. Haste is futile. This puts you right, George. Whenever you find yourself in a snarl dilemma, consult us again. Come to the fountain-head for information, but remember—we do not swap, and we have no exchange list. The price of the choice stuff is ten cents a copy.

In Boston a peculiar advertising device may be seen consisting of a gigantic face, which appears to be enjoying a cigar six feet long and one foot thick. The cigar grows bright as the smoker seems to inhale deeply and then fades as the cloud of smoke blows in the air. The surprising effect is accomplished by a clever and simple piece of mechanism, consisting of an incandescent electric light connected with a steam pipe.

THE BILLBOARD

Baldwinsville, N. Y., March 13, 1899
Editor of The Billboard

My last article in The Billboard was in regard to the large advertisers billing towns through the drug stores and whether it paid the advertiser to do so.

Let us say, emphatically it does not pay. On February 21, C. I. Hood & Co. a man came to this place to cover it with a folder called "Flags of all Nations." He did not look up the regular bill poster but got a man who knew nothing about this kind of work, to cover the town for less than the bill poster's rates. What was the result? The folders were thrown on the stoops or put on the door knobs, and not one piece saw the inside of a house. That night the wind rose and the folders were blown all over the streets. The next day being Washington's birthday, was also "Flag Day" for the children. Most every child I met had from six to ten of these folders cutting out the flags. Now, Mr. Editor, does this kind of work pay?

We do the work for a great Mr. Miles, Dr. Kennedy, Dr. Schenck, J. C. & J. A. Green, and others but all our work goes inside the house. That is the only way to make it pay.

We have just completed billing our country route of forty-five towns for the Boston Medical Institute of Chicago, Ill.

Mr. Editor, we always try when covering a town to work on the line of goods we are advertising. It does not take a minute to speak a good word for the firm you are working for, and it helps to sell their goods.

We do not know whether the C. I. Hood people ever will receive any good results from their billing of this town with their "Flags of all Nations." We think not. The C. I. Hood Company never intended to have their advertising matter used as it was for they do not do business that way. They know it does not pay.

This is one of the best towns in the State for large advertisers to put on their lists. It is a market for all the tobacco raised in the county, and there are forty-five small towns surrounding it, a great many of them manufacturing towns that are bound to give good results for the firm advertising in them.

We cover these towns six and eight times a year and they have always given good results to the firm billing them.

With the best of wishes for the success of The Old Reliable, "The Billboard," we remain, Yours, etc., J. E. CUNNINGHAM.

Prairie City, Iowa, March 13, 1899
Editor of "The Billboard"

I read with interest (and amusement, too) your article regarding members of I. A. D. who were too indifferent, stingy or something to insert their names in your distributors' directory.

Last winter I sank \$300 in an effort to publish a reliable directory in permanent book form. It is needless to inform you of the result. The hustlers, those in cities and "at the top," responded promptly, while those in the smaller places, and who were in the greatest need of such publicity, utterly ignored my appeals. I am still receiving letters of inquiry, and a few scattering orders. Will you please state in the columns of "The Billboard" that I am now and forevermore out of the directory business. Like "See Monk" about it today. It's all off.

Thanking you for past favors, I am, Very truly, FRANK V. DRAPER

Grand Junction, Col., March 11, 1899
Editor of "The Billboard"

In nearly every issue of the Journals devoted to bill posting and advertising, we find communications coming from the city bill posters or solicitors, giving the country bill posters advice. In some respects we appreciate these communications and profit by them, but don't you think the city bill posters can learn?

The majority of them can only tell you this much: "The country bill poster should have plenty of bill boards and locations, keep them in good condition, answer letters promptly, advertise for work, and hustle, and he will have no cause to complain. (In some cases they might have added, "accept orders from us in sums less than \$1.00, pay us 16-23 per cent or more for orders we send you and don't be in a hurry for your pay.)"

We admit that the above advice should be followed in all cases and at all times; but when the solicitor secures an order to cover a state or large territory, how does the country bill poster fare? In our opinion the country bill poster does not secure his pro rata of work from the parties who are handling these large advertising contracts. The city bill poster secures more than his share. For instance, here are some orders sent me: 20 calendars, for which I was allowed 30 cents, 16-23 off; 200 half sheets, with instructions to list, protect and guarantee for 30 days, not posting more than two on any one board, \$5.00, 16-23 off; 10 twelve-sheet stands, for 50 days showing, and the solicitors demanded 21-23 per cent off.

The above are only a few of the orders received from solicitors, and in all cases it has been my misfortune to have to wait from 60 days to four months before receiving my pay.

The difference is this. When I do work directly for the advertiser I receive larger orders, am paid more promptly, and do not have to send innumerable bills with "please remit" on them, and I do not have to pay any per cent on work secured.

For six years I have been bill posting for a large firm, receiving my money promptly and shipments of paper large enough to make me a day's work. About two years ago they placed their advertising in the hands of a solicitor to cover this territory and the amount of paper sent me has been cut down to about one half. I waited 90 days for my pay and had 16-23 per cent off. I immediately wrote this firm, stating the circumstances and informing them that I preferred to do all busi-

nessed their work direct, receiving larger orders and prompt pay. Consequently I am one of the country bill posters who demand his right to kick. According to some solicitors and city bill posters, I should keep quiet, take work in amounts of less than \$1.00, pay 16-23 per cent or more, and consider myself lucky if I receive any work or pay from them. Evidently, they think the country bill poster does not desire to live, merely to exist, but from my experience I believe I can live without the solicitors who deal out work that does not pay you to make a bucket of paste, keeps you out of your money for 60 or 90 days, demands more than 16-23 percent and then kicks because you want your money.

I have been in the advertising business long enough to learn from others, but the abuse put on the country bill posters by some of the solicitors who have interests in the city places, should be abated. The sooner the better for all concerned, unless the advertisers wish to do business with the country bill poster, through his authorized agent, no per cent off. EDWIN A. HASKELL.

Greenville, Pa., March 17, 1899
Editor of "The Billboard"

Dear Sir—Dr. W. S. Burkhardt, 121 E. Seventh street, Cincinnati, O., sent samples to his distributor about two weeks ago, and were not distributed in the proper shape. They were distributed by two small boys, their ages being only seven and eight years. They left from three to five samples in a place, and many of them were wasted. The Boston Medicine Co., of Chicago, Ill., sent some books to this same party, and they were distributed in the same manner. They were thrown around on the street and were wasted.

I have been reading "The Billboard" for some time, and we think it is all right. We are very busy in our work, and are kept working all night.

We wish "The Billboard" and all distributors success. We remain, Yours very truly, KEystone DISTRIBUTING CO. C. M. Kyle, Manager

New City, N. Y., March 9, 1899
Editor of "The Billboard"

Dear Sir—Your favor of February 28th came duly to hand.

Sample copy of "The Billboard" received yesterday. Thanks for same. It certainly is "away up head" of anything for anybody that is interested in bill posting, distributing, etc.

I am trying to establish a distributing service in my county, and if prompt and reliable service will insure success, then I ought to succeed, as I shall attend to all work personally, then I will be sure it will be done properly.

I have a good territory, population 40,000, and no competition. Nyack, my largest town has a population of about 12,000. Baystraw, with four adjoining towns, about 15,000, and twenty smaller places, ranging in population from 500 to 1,000, all on railroad lines—a good paying territory for any advertiser.

I have lived in this county over twenty-four years, and am not going into the business just for the fun of it, but to make a living, if possible.

With best wishes for the success of "The Billboard," I am, Very truly yours, RUFUS ODELL.

Box 121.

Burlington, Ia., March 18, 1899
Editor of "The Billboard"

Dear Sir—In your March issue I noticed quite a piece under the heading of "A Word About Knockers," written by our dear friend, Vansyckle. The article strikes Melton rather hard, and in one way I can't help but feel a little sorry for him, although I must confess that Mr. Melton takes very little interest in his distributors at large. I do not understand how Melton can think for one minute that competition is a good thing. I think that competition does more harm to an honest distributor than good and it is sure to cause mischief all around. My idea is, that Melton has hard feelings toward the I. A. D., and therefore is trying to get in a little dirty work whenever he can. I trust he will see his mistake in time and soon find out that he is gaining nothing by such talk as, competition being a good thing, etc.

Thanking you for the space allowed me, and wishing you success, I beg to remain, Yours very truly, A. E. DREIER.

Lincoln, Neb., March 13, 1899
Editor of "The Billboard"

Since writing you last we have distributed the following: 10,000 samples of pills for Dr. Burkhardt, Cincinnati, O.; 10,000 booklets for Mrs. Anthony & Kellogg, Detroit, Mich.; 10,000 booklets for Dr. Shoop & Co., Racine, Wis.; 10,000 booklets and one farm paper for C. I. Hood & Co., Lowell, Mass.; 10,000 samples for the Frank D. Houghton Co., LeRoy, N. Y.; and for local firms 10,000 circulars for Mayor Eaton, clothing store, 5,000 circulars for the Pathway Grocery Co., 1,000 circulars for the Fitzgerald Dry Goods Co., and 5,000 circulars for the Royal Grocery Store.

We are not I. A. D. members, but are perfectly willing to be. However, as there is an I. A. D. member in this town already, we will have to struggle along without it.

Wishing "The Billboard" all the success in the world, we remain, Yours for honest service, A. PROCTOR.

Headquarters 7th Army Corps, War Department, Camp Columbus, Havana, Cuba, March 13, 1899

Editor of "The Billboard"

Your letter was received, and "The Billboard" is reaching me all right.

You ask me to tell you something about bill boards in Cuba. In a word, there are none. A few weeks ago there were a couple of shows here from the States, but as solicitors' money lasts but a little while after it is paid, the show business did not last very long either. The showmen posted a few bill boards, and there on stone pillars, and some of the old stone houses in and around Havana. As for the interior, as much as I have seen of it, has no bill board advertising of any kind. And I do not think there ever will be any such advertising as long as the people do not know how to read and have no way of learning how. There is no chance for an American bill poster, or any other kind of an American business man to be successful in this island of Cuba, because the Spanish, the Cubans, the Negroes and the mixed bloods do not like the Americans.

Our boys are thoroughly disgusted, and the feelings we had which made us endure dangers and hardships, loss of health and life, because of sympathy for Cuban sufferers, are now turned to hatred.

Many of our boys think that our Government has been bungled. But I do not think we have. We are not the fools they take us to be. Without delay we should encourage emigration under our homestead system, and have compulsory education. We should treat all "bands" or "parties" who go to the hills and attempt to check the advance of civilization and emigration, as we treat the Indians. Force them onto reservations and feed them until they become tame. For they are not tame. They are crossed between the wild African and the West Indian, with the bad blood of pirates, brigands and the breedings of slavery times.

When a rush of emigration from the civilized classes comes to Cuba, they will find rich markets in these months for their crops. They can raise many crops a year of small truck that will pay well: oranges, lemons, bananas, coconuts, tobacco, coffee, etc., come into play.

We should not lose any time, nor trust to any scoundrel kind of promise from any man or party in Cuba.

We will have trouble with the Philippines for at least one generation. The leaders of the Cubans, possibly, have joined with the leaders of the Philippines, to help each other against the common enemy. And so it is continuing.

All their crown head friends will help the Philippines as they helped the Turks against the Greeks islyly. As soon as emigration begins under the protection of Old Glory the "The Billboard" will boom the way to prosperity, create new curiosity in the minds of the Cuban-Americans with handsome pictures, beautiful designs, and useful articles for the body and soul that will help to make the people of this Perpetual Summer, and Free. Thanking you for the request, Very truly yours, J. H. SULLIVAN (Broncho John).

Editor of "The Billboard"

I have just finished the distribution of 5,200 samples of advertising for the Kountze Mfg. Co., of Minneapolis, through the county, and 4,000 pieces of advertising for the Dr. Chase Co., of Philadelphia, and have the following contracts to do yet: Lydia Pinkham Med. Co., 8,000 for city and county, Hood & Co.,

10,000 B. F. Jackson, of Indianapolis, 2,500 Dr. Jan Dugoutz, 4,000 Dayton Medical Institute, Dayton, O., 3,000 Kennedy & Kergan, Detroit, 4,000 Boston Medical Institute, Chicago, 4,000, and local work for Myra Iron, 4,000. Very truly yours, E. A. BIRROUGHS, Newark, O.

Lancaster, O., March 13, 1899
Editor of "The Billboard"

Dear Sir—I think all you men posters might help me out a little, for I am, the only lady among you. Although I am getting along pretty well without you—yet I might get along still better if you "boomed" me up by mention in different ways that you might use to benefit a lady without injuring yourselves in the least. Yours truly, MRS. McNEIL.

Editors Note—Mrs. John McQuigg if ironing is also a member of the I. A. D.

Ed. Reeds with Davidson's Big Farmer Play "The Farmer Hoopkins"

Editor of "The Billboard"

Dear Sir—Permit me to hold forth in your valuable paper in regard to some bill posters who are misrepresenting their plant. I notice in your March issue an advertisement of Mayer Bros. of Great Bend, Kan., saying that they do all of the bill posting in that town and have good boards. I was there on March 6 advertising "Old Farmer Hoopkins Company." All the boards that Mayer Bros. claim to have belong to the Great Bend Opera House; they really have only two boards in town, one left the other right.

I think that every bill poster should be honest enough to tell advertisers the facts about their plant. Advertising firms spend thousands of dollars every year and have a great deal of their paper wasted by sending it to such people as the would-be bill posters, Meyer Bros.

The Mayer Bros. were until recently connected with the Opera House at Great Bend as bill posters, but having severed their connection with the Opera House, instead they now control practically no boards at all.

Trusting that you will find room in your valuable paper for this communication, I remain, Respectfully,

EMMETT LITTLETON

Madison, Ind., March 11, 1899
Editor of "The Billboard"

My letter which you published in your last issue was one which should have appeared in the February number, and not seeing it in that number I supposed it had been destroyed. It would have been better had it been destroyed, because when I wrote you Old Honest James O'Donnell was expecting a Government position, but he did not get it from some cause or other, and is still doing distributing in Madison.

This is the first time I have been out of bed for over a week, and consequently do not feel like writing a very long letter, so I shall write a couple of facts and close. I wrote bills with West Show comes to Madison from May 18. Mr. Kheton is no longer with me, but Mr. Oscar Pavey is now my assistant.

Thanking you very kindly for favors received and wishing long life to "The Billboard," I remain, Respectfully, C. M. MURPHY.

Chicago, Ill., March 20, 1899
Editor of "The Billboard"

Dear Sir—We have received any number of published in last month's issue. We get your letters in response to our letter which you have not undertaken to answer them, but are simply keeping them on file for future reference.

The main difficulty in distributing at fairs is figuring on the quantity of matter necessary for such distributions. Many distributors claim to be able to put out much more matter than it is possible to do without wasting. Of course, the attendance can only be based on what it was in previous years. We always request distributors to give us the probable attendance on each day of the fair. We then figure the quantity of advertising matter to send from these figures. Of course, in cases where the weather is bad during the fair the attendance is very often considerably reduced, and consequently the distributor is left with matter on his hands after the fair is over if he has made the proper distribution, that is, without wasting any. For such emergencies we instruct the distributor to let us know the quantity he may have left after the fair is over and we then make arrangements to have this matter put out in the home-to-house distribution of some such manner. We would like to hear something from you as to what ought to be a fair price for distributing at county fairs. Of course, such work is much easier than house-to-house distribution and consequently should be much more reasonable. We like to see you for work according to its worth on mere cost basis. However, there seems to be a great difference of opinion in the minds of the distributors as to what is the proper price for this class of work.

We offered very valuable assistance in our distribution at fairs last fall from a very valuable source.

If all of your readers who do distribute at county fairs will correspond with us, giving us probable attendance, dates of the fairs, references, terms for distributing, in fact any information possible we will give their communications attention in due time. If distributors and bill posters were more particular in giving full information they would save themselves considerable time and labor and would insure much more business for themselves. Yours truly, HAMLINS WIZARD, CHG. CO.

CHAS. BERNARDI, of Sayre, Ok., together with Lon White and White, has secured the exclusive management of all privileges and concessions at Tybee Beach, Savannah. The season at this resort opens May 15, and a big season is assured. Mr. Bernardi will have openings for legitimate



A BILLBOARD IN EUREKA, CAL.

Poster Printers

And now its the Lithographic Trust We have been expecting it Every other line has its trust and the lithographers have rights, even if they are trampled under foot with singular and great frequency.

Mr. Koerner, of Buffalo, is the Napoleon of the new movement. He has eighty millions of dollars behind him with which to accomplish his design.

If he has, it will be an easy trick. If he has not, he will find it tough riding.

As for selling the stock—that is easy. Investors are grabbing any old thing these days and paying good prices for it at that. However, we shall see what we shall see.

Senator Gorman has introduced a bill providing that all printers in the Government Printing Office be paid fifty cents an hour for time actually employed. About twenty years ago the wages were reduced from fifty to forty cents per hour, and it is said a vigorous effort to secure the former figure will be made at this session.

"Posters in Miniature" is a work containing illustrations of the representative styles of the leading poster artists of the world with many portraits. It should be in the hands of every poster printer. Copies may be had of Howard Lockwood & Co., 113 Bleecker street, New York.

The officers of the United Typothetae of America are as follows:

President, Cornelius S. Morehouse, New Haven, Conn.

Secretary, J. Stearns Cushing, Norwood, Mass.

Treasurer, R. R. Donnelly, Chicago, Ill.

First Vice President, George H. Ellis, Boston, Mass.

Second Vice President, Edwin Froeg, St. Louis, Mo.

Third Vice President, Everett Wadley, Richmond, Va.

Fourth Vice President, R. J. Morgan, Cincinnati.

Fifth Vice President, John W. Campsie, Milwaukee, Wis.

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Joe H. Bruce, Nashville, Tenn.

Franklin Hudson, Kansas City, Mo.

It will pay poster printers to advertise in "The Billboard." We say it will pay because we are certain of it. We do not mean infrequent or occasional advertising, but the constant, never miss an issue kind. Spasmodic advertising seldom pays anyone. Any poster printer who will contract with us for a year's advertising and agree to change his copy every issue and try to make his space pay, may do so on a basis of "money back if you are not satisfied." That is the way in which we back our claims up and testify to the faith that is in us. Large edition printers of distributing matter can also use our space to advantage. We have the circulation.

The new Wepler Company at Akron, O., will be capitalized at \$1,500,000.

Non-union employing printers of Kansas City propose to test the constitutionality of the city ordinance providing that public printing be let only to firms authorized to use the label adopted by the allied printing trades. Hearing of the case is set for April 16.

Manager Horton has left the Enterprise Show Printing Company, and is now with W. J. Morgan & Co., of Cleveland, O.

Hendegan & Co. added a Brown folding machine and a wire stitcher to their equipment during March.

Mrs. Henderson is meeting with great success with the superline line of stock posters of the Donaldson Litho Co. The Donaldson's are running night and day.

Purely Personal.

Small Talk Passing Current Among Bill-posters.

Mrs. W. K. Walker, city bill poster of Burlington, Vt., assumes the management of Lowest Opera House, that city, on May 1.

P. H. Stout, who a few years ago had a line of bulletins and bill boards in St. Louis, has gone into newspaper advertising in that city. Here is the way Paxton's caveat welcomed him.

The P. H. Stout Newspaper Advertising Company, P. O. Stout, Manager, Holland Building, St. Louis, is asking rates from publishers for advertising for Louis Ernst Co., St. Louis, Sunshine Publishing Co., Palm Springs, Cal., and Economy Vapor Bath Cabinet Co., St. Louis. The Louis Ernst Co. is Mrs. Eunice Stout, dealer in toilet soaps, and who is the wife of the manager of the agency. The Sunshine Publishing Co., Palm Springs, Cal., advertises that every person who sends us \$2 for one year's subscription to "Sunshine," will receive a warranty deed to a town lot in Palm Springs, California, free of charge with taxes paid until June, 1899. These lots, says the advertisement, are 26 feet front each. The Economy Vapor Bath Cabinet Co. advertises a bath tub for \$5, and seem anxious to secure agents.

The supply of 25 foot front lots in Palm Springs must be inexhaustible, or else the Sunshine Publishing Co. does not expect very many people to send \$2 away out to California for "Sunshine," when they can buy all kinds of "sunshine" and "blue skies" around home for \$1.98, with the explosion on the lake front thrown in. Doesn't this advertisement have a good deal of the ring the Casey crowd advertisements had when they were flourishing in St. Louis, and through the Globe Advertising Agency, promoting the Keystone Investment Co., Iron City Dish-washer Co., and other schemes which were suppressed by the post office authorities? It will be remembered that Casey and Latham were arrested, and the Newspaper Collection Agency closed out the Globe's alleged \$5,000 assets for a little less than \$25, which was all the publishers realized from quite large liabilities.

We understand that Mr. Stout claims his agency is carried on by a partnership. He does not give the names, but denies connection with the Casey crowd.

ARTHUR E. EVANS, of Highland Park, Ill., has retired from the bill posting field, and will succeed to his father's business—break making—established for twenty-three years.

Moline, Ill.—A new advertising company, by name "Moline Bill Posting, Advertising & Distributing Co.," with office at corner Third Avenue and Seventeenth Street, has recently been formed by R. H. Taylor and P. A. Merryman, both of this city.

We have received letters from disaffected bill posters, denouncing the Associated Bill Posters, and evidently written under the impression that "The Billboard" opposed the association. Of late letters of this nature have reached us with such growing frequency that we deem it best to advise our readers that we are in no way antagonistic to the A. B. P. On the contrary, we believe it has exerted a great and good influence on the business which has resulted in untold benefit to members and non-members alike.

Believing this, as we do sincerely, we can not conscientiously admit anything to our columns which would reflect discredit on the organization. It has done much, very much, for bill posters, and is a fair way to accomplish more.

So long as it does, it will always have our endorsement and aid, our help and our support.

MRS. VOGEL, mother of the late Chas. Vogel, of Steubenville, O., has sold the bill posting business she came into at her son's death to Sam D. Hunter, and the latter wants to join the Ohio Association.

HERBERT A. RUGG, city bill poster of Harre, Vt., called on "The Billboard" March 2d. Mr. Rugg has long been an enthusiastic friend of the paper, and business having brought him as far west as Columbus, he traveled two hundred and forty miles further just to shake hands and say howdy.

Harre is a thriving town of 10,000 people, situated in the heart of the great granite quarries, seven miles from Montpelier, the capital of the State. Mr. Rugg controls the bill boards, bulletins and distributing of the town.

A new opera house, now building, is engaging considerable of his time. He is also owner and manager of the race track.

He disclosed a wrinkle in paste making which bill posters in small towns will do well to note. He makes his paste at a laundry, using flour, and mixing with at such unused starch as the laundry may have left over after the dyes is done. This latter is given him, and not only saves that much flour, but he says makes the paste better.

W. C. TERRILL, of Lima, O., is on a tour of Central and Eastern Ohio. He will make about thirty towns in all.

F. K. WISE, of Crawfordsville, Ind., writes that he joined the Indiana State Association last August. He says that he holds a recent front Hobbins for the money, but that as all. He has written Hobbins several times and got no answer.

SAN JOSE, CAL., has passed an ordinance fixing the bill posters' license at \$10 per quarter, or \$25 per annum. The local bill poster favored it.

SAN MATEO, CAL. The Leader of this city said in its issue of March 4: "It will not be welcome news to the residents of this peninsula to learn there is a prospect of seeing constructed on both sides of the Southern Pacific right of way, between San Francisco and San Jose, an almost unbroken line of the hideous sign boards so common in San Francisco. Owen & Varney, the bill board men, this week secured a lease of the privilege from the Southern Pacific Company, and nothing now prevents the firm from erecting their hideous boards, and covering them with the usual advertisements. Last Monday evening our Board of Trustees took the first step to prevent the disfigurement of the landscape of this locality, by announcing that at the next meeting an ordinance will be introduced imposing a heavy license on such enterprises. Unfortunately, the Board has not the power to prohibit the erection of the bill boards altogether, but it can impose a higher license than the promoters of the scheme can afford to pay. (When the courts get through with San Mateo's license there will not be much of it left, but there will be more wisdom in San Mateo.—Editor.)"

MESSRS. AL. AND CHAS. BRYAN, in-billed on Toledo, hence the meeting of the Ohio Bill Posters Association will take place in that city May 8 and 9.

The Southern States are proving that their regard for the North is practical as well as sentimental. The Cold Spring Packing Company, Atlanta, Georgia, is making preparations for introducing a fancy food throughout the country.

JAMES BIRST, of Elwood, Ind., advertises Elwood as "The hub of the rat wheel."

H. H. BERTRAND, of Williamsport, Ind., has erected bill boards in that city and desires the agents to list him.

E. R. CRAIN, of Bakersfield, Cal., says "The Billboard" is "the one and only."

A. M. CHEESEBRO, Glen Falls, N. Y., is one of the enterprising and progressive bill posters of the Empire State. He covers Glen Falls, South Glen Falls, Sandy Hill and Fort Edward, with a combined population of 30,000.

GEORGE CRAMER, of Carlisle, Pa., has erected several beautiful new boards.

J. RINALDO COX is doing nicely at Charlottesville, Va.

J. W. COOPER owns the boards at Greencastle, Ind.

JAS. V. COOK, of Danville, Ind., is well spoken of. Advertisers pronounce his service first class.

E. R. EDILEY, of Mansfield, O., writes: "Our commercial work has commenced after a dull period of two or three months. Since writing you have posted and distributed for Foley & Co., Chicago. Dr. Chas. of Philadelphia, Church, Dwight & Co., of New York City, and put up several local jobs. Our plant is in a fine condition and we can take care of any kind of work as fast as it comes in. Our theatrical posting runs from 800 to 1,000 sheets a week."

The Rex Medical Company, 104 Park Row, New York, is reported as a new user of space on New York and New England bill boards.

An addition to the advertisers of stoves and ranges is the firm of Bromell, Schmidt & Company, York, Pa.

Wm. Funk, of Anderson, Ind., says the weather in that section has been the worst in years.

John H. Emery, Claysville, Pa., is reported as a new advertiser of cigars.

HENRY HERGG, of Wabash, Ind., writes: "In your last issue I notice under 'Personal' Mr. J. M. Harter states that he controls the bill boards, etc., this is incorrect. While they have some boards, I own all the prominent locations in our city, and get two-thirds of all the job work that comes to Wabash. My boards have been covered all winter with work from the leading advertisers. I have been bill poster here since 1876."

E. C. HOYT is going to Yankton, S. D., a better service. It needs it. August Moses never liked the business and besides is now so crippled up that it taxes him to the utmost to handle the opera house work alone.

M. M. IRWIN, of Fremont, Neb., says: "The Billboard" has been a wonderful help to me and I can not find words strong enough to express my appreciation.

SANDELS & BEALS are the proprietors of the Phoenix, Ariz., Bill Posting Co.

M. D. THOMPSON, manager of the Sioux Falls (S. Dak.) Bill Posting Co., writes as follows:

"It has just occurred to us that in sending you remittance to cover your bill for the insertion of our name in your bill poster's directory, we inadvertently enclosed our check, and as there is no discount on the good your paper is doing for the craft in general and the information we derive therefrom, we beg to hand you herewith stamps to cover cost of collecting same."

S. A. SCHLOSS, of Wilmington, N. C., writes:

"The spring season is opening up very nicely. I control and own all the desirable locations in the city. I do all kinds of advertising give it my personal attention and guarantee good work in all cases."

SMITH BROS., of Gainesville, Ga., are bill posters, distributors and sign takers at that point. In a recent letter they write:

"We take great pleasure in saying that your paper is one of the few trade journals that seems ever alive in the interests of the members of our trade, and we can't understand how any bill poster can be satisfied without having it come to him as a regular visitor."

"The business in our section is yet in its infancy, but we hope, by honest dealing to see it become a great deal better in the near future. With our best wishes for your success and promising you our hearty support we are,

A compositor made a "bull" in the ad. of the Indianapolis Paste Company, last month. He made us say that a sample barrel held over 150 lbs., when it should have read over 250 lbs. This prepared paste is finding a market among bill posters. Those who have used it pronounce it excellent, and we are told that it goes farther and costs less than the home-made article. The makers assert that its principal advantage becomes apparent with the approach of hot weather—it does not sour.

FRANK LITTLE & SON, of Portland, Mich., own all the boards and control the show lot at that point.

W. J. PATTERSON, of Los Angeles, Cal., though not engaged in the bill posting business any longer, still continues his subscription to "The Billboard," and says he enjoys it as keenly as ever. They say that once a bill poster one always remains so in spirit, and the saying seems to be exemplified in Mr. Patterson. Mr. Patterson is now President of a savings bank and loan association.

HONEST OLD GEORGE WEST, the bill poster of Redwood City, Cal., is probably better known throughout the West than any other country bill poster. He was swindled recently by a friend (?!), a man he had known for over forty years and came near losing everything. His many friends will be glad to learn that he is on his feet again and completely out of debt.

J. A. MADDUX, of South McAlester, I. T., writes that he has built a number of new boards and is now prepared for the spring rush.

G. H. Otting & Co., of Newport, Gy., and O. P. Fairchild, of Covington, Ky., each will receive twenty stands from Van Buren for Worcester Sauce—Mr. Stahlbrod's paper to the contrary notwithstanding.

Obituary.

John B. Hebart is dead. He was the city bill poster at Menominee, Mich., and had built up a fairly profitable plant at the time he succumbed to pneumonia. The deceased was born in 1850 at Muskegon, Ill., and went to Menominee in 1873. He married in 1873. His wife, nee Miss Heir, is left with nine small children.

A portrait of the deceased appears on another page.

W. K. Walker, city bill poster of Burlington, Vt., died of pneumonia February 23. We reproduce his latest photograph on another page.

Our Prize Offers.

In the March issue we offered two prizes for contributions. As a result we have been flooded with them. A great many of those received, though doubtless good, will never be published, because the writers have had no experience in the preparation of copy for publication. On this account we are moved to offer the following suggestions to those of our readers who may favor us with articles in the future:

- 1. The proper size for copy paper is about nine inches wide and twelve inches long.
2. Write only on one side of the paper.
3. Write the short way of the paper, and leave a wide margin down the left hand side of the sheet. Each line of writing will then be about eight inches in length.
4. Proper names should be written very plainly.
5. Be careful about initials that look like something else, as for example, "T" and "J."
6. Underline the letter "u" and overline the letter "n," if there is the slightest chance of their being mistaken one for the other, as is the case with many words.
7. Print out foreign words or phrases, or any very unusual word.
8. When you mention an advertiser's name, give his address in full, and be sure to get it right. Do not guess at it. Hunt up his letter-head, card, or what-not and copy it. Get the initials right. Get the firm name right. Get the street address right. Get the town and State right.
9. Leave plenty of room between lines for change in copy.
10. A pencil is better than ink, but it must be a strong black pencil.
11. Typewriting is the best of all, unless the lines are very close together—then it is very bad.
12. It does not matter how scratched-up the copy looks if it is actually legible.
13. When you scratch words out do it thoroughly, or the compositor may use them.
14. Don't leave an isolated word among a lot of stuff that is scratched out. It may be overlooked.
15. Always use a caret mark when you write words in above.
16. Do not say "we" if you are writing over your own signature, and do not use the pronoun I if you are writing impersonally. We publish stuff frequently that we do not wish to fathom. If copy is likely to convey the impression that it is a staff article, unless we endorse its every word.
17. Never roll copy, and never fasten the sheets together. Mail it flat between paste-board.
18. Don't ask to have your manuscript preserved. Keep a copy instead.
19. Number your sheets. If you destroy a sheet, and when you rewrite make two of it, mark the number on each one with an "A" or a "B," thus: "5-A," "5-B." If a sheet is thrown out entirely give the next sheet two numbers, as "5 and 6."
20. If you want an abbreviation extended draw a circle around it. Avoid the abbreviation "&" for "and."
21. Always reread your copy after it is written.
22. Don't be afraid to use commas. If the compositor finds an unnecessary one he will omit it, and the others help him to the meaning.
23. Avoid long and involved sentences.
24. When you have something to say go right at it, and don't make a great business of getting ready.
25. Paragraph frequently, and unless it is indicated by a very short preceding line use the paragraph mark.
26. If your stuff isn't headed up when you have finished it, leave plenty of room to put the head on.
27. Use simple language, in direct, terse style. Don't wander about all over a thing. Unless matter is of exceptional importance and interest, tell it down.
28. Run in a bit of conversation here and there in news stuff if feasible. It helps to break up the monotony.
29. There is no such thing as italics any more, so don't underline words.
30. If the article is entered in competition mark it "Prize Contest." If you expect pay for it, set the price in plain figures. Enclose your full name and address, and stamps for return.
Correspondents who observe these rules will find that their stuff will "go in" with much greater frequency than that of those who do not.

You may tell a girl you love her in a soft, low-whispered sigh. Not when you're talking business. Roar—with posters ten feet high.

Fair - Department

Are Country Fairs a Thing of the Past

We are often told that they are, where the society is struggling for an existence with grounds burdened with debt. This has been the exact situation in our own case. It also has come about from a lack of interest, and while the officers can not make a fair without the support of the people, the interest must originate in the officers. It has been customary with a great many to get out a catalogue from ten days to two, or perhaps, in some cases, three weeks, before the fair, print 1,000 to 3,000 copies, mail forty or fifty of them, hand out a few more, leave some of them with stores to hand out, send a few to directors to hand out, use little or no space in the local columns of local papers, print in the catalogue the same list of directors, superintendents, year after year, 50 per cent, of whom do not take any interest in the fair, nor make any effort whatever to work up their departments. Such fairs don't and can't pay premiums, and are out of date; a thing of the past, so far as any usefulness is concerned.

Managers of live fairs will print their catalogues early, have carefully prepared regular premiums, many specials, every superintendent pledged to take hold and fill up his department, directors who will become and remain members of the society and give up some time and energy to the working up of the fair. Catalogues out early, and mailed out. We mail in April a catalogue into every family in the county. The advertising will more than pay the entire expense. We are securing the best of attractions. Our opening day will be children's day. We will charge then a nominal entrance fee, and spend twice the amount they pay for special attractions to interest them. We will have an evening fair one night.

Two or three times during the summer and fall before the fair we will get out special large editions of some of our local papers, giving a large amount of the space to advertising the features of our fair, and a copy of the paper mailed into the home of every family in the county. We will use the bill boards about the county freely. We will guarantee to buyers of privileges a certain large number of admissions to our gates; if we fail of the number, agreeing to refund their money paid for privileges in proportion.

I do not believe that the day of the country fairs has passed, but that for the properly conducted fair there is ample room, and abundant prospects of success.

Yours truly,
A. H. FOSTER,
Sec'y Allegan (Mich.) Fair.

We are informed that a number of American turfmen have signified their intention of going to Venezuela for the spring races there. The outcome of this venture will be looked for with interest, as it is an entirely new departure in the racing world.

The idea of holding a big fair and race meeting on the grounds of the Rochester Driving Park is not yet abandoned, though the Legislature seems loath to make an appropriation for that purpose.

Marion, Ind., is to have a new twenty-five-thousand-dollar track.

The steel grand stand at Monmouth Park Race Course was recently destroyed by a storm. This was the largest building of its kind in the world, and great regret attends its loss. The building was 700 feet long by 210 feet wide, and had a seating capacity of 12,000. Its cost, including dining room and furnishings was \$180,000. Whether it will be rebuilt is uncertain.

The Haynes-Apfersch Co., Kokomo, Ind., are negotiating for horseless carriage privileges at fairs. They manufacture motor carriages.

Look Ahead.

If You are Going to the Paris Exposition.

About one year hence the great rush to the Paris Exposition will set in with full force. The indications point to a crowd beyond the ability of the steamships in service, even after due allowance has been made for all the additions possible.

Commissioner General Peck estimates the American visitors at 500,000, and some are beyond him in their figures. But, assuming that his figures are right, how will a crowd of this size find accommodations on the ocean vessels? It is a problem not easy of solution. The ordinary summer travel averages about 80,000 a year. Of this throng 50,000 are tourists and sightseers. The rest are people, who are compelled to make the trip. To handle this regular trade there are in service something like 100 ships, and they are taxed almost to their full capacity, especially those of the best class. To handle 420,000 additional will require 325 ships. Where will they be found?

They can not be taken from other lines, for the business instinct of men in charge will not permit them to slight regular business, even for a temporary gain. And, in addition, the business on regular steamship lines not running to France will be increased by reason of the exposition, and the owners will find it more profitable to look after regular business than to make a few trips across the ocean to catch the little transient trade.

Ships can not be built, for time prevents, and in addition there would be no place for them after the rush was over. Further, the freight of the ocean liners makes up by far the most important part of the receipts and there would be no freight for the transitory ships, and the passenger receipts would not pay the expenses.

In this connection a word of caution may not be amiss. Beware of the clubs offering to take you over and back for \$100, with some luxuries on the side. There is no probability that trips of this kind can be arranged unless you travel on tramp steamers, entirely unfitted for passenger trade.

Some of the schemes are schemes pure and simple. The promoters ask for monthly payments of \$5 or \$10, with a forfeit if the tourist withdraws. These payments at interest bring in a tidy sum, in all probability. When the time comes the money will be refunded, with the plea that the accommodations to be had are insufficient, or some other excuse will be devised. Deal only with old established lines. You will have to pay well, but that is the only way you can get across and back with any comfort, and, considering the crowds, you will not be any too comfortable even then.

If the estimates of the probable number of visitors are correct, or even approximately so, there will be plenty of disappointments for thousands of those who have long hoped to see the great exposition.

Lem P. Harris, Secretary of Ohio Centennial and Northwest Territory Exposition writes as follows:

"Exposition matters are growing every day, and we already have over three million of dollars in sight from all sources, with more coming. The entire expenditure of money at the Omaha Exposition, which was truly a very nice show, amounted to but fifteen hundred thousand dollars. So, with the three millions in sight and the prospects we already have, with time to take full advantage of them, there is no question but what our exposition will be all that is hoped for."

Several of the larger cities have been agitating the question of holding expositions for the purpose of showing the products of our Colonial possessions, yet no city but Omaha can successfully and fully do so, because no other city is properly equipped in the way of buildings. And for an exhibit of this kind, much housing room is necessary.

Syracuse, N. Y., is to have a big time in September. Masons will gather there from all parts and no fewer than 10,000 are expected. The concave of the Knights Templars will last three days, September 24, 26 and 27, and at least 5,000 Knights are expected, most of whom will be accompanied by families or friends.

Fair Notes.

The grounds and buildings at Omaha, which were prepared at a cost of two millions of dollars, are now almost ready for the opening of the Greater American Exposition, although the opening is not to be until July 1.

Of course, the people of Syracuse are already thinking and planning for the event. A big parade is to be one of the features. Theodore M. Barber has charge of the arrangements for this part of the program, and Edwin C. Talcott is Secretary of the Executive Board.

On March 2, the rules were suspended in the House, and a half million dollars each, was appropriated for the Pan-American Exposition at Buffalo, and the Ohio Centennial at Toledo. The success of these two gigantic undertakings is now assured.

The horseless carriage will beat a merry-go-round to death as a money maker at the fairs this season. Several are in the field and applying for concessions.

The exact time for holding the Exposition to celebrate the Louisiana Purchase has not been decided upon; the only certain thing is that the said exposition will be held some time at St. Louis. Could Napoleon visit the vast and now powerful empire he ceded to the United States a century ago, he could feel that he was indeed a prophet when he said: "This accession of territory strengthens forever the power of the United States." The exposition should now be the pride of every American heart. Some one has said of this celebration, that the world will be our guests and we must show them "how it's done in America."

Los Angeles, Cal., has at last completed all arrangements for its great "Fry Harbor Jubilee." This is to be held April 25-28, and the inhabitants of that part of the world will suspend business for that length of time, and go into celebrating with their whole hearts and souls. On the first day there will be held a formal reception of the invited guests, when everybody will try to get acquainted with everybody else. The second day will witness the formal commencement of work on the breakwater, followed by a great barbecue, participated in by at least 20,000 people.

Then there will be floral parades, water carnivals and other attractions.

It is no wonder that the inhabitants feel like holding this immense celebration, for they have been working and waiting for eight long years for the National Government to improve San Pedro Harbor, and at last the fruition of their hopes is in sight. It means a great deal to Los Angeles and all Southern California.

The World's Fair at St. Louis is beginning to be put into shape, and an Executive Committee to have charge of the preliminaries has been appointed. Funds must be had, and although the bonded indebtedness of the city is already \$2,500,000 above the limit prescribed by the charter, yet the committee of attorneys reported that there were three ways of getting around this little matter. As a general thing we believe in sticking to the laws laid down in the charter, but in a case like this, we believe in an amendment of the charter. The fellows that got it up probably did not take into consideration the fact of our wanting to give St. Louis a spring house cleaning, and invite the world in to see her.

Frontispiece.

Dr. William P. Wilson, Director of the Philadelphia Commercial Museum, was educated at the Agricultural College of Michigan and at Harvard University, where he was afterwards instructor in botany for several years. He also spent several years in the Universities of Germany and Italy, receiving the degree of Doctor of Natural Sciences from the University of Tubingen. For several years he was Professor of Botany and Director of the School of Biology in the University of Pennsylvania. In 1893 he conceived the idea of founding a Commercial Museum with the raw products exhibited by different nations at the World's Fair, at Chicago. He secured the authority of the City of Philadelphia, and succeeded in having donated to the proposed Museum, the large collections exhibited by nearly every country, especially the Spanish-American countries. The Philadelphia Commercial Museum is due to him and his constant labor and activity. He is a man of unusual intelligence and marked executive ability, with the faculty of imparting to those around him his earnestness in the work. Dr. Wilson is a careful worker, and it is through his care and forethought largely, that the successful plan of organization of the Museum has been carried out. He has visited Europe several times, traveling through England, France, Germany, Switzerland, Italy, and other countries for the purpose of studying the economic and trade relations. He recently visited Mexico for the special purpose of getting accurate information about the resources and trade conditions of that country, to be used in the work of the Museum, and has since that time traveled through Venezuela for the same purpose.



MISS GERTRUDE WILLIAMS,
Secretary Bristol County Agricultural Society, Taunton, Mass.

The Whole World on Ball Bearings.

The announcement that the "roller skating craze" is about to sweep over the country again will attract public attention to the manner in which the discovery of the ball bearing principle has revolutionized mechanical construction in a vast number of industrial activities. So universal has become the adoption of this principle in all devices where it is desirable to do away with friction that the world may be said at this time to be actually moving along on ball bearings.

And now it has taken hold on the roller skate and threatens to revive a pastime that at one time took all the cities and towns by storm. Palatial rinks are being erected all over the country, and old ones are being remodeled and repaired. When the people find how easy it is to glide along on ball-bearing roller skates, it is believed by enthusiasts that the rinks will not be large enough to hold the skaters.

No one can deny that roller skating, if properly conducted in well-managed rinks, is a healthful and invigorating exercise. It would not be strange if the mechanical device known as the foot cycle, which has already placed a large percentage of the human family at cycling about, would become as much of a craze as bicycling.

This is a swift moving age. The ball bearing principle is destroying the friction of life. We are moving along more rapidly each year and with less expenditure of human energy. Perhaps the twentieth century will find the entire human family gliding along in ball-bearing shoes.

Muncie's Big Show.

The Elk's Carnival and Street Fair at Muncie, Ind., grows in magnitude every day. It will be quite the biggest thing that that enterprising city has ever undertaken.

This entertainment will be as far ahead of the ordinary street fairs as day is of night. In this exposition there will be displays of art, and entertainments of the very highest and best quality. The organization that the committee has contracted with, is one of the best ever gotten together to give entertainments. They carry with them over 100 people together with camels, elephants, donkeys and freaks.

It is expected to have a merchants' and manufacturers' display that will eclipse anything ever given or undertaken in Indiana. Local manufacturers and merchants are all thoroughly aroused.

The carnival proper will be on Charles street west of High to the Mounds at Proud street, and a part of Howard street on the Mound will also be utilized. This part of the city will be decorated in a brilliant manner, and at night will be illuminated with many thousand varied colored electric lights, both the arc and incandescent being used.

Washington (Pa) Fair.

Offers \$3,500 in Stakes

Julius LeMoine, Secretary of Washington, Pa., Fair writes that the association offers the following stakes at their meeting, September 26-28, 1899, viz:

No. 1-2-49 Pacing, 3 in 5	\$500
No. 2-2-45 Trotting, 3 in 5	500
No. 3-2-28 Pacing, 3 in 5	500
No. 4-2-28 Trotting, 3 in 5	500
No. 5-2-19 Pacing, 3 in 5	500
No. 6-2-17 Trotting, 3 in 5	500
No. 7-3-Mile Running, 2 in 3	500

The conditions are as follows, viz: All above stakes for \$500—no more, no less. Money divided, 50, 25 and 10 per cent. Nominations close April 1, 1899. Entrance 5 per cent, 5 per cent additional from winners payable \$5.00 April 1, \$5.00 May 1, \$5.00 June 1, \$5.00 July 1 and \$5.00 August 1, 1899—at which last date horses must be named.

Nominations transferable on or at any time before August 1, 1899.

The association reserves the right at any time to declare off any or all of above stakes not filling satisfactorily and will refund payments on same.

A horse distancing the field, or any part thereof, or a walkover, to receive but one money.

National rules to govern, except Rule 9, Section 2 (barring hoppers) and Rule 28 (Drivers' License), which are waived in above stakes.

In stake No. 7 for runners, horses, mares and geldings 4 years and over to carry 114 pounds, under 4 years 108 pounds.

ACHILLE PHILION the marvellous equilibrist and originator writes as follows, viz: "I like your publication, and I don't hesitate in telling you that it reaches the people I do business with ten times more than any other paper in the country. If it continues to improve as it has in the past 2 years, I wouldn't be without it if the subscription price was twenty times what it really is."

Kansas City has been holding a local trade exposition. This has been held, not in some large hall or public place especially set aside for the purpose, but in the various stores and working places of the city. The particular end in view has been the exploitation of strictly home-made products, and every prominent merchant in the place has so decorated his store and embellished his show windows as to strongly emphasize the home idea.

The Winton Motor Carriage Co., of Cleveland, O., want to hear from fair managers who will grant concessions for auto-mobile carriages.

Paris Exposition Notes.

Russia is going to make a great equine display at the Paris Exposition. The czar has already decided to send sixty head, representing twenty different types peculiar to the Russian Empire.

Of course the United States does not expect to get left in this part of the program.

Ferdinand W. Peck, Commissioner General for the United States to the Paris Exposition, said in a recent speech at the Annual Convention of Manufacturers, that other nations had appropriated nearly three times as much per square foot of space to be occupied as the United States had yet done. Instead of the \$600,000, he thought that at least \$1,800,000 would be needed. We would caution Ferdinand not to worry. The United States is not going to get left.

Mr. Peck took occasion to deny the rumors that the Exposition might be postponed until 1901.

The National Association of Manufacturers at their recent meeting, deliberated upon and voted upon the question of holding their next convention at Paris during the Exposition.

The motion was lost, however, and Boston was decided upon as the next best place in creation. Boston may object to what might almost be termed "second choice," but we hope under the circumstances that the association will not be given the cold shoulder.

Half a million dollars has been appropriated by the Commission for an International Live Stock and Agricultural Show at the Universal Exposition.

The Billboard

Is a Good Advertising Medium

"The Billboard" is a good advertising medium, as witness the following letter from popular Frank Kenney, Secretary of the Louisville Driving and Fair Association:

Gentlemen—I beg to enclose herewith our check for \$100, to cover subscription for "The Billboard" to date. In this connection allow me to thank you for the prominence you gave our meeting last year, and will ask you to drop from your list of fairs our advertisement for 1899. The fact of the matter is, we do not hold a fair at all, but conduct a trotting meeting, with no fair features attached.

I must say that "The Billboard" is a great advertising medium for fairs, as I received no less than 1,000 letters up to date from attractions that wanted to get on for exhibitions.

Trusting that some of you will be down to our meeting this fall, I remain, Yours very truly, FRANK N. KENNEY, Sec'y.

Purely Personal.

Sayings of Secretary and Fair Manager.

HARRY C. KEEFER, Secretary of the Frederick, Md., Fair, says "I consider "The Billboard" one of the best and most useful papers that comes to my office. It improves every month."

EDWARD McMAHON has been re-elected Secretary of the big Central Canada Exhibition at Ottawa, Ontario.

They are going to make the fair at Itaton Rouge, La., a corker this year. E. M. Muse, Secretary, and J. Wise, Treasurer, hold over from last year.

A. H. FOSTER, Secretary Allegan (Mich.) Fair, writes "I think we have already made most of our contracts for attractions, although of course we will be ready to consider propositions from first-class attractions right up to the middle of September. We are going to make our fair a bumper, and we are going to guarantee to buyers of privileges not less than 25,000 admissions to our gates."

L. LAMKIN, JR., Secretary of the Jackson County A. and M. Society of Lee's Summit, Mo., is also one of the publishers of the Lee's Summit Journal, the only paper in the south half of Jackson County, and the best advertising medium in those parts.

THE NASH HIPPODROME COMBINATION can be engaged for fairs, traction parks, and summer resorts. The entertainment furnished by this organization is very highly spoken of. See advertisement in another column.

THE NESS CITY (Kas) FAIR will open on Thursday, September 14, for three days. This is the only Thursday opening that has ever been reported to "The Billboard."

The seventy-eighth annual at Lowville, N. Y., this year. What a proud headline on the hills. Think of it. It is hardly likely that there is a person living who can remember the first.

FRED. M. WILLIAMS, President of the Douglas County Agricultural Society at West Superior, Wis., is the active spirit of the fair at that point. In a recent letter he says: "Your paper is of great value to fair managers. You are up to date, and should receive the support of fairs throughout the country in the matter of subscriptions and advertising. We are planning for a good big show this fall, and if our plans as laid out now carry, we will give the people of Northern Wisconsin and Minnesota the best fair ever held in this locality. I will advise you later fully regarding our plans. We want some good special attractions. If you can give me any pointers in this direction it will be appreciated."

J. A. BROWN, Secretary of the Rich Hill (Mo.) Fair Association, writes that their fair has been a failure, financially, for the last three seasons. Rich Hill is evidently a misnomer.

ED. F. BADMINGTON has been re-elected Secretary of the Rockville (Conn.) Fair.

T. B. CUTLER, of Eureka, Cal., writes that Eureka will undoubtedly have a fair every year hereafter. They say that Eureka is isolated out of the world, etc.—out the bill board we illustrate in this issue does not look much like it.

W. A. DENNIS, Secretary of the Queen City Fair Association, Springfield, Mo., writes: "The banks guarantee us to pay all obligations each year. This enables us to secure the best of everything in the racing line."

PALMER CLARK, of St. Joseph, Mo., has spent the past winter in Chicago. Under date of March 12 he writes: "I have seen but two copies of your journal this winter, one in December and the last issue. If the latter is a fair sample, believe you have quite a future, and that no one in the amusement line can afford to be without it."

Rhode Island.

State Fair Association Selects the Latest Dates on Record.

(Special Correspondence.)

Providence, R. I., March 3, 1899.

The new management of the Rhode Island State Fair Association has decided to hold the annual exhibition this year at a later period than has been hitherto customary. The dates for the affair will be October 9 and the four days following. It is presumed that the weather at that time will be cooler than in September and thus make the conditions more favorable for keeping the live stock on exhibition. The heat experienced during the last September fair was decidedly prejudicial to the health of the animals and it is desired to remove this objection. It may be said that the plans having for their object the betterment of the State Fair of 1899 are now in course of arrangement. The premium list has been carefully revised and the amount of money to be awarded has been largely increased in every department, more particularly in the live stock classes. The matter of special attractions at the fair will receive special attention this year and even at the present time the management is negotiating for new features.

Paris.

World's Fair—The Feature of the Big Show Determined Upon.

(Special Correspondence.)

Paris, France, March 6, 1899.

The Exposition Board formally decided upon the clou (pronounce it kloo) of the big fair. Your readers will be surprised to learn that it is nothing more nor less than the automatic sidewalk, a novel feature of the Chicago Fair. A host of ideas were presented, but the moving sidewalk found the most favor. It may prove an attraction in the eyes of Europeans, but Americans will hardly give it a second glance.

H. B. Smith, the bill poster of Washington C. H., D., has purchased the exclusive privilege for a circus and menagerie at the Washington Fair and wants to hear from showmen.

The New York Herald, of August 23, 1898, said "The Toozoomin Arab Troupes appeared in one of the most interesting performances of its kind ever seen in this country. All of the seven men are possessed of great strength and agility, and they dashed around the stage in a way that stirred the spectators to repeated cheers. They are without question the quickest men who have ever appeared in public here. Not even the traditional cat could turn more rapidly than these men. Their gins and costumes are all genuine. Sie Hassan Ben Ali who brought this troupe to this country knows exactly what the American public want in the way of entertainment. The Toozoomin Arabs have proved themselves to be a high-class novelty." Managers of fairs who are looking for a special feature will do well to correspond with Sie Hassan Ben Ali. His advertisement will be found in another column.

Rockville, Conn., has appropriated \$4,500 this year for special attractions and the speed ring.

The West Durham Agricultural Society, of Bowmanville, Can., is getting out an extensive premium list this year, and besides the usual premiums offered for cattle, bees, fruits, vegetables, etc., they are offering prizes in their fine art department for decorative painting on china, glass, celluloid, kid, velvet, etc., and for map drawing and writing by the school children.

We do not see why such things are not made more of a feature in all fairs, especially the work of the school children. All people have Johnnies and Maries going to school, and will take more interest in the display of Johnnie's map, or Mary's vertical writing copy book, than in anything else.

Interest is the one thing desirable to make a fair, or anything else for that matter, a success. The ladies and children should have as much to interest them as the men.

We regret to learn that the Fair Association of Morgan County, Ill., has become insolvent, and that their grounds were sold at half their value to satisfy a judgment of \$5,000.

The mile track at Peoria, Ill., was sold under a mortgage recently, but bought in by a number of the old stockholders, who will reorganize and give a meeting in July.

"Of course we want "The Billboard." We need it in our business. Gives very valuable information."—John Rose, Winona, Wis.

We extract the following from a communication just received from the Secretary of the Dryden (N. Y.) Agricultural Society.

"I am much interested in the Fair Department of your paper, and consider it well worth the money. On our fair grounds we are expecting to build an exhibition house for poultry, large enough to show at least two thousand birds. It has occurred to me that we could get some good designs for such a building through your Fair Department. As all agricultural societies are building or making improvements all the time, I believe any suggestions in this line would be of interest to your readers. Our fair buildings are in the shape, and we have one of the finest floral halls for exhibition purposes, and in fact, for all purposes, that I have ever seen. If you should conclude to go into this branch of fair work, I would send you a plan of our hall. Very truly yours, J. B. WILSON, Secretary Dryden Agricultural Society.

(We should be very glad to take up the line of work suggested by Mr. Wilson, and will endeavor to do the department justice.—Editor.)

ACHILLE PHILION has been engaged as the principal feature of the Selma-Forepaugh Circus for four weeks at the beginning of the season, viz: two weeks in New York, one in Brooklyn and one in Philadelphia, after which he will be at liberty to negotiate with park and fair managers. His season is almost half booked already. His address is 137 Ash street, Akron, O.

New mile tracks will be constructed at Marion, Ind., and Jacksonville, Fla. At the latter place a club is being organized with a capital stock of \$100,000.

The Northern Indiana and Southern Michigan Fair Association has given up the ghost, owing \$2,200. A newly formed racing association will occupy the grounds.

C. W. Harvey, Secretary of the Dodge County Fair Association, at Beaver Dam, Wis., says: "I think all parties managing special attractions should advertise in "The Billboard." I have no doubt that our fair will select a special attraction from those that advertise in your paper."

To Give a Big Street Fair.

(Special Correspondence.)

Crawfordsville, Ind., March 14.

A mass meeting was held to-night preparatory to holding a street fair this fall. A. F. Ramsey was re-elected President and W. W. Morgan, Secretary. It is the intention to give the biggest street fair in the State about the first week in October. Nothing but legitimate amusements will be allowed, but there will be a plenty of these. Committees will be selected at once. The usual county fair will be held in September and both associations will work in perfect harmony.

"The Best Attraction Ever at our Fairs,"

Say the following well-known Secretaries:

The Celebrated Arabian Hambletonian Educated Horse.

BEAUTIFUL
JIM KEY
No other acts like his.
A Marvelous exhibition.
The Most Wonderful Horse in the World.

To Fair Managers:

At our 1898 fair, we had as the leading attraction, the Wonderful Educated Horse, Beautiful Jim Key, and though we have seen other educated horses, he certainly is peer of them all. His act is entirely new. He actually Reads, Writes, Spells Counts, Figures, Changes Money, Files Letters, Raises the Flag, and many other equally seeming impossible feats and all at the command of the astonished and delighted audience. We have never had at any of our fairs any attraction that the papers devoted so much space to, that the teachers in the schools sent the children to see, and that caused so much favorable talk and comment. People came the second and third time to see his wonderful acts.

It is certainly the best attraction we ever had.

Signed by

- SECRETARIES
- Jno. Guild Muirhead, Inter-State Fair, Trenton, N. J.
 - A. W. DeLong, The Great Allentown Fair, Allentown, Pa.
 - H. A. Grounan, The Bethlehem Fair, Bethlehem, Pa.
 - H. C. Keefer, Frederick Co. Agr. Fair, Frederick, Md.
 - Geo. P. Hager, The Hagerstown Fair, Hagerstown, Md.
 - G. E. Webb, Winston-Salem Street Fair, Winston, N. C.
 - John Nichols, North Carolina State Fair, Raleigh, N. C.
 - A. W. Give, South Carolina State Fair, Columbia, S. C.

The best attraction we ever had at the Pittsburgh Exposition.—J. J. Fitzpatrick Secretary.

The leading attraction at Atlantic City, where he was the sole attraction in the Seaside Theatre for six months, Spring and Summer, 1898.

DATE BOOK open for 1899—Feb. 1st.

(Engaged at Paris Expo 1889, 1890.)

The best drawing attraction for Parks, Fairs, and Expositions in America, all say.

Address quickly. A. R. ROGERS,

75 Maiden Lane, New York City.

Free Street Fairs.

Facts About This Western Innovation—How Conducted—What They Cost—What Is the Object?—Do They Pay?—Are They Successful?—Testimony of Those Who Have Tried Them—The Father of the Mattoon Fair Tells About It.

The free street fair is an enterprise of Western origin. It is yet a comparatively new thing, the fair held at Mattoon, Ill., in October of 1897 being the first of the kind ever held in that State. The object of the street fair is to further the business interests of the town or city in which it is held, and by offering free exhibition and entertainment on a large scale draw large crowds of money-spending, amusement-seeking visitors from the surrounding county and towns.

COUNTY FAIR FAILING.

The county fair has failed of late years to perform its one-time function of creating business for the merchants in those places where it is held. In many instances fair grounds are inconveniently situated at a distance from the business district, so that the old-time trading by farmers and visitors has fallen away. In the main merchants get little help from the so-called agricultural fair, as it is exploited by managers of trotting-park fair grounds.

The free street fair is the antithesis of the other. In its case the crowd is kept downtown; the merchant is the prime mover, and merchants' exhibition gets the position of honor at the head of the line. Business is the active motor; the general welfare is the motto; not to rob, but to encourage people to spend in legitimate ways is the policy.

FREE AS AIR.

Sight-seeing at the street fair costs the visitors absolutely nothing. The money they spend goes into their legitimate channels of trade. Getting their amusement free, they are in corresponding good spirits and disposed to spend the more freely. If the town is a live town visitors are likely to leave their money in exchange for merchandise rather extensively.

The first thing necessary is a fair association organized from representative business men of the place. The efforts of the association must be seconded by the united and unselfish support of all the business men and citizens and the use of the streets and privileges granted in no stinging way.

FATHER OF THE FAIR.

The street fair held at Mattoon last October was the second held in that city; it was continued for four days and on certain of those days the attendance was estimated at 50,000. For particulars concerning it credit is due to George N. Buck, the leading merchant of that city and a friend of "The Billboard." Mr. Buck is reliable authority on fair matters. He is known in Mattoon as the "Father of the Fair."

The necessary funds were raised by subscription from the merchants and business men of the city. The booths were built by the fair association and paid for from the general fund. Space was allotted to each subscriber with the understanding that none might be sublet, and in this way the committee maintained control and no objectionable exhibit slipped in. In the case of the Mattoon fair no out-of-town exhibits were solicited. No invitations were sent to manufacturers or industries, but many applications were received and a good many were admitted.

THE STREET SHOW.

The booths were ranged down the center of the streets; they were, of course, of a temporary character, cheaply constructed and roofed with canvas after the nature of awnings. Amusement features were plentiful and carried on at various places along the line of booths, including music, acrobatic performances, trick bicycle riding, and a multitude of features that every locality may procure or furnish for itself. Afternoon races were held at the trotting grounds, but they were incidental and not, as in the case of other fairs, the whole thing.

So far as definite descriptions go they are of little value, as every community undertaking enterprises of the kind must of necessity draw upon its individual resources and improvise entertainments after a fashion of its own. The main thing is to first make it interesting, advertise it and obtain the cooperation of the railways, encourage a newspaper boom by taking extra space for advertising. Be generous in this last respect, so that the burden of cost of free advertising may not fall on the papers.

MR. BUCK TESTIFIES.

With regard to the result of the Mattoon fair, Mr. Buck writes:

"Did it pay? Yes. We had the biggest week's trade we ever had and then it left a great many thousand dollars in the town to do business on after the fair was over. Was there a great risk? No, although we removed the best stuff into the store at night. I think every subscriber is in favor of a fair the coming year. Here is the proposition: I think we had 100,000 people in our town the week of the fair. It is a fair estimate to say that they left \$1.00 each in the city. It cost the merchants \$5,000 or \$7,000 to get the people here. \$7,000 spent brought \$10,000; isn't that a good business proposition?"

Our fair was the first of the kind in Illinois, but Indiana, Ohio and Michigan have had these street fairs, but I guess, no doubt, our fair was the most successful one ever held in the United States. We are better fixed to give one than most towns. We have a street two miles long, 100 feet wide and in the business portion 50 feet pavement and 25 feet uniform brick and cement sidewalk on either side. We have the stock exhibit right on the pavement at either end of booths. We put on three or four inches of sawdust for the stock, and for the show ring.

The horse display here was one of the best in the State. Several of the exhibitors told me that they showed their stock to more people here any one day of the fair than for the entire week at the State Fairs. The reason for that is this. Every one who comes to the street fair goes up one side and down the other side of the booths, and in that way especially to see it, and the result is a large proportion who go to the county or State fair fair to see the stock.

ALL TOOK A HAND.

The stores were, of course, in their best dress, attractive windows and enticing interiors invited visitors inside, coaxing the lagging shopper while encouraging the nimble shopper. Merchants of the city occupied from one to four booths each. Corporations and manufacturers made imposing exhibitions; the telephone, gas and electric lighting companies taking a prominent part. Premiums for the biggest and best from an ear of corn to a yoke of oxen created competition and enlisted the farmers' active cooperation.

Aside from the street show special exhibitions were held in various public places and buildings convenient of access. Art departments were thus instituted for the exhibition of needlework, pictures, fancy china, curios and old coins, etc. The town was fairly given over to the occasion. On the surface was the glamour of amusement and a good time, underneath was a healthy current of business and profit.

George N. Buck, "father of the free street fair" at Mattoon, was born in Jonesville, Mich., in 1849. He went to Mattoon in 1864, reaching there with a ravenous appetite and a capital of 45 cents. To-day Mr. Buck is the leading business man of that city, a merchant and manufacturer in a large way. To him, more than to any other man, Mattoon owes the success of its street fair.

The Rhode Island State Fair Association is undergoing a general overhauling, and important changes are being planned, both in the premium lists and in the dates. It is decided to hold the fair in October, fully a month later than usual, as the weather is then more pleasant. The matter of special attractions will this year receive especial attention.

"The Billboard" is the only publication listed in the American Newspaper Directory under the head of Fairs. It is, in fact, the only paper in the world devoted to them.



A Little Corner of the Grounds, Looking Northwest from Judges' Stand.

A Montana State Fair.

(Special Correspondence.)

Another great enterprise is about to be launched, one in which not alone Montana is interested, but the Pacific Northwest as well. It has passed the embryonic stage and is now presentable to the public. It is the incorporation of the Montana State Fair Association, articles of which have been filed with the Secretary of State and the Clerk and Recorder of Silver Bow County. The capital stock is \$50,000 assessable and fully subscribed. The objects for which the company is formed are as follows:

"For the encouragement of agriculture and horticulture in the State of Montana; the exhibition of machinery and agricultural implements; the exhibition of all farm products, stocks, fruits, vegetables, poultry and floral exhibits; for the exhibition of all metal and mineral and mining machinery and mining appliances; the exhibition of all fine art, painting, cut glass, chinaware, queensware, tapestry, and all liberal art work; the exhibition of all electrical inventions; the conducting of innocent sports and amusements, racing, gymnastic and other outdoor attractions; to purchase necessary lands for fair grounds and make necessary improvements thereon; to conduct an annual state fair at or near Butte, Mont.

Utah.

The suggestion that the State Fair and Salt Palace be combined meets with the approval of both the Deseret Agricultural & Manufacturing Society and the Salt Palace Association, and Vice President T. G. Webber of the Salt Palace Association and President Winder of the Deseret Agricultural & Manufacturing Society have taken the matter up to arrive at an understanding as to details, then the Legislature will be asked to help out in the matter.

The two illustrations that appear on this page are views on the grounds of The Dodge County Fair Association, Beaver Dam, Wis. This is one of the best fairs in the State of Wisconsin.

An Experiment Station on the Fair Ground.

South Edmonton, Can., has a very strong Agricultural Society, and evidently a progressive one. At a recent meeting it was decided to hold a summer fair this year some time in the latter end of July.

Action was taken along another line in which we see possibilities for great good. It was decided to petition the Territorial Government to start a small Experimental Station at Edmonton to conduct experiments suitable to that section of the country. To assist in this the society offered the free use of their show grounds.

With Government assistance, no doubt, good work could be done. But failing to secure this assistance we can see no reason why the society could not carry on a certain amount of test work themselves. It need not be very extensive. Let the directors meet together and talk the matter over; they know what experiments they would like to see tried. Draft a plan of them, and submit it to Angus Mackay, of the Indian Head Experimental Farm for criticism. We think a few useful tests could be carried on at small expense, and would be a drawing card at their exhibit in July. These suggestions might be taken up with profit by some of the larger local societies in other places.

NORWEST FARMER.

The Diving Elk Make a Hit.

Between beats yesterday the guideless wonder, Facing Johnnie, and the Diving Elk, gave entertainments such as have never before been given in this city. Each day their performance will be conducted and it is quite a treat to witness "Facing Johnnie" make two circles around the track without reins or driver.

The way the wonderful diving elks went through their act was a surprise to all in attendance. They are brought out separately, Ringette first and Bing following. After being introduced to the audience they are turned loose at the foot of a steep incline of such a pitch that it is a difficult matter for a man to walk up. Each elk, however, makes the ascent to the top forty feet above the water, entirely unaccompanied, deliberately measures the distance with his eyes, and upon a word from their master, standing on the ground below, makes a pretty head-long plunge into the tank of water twelve feet deep arranged for them.

How it has been possible for Mr. Barnes to train them to perform such a feat is a marvel. His method is kindness and patience. The animals have never been struck with a whip. They are large, handsome fellows, weighing 800 pounds each and in perfect physical condition.—Chicville, O., Daily Union Herald.

Dodge County Fair.

The above is from a photograph taken on the grounds just as the crowd began to arrive. But it is expected that like picture in 1899 will show many more people, and we would like to have you and your friends help make the great crowd.

Revised and enlarged Premium List and Speed Program. Many improvements in grounds and buildings. Best of special attractions. Correspondence solicited upon any subject connected with the Great Fair.

C. W. HARVEY, Secretary.

HALL & CO., 122 Elizabeth street, New York, advertise a fine line of engravings and novelties in this issue. Fair followers and ticklers will do well to read the ad.

C. W. HALPHILL, the well known authority on fairs, claims "The Banner Fair of Ohio" for Mercer.



A GLIMPSE OF THE SPEEDWAY.—Great Dodge County Fair, held at Beaver Dam, Dodge County, Wisconsin.

Fair Notes.

G. P. Kemp, manager of the Kemp Sisters Hippodrome, sends us the following handsome testimonial:

Syracuse, N. Y., Sept. 5, 1898. Mr. G. P. Kemp, El Paso, Ill.

Dear Sir—Relative to your engagement at the New York State Fair just closed, would say that nothing but words of praise can be offered. The executive committee and management were profuse in saying favorable things and your straightforward methods of doing business are such as to commend you to any person who desires an elaborate and up-to-date meritorious out-of-door entertainment. Yours, etc., JOHN L. KERR, Amusement Director and Advertising Manager New York State Fair.

Mr. Kemp's advertisement appears in another column. Fair managers who want a special attraction of sterling worth should write him for terms.

Beautiful Jim Key is a wonderful horse. At the request of any one in the audience he will go to his rack of letters and spell any ordinary word; he can not always spell any word he has never heard, but he has a wonderfully retentive memory and his list of words cover a great many.

He will do any sum in arithmetic, multiplying, adding and dividing up to twenty-five. Any one in the audience saying, "Jim, how much is four times three?" he will go to his rack and get the figures 12, and if some one should ask how many twos in 13 and what is left over he would get 6 and then count one with his foot, etc., etc.

In one of his racks are a number of names. These names are varied from time to time and are generally the name of the Mayor of the city, and Governor of the State, and any other names that are selected, which are taught him in advance, so that at the request of any one to get any name in the rack, he will go and get it promptly.

Fair managers who need a unique and drawing attraction will do well to read the advertisement of his owner, Mr. A. R. Rogers, in another column.

"Farm Machinery" publishes an interesting letter from J. G. Stowe, of Cape Town, Africa, from which we give some excerpts.

"The South African Industrial and Art Exhibition opened its doors on December 15 in the city of Grahamstown. This city has a population of 10,000, and amongst its many attractions and amusements is a museum, particularly rich in Bushman and Kafir ornaments.

"In honor of the exposition, the city was decorated with flags and bunting and 'Old Glory' is not absent. There are over one hundred American flags in the exposition buildings, and at the entrance appears the shield and coat of arms of the United States.

"The exposition was opened in the usual way, with troops and brass bands and an address by the Governor, to whom a golden key was presented. There was also a chorus of several hundred voices singing an original ode written for the occasion. It seems that even this town in Africa is infected with a 'pact'.

"The whole area of buildings devoted to the affair was about twenty acres, and all is well lighted by electricity. Most of the exhibits in the picture gallery were from the art galleries of Great Britain. In the display of agricultural implements both America and England were represented, but all the hams and bacon on exhibition were from England, except those from Ottumwa, Ia., and yet America stands first in imports.

"The only American vehicles were three from H. Birch & Son, of Janesville, Wis. A large exhibit of carriages, wagons, etc., should have been there.

"The display of agricultural implements from America was good. In the line of American novelties much might be said, for the display was pleasing. They run all the way from a clothes pin to a churn, and include something new in the way of sash holders, door springs, etc. One countryman from Maine was having a large business in a 'rail cure.' Of course all the phonographs, graphophones, cash registers, and type writers, from the United States attracted large crowds, and their booths were attractively decorated. In canned fish, meats, etc., the United States was not represented.

"The exhibition as a whole was as if a part of one of our own exhibitions had been transported here; the displays were elaborate, the pagodas and booths and decorations such as are seen in America. The grounds were well laid out, with the usual side shows and watch penny devices. An American 'muse' from Missouri, weighing 200 pounds attracted considerable attention.

"It is already planned to hold an exhibition at Cape Town, after the Paris Exposition has terminated, so that many of its displays can be sent here. Cape Town is easily reached by sea and rail, and such an exposition ought to be a success."

It is the thing now for every prominent city to have a Horse Show. From Boston to San Francisco, from St. Paul to New Orleans, this fad is spreading. Chicago is eagerly waiting for the Lake Front Building in which to hold a Grand Horse Show and Italy of all Horse-Breeders' Associations.

The following is from "The New England Farmer":

"The laws governing our Agricultural Societies need overhauling and reforming to fit changed circumstances and conditions," so says Hon. George A. Marden, and so says every one who has given the subject any thought. The present laws date back to the time when railroads and newspapers were few

and when there were no agricultural colleges or experiment stations. But the practical difficulty is in knowing just what to do, how to meet present conditions without doing injustice to anyone, how to let the bats down, and not too much; how to reform wisely. Lacking such information there is a feeling that it is well to stick to a machine that has done good service in the past, rather than to take chances on an uncertainty. "Any scheme must have the confidence and approbation of the farmers, else it will not do the greatest amount of good. We shall be glad to have correspondents suggest practical changes."

Since the people of California have been thinking about the appropriation that may be made to hold district fairs, as in earlier times, much enthusiasm is being shown. The people in Sutter and Yuba Counties are already trying to see how much of a sum they can add to the appropriation.

Santa Barbara and Ventura will form one district and it is likely that the former city will be headquarters, as it is best adapted for that purpose. The pavilion at Agricultural Park (Santa Barbara) was destroyed by fire some years ago and there is talk now of having it rebuilt. This will certainly be done if the Legislature makes the appropriation.

A new Fair Association has just seen the light of day at Albany, Ore. It is christened The Linn County Fair Association, and promises to be a permanent thing. The idea of the promoters is to form an association into which it was desired to have 500 members, each to pay \$10, for a life membership certificate, to entitle the holder to free admission during life.

This would give a sum of \$5,000, and a committee was appointed to attend to same. There is no question as to the result, as every one was in favor of this plan.

New Whatcom, Wash., is not only planning to have the biggest kind of a fair but also wants to load a car with its best fruits and exhibits, and send it East as an advertisement of that delightful region. The railway companies, of course, will aid this plan.

The fair at Springfield, Mass., is to have an increased appropriation, and a larger number of attractions. It is not only going to outdo itself of former years, but going to be the largest and best fair in that part of the country.

The officers of the Mt. Gretna Agricultural Exposition, being re-elected, have decided to do wonders next fall in the way of an exhibition, and expect to outdo all former fairs held at that place.

The holding of a fair in October at Petersburg, Va., is contemplated. It will probably be a go.

The American Shropshire Association is very generously offering prizes on sheep at at least twenty-five prominent fairs this season. Mortimer Leavelle, LaFayette, Ind., is Secretary of this association, and can be addressed for particulars.

"The Billboard" reaches every fair manager in America every month. What is more to the point is the fact that it is the only paper which does.

The Winnebago County Agricultural Society, Rockford, Ill., will hold evening fairs this season, with good entertainments each night.

The Dallas (Texas) State Fair Association came out very well, financially, last year, having a balance on hand of over \$600 after paying all bills, and spending over \$9,000 for improvements on buildings.

Objectionable Posters.

Seneca Falls, N. Y., March 6, 1899.

During last week posters were put up around town, announcing the appearance of the French Folly Company, Saturday evening, in Johnson Opera House. The posters and lithographs depicted the females of the company in costumes and attitudes too suggestive of indecency to suit the more staid portion of the community, and as a consequence President Pollett was besieged by ministers and church-going people to suppress the show, and he at last yielded to the pressure, and on Thursday evening, directed an officer to notify the manager and owner of the opera house that the show must not be produced. Instead of cancelling the date, the manager of the opera house allowed the troupe to come here, when the situation was explained to them. The matter was talked over, and the manager of the company agreed to eliminate all objectionable features, and was finally given permission to produce the show, but under the eye of the police, three of whom, with Trustee Thomas Skidmore, the latter representing President Pollett who virtue of his office is Chief of Police, were present, with instructions to stop the performance if anything out of character was attempted. As a matter of course, the steps taken to stop the show, resulted in filling the house, women being conspicuous by their absence.

Obituary.

C. R. ROWLAND, the well-known city bill poster of Augusta, Ga., died March 12. Deceased was popular all over the Southeast and had controlled the boards in Augusta for over twenty-five years past. A daughter survives him and will continue the business.

Managers of Agricultural Fairs, Street Fairs, Parks and Pleasure Resorts

YOUR ATTENTION, PLEASE

THE GRACE SHANNON BALLOON CO. Season of 1899

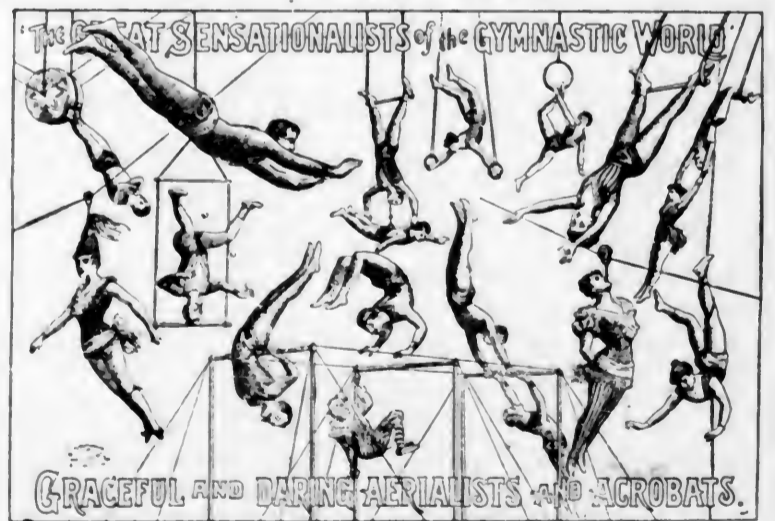
There is no better drawing card on earth.



Half tone from a photograph of Hutchison's Monster Balloon. It carries three people SPECIALTIES—single, double and triple parachute leaps. Male, female and canine acrobats. Night ascensions with fireworks display. A clean record that is not marred by a single accident, mishap or disappointment.

HUTCHISON'S GYMNASTIC CARNIVAL. Season of 1899

A Truly Great Out-door Attraction.



ACROBATS from two continents, representing the most finished AERIAL and GROUND ACTS before the public.

Exciting, startling and sensational from start to finish.

Athletes and Expert Acrobatic Performers. Wardrobe and Apparatus Strictly First-Class. Printing matter A1.

These attractions may be engaged separately or together.

For Time or Terms, address,

PROF. E. R. HUTCHISON, WASHINGTON, D. C.

LIST OF FAIRS.

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

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ALABAMA.

ANNISTON, ALA.—Northeast Alabama Fair Association. Nov. 7 to 11. W. F. Higgins, pres.; Howard W. Sexton, cor. secy. (Fair grounds at Oxford Lake.)

CALIFORNIA.

EUREKA, CAL.—Eureka Mechanical and Agricultural Fair. Sept. 19 to 24. Alexander Cornick, pres.; Humboldt County Bank, treas.; L. L. Ayers, secy.

CONNECTICUT.

HUNTINGTON, CONN.—Union Agricultural Society. Sept. 20, 21. F. W. Wheeler, Monroe, pres.; D. S. Clark, Long Hill, treas.; S. T. Palmer, Shelton, secy.
 NEWTOWN, CONN.—Newtown Agricultural Society. Sept. 26 to 28. T. E. Platt, pres.; H. G. Curtis, treas.; P. H. McCarthy, secy.
 PUTNAM, CONN.—Putnam Park and Fair Corporation. Sept. 12 to 14. G. D. Bates, pres.; A. C. Stetson, treas.; L. O. Williams, secy.

ROCKVILLE, CONN.—Rockville Fair Association. Sept. 19 to 21. W. E. Payne, pres.; F. A. Randall, treas.; Ed. F. Radmington, secy.

DELAWARE.

DOVER, DEL.—Delaware State Fair Association. Sept. 5 to 8. Geo. A. Millington, pres.; Lewis Schabinger, treas.; A. N. Brown, secy.

ILLINOIS.

AVON, ILL.—Avon Annual Fair. Sept. 5 to 8. Julian Churchhill, secy.

BATAVIA, ILL.—Kane County Fair Association. Aug. 29 to Sept. 1. H. B. Bartholomew, pres.; L. J. Griffith, treas.; H. T. Hunter, secy.

BELLEVUE, ILL.—Bellevue Free Street Fair. Sept. 18 to 23. L. E. Tieman, secy.

BELVIDERE, ILL.—Bacon County Agricultural Society. Sept. 5 to 8. John Hannah, pres.; Wm. D. Swail, treas.; M. D. Perkins, secy.

CAMBRIDGE, ILL.—Henry County Agricultural Board. Sept. 18 to 22. T. Boltenstern, secy.

CARTHAGE, ILL.—Hancock County Agricultural Board. Aug. 7 to 11. John N. Grabam, Bowen, pres.; J. C. Ferris, treas.; E. A. Payne, secy.

CHAMPAIN, ILL.—Champaign County Agricultural Board. Aug. 29 to Sept. 1, 1899. H. H. Harris, pres.; John N. Beers, secy.

CLEAR CREEK, ILL.—Magnolia Grange Agricultural Fair. Sept. 20 to 22. Frank E. Smith, pres.; Florence Given, treas.; Jas. A. McNabb, secy.

ELMWOOD, ILL.—Elmwood Fair Association. Aug. 22 to 25. W. J. Smith, pres.; L. W. Hurff, treas.; M. P. Sturtevant, secy.

FREESPORT, ILL.—Northern Illinois Agricultural Association Fair. Sept. 12 to 15. Wm. Hunt, Ridott, pres.; J. B. Taylor, treas.; W. H. Foll, secy.

GALENA, ILL.—Galena Fair. Sept. 26 to 29. W. T. Hodson, pres.; John J. Gray, treas.; Wm. Barber, secy.

GRIGGSVILLE, ILL.—Illinois Valley Fair Association. July 25 to 28. C. W. Simmons, pres.; J. S. Feimley, treas.; J. S. Hatten, secy.

HOMER, ILL.—Homer Fair. Aug. 22 to 25. W. W. Mudge, pres.; Chas. D. Babb, treas.; J. Bennett, secy.

HOOPESTON, ILL.—Hoopston District Agricultural Society. Aug. 21 to 24. J. A. Cunningham, pres.; J. L. Hamilton, Jr., treas.; Dale Wallace, secy.

JOSLIN, ILL.—Rock Island County Agricultural Association. Sept. 12 to 14. Wm. Filbert, pres.; John Schafer, Port Byron, treas.; F. J. Whiteside, secy.

KANKAKEE, ILL.—Kankakee Fair Association. Sept. 11 to 15. T. C. Schober, Union Hill, pres.; J. Frank Leonard, treas.; Len Small, secy.

LASALLE, ILL.—LaSalle Driving Park and Fair. July 17 to 22.

LE ROY, ILL.—Le Roy Fair & Agricultural Association. Sept. 4 to 8. Oscar Bonnett, secy.

MACOMB, ILL.—McDonough Stock, Agricultural and Mechanical Association. Aug. 14 to 18. W. O. Blaisdell, pres.; Geo. Gadd, treas.; F. R. Kyle, secy.

MATTOON, ILL.—Free Street Fair. Oct. 4 to 6, 1899. Sam Owings, secy.

MENDOTA, ILL.—Mendota Union Fair Association. July 10 to 15.

MT. CARROLL, ILL.—Carroll County Agricultural Board. Aug. 29 to Sept. 1. G. M. Wherritt, pres.; H. V. Griffith, treas.; G. C. Kenyon, secy.

MT. STERLING, ILL.—Annual Brown County Fair. Aug. 1 to 4, 1899. G. L. Brockman, Mt. Sterling, Ill., secy.

NEWTON, ILL.—Jasper County Agricultural Board. Sept. 19 to 22. Ebb. Mason, Wheeler, pres.; Geo. H. Spup, treas.; Florent Faller, secy.

PARIS, ILL.—Edgar County Agricultural Association. Sept. 5 to 8. S. B. McCord, pres.; R. G. Sutherland, treas.; Geo. H. McCord, secy.

PEKIN, ILL.—Pekin Street Fair Association. Oct. 11 to 14. Wm. J. Congelman, pres.; Henry Berkenbusch, treas.; John H. Shade, secy.

ROCKFORD, ILL.—Winnebago County Agricultural Society. Sept. 4 to 8. D. B. Redington, pres.; Chandler Starr, treas.; J. B. Whitehead, manager.

SPRINGFIELD, ILL.—Illinois State Fair. Sept. 25 to 30, 1899.

WATSEKA, ILL.—Iroquois County Agricultural Board. Sept. 5 to 8. H. H. Hotelling, Leonard, pres.; W. A. Coney, treas.; L. F. Watson, secy.

WOODSTOCK, ILL.—McHenry County Agricultural Board. Aug. 29 to Sept. 1. M. Zimplenman, Marengo, pres.; Fremont Hoy, treas.; A. S. Wright, secy.

INDIANA.

BOURBON, IND.—Bourbon Fair. Oct. 3 to 6. J. M. Eldson, secy.

ELWOOD, IND.—Elwood Driving Park and Fair Association. Aug. 22 to 25.

FAIRMOUNT, IND.—Fairmount Fair. Aug. 7 to 11. Henry Davis, pres.; J. B. Wright, treas.; Wilbur Lucas, secy.

FRANKLIN, IND.—Johnson County Agricultural, Horticultural and Park Association. Aug. 29 to Sept. 2. S. W. Dungan, pres.; Samuel Harris, treas.; N. S. Young, secy.

GREENFIELD, IND.—Hancock County Fair. Aug. 22 to 25.

HAGERSTOWN, IND.—Wayne County Fair Association. Aug. 1 to 4.

INDIANAPOLIS, IND.—State Fair. Sept. 18 to 23.

LAWRENCEBURG, IND.—Lawrenceburg Agricultural Association. Aug. 22 to 25.

MADISON, IND.—Madison Fair Association. Aug. 15 to 18.

MIDDLETOWN, IND.—Henry, Madison and Delaware Counties Agricultural Society. July 24 to 29.

MUNCIE, IND.—Muncie Fair. Aug. 15 to 18.

MUNCIE, IND.—Muncie Street Carnival, Art and Industrial Exposition. June 5 to 10. J. K. Ritter, chairman; F. L. Wagbtell, secy.

NEW CASTLE, IND.—Henry County Agricultural Society. Aug. 8 to 11.

NORTH VERNON, IND.—Jennings County Fair. Aug. 15 to 18.

OSGOOD, IND.—Ripley County Agricultural Society. Aug. 8 to 11.

PRINCETON, IND.—Gibson County Horticultural and Agricultural Society. Sept. 4 to 9. S. H. Hargrove, pres.; R. A. Woods, treas.; S. Vet. Strain, secy.

RICHMOND, IND.—Fair and Driving Park Association. Sept. 12 to 15.

RUSHVILLE, IND.—Annual Rush County Fair. Aug. 29 to Sept. 1.

SHELBYVILLE, IND.—Shelby County Joint Stock Agricultural Association. Sept. 5 to 9. Sid Conger, Flat Rock, pres.; George H. Dunn, treas.; C. E. Amsden, secy.

IOWA.

ALGONA, IOWA—Kossuth County Fair. Sept. 19 to 23. J. W. Wadsworth, pres.; W. H. Bailey, treas.; G. F. Peek, secy.

ALTA, IOWA—Buena Vista County Agricultural Society. Aug. 23 to 25. M. Adams, pres.; Saul Parker, treas.; Chas. E. Cameron, secy.

AUDUBON, IOWA—Audubon County Agricultural Society. Sept. 5 to 7. Geo. W. Hoover, pres.; F. M. Rice, treas.; H. D. Woodward, secy.

BELLE PLAIN, IOWA—Big Four Fair. Sept. 5 to 7. A. Montgomery, pres.; C. H. Washburn, secy.

CARROLL, IOWA—Carroll Fair & Driving Association. Aug. 15 to 18. A. L. Wright, pres.; H. A. Junod, secy.

CHARITON, IOWA—Lucas County Joint Stock Association. Sept. 26 to 29. G. J. Stewart, pres.; W. P. Been, treas.; W. W. Householder, secy.

CLINTON, IOWA—Clinton County Agricultural Society. Sept. 12 to 15. J. Alex. Smith, DeWitt, pres.; L. S. Harrington, DeWitt, treas.; E. C. Christiansen, DeWitt, secy.

DES MOINES, IOWA—Iowa State Agricultural Society. Aug. 25 to Sept. 2. Hon. Geo. Van Houtan, Lenox, Iowa, secy.; Gid. Elyson, Des Moines, Iowa, treas.

ELDON, IOWA—Big Four Fair. Sept. 4 to 8. N. F. Reed, pres.; M. Hills, treas.; H. R. Baker, secy.

EMMETSBURG, IOWA—Palo Alto County Agricultural Society. Sept. 26 to 28. H. C. Shadbolt, pres.; M. L. Brown, treas.; N. C. Blanchard, secy.

GRINNELL, IOWA—Powersblek County Agricultural Society. Aug. 14 to 16. B. Jenkins, pres.; L. G. C. Pierce, treas.; J. E. Van Evert, secy.

GRUNDY CENTRE, IOWA—Grundy County Agricultural Society. Sept. 5 to 8. C. M. Sprague, pres.; M. A. Bueban, treas.; C. W. Reynolds, secy.

HOLSTEIN, IOWA—Fair. Sept. 5 to 8.

INDEPENDENCE, IOWA—Fair. Sept. 12-15.

INDIANOLA, IOWA—Warren County Agricultural Society. Sept. 19 to 22. Ben Fowler, pres.; J. H. Dyke, treas.; Lee Talbott, secy.

LE MARS, IOWA—Plymouth County Fair. Sept. 5 to 8. I. F. Ward, pres.; B. F. Hodgman, treas.; John R. Shaffer, secy.

MAPLETON, IOWA—Maple Valley Fair Association. Sept. 11 to 14. Dr. F. Griffin, pres.; Edwin Quick, treas.; J. E. Jerome, secy.

MAQUOKETA, IOWA—Jackson County Fair Association. Sept. 5 to 8. Hon. A. Hurst, pres.; M. Mahoney, treas.; Adam Ringlep, secy.

MARENGO, IOWA—Iowa County Fair. Sept. 19 to 21. C. E. Vance, secy.

MT. PLEASANT, IOWA—Henry County Agricultural Association. Aug. 29 to Sept. 1. W. P. Young, pres.; R. S. Gillis, treas.; John W. Palm, secy.

NATIONAL, IOWA—Clayton County Agricultural Society. Aug. 29 to Sept. 1. S. H. F. Schulte, pres.; H. C. Howe, Monona, treas.; L. N. Kramer, McGregor, secy.

NEWTON, IA.—Jasper County Agricultural Society. Sept. 4 to 7. A. Falor, secy.

OGDEN, IOWA—Boone County Agricultural Society. Sept. 12 to 15. F. Lorenzen, Jr., pres.; C. H. Read, treas.; E. H. Graves, secy.

OSKALOOSA, IOWA—Mahaska County Fair Association. Sept. 25 to 28. W. C. Burrell, secy.

RHODES, IOWA—Eden District Agricultural Society. Sept. 19 to 21. W. A. Nicobis, St. Centre, pres.; W. B. Nason, Melbourne, treas.; Ben Richards, secy.

TIPTON, IOWA—Tipton Fair Association. Aug. 29 to Sept. 1. Chas. Swartzlander, pres.; P. R. Pine, treas.; S. T. Platt, secy.

WAPPELO, IOWA—Louisa County Agricultural Society. Aug. 15 to 18. Capt. W. J. Campbell, pres.; John G. Keck, secy.

WEST LIBERTY, IOWA—West Liberty Fair. Sept. 12 to 15. Henry Negus, Springdale, pres.; W. H. Shipman, secy.

WEST POINT, IOWA—West Point District Fair. Sept. 10 to 22. John Walljasper, secy.

WIAT CHER, IOWA—Wbat Cheer District Fair Association. Sept. 18 to 21. J. H. Stephenson, Indianapolis, Ia., pres.; J. T. Swaffer, treas.; T. C. Legoe, secy.

WILTON JUNCTION, IOWA—Wilton Fair Association. Sept. 26 to 29. F. W. Schiele, Durant, pres.; Geo. Bannick, treas.; John Helmford, secy.

WINFIELD, IOWA—Eastern Iowa District Fair. Aug. 29 to Sept. 1. W. Mullin, pres.; J. T. Kirkpatrick, treas.; E. C. Hinkle, secy.

KANSAS.

HIAWATHA, KAN.—Brown County Fair Association. Aug. 29 to 31. Grant W. Harrington, secy.

NESS CITY, KAN.—Ness County Fair Association. Sept. 14 to 16. B. F. Hermon, pres.; Geo. O. Hunt, treas.; Samuel G. Sheaffer, secy.

KENTUCKY.

ALEXANDRIA, KY.—Campbell County Agricultural Society. Aug. 22 to 26. J. N. Shaw, California, pres.; John Todd, treas.; J. J. Wright, secy.

BARSTOWN, KY.—Nelson County Fair. Aug. 29 to Sept. 1. J. B. Bowles, secy.

ELIZABETHTOWN, KY.—Hardin County Fair. Sept. 5 to 8. James A. Kinkead, secy.

GERMANTOWN, KY.—The Old Reliable Germantown Fair. Aug. 23 to 26. S. W. Bradford, pres.; J. C. H. Walton, secy.

LAWRENCEBURG, KY.—Lawrenceburg Fair Association. Aug. 15 to 18, 1899. J. W. Gaines, secy.

LOUISVILLE, KY.—Louisville Driving and Fair Association. Sept. 25 to 30, 1899. Frank P. Kennedy, secy.

LOUISVILLE, KY.—Louisville Colored Fair Association. Aug. 22 to 26. Isaac Curtis, 118 E. Green st., pres.; G. W. Smith, 411 5th st., treas.; Jas. W. Johnson, 405 E. Jefferson st., secy.

SHELBYVILLE, KY.—Shelby County Agricultural and Mechanical Association. Aug. 22 to 25. M. W. Huss, Clay Village, pres.; Shannon Reid, treas.; Jas. M. Logan, secy.

LOUISIANA.

BATON ROUGE, LA.—Baton Rouge Fair Association. Oct. 4 to 8. R. A. Hart, pres.; J. Weis, treas.; E. M. Muse, secy.

NEW ORLEANS, LA.—State Fair. May 8. J. Brody, secy.

MAINE.

BANGOR, ME.—Eastern Maine State Fair. Aug. 29 to Sept. 1. F. O. Beal, pres.; E. L. Stearns, secy.

CORNISH, ME.—O. U. V. Agricultural Association. Aug. 22 to 24. R. G. Pease, pres.; H. Lorin Merrill, secy.

LEWISTON, ME.—Maine State Fair. Sept. 4 to 8.

TOPSHAM, ME.—Sagadahoc Agricultural & Horticultural Society. Oct. 10 to 12. B. M. Patten, pres.; L. E. Smith, Brunswick, Me., treas.; W. S. Rogers, secy.

MARYLAND.

FREDERICK CITY, MD.—Frederick County Agricultural Society. Oct. 17 to 20. Chas. N. Hargett, pres.; Duvid V. Stauffer, treas.; Harry C. Keefer, secy.

HAGERSTOWN, MD.—Agricultural and Mechanical Association of Washington County. Oct. 10 to 13. John W. Stonchbraker, pres.; John D. Brewer, treas.; Frank Wiltner, secy.

ROCKVILLE, MD.—Agricultural Society of Montgomery County. Sept. 5 to 8. Wm. Dorsey, pres.; John J. Higgins, treas.; J. E. Muncester, secy.

TOLCHESTER BEACH, MD.—Kent and Queen Ann's Counties Fair. Aug. 22 to 25. G. Noland, secy.

Established 1823.

WM. H. WARNER & BRO.

MEDALISTS.

No. 424 N. 9th St., PHILADELPHIA, PA.

Medals in all metals struck to order for all purposes that may be desired. We want the address of all streetmen throughout the United States.

A Leader Among Attractions.

One of the best attractions at the present time for fairs, resorts, etc., is an observation balloon, operated on the plan of a military balloon. It is neither ahead of nor behind the times. New, but not untried as it was operated the past two seasons by Prof. Van Deveer at fairs in four states, and in each case managers have admitted it to be their best attraction. Specially constructed gas balloons are used, and carry two or more people at once. It is a continuous attraction and a drawing card.

Address, C. C. VAN DEVEER, Newark, Del.

THE RIPLEY (OHIO) FAIR,

Aug. 20, 31, and Sept. 1, 1899.

The big fair of the season. The Committee is now ready to sell privileges. Address, L. H. WILLIAMS, Sec'y, Ripley, Ohio.

THE NEBRASKA INDIANS.

Base Ball Team and Brass Band. Genuine Indians in native costume. Third season. An attraction that attracts. Start East in May. For terms and dates, address GUY W. GREEN, Manager, Lincoln, Nebraska.

ALLEGAN COUNTY FAIR!

ALLEGAN, MICHIGAN.

Society out of debt; has the handsomest grounds in the State; exhibits open to six of best counties of State, and will be the banner fair of the State this year. Now ready to contract attractions and privileges. Date, October 3, 4, 5 and 6, 1899.

A. H. FOSTER, Sec'y, Allegan, Mich.

"THE" ATTRACTION FOR COUNTY AND STREET FAIRS, RACE MEETINGS AND RESORTS.



Jones County Agricultural and Mechanical Association.

To Whom It May Concern:—The famous Diving Elks, owned by W. H. Barnes, of Sioux City, have just closed a four days' contract with the above Association, for which we paid him \$500, and I must say that the same has been very cheerfully paid by me, for we have received full value for same by extra attendance. Mr Barnes is a gentleman in every respect and he more than carried out his contract. The people are delighted with the attraction, and I wish to say that the Elks dive of their own free will, and that they are not tricked from any trap or contrivance. They ascend the tower unattended and dive of their own free will. All I can say is that they are a marvelous attraction.

G. E. BISHOP, Secretary.

Address, WILL H. BARNES, Sioux City, Iowa.

MASSACHUSETTS.

BROCTON, MASS.—Brocton Agricultural Society. Oct. 4 to 7, 1899.
CUMMINGTON, MASS.—Hillside Agricultural Society. Sept. 26 and 27. S. W. Clark, pres.; R. H. Backard, treas.; Wm. G. Atkins, West Cummington, secy.
GREAT HARRINGTON, MASS.—Housatonic Agricultural Society. Sept. 27 to 29. Chas. H. Shaylor, Lee, pres.; Orlando C. Bidwell, treas.; Frank H. Briggs, secy.
MIDDLEFIELD, MASS.—Highland Agricultural Society. Sept. 6 and 7. W. B. Barton, Dalton, pres.; M. J. Smith, treas.; John T. Bryon, secy.
NORTH ADAMS, MASS.—Hoosie Valley Agricultural Society. Sept. 19 to 21. S. A. HICKOX, Williamstown, pres.; E. M. Meekins, treas.; Geo. F. Miller, secy.
TAFTON, MASS.—Bristol County Agricultural Society. Sept. 19 to 22. Nathaniel J. W. Fish, Taunton, pres.; E. Clarence Holt, treas.; Gertrude Williams, secy.

MICHIGAN.

ALLEGAN, MICH.—Allegan County Agricultural Society. Oct. 3 to 6. Burrell Trip, pres.; Chas. Miner, treas.; A. H. Foster, secy.
AIRMADA, MICH.—Armada Agricultural Society. Oct. 4 to 6. John McKay, Rome, pres.; R. V. Edwards, treas.; A. J. Freeman, secy.
BRIGHTON, MICH.—Brighton Market Fair Association. Oct. 10 to 13. B. T. O. Clark, pres.; R. E. Boetke, treas.; C. E. Beurmann, secy.
CARO, MICH.—Tuscola County Farmer's Fair. Sept. 26 to 29. Chas. Montague, pres.; J. M. Ealy, treas.; T. B. Rainford, secy.
HILLSIDE, MICH.—Hillsdale Fair. Oct. 2 to 6. D. A. Curtis, Addison, pres.; F. A. Roethlisberger, Allen, treas.; C. N. Terwilliger, secy.
HUTCHINSON, MICH.—Hudson Free Street Fair. Sept. 12 to 15. Henry C. Hall, secy.
MARLETTE, MICH.—Marlette Free Street Fair Association. Sept. 19 to 22. D. E. Hubbell, pres.; N. J. Baker, treas.; C. U. Hubbell, secy.
REED CITY, MICH.—Tri-County Exposition. Sept. 19 to 21. T. R. Welsh, secy.
SAGINAW, MICH.—Street Fair. Sept. 26 to 29, 1899.
ST. JOHNS, MICH.—Clinton County Agricultural Society. Sept. 26 to 30. F. A. Travis, pres.; M. McDonald, clerk.
VASSAR, MICH.—Tuscola County Agricultural Society. Oct. 3 to 6. Wm. Kirk, Fairgrove, pres.; J. A. Trotter, treas.; R. S. Weaver, Watrousville, secy.

MINNESOTA.

GARDEN CITY, MINN.—Blue Earth County Agricultural Society. Aug. 21 to 31. W. H. Dickinson, secy.
HUTCHINSON, MINN.—McLeod County Agricultural Society. Sept. 13 to 15. H. H. Penoyer, pres.; W. E. Harrington, treas.; L. P. Harrington, secy.
SLAYTON, MINN.—Murray County Agricultural and Mechanical Association. Sept. 18 to 20. C. E. Hinchart, pres.; B. I. Weld, treas.; S. O. Morse, secy.
WINONA, MINN.—Winona Street Fair and Agricultural Association. Sept. 26 to 29, 1899. W. J. Smith, Pres. Wm. G. Reade, Treas. John Rose, Secy.

MISSOURI.

LEE'S SUMMIT, MO.—Jackson County A. and M. Society. Sept. 12 to 15, 1899. E. T. Browning, Pres. Lewis Lamkin, Jr., secy.
SPRINGFIELD, MO.—Queen City Fair Association. Sept. 4 to 9. Col. John O'Day, pres.; W. A. Dennis, secy.

NEBRASKA

FRANKLIN, NEB.—Franklin County Agricultural Society. Sept. 27 to 29. W. H. Austin, pres.; J. W. Robinson, secy.
INDIANOLA, NEB.—Red Willow County Agricultural Society. Sept. 19 to 22. S. R. Smith, pres.; Jas. Hetherington, treas.; W. A. McCool, secy.
MADISON, NEB.—Madison County Agricultural Society. Sept. 12 to 15, 1899. H. F. Barney, pres.; Geo. R. Wycoff, treas.; J. L. Hynearson, secy.
OMAHA, NEB.—Nebraska State Fair. July 1 to Nov. 1. S. C. Bissett, Gibbon, pres.; Ed. McIntyre, Seward, treas.; Robert W. Furnas, Brownville, secy.

NEW YORK.

ALBION, N. Y.—Orleans County Agricultural Society. Sept. 21 to 23. H. Blood, pres.; A. W. Barnett, treas.; L. H. Beach, secy.
BATH, N. Y.—Steuben County Fair Association. Sept. 26 to 29. C. A. Shults, secy.
BROOKFIELD, N. Y.—The Brookfield Madison County Agricultural Society. Sept. 18 to 21. H. L. Spooner, pres.; H. G. Stillman, Jr., treas.; N. A. Crumb, secy.
CAMBRIDGE, N. Y.—Cambridge Valley Agricultural Society and Stock Breeders' Association. Sept. 5 to 8.
CANANDAIGUA, N. Y.—Ontario County Agricultural Society. Sept. 19 to 21. C. P. Whitney, Orleans, pres.; Jas. S. Hickox, treas.; Homer J. Reid, secy.
DRYDEN, N. Y.—Dryden Agricultural Society. Sept. 19 to 21. S. G. Lupton, pres.; J. R. Wilson, secy.
ELMIRA, N. Y.—Chemung County Fair Association. Sept. 5 to 8. Geo. McCam, secy.
GENEVA, N. Y.—Geneva Fair. Sept. 5 to 8.
HAMMIRGH, N. Y.—Erie County Agricultural Society. Sept. 12 to 15. Edward E. Hepp, pres.; Arthur, N. Y.; John Kloepfer, treas.; Hamburg, N. Y.; G. P. Dick, Willink, N. Y., secy.
HORNELLVILLE, N. Y.—Hornellville Exposition. Aug. 22 to 25. Milo Acker, secy.
LOWVILLE, N. Y.—Lewis County Agricultural Society. Sept. 12 to 15. Geo. Sherwood, pres.; Iru Sharp, treas.; W. S. Windecker, secy.
MARGARETVILLE, N. Y.—Catskill Mountain Agricultural Society. Aug. 22 to 25, 1899. T. Winter, pres.; J. H. Hitt, treas.; Wm. Mungle, secy.

MINFOLA, N. Y.—Queens County Agricultural Society. June 21 to 22; Sept. 26 to 29. Geo. P. Titus, East Willton, pres.; Thos. H. Bacon, Jericho, treas.; Lott Van de Water, Jr., Hempstead, secy.
MORRIS, N. Y.—Morris Fair Association. Sept. 26 to 28. C. A. Bowne, pres.; D. I. Lawrence, treas.; D. C. Winton, secy.
NAPLES, N. Y.—Naples Fair. Sept. 19 to 21. PALMYRA, N. Y.—Palmyra Union Agricultural Society. Sept. 28 to 30. C. D. Johnson, pres.; H. G. Chapman, treas.; P. S. Aldrich, secy.
PENN VAN, N. Y.—Yates County Fair. Sept. 19 to 21. Ira R. Brundage, pres.; A. T. Angle, Italy 1891, secy.
PRATTSBURG, N. Y.—Prattsburg Fair. Sept. 12 to 14. H. D. Graves, pres.; W. W. Haddock, secy.
RED HOOK, N. Y.—Red Hook Agricultural Club. Aug. 29 to 31. D. W. Wilbur, pres.; S. L. Sellman, treas.; John W. Bain, secy.
RIVERTHEAD, N. Y.—Suffolk County Agricultural Society. Sept. 19 to 21. Hon. Henry O. Reeves, Greenport, pres.; Geo. W. Cooper, treas. Sylvester W. Foster, secy.
SHAVERTOWN, N. Y.—Shavertown Agricultural Society. Aug. 26 to 31. P. H. Shafer, pres.; Jas. Brundley, treas.; Wm. A. Coulter, secy.
SYRACUSE, N. Y.—N. Y. State Agricultural Society. September 4 to 9. Hon. Roswell P. Flower, pres.; James Ducharty, secy.; W. J. Smith, treas.; Theo. H. Coleman, manager.
TIGMANSBURG, N. Y.—Union Agricultural and Horticultural Society. Sept. 5 to 8. J. T. Howe, pres.; H. A. Mosher, treas.; Myron Boardman, secy.
SYRACUSE, N. Y.—Onondaga County Fair. Sept. 25 to 30. Geo. P. Her, pres.; N. H. Chapman, treas. and secy.
WALTON, N. Y.—Delaware Valley Fair. Sept. 12 to 15. Wesley Ellis, secy.
WHITE PLAINS, N. Y.—Society of Agriculture and Horticulture of Westchester County. Sept. 25 to 30. Jas. Hopkins, Vermont, pres.; Jess. B. Lee, Valhalla, treas.; E. G. Long, secy.

NORTH CAROLINA.

FAYETTEVILLE, N. C.—Cumberland County Agricultural Society. Nov. 8 to 10. G. W. Lawrence, secy.

OHIO.

ADA, O.—Ada Tri-County Fair Company. Aug. 29 to Sept. 1. Henry Young, pres.; S. W. Nixon, treas.; Agnew Welsh, secy.
HELLEFONTAINE, O.—Logan County Agricultural Association. Sept. 25 to 30.
CADIZ, O.—Harrison County Agricultural Society. Oct. 3 to 5. Oliver Robb, Unionvale, pres.; S. R. Hamilton, treas.; J. G. Milliken, secy.
CANAL DOVER, O.—Tuscarawas County Fair. Aug. 29 to Sept. 1. H. W. Streb, secy.
CARTIAGE, O.—Hamilton County Agricultural Association. Aug. 15 to 19. Frank Fox, pres.; T. H. Huffman, treas.; D. S. Sampson, 349 Main st., Cincinnati, O., secy.
CELINA, O.—Mercer County Fair. Aug. 21 to 25. S. H. Weaver, pres.; J. M. Winter, treas.; C. N. Halfhill, Mercer, secy.
CHILLICOTHE, O.—Street Fair. May 29 to June 2.
CHILLICOTHE, O.—Scioto Valley Agricultural Society. Aug. 8 to 11. Clark W. Story, pres.; Theo. Spetnagel, treas.; Addison P. Minshall, secy.
COLUMBUS, O.—Elks' Street Fair & Trades Carnival. July 5 to 8. Al. G. Field, Director-General, 563 E. Mound st., Columbus, O.
COLUMBUS, O.—Ohio State Fair and Industrial Exposition. Sept. 4 to 8, 1899. W. W. Miller, secy.
COSHOCOTON, O.—Coshocoton County Agricultural Society. Oct. 10 to 13, 1899. J. P. Dalling, pres.; Corwin McCoy, treas.; Robert Lloyd, secy.
DAYTON, O.—Montgomery County Fair. Sept. 12 to 16. W. J. Ferguson, secy.
EAST LIVERPOOL, O.—East Liverpool Elks Lodge. July 3 to 8. G. L. S. Brock, pres.; S. T. Herbert, treas.; G. V. Travis, secy.
EATON, O.—Preble County Fair. Sept. 25 to 29. H. H. Farr, secy.
FINDLAY, O.—Findlay Street Fair. June 12 to 17.
FINDLAY, O.—Hancock County Fair. Sept. 5 to 9. W. S. Randall, pres.; Jacob Stark, treas.; Wm. Demland, secy.
GREENVILLE, O.—Darke County Agricultural Society. Aug. 28 to Sept. 1. J. M. Brown, Bellisle, O., pres.; T. C. Maher, secy.
GROVE CITY, O.—Grove City Fair Association. Aug. 29 to Sept. 1. Samuel Taylor, Pleasant Corner, secy.
LEBANON, O.—Warren County Fair. Sept. 12 to 15, 1899. Geo. W. Carey, secy.
LIMA, OHIO—Allen County Agricultural Society. Oct. 10 to 13. H. Wm. Rusler, Hume, pres.; H. H. Crites, Kempton, treas.; T. B. Bowersock, secy.
LONDON, O.—Madison County Agricultural Society. Aug. 22 to 25.
MARYSVILLE, O.—Union County Agricultural Society. Oct. 3 to 6. T. P. Shields, pres.; E. W. Porter, secy.
MIDDLETOWN, O.—Madison County Agricultural Society. Sept. 5 to 7. Jas. W. Crawford, Seville, pres.; Blake Lendrickson, treas.; Hiram Goodwin, secy.
MINERVA, O.—Minerva Fair Association. Oct. 3 to 8. James Ackelson, pres.; E. M. Jerome, treas.; Thos. E. Booth, secy.
NAPOLEON, O.—Napoleon Fair Co. Sept. 5 to 8. J. W. Harin, pres.; R. B. Holler, treas.; J. S. Hatter, secy.
NEWARK, O.—Licking County Agricultural Society. Sept. 25 to 29, 1899. G. R. Taylor, pres.; I. M. Phillips, secy.
NEW LEXINGTON, O.—The New Perry County Agricultural Society. Sept. 19 to 22. T. J. Tracy, pres.; Pat Coyle, treas.; Chas. C. Chappelle, secy.
OTTAWA, O.—Putnam County Agricultural Society. Oct. 2 to 7. A. E. Paul, pres.; C. H. Rice, treas.; A. P. Sandles, secy.
PAULDING, O.—Paulding County Agricultural Society. Sept. 5 to 8. Dr. J. L. Slager, pres.; W. B. Jackson, treas.; Con Ragan, secy.

RICHWOOD, O.—Tri-County Fair. Oct. 9-14.
RIPLEY, O.—Ripley, Ohio, Fair Co. Aug. 29 to Sept. 1. G. F. Young, pres.; E. T. Kirker, treas.; L. H. Williams, secy.
SPRINGFIELD, O.—Clarke County Agricultural Society. Aug. 28 to Sept. 1.
TOLEDO, O.—Tri-State Fair. Aug. 21 to 26. W. B. Groce, pres.; C. R. Brand, treas.; T. B. Tucker, secy.
TROY, O.—Miami County Fair. Sept. 18-23.
UPPER SANDUSKY, O.—Wyandot County Agricultural Society. Oct. 3 to 6. C. D. Hare, pres.; Henry Kear, treas.; Oscar Bihardt, secy.
URBANA, O.—Champaign County Agricultural Society. Aug. 15 to 18, 1899. C. H. Ganson, pres.; H. P. Wilson, treas.; J. W. Crowl, secy.
WAPAKONETA, O.—Auglaize County Agricultural Society. Oct. 2 to 6. Perry Poehl, Tulpopolis, pres.; T. E. Bowsher, Buckland, treas.; A. E. Schaffer, secy.
WASHINGTON, C. H., O.—Fayette County Fair. Aug. 15 to 18. Nye Gregg, pres.; O. S. Mallow, treas.; N. B. Hall, secy.
WATSEON, O.—Fulton County Agricultural Society. Sept. 19 to 22. L. G. Ely, Fayette, pres.; W. A. Blake, treas.; Thos. Mikesell, secy.
WEST UNION, O.—Adams County Agricultural Society. Sept. 12 to 15. W. S. Kincaid, pres.; H. W. Dickinson, treas.; T. W. Ellison, secy.
XENIA, O.—Greene County Agricultural Society. Aug. 8 to 11.
ZANESVILLE—Street Fair. 3d week June, 1899.

OREGON.

BAKER CITY, ORE.—First Eastern Oregon District Agricultural Association. Sept. 25 to 30. Geo. E. Bell, pres.; J. H. Parker, treas.; Fred. Rodenbeck, secy.

PENNSYLVANIA.

ALLENTOWN, PA.—The Great Allentown Fair. Sept. 19 to 22. Hon. Jeremiah Roth, pres.; A. W. DeLong, treas.; W. K. Mohr, secy.
BETHLEHEM, PA.—Bethlehem State Fair Association. Sept. 12 to 15. J. Walter Lovatt, pres.; Geo. H. Young, treas.; H. A. Gronan, secy.
BURGETTSTOWN, PA.—Union Agricultural Association. Oct. 3 to 5. W. W. Pyles, Dinsmore, W. B. Linn, treas.; R. P. Stevenson, secy.
CAMBRIDGE SPRINGS, PA.—Crawford County Agricultural Society. Sept. 19 to 22. Clark D. Eckels, pres.; H. W. Canfield, treas.; Albert S. Faber, secy.
CARLISLE, PA.—Agricultural Association of Cumberland County. Sept. 26 to 29, 1899. Chas. H. Mullin, pres.; John Stock, treas.; W. H. McCrea, secy.
CARROLLTON, PA.—Cambria County Agricultural Association. Sept. 5 to 8. J. V. Maucher, secy.

DAYTON, PA.—Dayton Agricultural and Mechanical Association. Sept. 26 to 29. A. S. McQuiklin, Smicksburg, pres.; A. J. Gourley, treas.; E. Morrow, secy.
HIGHLANDVILLE, PA.—Muncy Valley Farmer's Club. Sept. 19 to 22. Theo. A. Hoche, pres.; Hon. Peter Reeder, treas.; A. C. Henry, secy.
KETZTOWN, PA.—Keystone Agricultural and Horticultural Society. Sept. 26 to 29. J. R. Heffner, Monterey, pres.; J. D. Wanner, treas.; J. B. Esser, secy.
LEBANON, PA.—Lebanon Fair Association. Sept. 4 to 8, 1899. H. B. Loose, pres.; Dr. W. B. Means, secy.
MANSFIELD, PA.—Smythe Park Association. Sept. 26 to 29, 1899. J. M. Clark, Pres. W. P. Austin, secy.; W. D. Husted, treas.
MILTON, PA.—Milton Fair Association. Oct. 4 to 8. Edwin Paul, secy.
MT. GRETNA, PA.—Mt. Gretna Agricultural, Mechanical & Industrial Exposition. Aug. 14 to 19, 1899.
ORWIGSBURG, PA.—Orwigsburg Agricultural and Horticultural Society. Aug. 21 to Sept. 1. Hon. J. T. Shoener, pres.; H. S. Albright, treas.; A. E. Brown, secy.
READING, PA.—Agricultural & Horticultural Society of Berks County. Oct. 3 to 6. James McGowan, pres.; Milford N. Ritter, treas.; Cyrus T. Fox, secy.
TOWANDA, PA.—Bradford County Agricultural Society. Sept. 26 to 29. E. J. Ayers, Macedonia, pres.; W. T. Horton, treas.; Benj. Kuykendall, Jr., secy.
WASHINGTON, PA.—Western Pennsylvania Agricultural Association. Sept. 26 to 29. Jas. M. Thomas, Thomas, pres.; Jas. I. Forsyth, Washington, treas.; Julius Le Moyné, Washington, secy.
WESTFIELD, PA.—Westfield Fair Association. Sept. 12 to 15. Frank Strang, secy.
YOUNGWOOD, PA.—Westmoreland Agricultural Society. Sept. 26 to 29. J. W. Allshouse, Adamsburg, pres.; M. P. Shoemaker, Greensburg, treas.; W. H. Holtzer, Greensburg, secy.

CENTRAL CANADA EXHIBITION OTTAWA, ONT., CANADA, September 11th to 23rd, 1899. TWO FULL WEEKS. Correspondence, also exhibits, solicited from the U. S. A. E. McMAHON, Sec., 26 Sparks Street.

Columbus, Ohio, Street Fair and Trades' Carnival Under the auspices of Columbus Lodge, No. 37, B. P. O. E. One Solid Week, July 3, 4, 5, 6, 7, 8, 1899.

A Mammoth Exposition of the Trades, Arts and Sciences.

TO ADVERTISERS. Space to Rent for Display Advertising. No Distributing. Exclusive privilege will be given to any one advertiser for their line of goods. Excursions will be run from all over the State and adjoining states. The Board of Trade, and the whole City of Columbus are interested in the enterprise, and it will draw more people than were ever in Columbus before in one week. WANTED.—Novel Exhibitions of all kinds on percentage or certainty. Address all communications to AL. G. FIELD, Chairman Executive Committee, SPHAR BUILDING, Broad Street, COLUMBUS, O.

RHODE ISLAND.

PROVIDENCE, R. I.—Rhode Island State Fair Association. Oct. 9 to 13. Fred. E. Perkins, pres.; Frank F. Olney, treas.; Wm. Hanrahan, secy.

SOUTH CAROLINA.

LEXINGTON, S. C.—Lexington County Fair Association. Oct. 25 to 27. Major J. H. Counts, Irmo, pres.; W. P. Roof, treas.; M. D. Harman, secy.

SOUTH DAKOTA

YANKTON, S. D.—South Dakota State Fair. Sept. 25 to 29. Chas. H. Harris, Aberdeen, pres.; J. E. Platt, Clark, treas.; Walter B. Dean, secy.

TENNESSEE.

ALEXANDRIA, TENN.—DeKalb Agricultural and Mechanical Association. Sept. 21 to 23. Col. J. T. Creaghead, Brush Creek, pres.; J. W. Rutland, treas.; Rob Roy, secy.

TEXAS.

DALLAS, TEX.—State Fair and Dallas Exposition Association. Sept. 28 to Oct. 22. W. H. Gaston, pres.; J. B. Adone, treas.; Sydney Smith, secy.

MAKQUEZ, TEX.—Marquez Fair Association. Oct. 25 to 27. F. M. Amos, pres.; Sidney Myers, treas.; Dr. E. O. Hogg, secy.

SAN ANTONIO, TEX.—San Antonio International Fair Association. Oct. 28 to Nov. 8, 1899. G. W. Brackenridge, San Antonio, Tex., chairman.

VERMONT.

BRATTLEBORO, VT.—Valley Fair Association. Sept. 27 and 28.

MIDDLEBURY, VT.—Addison County Fair. Sept. 5 to 7.

RUTLAND, VT.—Rutland County Agricultural Society. Sept. 12 to 14. John H. Mead, West Rutland, pres.; Fred. A. Field, treas.; Willis M. Ross, secy.

ST. JOHNSBURY, VT.—Caledonia County Fair Ground Co. Sept. 19 to 21. T. H. Steles, pres.; W. A. Taplin, treas.; Fred. S. Harriman, secy.

WHITE RIVER JUNCTION, VT.—Annual State Fair. Sept. 12 to 14. George Aitkin, Woodstock, Vt., pres.; N. B. Hazen, treas.; George W. Hoffman, secy.

VIRGINIA.

NORFOLK, VA.—Virginia State Fair and Agricultural Association. May 16 to 19; Oct. 3 to 6. W. E. Dillon, secy.

WEST VIRGINIA.

CLARKSBURG, W. VA.—West Virginia Central Agricultural and Mechanical Association. Oct. 3 to 6. T. T. Wallis, pres.; M. M. Thompson, secy.

MIDDLEBOURNE, W. VA.—The Tyler County Exposition and Fair Association. Aug. 22 to 25. W. H. Stealey, pres.; D. Hickman, treas.; C. B. Riggle, secy.

WHEELING, W. VA.—Street Fair. June 26 to July 1.

WISCONSIN.

APPLETON, WIS.—Fox River Fair and Driving Association. Sept. 19 to 22. Chas. Clack, Apple Creek, pres.; J. J. Sherman, treas.; L. W. Harman, secy.

AUGUSTA, WIS.—Eau Claire Agricultural Society. Sept. 12 to 15. W. E. Leidger, Fall Creek, pres.; F. E. Williams, treas.; Chas. A. Williams, secy.

BEAVER DAM, WIS.—Dodge County Fair Association. Sept. 26 to 29. E. E. Williams, pres.; H. B. Drake, treas.; C. W. Harvey, secy.

CEBARSBURG, WIS.—Ozaukee County Agricultural Society. Sept. 25 to 27. Wm. H. Rentleman, pres.; L. E. Schroeder, Salter, treas.; Jacob, Dietrich, secy.

CHIPPEWA FALLS, WIS.—Northern Wisconsin State Fair. Sept. 19 to 22. M. S. Bailey, secy.

ELLSWORTH, WIS.—Pierce County Fair. Sept. 20 to 22. J. W. Hancock, pres.; E. S. Doolittle, secy.

MAUSTON, WIS.—Juneau County Agricultural Society. Sept. 4 to 7. S. C. Plommer, pres.; F. A. Adler, treas.; J. C. Baldwin, secy.

MONROE, WIS.—Green County Agricultural Society. Aug. 30 to Sept. 2. R. A. Etter, pres.; Andrew Lewis, treas.; Frank Smock, secy.

NEW LONDON, WIS.—New London Fair. Sept. 5 to 8. Aug. Roloff, pres.; Henry Cannon, secy.

PLYMOUTH, WIS.—Sheboygan County Agricultural Association. Sept. 5 to 8. H. Wheeler, Sr., pres.; E. A. Dow, treas.; O. Gaffron, secy.

RICHLAND CENTRE, WIS.—Richland County Agricultural Society. Sept. 26 to 29. H. M. Bock, pres.; J. M. Keys, treas.; W. F. J. Foko, secy.

CANADA

ALMONTE, CANADA.—North Lanark Agricultural Society. Sept. 26 to 28. John Forsyth, Cedar Hill, pres.; Jas. Robertson, treas.; W. P. McEwen, secy.

BOWMANSVILLE, CANADA.—West Durham Agricultural Society. Sept. 14 and 15. W. E. Pollard, pres.; W. F. Allen, treas.; M. A. James, secy.

BRANDON, CANADA.—Western Manitoba Big Fair. July 18 to 21. F. J. Clark, manager.

BRANTFORD, CANADA.—South Brant Agricultural Society. Sept. 16 to 21. Chas. W. Yapp, pres.; Geo. Hatley, manager.

CHATHAM, CANADA.—West Kent District Agricultural Society. Peninsula Fair. Sept. 26 to 28. St. A. Patteson, pres.; R. G. Fleming, treas.; Henry Robinson, Box 67, secy.

COLLINGWOOD, CANADA.—Great Northern Exhibition. Sept. 19 to 22. Thos. Robinson, pres.; W. J. France, treas.; J. W. Archer, secy.

LONDON, CANADA.—The Western Fair Association. Sept. 7 to 16. Lt. Col. W. M. Gartshore, pres.; D. Mackenzie, treas.; Thos. A. Browne, secy.

MANITOU, CANADA.—Manitou Fair. Aug. 9 and 10. Jas. Fargey, pres.; W. F. Ellis, secy.

MARKHAM, ONT., CAN.—E. R. Y. & M. Agricultural and Horticultural Societies. Oct. 4 to 6. R. C. Tefft, pres.; W. H. Hall, secy.

OTTAWA, ONT., CAN.—Central Canada Exhibition. Sept. 11 to 21. W. Hutchison, pres.; T. C. Bate, treas.; Edward McMahon, 26 Sparks st., secy.

PAISLEY, CANADA.—Centre Bruce Exhibition. Sept. 26 and 27. Geo. Chambers, pres.; F. E. Sheppard, secy.

PETERBOROUGH, CANADA.—Peterborough Central Exposition. Sept. 18 to 20. G. W. Fitzgerald, pres.; W. J. Green, Box 181, secy.

PILOT MOUND, CANADA.—Mountain Electoral Division Agricultural Society. Oct. 4 R. S. Preston, pres.; F. Steadman, secy.

PRESCOTT, CANADA.—South Greenville Agricultural Society. Sept. 19 to 21. Chas. H. Row, pres.; T. R. Melville, secy.

RICHMOND, ONT., CAN.—Carleton County Agricultural Society. Sept. 13 to 15. John Craig, North Gower, pres.; William McElroy, Richmond, secy.

TORONTO, ONT., CAN.—Annual Exposition and Fair of Industrial Exhibition Association. Aug. 28 to Sept. 9. H. J. Hill, secy.

WINNIPEG, CANADA.—Winnipeg Industrial Exhibition. July 19 to 15. R. M. Power, Carberry, pres.

ENGLAND.

MAIDSTONE, ENG.—Royal Agricultural Show. June 19 to 23.



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ALBANY, N. Y.—Royal Arcanum, Grand Council, April 25 and 26. J. Y. Hockwell, secy., Buffalo, N. Y.

ALEXANDRIA, LA.—State Baptist Convention, July 15, 1899. Rev. A. M. Vandeman, Alexandria, La., secy.

ALEXANDRIA, VA.—National Celebration of Lincoln's Emancipation Proclamation, Magnus L. Robinson, Chairman, Alexandria, Va.

ALLENTOWN, PA.—I. O. O. F., Grand Lodge, May 15 to 19. H. J. Gordon, Allentown, Pa., secy.

ALLENTOWN, PA.—Four-County Firemen's Convention, June 13, 1899. Herman C. Mentzell, secy.

ALTOONA, PA.—Pennsylvania State Magistrates' Association, Sept. 19, 1899. G. W. Jackson, Box 206, Harrisburg, Pa., secy.

AMES, IOWA.—Improved Stock Breeders' Association, Dec. 13, 1899. W. M. McFadden, West Liberty, Iowa.

AMHERST, MASS.—Delta Kappa Epsilon Society, Nov. 15, 1899. Bethune Duffield, secy., 800 Union Trust Building, Detroit, Mich.

ANACONDA, MONT.—I. O. G. T., Grand Lodge, Oct. 11, 1899. Jas. A. Longstaff, 738 S. Main st., Butte, Mont.

ARIDMORE, IND. TER.—I. O. O. F., Grand Lodge, April 12 to 15, 1899. C. W. Hatfield, Wagoner, Ind. Ter., secy.

ASBURY PARK, N. J.—State Assembly of Rebekahs, Oct. 3, 1899. Mary I. Pullen, 352 Elm st., Arlington, N. J., secy.

ASHLAND, ORE.—Knight Templars' Grand Commandery, Sept. 28, 1899. Jas. F. Robinson, secy., Eugene, Ore.

ASHLAND, WIS.—Woman's Synodical Missionary Society, October, 1899. Mrs. Ella C. Pierce, 119 10th st., Milwaukee, Wis., secy.

ATHENS, VT.—Christian Endeavor State Convention, Aug. 23.

ATLANTA, GA.—American Sunday School Convention, April 27 to 29.

ATLANTA, GA.—American Library Association, May 8 to 13, 1899. Henry J. Carr, Public Library, Scranton, Pa., secy.

ATLANTIC CITY, N. J.—American Neurological Association, June 11 to 16. Graeme M. Hammond, secy., 58 W. 45th street, New York City.

ATLANTIC CITY, N. J.—Pharmaceutical Association, May, 1899. Frank C. Stutzen, Elizabeth, N. J.

AUGUSTA, GA.—K. T. Grand Commandery of Georgia, May 3 to 5. S. P. Hamilton, secy., Savannah, Ga.

AURORA, ILL.—Illinois Branch, Women's Missions of the Interior, April 4 to 6. Mary I. Lyman, secy., 200 Ashland Building, Chicago, Ill.

AURORA, ILL.—Ancient Order Hibernians, 1900. Daniel McGlynn, secy., St. Louis.

AUSTIN, TEX.—Southwestern Gas, Electric & St. Railway Association, April 19 to 21, 1899. L. E. Wells, Jr., Marshall, Tex., secy.

AUSTIN, TEX.—Texas Philatelic Association, April 19. Edward W. Housinger, secy., 113 City street, San Antonio, Tex.

AUSTIN, TEX.—Texas United Daughters of the Confederacy, Oct. 18, 1899. Mrs. J. M. Brownson, secy., Victoria, Tex.

AUSTIN, TEX.—Electrical Exhibition, auspices of Austin Commercial Club, April 19 to 29.

BALTIMORE, MD.—Federal Brotherhood of Andrew & Philip, November, 1899. C. E. Wyckoff, Irvington, N. J., secy.

BALTIMORE, MD.—Grand Encampment, I. O. O. F., Oct. 16, 1899. John M. Jones, Baltimore, Md.

BALTIMORE, MD.—Grand Lodge, A. F. & A. M. of Maryland, May 9, 1899. Jacob H. Medary, secy.

BALTIMORE, MD.—Grand Lodge K of P, April 2, 1900. Jas. Whitehouse, secy., Baltimore, Md.

BALTIMORE, MD.—Grand Pasture of Maryland United Order of Nazarites, Nov. 21, 1899. Geo. W. Carroll, secy., 627 North Dallas street, Baltimore, Md.

BALTIMORE, MD.—Independent Order of Free Sons of Israel, 1902.

BALTIMORE, MD.—Shrines of Honor of Maryland, Feb. 3, 1900. W. J. Cunningham, secy., 206 E. Fayette street, Baltimore, Md.

BALTIMORE, MD.—Junior Order United American Mechanics, April 18 to 21. C. S. Davis, Baltimore, Md.

BALTIMORE, MD.—Maryland Baptist Union Association, Oct. 25 to 27, 1899. Howard Wayne Smith, 1803 W. Baltimore st., Baltimore, Md., secy.

BALTIMORE, MD.—Catholic Benevolent Legion, Feb. 3, 1900. Thos. Foley Hisky, secy., 190 W. Fayette street, Baltimore, Md.

BALTIMORE, MD.—Royal Arch Masons, Nov. 14, 1899. George L. McCahan, Grand Secretary.

BALTIMORE, MD.—Supreme Council of Chosen Friends, 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.

BALTIMORE, MD.—Union Veteran League, Sept. 13, 1899. W. S. Norcross, Lewiston, Me., secy.

BALTIMORE, MD.—International League of Press Clubs, April 11 to 15, 1899. C. Frank Rice, care Boston Press Club, Boston, Mass., secy.

BANGOR, ME.—O. U. A. M., State Council, April 28, 1899. Alfred Southworth, Box 1609, Portland, Me.

BARR HARBOR, ME.—American Institute of Instruction, July 6 to 9, 1899. Edwin H. Whitehill, Bridgewater, Mass., secy.

BATON ROUGE, LA.—Louisiana Press Association, April or May, 1899. L. S. Scott, Crowley, La., secy.

BAY CITY, MICH.—Rebekah Assembly, I. O. O. F., Oct. 17, 1899. Mrs. Ida M. Davis, 512 Capital ave., S. Lansing, Mich., secy.

BAY CITY, MICH.—Grand Lodge, I. O. O. F., Oct. 17, 1899. Edwin H. Whitney, Lansing, Mich., secy.

BEATRICE, NEB.—Head Camp, Woodmen of the World, Second Tuesday, February, 1901. E. I. Spencer, Wichita, Kan., secy.

BELLEVILLE, ILL.—Anti-Horse Thief Association, Oct. 11, 1899. G. C. Browning, Farmersville, Ill., secy.

BELTTON, MO.—Central Protective Association, Oct. 10, 1899. W. H. Smith, Atchison, Kan., secy.

BENNINGTON, VT.—Grand Lodge of Vermont, N. E. Order of Protection, H. E. Hyron, secy., St. Johnsbury, Vt.

BICKNELL, IND.—Indiana Field Trial Clubs, Nov. 6, 1899. S. H. Scowell, secy., 371 Massachusetts avenue, Indianapolis, Ind.

BIRMINGHAM, ALA.—State Letter Carriers' Association, R. T. Welch, Waterville, Me.

BINGHAMTON, N. Y.—American Missionary Association, Oct. 17 to 19, 1899. Rev. C. J. Ryder, D.D., 224 st. and 1st av., New York City.

BINGHAMTON, N. Y.—State Baptist Pastors' Conference, Oct. 24 and 25, 1899. Rev. C. A. Clauson, Brockport, N. Y., secy.

BIRMINGHAM, ALA.—K. of P. Grand Lodge, May 2. J. H. Donohoo, secy., Talladega, Ala.

BIRMINGHAM, ALA.—Pharmaceutical Association, May, '99. P. C. Candidus, Mobile, secy.

BIRMINGHAM, ALA.—Grand Lodge K. of H., April 11 and 12. W. H. Hill, secy.

BIRMINGHAM, ALA.—Synod of Alabama, Nov. 21, 1899. W. I. Sinnott, Clerk, Columbus, Ala.

BIRMGTON, MASS.—Berkshire County Total Abstinence Societies, March 5, 1899.

BOONE, IA.—Baptist State Convention, Oct. 20, 1899. E. P. Bartlett, secy., Des Moines, Iowa.

BOSTON, MASS.—American Historical Association, 1899. 27 to 29, 1899. Herbert B. Adams, John Hopkins University, Baltimore, Md., secy.

BOSTON, MASS.—National Association of Woolen and Worsted Overseers, May 17, 1899. John Armstrong, secy., Plymouth, Mass.

BOSTON, MASS.—Massachusetts Homoeopathic Medical Society, April 12, 1899. Fred. C. Richardson, M. D., Boston, Mass., secy.

BOSTON, MASS.—United Order of Pilgrim Fathers, April 5, 1899. J. E. Shepard, Lawrence, Mass., secy.

BOSTON, MASS.—Grand Division, Sons of Temperance, April 19, 1899. Chas. C. Dennett, Boston, Mass., secy.

BOSTON, MASS.—Supreme Council, Home Circle, June 21, 1899. Julius M. Swain, secy., 120 Tremont street, Boston, Mass.

BOSTON, MASS.—Loyal Temperance Legion, October, 1899. Mrs. H. G. Rice, 1597 Washington street, Boston, Mass.

BOSTON, MASS.—Wholesale Saddlery Association, July 11, 1899. John B. Denvira, St. Louis, Mo., secy.

BOSTON, MASS.—American Association G. P. and F. Agents, October, 1899. A. J. Smith, L. S. & M. S. R. K., Cleveland, O., secy.

BOSTON, MASS.—Vessel Owners & Captains' National Association, Oct. 4, 1899. R. H. Freeman, 95 Commercial st., Boston, Mass., secy.

BOSTON, MASS.—Society of Arts and Crafts Exhibition, April 4 to 5. Henry Lewis Johnson, secy., 272 Congress street, Boston.

BOSTON, MASS.—G. S. General Convention of Universalists, October, 1899. Rev. G. L. Demarist, D.D., Manchester, N. H., secy.

BOSTON, MASS.—Knights and Ladies of Honor, Grand Lodge, May 9, 1900. Sam Hathaway, 228 Tremont st., Boston, Mass.

BOSTON, MASS.—O. C. A. M. State Council, Feb. 22, 1900. Chas. C. Littlefield, secy., 43 Milk street, Boston.

BOSTON, MASS.—Ancient Order of Hibernians, July, 1900. James O. Sullivan, Philadelphia, Pa., nat. secy.

BOSTON, MASS.—Knights of Malta Grand Commandery, Sept. 28, 1899. John W. Hicks, Grand Recorder, 606 Tremont st., Boston, Mass.

BOSTON, MASS.—State Council Knights of Columbus, Feb. 6, 1900. Wm. J. O'Brien, secy., 587 Washington street, Boston.

BOSTON, MASS.—International Union, Steam Engineers, Oct. 2, 1899. P. F. Doyle, 187 Washington st., Chicago, Ill., secy.

BOSTON, MASS.—Steam Engineers' National Union, October, 1899. P. F. Doyle, Chicago, Ill., secy.

BOWLING GREEN, KY.—Synod of Cumberland, Presbyterian Church, Oct. 24, 1899. Rev. T. N. Williams, Louisville, Ky., secy.

BRADFORD, PA.—Pennsylvania Bill Posters' Association, May 15 and 16, '99. John D. Mishler, pres.; John G. Reese, secy., Scranton, Pa.

BRANDON, VT.—B. Y. P. U. State Convention, Sept. 27, 1899. Frank W. Woods, Johnson, Vt., secy.

BRANDON, VT.—State Baptist Convention, Sept. 26, 1899. W. H. Kinzie, Bristol, Vt., clerk.

BRATTLEBORO, VT.—Rebekah State Assembly, May 18. Mrs. Louisa L. Boyer, secy., 46 Elm street, Ithaca, Vt.

BRIDGEPORT, CONN.—National Council, Daughters of America, Oct. 11, 1899. Miss Julia Tibbon, Box 522, Dennison, O., secy.

BROOKLYN, N. Y.—Supreme Council Catholic Benevolent Legion, May 9. John D. Carroll, secy., 42 Court street, Brooklyn.

BROOKLYN, N. Y.—Knights of Golden Eagle, Supreme Castle, Oct. 9 and 10, 1899. A. C. Lytle, 814 N. Broad st., Philadelphia, Pa., secy.

BRUNSWICK, ME.—Grand Lodge of Maine, N. E. D. P. April 5. A. E. Verrill, secy., Auburn, Me.

BRUNSWICK, ME.—Maine Ornithological Society, Dec. 30, 1899. L. W. Robbins, Gardner, Me., secy.

BUFFALO, N. Y.—Holstein Friesian Breeders' Association, June 7, 1899. F. L. Houghton, Brattleboro, Vt., secy.

BUFFALO, N. Y.—National Social and Political Conference, June 28 to July 4.

BUFFALO, N. Y.—Imperial Council of Ancient Arabic Order, Nobles of the Mystic Shrine, June 14 to 15, 1899. B. W. Rowell, secy., No. 28 School street, Boston, Mass.

BURLINGTON, VT.—Troy Methodist Conference, April 12.

BURLINGTON, VT.—High Court, Catholic Order of Foresters, June, 1899. John M. Wels, Hammond, Ind., secy.

BURLINGTON, IOWA.—Inter-State Sheriff's Association, June 14 and 15, 1899. W. C. Davenport, Sioux City, Iowa, secy.

BURLINGTON, VT.—State Dental Society, March 15 to 17, 1899. Dr. Thos. Mound, Rutland, Vt., secy.

BURLINGTON, VT.—Vermont Hotel Keepers' Association, May 2, 1899.

BUSHNELL, ILL.—Military Tract Medical Association, Nov. 19 to 20, 1899. O. B. Will, M.D., secy., Peoria, Ill.

BUTTE, MONT.—United Commercial Travelers, May 28 and 29. F. E. Mynall, secy., Helena, Mont.

CAMDEN, N. J.—Supreme Lodge, Order of Shepherds of Bethlehem, Oct. 26, 1899. G. S. Wyckoff, 160 S. Stockton st., Trenton, N. J., secy.

CAPE CHARLES CITY, VA.—State Council of Virginia, Jr. O. U. A. M., Oct. 18 and 19, 1899. Thos. B. Ivey, Petersburg, Va., Box 556, secy.

CAPE MAY, N. J.—American Society of Civil Engineers, June 27 to 30. Chas. Warren Hunt, 220 W. 5th street, New York City.

CELESTINE, IOWA.—State Medical Society, May 17 to 19. Dr. H. S. Raynor, secy., Cedar Rapids, Iowa.

CELESTINE, IOWA.—Grand Lodge, Knights of Honor, April 11, 1899. J. G. Graves, Cedar Rapids, Iowa, secy.

CELESTINE, IOWA.—Photographers' Association of America, July, 1899. Geo. B. Sperry, Toledo, O., secy.

CHARLESTON, S. C.—Pharmaceutical Association of South Carolina, May, 1899. R. B. Longea, secy., Manning, S. C.

CHARLEVOIX, MICH.—American Association of General Baggage Agents, July 19, 1899.

CHARLESTON, S. C.—Confederate's Reunion of Veterans, May 8 to 13.

CHARLEVOIX, MICH.—Association of Lumbermen, July 11, 1899.

CHICAGO, ILL.—American Laryngological Association, May 22 to 24. Dr. H. L. Swain, secy., New Haven, Conn.

CHICAGO, ILL.—Bohemian Catholic Central Union, Sept. 26, 1900. Frank Lindelar, 56 Jewett st., Cleveland, O., secy.

CHICAGO, ILL.—Catholic Total Abstinence Union of America, Aug. 9 to 11, 1899. A. R. Doyle, 415 W. 59th st., New York City, secy.

CHICAGO, ILL.—Grand Chapter, Order Eastern Star of Illinois, Oct. 3 to 5, 1899. Mrs. Mat. L. Chester, 931 Park ave., Chicago, Ill., secy.

CHICAGO, ILL.—Supreme Council of Royal League, April 11. C. E. Piper, secy., Chicago, Ill.

CHICAGO, ILL.—National Fraternal Press Association, Aug. 25, 1899. Gilbert Howill, secy., 275 Woodland avenue, Cleveland, O.

CHICAGO, ILL.—National Association of Managers of Newspaper Circulation, June 12, 1899. J. L. Boerhaus, secy., Columbus State Journal.

CHICAGO, ILL.—American Association Physicians and Surgeons, May 31 to June 2, 1899. R. C. Kelsey, M.D., secy., 4054 Indiana avenue, Chicago, Ill.

CHICAGO, ILL.—American Galloway Breeders' Association, Nov., 1899. Frank B. Hearne, secy., Independence, Mo.

CHICAGO, ILL.—National Association of Window Trimmers of America, Aug. 1 to 3, 1899.

CHICAGO, ILL.—Interstate League, Building and Loan Association, Nov. 16 to 17, 1899. Bird M. Robinson, secy., 1123 Broadway, New York City.

CHICAGO, ILL.—National Spiritualists' Association, October, 1899. M. F. Longley, 600 Pennsylvania ave., S. E., Washington, D. C., secy.

CHICAGO, ILL.—Knights Templar Annual Conclave, Oct. 24, 1899. Gil. M. Barnard, 1901 Masonic Temple, Chicago, Ill., secy.

CHICAGO, ILL.—International Sunday School Convention, April 27 to 29, 1899. M. D. Bvers, Atwood Bldg., Chicago, Ill., secy.

CHICAGO, ILL.—National Association of Embalmers, First week, September, 1899. Frank A. Cook, Paris, Ill., secy.

CHICAGO, ILL.—F. & A. M., Grand Lodge, Oct. 3, 1899. J. H. C. Dill, Bloomington, Ill., secy.

CHICAGO, ILL.—Mississippi Valley Medical Association, Sept. 12, 1899. Henry E. Tuley, M.D., 111 W. Kentucky st., Louisville, Ky., secy.

CINCINNATI, O.—National Association of Stove Manufacturers, May, 1899.

CINCINNATI, O.—Triennial Meeting General Grand Chapter, Sept. 25, 1900.

CINCINNATI, O.—National Good Citizenship League, May 2 to 4. S. T. Nicholson, secy., Present address, Cincinnati, O.

CINCINNATI, O.—Saengerfest Jubilee, 1899.

CINCINNATI, O.—State Conference of Charities and Corrections, May 17 to 23, 1899. Jos. tional Council, June 20 to 23, 1899. E. S. CINCINNATI, O.—Christian Women's Board of Missions, Oct. 12 to 14, 1899. Lois A. White, 307 N. Delaware st., Indianapolis, Ind., secy.

CINCINNATI, O.—Christian Church Convention, Oct. 12 to 20, 1899. B. L. Smith, Y. M. C. A. Bldg., Cincinnati, O., secy.

CINCINNATI, O.—Traveling Engineers' Association, Sept. 12, 1899. W. O. Thompson, Elkhart, Ind., secy.

CINCINNATI, O.—National Association of Implement & Vehicle Manufacturers, October, 1899. O. D. Frary, West Pullman, Chicago, Ill., secy.

CINCINNATI, O.—International Association of Distributors, July 18, 1899. W. H. Steinbrenner, secy., 519 Main street, Cincinnati, Ohio.

CINCINNATI, O.—National Alliance, Theatrical Stage Employes of United States and Canada, June 19, 1899. Lee W. Hart, gen'l secy., treas.

CIRCLEVILLE, O.—I. O. O. F. Convention, July, 1899. C. H. Tyner, Columbus, O., secy.

CLAREMONT, N. H.—I. O. R. M. State Council, Oct. 12. Chas. F. Glidden, secy., Manchester, N. H.

CLARKSVILLE, TENN.—Grand Lodge of Tennessee, I. O. O. F., Oct. 18, 1899. J. R. Harwell, Nashville, Tenn., secy.

CLEVELAND, O.—National Paint, Oil & Varnish Association, Oct. 10 to 12, 1899. Dr. Van Ness Person, 84 La Salle st., Chicago, Ill., secy.

CLEVELAND, O.—National Association of Rod Mill Workers, June 17, 1899. P. J. Mundle, secy., 425 Pyatt street, Youngstown, O.

CLEVELAND, O.—State Hardware Association, Feb. 28. John F. Baker, secy., Dayton, O.

CLEVELAND, O.—Ancient Scottish Rite Supreme Council, Aug. 1, 1899. Magnus L. Robinson, Alexandria, Va., secy.

CLEVELAND, O.—R. and S. Masters' State Council, Sept. 26, 1899. Wm. E. Evans, Chillicothe, O., Grand Recorder.

CLEVELAND, O.—Royal Aich Masons Grand Chapter, Sept. 27, 1899. Chas. C. Kiefer, Urbana, O., secy.

COLLEGE STATION, TEX.—Texas Farmers' Congress, July, 1899. D. O. Lively, Ft. Worth, Tex., secy.

COLLEGE STATION, TEX.—State Dairymen's Association, July 25, 1899. J. L. McGulre, Waco, Tex., secy.

COLUMBUS, O.—Knights of Pythias Grand Lodge, May 23 to 25. Wm. Healy, secy., Toledo, O.

COLUMBUS, O.—Ohio Horse Breeders' Association, Sept. 6. Samuel Taylor, secy., Pleasant Corners, O.

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COLUMBIA, S. C.—Knights of Honor Grand Lodge, April 19. L. N. Zealy, secy., Columbia, S. C.

COLUMBIA, S. C.—B. Y. P. U., State Convention, April 6, 1899. Dr. W. S. Lindsay, Columbia, S. C., secy.

COLUMBIA, S. C.—Association of Southern Schools and Colleges, November, 1899. J. H. Kirkland, secy., Nashville, Tenn.

COLUMBIA, S. C. Jr. O. U. A. M., Grand Council, April 18, 1899. J. Frank Pate, Sumter, S. C., secy.

COLUMBUS, O.—American Chester White Record Association, Jan. 19, 1899. Carl Freigau, secy., Dayton, O.

COLUMBUS, O.—Junior Order United American Workmen, Sept. 12, 1899. J. A. Bliss, secy., Canton, O.

COLUMBUS, O.—Grand Chapter, Order of Eastern Star, Oct. 10, 1899. Mrs. Ena B. Shearer, Marysville, O., secy.

COLUMBUS, O.—Ohio Trap Shooters' League Tournament, June 7 to 9, 1899. J. C. Porterfield, Columbus, O., secy.

COLUMBUS, O.—State Council, D. of A. Sept. 12, 1899. Miss Julia Tipton, Box 522, Denison, O., secy.

COLUMBUS, O.—State Association of County Auditors, Nov. 21 and 22, 1899. E. M. Fullington, Marysville, O., secy.

COLUMBUS, O.—American Association for Advancement of Science, Aug. 19 to 28, 1899. L. O. Howard, Cosmos Club, Washington, D. C., secy.

CONCORD, N. H.—Annual Encampment, G. A. U. April 12 and 13.

CONCORD, N. H.—Annual Convention Women's Relief Corps, April 12 and 13.

COHNING, N. Y.—D. of P., Great Council, June 13, 1899. Mrs. Mary E. Boehrer, 961 E. 15th st., N. Y. City, secy.

CRAWFORDSVILLE, IND.—American Tunis Sheep Breeders' Association, April 5. Chas. Roundtree, secy.

CRESTON, IOWA—Y. P. S. C. E. State Convention, Oct. 10 to 12, 1899. Jennie E. Catlin, Fairfield, Iowa, secy.

CRIMPLE CREEK, COL.—D. of R. State Assembly, Oct. 16 to 18, 1899. Miss E. V. L. Higgs, secy., 2925 Curtis street, Denver, Colorado.

DALLAS, TEX.—Funeral Directors & Embalmers' Association, April 21, 1899. J. F. Cotton, Weatherford, Tex., secy.

DALLAS, TEX.—Grand Lodge, Knights of Pythias, April 18, 1899. Henry Miller, Weatherford, Tex., secy.

DANVILLE, ILL.—Travelers' Protective Association, April 8. Claude M. Anderson, secy., Danville, Ill.

DANVILLE, QUE. CAN.—Grand Lodge, I. O. G. T. September, 1899. J. W. Roch, 396 A. St. Dominique st., Montreal, secy.

DAVENPORT, IA.—Grand Chapter of Iowa O. E. S. Oct. 25 and 26, 1899. Mrs. Maria Jackson, Council Bluffs, Ia., secy.

DAYTON, O.—Ohio Polish Union Record Co. Jan. 23, 24, 1900. Carl Freigau, secy., Dayton, O.

DAYTON, O.—Phi Gamma Delta Convention, Oct. 19 to 21. W. F. Chamberlin, secy., Dayton, O.

DAYTON, TENN.—Synod of Cumberland Presbyterian Church of Tennessee, Oct. 16 to 20, 1899. Rev. P. M. Fitzgerald, McKenzie, Tenn., clerk.

DECATUR, ILL.—Grand Lodge, I. O. G. T. Oct. 10, 1899. R. J. Hazlett, Rockford, Ill., secy.

DECORAH, IOWA—Norwegian-Danish Press Association, June, 1899. S. Sorensen, Minneapolis, Minn., secy.

DELAWARE, O.—Catholic Knights of Ohio, Sept. 11, 1899. M. J. Manly, Delaware, O., secy.

DENVER, COL.—National Convention of Railroad Commissioners, Aug. 19, 1899. Edw. A. Moseley, Washington, D. C., secy.

DENVER, COL.—American Association of Traveling Passenger Agents, September, 1899. L. W. Landman, Columbus, O., secy.

DENVER, COL.—Concatenated Order of the Hoo-Hoo, Sept. 9, 1899. J. H. Baird, Nashville, Tenn., scrivener.

DENVER, COL.—Negro Press Association, August, 1899. Mrs. F. J. Jackson, Kansas City, Kas., secy.

DENVER, COL.—Wholesale Saddlery, Dealers' Convention, July 11, 1899. J. B. Denver, secy., St. Louis, Mo.

DENVER, COL.—General Assembly, Cumberland Presbyterian Church, May 18, 1899. Rev. J. M. Hubert, Lebanon, Tenn., secy.

DES MOINES, IOWA—Sons of American Revolution, State Convention, April 19, 1899. E. D. Hadley, Des Moines, Iowa, secy.

DES MOINES, IA.—Mutual Insurance Association, Nov. 18, 1899. F. E. Gordon, secy., Sac City, Ia.

DES MOINES, IOWA—Brotherhood of Locomotive Firemen, September, 1900. F. W. Arnold, Peoria, Ill., secy.

DES MOINES, IOWA—Iowa State Letter Carriers' Association, May 12 and 13, 1899. Wm. S. Stewart, Marshalltown, Iowa, secy.

DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers, May, 1899. John Williams, Pittsburg, Pa., secy. and treas.

DETROIT, MICH.—National Insurance Commissioners' Association, Sept. 1 or 2, 1899. John M. Pattison, Cincinnati, O., pres.

DETROIT, MICH.—Society of American Florists, W. J. Stewart, Boston, Mass., secy., Aug. 15, 1899.

DETROIT, MICH.—Grand Council United Commercial Travelers, May 26 and 27. G. S. Valmore, secy., Detroit, Mich.

DETROIT, MICH.—National Congress Sons of American Revolution, May 1 and 2. Capt. S. E. Gross, secy., Masonic Temple, Chicago, Ill.

DETROIT, MICH.—The National Lincoln Breeders' Association, Dec. 20. H. A. Daniels, secy., Elva, Mich.

DETROIT, MICH.—National Eclectic Medical Association, June 20 to 22. Pitts Edwin Howes, M. D., secy., 703 Washington street, Dorchester District, Boston, Mass.

DETROIT, MICH.—Association of American Air Brakemen, April 11 to 12. P. M. Kilray, secy., Pine Bluff, Ark.

DETROIT, MICH.—"Road Masters' Association," Sept. 12, 1899. J. B. Dickerson, Sterling, Ill., secy.-treas.

DETROIT, MICH.—I. O. O. F. Sovereign Grand Lodge, Sept. 18 to 23, 1899. J. Frank Grant, 25 N. Liberty st., Baltimore, Md., secy.

DETROIT, MICH.—Odd Fellows' International Press Association, September, 1899. John W. Bourlet, Concord, N. H., secy.

DETROIT, MICH.—Michigan Hardware Association, July 12 and 13, 1899. Henry C. Minnie, Eaton Rapids, Mich., secy.

DETROIT, MICH.—Supreme Court, Foresters of America, Aug. 22, 1899. E. M. McNulty, Box 12, Brooklyn, N. Y., secy.

DETROIT, MICH.—Supreme Grand Lodge, I. O. O. F. September, 1899.

DETROIT, MICH.—National Pythian Press Association, October, 1899.

DETROIT, MICH.—International Typographical Union, Aug. 14, 1899. J. W. Bramwood, Room 7, DeSoto Block, Indianapolis, Ind., secy.

DETROIT, MICH.—American Railway Association, April 12, 1899. W. F. Allen, 24 Park Place, New York City, secy.

DETROIT, MICH.—International Christian Endeavor Convention, July 5 to 10, 1899. W. H. Strong, 134 Jefferson ave., Detroit, Mich., chairman.

DETROIT, MICH.—Supreme Lodge, K. of P., Last week, August, 1900. H. L. C. White, Nashville, Tenn., secy.

DIXON, ILL.—Northern Illinois Teachers' Association, April 28 and 29, 1899. C. F. Philbrook, Rockeille, Ill., secy.

DOVER, N. H.—Knights of Pythias Grand Lodge, Oct. 18, 1899. Chas. B. Spotted, Claremont, N. H., secy.

DUBLIN, GA.—Georgia Weekly Press Association, July, 1899. W. A. Shackelford, Lexington, Ga., secy.

DURHAM, N. C.—Pharmaceutical Association, May, 1899. H. R. Horne, Fayetteville, N. C.

EAST ORANGE, N. J.—State Exempt Firemen's Association, May 17, 1899. Elias K. Leslie, 122 S. Warren st., Trenton, N. J., secy.

EAST ST. LOUIS, ILL.—K. of P., Grand Lodge, Oct. 17, 1899. Henry P. Caldwell, 126 Washington st., Chicago, Ill., secy.

EL RENO, OKLA.—I. O. O. F., Grand Lodge, Oct. 18, 1899. J. B. Way, El Reno, Okla., secy.

EL RENO, OKLAHOMA—Grand Lodge, I. O. O. F. Oct. 18, 1899. J. B. Way, El Reno, Okla., secy.

ERIE, PA.—State Sportsmen's Association, May 30 to June 3. Elmer E. Shaner, secy., Pittsburgh, Pa.

EUREKA, KAN.—Emporia District Epworth League, August, 1899. G. L. Darby, Howard, Kas., secy.

EUREKA, NEV.—Grand Lodge, I. O. O. F. Nov. 7, 1899. Mrs. Weathers, Deeth, Nev., secy.

EVANSVILLE, IND.—Travelers' Protective Association, April 14 and 15, 1899. F. J. Ehrman, Evansville, Ind., secy.

FAIRFIELD, IOWA—State Declaratory Contest, April 28. S. K. Stevenson, secy., Iowa City, Iowa.

FALL RIVER, MASS.—National Loom Fixers' Association, Sept. 13 to 14, 1899. Richard Shovelton, Jr., secy., 173 South Main street, Fall River, Mass.

FALL RIVER, MASS.—New England Label Conference, Oct. 4, 1899. T. F. Tracy, 14 Hudson st., Boston, Mass.

FORT WORTH, TEX.—Supreme Lodge United Benevolent Association, April 19. N. B. Moore, secy., Fort Worth, Tex.

FRANKFORT, IND.—Supreme Lodge of Moose, February, (second Tuesday), 1900. M. G. Kelly, Crawfordsville, Ind., secy.

FRANKLIN, MASS.—Massachusetts Universalist Convention, Sept. 26 to 28, 1899. Rev. F. W. Sprague, 30 West st., Boston, Mass., secy.

FRANKLIN, MASS.—Y. P. S. C. U. State Convention, Sept. 22, 1899. Miss Josie S. Newman, Beverly, Mass., secy.

FRANKLIN, PA.—L. O. T. M., Great Hive, June 13, 1899. Miss Nellie E. Launsbury, Corydon, Pa., secy.

FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration, 1901.

FRESNO, CAL.—High Court of California, I. O. O. F. Oct. 10, 1899. W. H. Perry, 49-50 Phillips Block, Los Angeles, Cal., secy.

FT. FAIRFIELD, ME.—Aroostock County Potato Show, Oct. 25 and 26. Geo. B. Dickert, gen'l manager, Mapleton, Me.

FT. WAYNE, IND.—North Indiana Teachers' Association, April, 1899. W. C. Bellman, Hammond, Ind., pres.

FT. WORTH, TEX.—National Stock Breeders' Association, January, 1900.

FT. WORTH, TEX.—Cattle Raisers' Association of Texas, March 14, 1899. D. O. Lively, Ft. Worth, Tex., secy.

GAFFNEY, S. C.—Baptist Ministers' Conference, Nov. 28, 1899.

GAFFNEY, S. C.—State Convention of Baptists, Nov. 29, 1899. C. P. Ervin, secy., Wellford, S. C.

GAINESVILLE, GA.—Chatanooga Convention, July 4 to 20, 1899. H. W. Van Hoose, Gainesville, Ga., secy.

GALESBURG, ILL.—State Dairy Convention, Jan. 10 to 14, 1900.

GALVESTON, TEX.—State Federation of Womens Clubs, April 25 to 27. Mrs. I. D. Thomas, secy., Waco, Tex.

GRAFTON, W. VA.—A. O. U. W., Grand Lodge, April 18, 1899. Alex. Foreman, Grafton, W. Va., secy.

GRAND ISLAND, NEB.—Funeral Directors of Nebraska, June 13, 1899. Peter Bell, Norfolk, Neb., secy.

GRAND RAPIDS, MICH.—Grand Lodge, K. of P., Rathbone Sisters and I. O. K. K. May 19 and 11. W. H. Loomis, Grand Rapids, Mich.

GRAND RAPIDS, MICH.—Michigan Retail Coal Association, April 26. A. B. Kucwison, secy., Grand Rapids, Mich.

GRAND RAPIDS, MICH.—National American Woman's Suffrage Association, April 27 to May 2, 1899. Rachel Foster Avery, 119 N. 19th st., Philadelphia, Pa., secy.

GRAND RAPIDS, MICH.—Y. M. C. A. International Convention, May 25 to 28. Richard C. Morse, secy., 2 W. 29th street, New York City.

GRAND RAPIDS, MICH.—I. O. G. T. Grand Lodge, Aug. 23, 1899. M. E. Curtis, 194 Rapids, Mich., secy.

GRAPEVINE, TEX.—O. I. A. M. Jr. State Council, May 9 and 10. W. H. R. Huns, secy., Cleburne, Tex.

GREENSBORO, N. C.—North Carolina State Firemen's Association, Aug. 1 to 5, 1899. Dr. J. W. Griffith, Greensboro, N. C., secy.

GREENSBURG, PA.—Centennial Celebration, May 25, 1899. Walter I. Christy, secy.

GREENVILLE, TEX.—State Beekeepers' Association, April 5 and 6. W. H. White, secy.

HARRISBURG, PA.—Phi Kappa Psi Fraternity, First District, April 5. G. L. Bayard, secy., Lewisburg, Pa.

HARRIS SPRINGS, S. C.—South Carolina Medical Association, April 5, 1899. Dr. Edwin F. Parker, Charleston, S. C., secy.

HARRISBURG, PA.—Royal Society of Good Fellows, Supreme Assembly, Jas. W. Swager, 120 Summer st., Boston, Mass.

HARRIS LITHIA SPRINGS, S. C.—South Carolina Press Association, June, 1899. C. C. Langston, Anderson, S. C., secy.

HARTFORD, CONN.—Jr. O. U. A. M. State Council, Sept. 26, 1899. E. W. Bell, 53 S. High st., New Britain, Ct., secy.

HARTFORD, CONN.—Grand Lodge, K. of P. of Connecticut, Oct. 17 and 18, 1899. H. O. Case, 39 Pearl st., Hartford, Conn.

HARTFORD, CONN.—N. E. O. P., Grand Lodge, April 12, 1899. F. D. Grinnell, New Haven, Conn., secy.

HARTFORD, CONN.—K. of H. Grand Lodge, Oct. 23, 1899. Chas. W. Skiff, Daubury, Conn., secy.

HARTFORD, CONN.—Catholic Total Abstinence Association, Sept. 18, 1899. John G. McGowan, New Haven, Conn., secy.

HARTFORD, CONN.—National Prison Association of United States, September, 1899. Rev. J. L. Milligan, Allegheny, Pa., secy.

HARTFORD, CONN.—State Encampment, G. A. R. May 10 and 11, 1899.

HASTINGS, NEB.—I. O. O. F., Grand Lodge, Oct. 17, 1899. Will H. Love, Lincoln, Neb.

HASTINGS, NEB.—Rebekah State Assembly of Nebraska, Oct. 18, 1899. Emma Talbot, S. Omaha, Neb., secy.

HINTON, W. VA.—United Order American Mechanics, Oct. 12, 1899. W. J. Mitchell, Box 606, Wheeling, W. Va., secy.

HOBOKEN, N. J.—High Court of New Jersey, Independent Order of Foresters, September, 1899. John H. Davis, 1129 Hampton Place, Elizabeth, N. J., secy.

HOLDREDGE, NEB.—Nebraska State Sunday School Convention, June 13 to 15, 1899. E. J. Wightman, York, Neb., secy.

HOLYOKE, MASS.—Pharmaceutical Society, June, 1899. Jas. F. Guerin, Worcester, secy.

HOT SPRINGS, ARK.—Pharmaceutical Association, May 9, 1899. John B. Bond, Jr., Little Rock, Ark., secy.

HUNTINGTON, W. VA.—I. O. O. F. Grand Lodge, Nov. 21, 1899. G. A. Hiehe, secy., Parkersburg, W. Va.

HURON, S. D.—Rebekah State Assembly, May 16. Mrs. Ella Abbott, secy., Waubay, S. D.

INDIANAPOLIS, IND.—Supreme Lodge, A. O. U. W. June 13, 1899. M. W. Sackett, secy., Meadville, Pa.

INDIANAPOLIS, IND.—National Carriage Builders' Association, October, 1899. Henry C. McLean, Wilmington, Del., secy.

INDIANAPOLIS, IND.—Grand Temple, Rathbone Sisters, Oct. 10, 1899. Dr. Mabel Teague, 116 N. Senate ave., Indianapolis, Ind., secy.

INDIANAPOLIS, IND.—I. O. G. T., Grand Lodge of Indiana, Oct. 18 and 19, 1899. B. A. Harding, Shelbyville, Ind., secy.

INDIANAPOLIS, IND.—Grand Council, R. & S. Masters, Oct. 17 and 18, 1899. Grand Chapter of H. A. Masons, Oct. 18 and 19, 1899. Wm. H. Smythe, Indianapolis, Ind., secy.

INDIANAPOLIS, IND.—Indiana B. Y. P. U. State Convention, Oct. 12 to 17, 1899. Rev. D. H. Cooper, Peru, Ind.

INDIANAPOLIS, IND.—K. and L. of H., Grand Lodge, Nov. 7, 1899. W. B. Hason, Jeffersonville, Ind., secy.

INDIANAPOLIS, IND.—National Association of Mexican War Veterans, September, 1899. W. R. Smith, Lexington, Ky., secy. and treas.

INDIANAPOLIS, IND.—International Bill Posters' Association of the United States and Canada, July, 1899.

INDIANAPOLIS, IND.—American Essex Association, Jan. 2 to 7, 1900. F. M. Sront, McLean, Ill., secy.

INDIANAPOLIS, IND.—International Epworth League, July 21 to 23, 1899. W. Scott Jones, Detroit, Mich., secy.

INDIANAPOLIS, IND.—Rebekah Assembly, I. O. O. F. May 15 and 16. Victoria L. Crang, secy., Muncie, Ind.

JACKSONVILLE, FLA.—National Assembly, L. A. W. Feb. 24 and 25, 1900. Albert Bassett, secy., 529 Atlantic avenue, Boston.

JACKSON, MISS.—State Medical Association, April 19 to 21. J. H. Tarkett, secy., Meridian, Miss.

JANESVILLE, WIS.—Southern Wisconsin Dental Association, May 3 and 4, 1899. F. S. Knapp, Waterville, Wis., secy.

JEFFERSON CITY, MO.—Pharmaceutical Association, June 6, 1899. H. M. Whelpel, St. Louis, secy.

JEFFERSONVILLE, IND.—Grand Lodge of Indiana, K. of H. Feb. 31 Tues., 1899. J. W. Jacobs, secy., Jeffersonville, Ind.

JERSEY CITY, N. J.—Y. P. C. U. State Convention, Oct. 12, 1899. Rev. C. H. Vall, Hightstown, N. J., secy.

JOLIET, ILL.—Synod of Presbyterian Church, Oct. 20, 1899. Rev. D. S. Johnson, Hinsdale, Ill., stated clerk.

JOLIET, ILL.—Building Association League of Illinois, Oct. 19, 1899. B. G. Vason, Quincy, Ill., secy.

KALAMAZOO, MICH.—State Medical Society, May 4 and 5. Collins Johnson, secy., Grand Rapids, Mich.

KANSAS CITY, MO.—Biennial Meeting, Modern Woodmen of America, June 2, 1899. C. W. Hawes, secy., Rock Island, Ill.

KANSAS CITY, MO.—Missouri Grand Lodge, I. O. O. F. Oct. 2 to 6, 1899. J. W. Edwards, Jefferson City, Mo., secy.

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KANSAS CITY, MO.—State Universalist Convention, Oct. 5, 1899. Ed. C. Crow, Bowling Green, Mo., secy.

KANSAS CITY, MO.—Missouri Amateur Shooting Association, April 25. Walter F. Bruns, secy., Kansas City, Mo.

KANSAS CITY, MO.—Retail Clerks' National Protective Association, July 11, 1899. Max Morris, 2807 Champa st., Denver, Col., secy.

KANSAS CITY, MO.—Herford Cattle Breeders' Association Stock Show, Oct. 23 to 28.

KANSAS CITY, MO.—Catholic Knights of America, May 9, 1899. Jos. C. Carroll, Monroe Bldg., Norfolk Va.

KEENE, N. H.—I. O. O. F. Grand Lodge of N. H., Oct. 11, 1899. Joseph Kidder, Box 94, Manchester, N. H., secy.

LAFAYETTE, IND.—Indiana State Court of Catholic Order of Foresters, August, 1899.

LANCASTER, PA.—State Convention, Grand Lodge, K. of P., Aug. 16, 1899. Milton C. Tyson, Lebanon, Pa., secy.

LAWRENCE, KAN.—Pharmaceutical Society, May, 1899. F. A. Snow, Topeka, secy.

LEWISTON, ME.—Good Templars of Malheur, April 12 and 13, 1899. Geo. E. Braffett, Belfast, Me., secy.

LINCOLN, NEB.—Knights of Pythias, Grand Lodge, Sept. 12, 1899. Will H. Love, Lincoln, Neb., secy.

LINCOLN, NEB.—Western Travelers' Accident Association, Sept. 20, 1899. Arthur L. Sheetz, Omaha, Neb., secy.

LINCOLN, NEB.—State Sportsmen's Association Tournament, May 2 to 5. R. M. Welch, secy., Lincoln, Neb.

LITTLE ROCK, ARK.—Arkansas Bankers' Association, April 20 and 21. M. H. Johnson, Little Rock, Ark., secy.

LITTLE ROCK, ARK.—Eclectic Medical Association, April 19 to 21. J. C. Huntley, M. D., secy., Little Rock, Ark.

LITTLE ROCK, ARK.—Order of Eastern Star, Nov. 20, 1899. Mrs. Jennie H. Hopkins, secy., Mabelvale, Ark.

LITTLE ROCK, ARK.—Rebekah Assembly of Arkansas, Oct. 24, 1899. Mrs. Medora A. Reid, 1169 W. 4th st., Little Rock, Ark., secy.

LITTLE ROCK, ARK.—Grand Lodge, I. O. O. F., Oct. 24, 1899. J. H. Friedheim, Camden, Ark., secy.

LIVERPOOL, ENGLAND.—United Hill Posters' Association, August, 1899.

LONG BRANCH, N. J.—State Firemen's Convention, September, 1899. Isaac Wiesenthal, Chief Engineer.

LOS ANGELES, CAL.—Free Harbor Jubilee Celebration, April, 1899. Geo. W. Parsons, 105 So. Broadway, Los Angeles, Cal.

LOS ANGELES, CAL.—National Educational Association, July 11 to 14, 1899. Irwin Shernard, Winona, Minn., secy.

LOUISVILLE, KY.—Travelers' Protective Association, May 16 to 19. Louis T. La Breaux, secy., 112 Union Trust Building.

LOUISVILLE, KY.—A. O. U. W. Grand Lodge, February (second Tuesday), 1900. J. G. Walker, secy., Room 9, Norton Building, Louisville, Ky.

LOUISVILLE, KY.—Grand United Order of Odd Fellows, Oct. 4, 1899. Geo. E. Temple, 2341 Washington st., St. Louis, Mo., secy.

LOUISVILLE, KY.—United Commercial Travelers, May 5 and 6. Geo. T. Brown, secy., Maysville, Ky.

LOUISVILLE, KY.—Royal Arch Masons, Grand Chapter, Oct. 10, 1899. Henry H. Grant, 4th and Green sts., Louisville, Ky., secy.

LOUISVILLE, KY.—F. & A. M. Grand Lodge of Kentucky, Oct. 17 to 20, 1899. H. B. Grant, Louisville, Ky., secy.

LOUISVILLE, KY.—T. P. A. Convention, 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.

LOUISVILLE, KY.—State Medical Society, May 17 to 19. Steele Bailey, M. D., secy., Stanford, Ky.

LOUISVILLE, KY.—Grand Encampment, Knights Templar, August, (fourth Tuesday), 1901. Reuben H. Lloyd, San Francisco, Cal. Grand Master.

LYNCHBURG, VA.—I. O. O. F. Grand Lodge, May 7. T. W. Davis, secy., Richmond, Va.

LYNN, MASS.—National Convention, Y. P. S. C. E. of Universalist Church, July 12 to 19, 1899. Alfred J. Cardall, 30 West st., Boston, Mass., secy.

MACON, GA.—Elks' Circus and Carnival, April 1.

MAHON, WIS.—State Dental Society, July 18, 1899. W. H. Mueller, secy.

MAHONEY CITY, PA.—Reformed Brotherhood of Andrew and Philip, November, 1900. W. O. Anderson, secy., 519 Prentiss street, Baltimore, Md.

MALDEN, MASS.—Anniversary Celebration, (250 years), May, 1899. Alfred E. Cox, Malden, Mass. chairman ex com.

MANCHESTER, N. H.—Grand Division, Sons of Temperance of New Hampshire, April 25. A. H. Marshall, secy., Nashua, N. H.

MANCHESTER, N. H.—United Order Goffen Cross, Grand Commandery, April 5, 1899. Geo. W. Blagg, Keene, N. H., secy.

MANKATO, MINN.—Baptist State Convention, Oct. 9 to 13, 1899. Rev. E. R. Pope, 701 Lumber Exchange Building, Minneapolis, Minn., secy.

MARIETTA, GA.—Synod of Georgia, Nov. 1, 1899. James Stacy, Clerk, Newnan, Ga.

MARQUETTE, MICH.—Firemen's Convention, Louis Verbeck, chief, Houghton, Mich., Aug. 3 to 5, 1900.

MAYSVILLE, KY.—Grand Encampment, O. F. Fellows, May, 1899.

MECHANICSHIRE, PA.—United Hill Posters' Association, Aug. 28 to 30. R. H. Thomas, gen'l. manager, Mechanicshire, Pa.

MEMPHIS, TENN.—Christian Missionary Convention, Oct. 3, 1899. A. I. Myler, Nashville, Tenn., secy.

MEMPHIS, TENN.—National Association of Pool Office Clerks, Sept. 4, 1899. Wm. Agnew, Cleveland, O., secy.

MILNEB, GA.—Cable Creek Baptist Association, Sept. 27, 1899. N. E. Stanton, Forsyth, Ga., secy.

MILWAUKEE, WIS.—Wisconsin State Undertakers' Association, September, 1899. George L. Thomas, 47 Milwaukee st., Mil-

MILWAUKEE, WIS.—General Federation of Women's Clubs, Biennial Meeting, May, 1900. Mrs. Emma A. Fox, 21 Bagley ave., Detroit, Mich., secy.

MILWAUKEE, WIS.—Jr. O. U. A. M. State Council, April 18, 1899. E. W. Sellers, 1117 Shaurette st., Stevens' Point, Wis., secy.

MILWAUKEE, WIS.—Train Dispatchers Association of America, June 29, 1899. J. F. Mackie, 5115 Prairie av., Chicago, Ill., secy.

MILWAUKEE, WIS.—Associated Bill Posters of United States, July 11, 1899. J. Ballard Carroll, secy., 35 Beaver street, Albany, N. Y.

WATSON, KEE, WIS.—Grand Lodge, A. O. U. W., May 10. F. M. Givens, secy., Fox du Lac, Wis.

MILWAUKEE, WIS.—Grand Council, Royal Arcanum, April 26, 1899. C. D. Simonds, 48 E. Water st., Milwaukee, Wis., secy.

MILWAUKEE, WIS.—International Young Women's Christian Association, April 1 to 16. Miss Harriet Taylor, secy., 1312 Champlain Building, 126 State street, Chicago.

MILWAUKEE, WIS.—Wisconsin Retail Hardware Association, Feb. 1st Wed., 1900. C. A. Beck, secy., Berlin, Wis.

MILWAUKEE, WIS.—Knights Templar Grand Commandery, Oct. 10, 1899. John W. Laffin, secy., 466 Jefferson street, Milwaukee, Wis.

MINNEAPOLIS, MINN.—Rathbone Sisters, Sept. 28, 1899. Mrs. Carrie Hoag, Central Ave., St. Paul, Minn., secy.

MINNEAPOLIS, MINN.—American Public Health Association, November, 1899. Dr. C. O. Prater, Columbus, O., secy.

MINNAPOLIS, MINN.—Presbytery for a Church General Assembly, May 18. Chas. T. Thompson, secy., Loan and Trust Building, Minneapolis, Minn.

MINNEAPOLIS, MINN.—Jr. O. U. A. M. National Council, June 20 to 23, 1899. E. S. Deemer, Box 766, Philadelphia, Pa., secy.

MISSOURI VALLEY, IOWA.—Synod of Iowa, Oct. 1, 1899. J. C. McClintock, Sioux City, Iowa, clerk.

MISSOURI VALLEY, IOWA.—Iowa State Firemen's Association, June 29 to 23. M. J. Burke, secy., Missouri Valley, Iowa.

MOBILE, ALA.—Medical Association of State of Alabama, April 18. G. P. Waller, M. D., secy., Montgomery, Ala.

MOBILE, ALA.—Freight Claim Association, May 3, 1899. W. P. Taylor, Richmond, Va., secy.

MOBILE, ALA.—State Epworth League Convention, April 19. John K. Watkins, secy., Opelika, Ala.

MONTGOMERY, ALA.—State Embalmers' Association, April 4 and 5, 1899. Geo. A. Thomas, Montgomery, Ala., secy.

MONTGOMERY, ALA.—Travelers' Protective Association, April 18. Lucien V. LaTaste, secy., Montgomery, Ala.

MONTREAL, CAN.—Association of American Railway Accounting Officers, June 28, 1899.

MONTREAL, QUEBEC, CAN.—Trades & Labor Congress, September, 1899. Geo. W. Lower, 111 Louis st., Toronto, secy.

MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity, (Estimated attendance, 10,000), Dec. 14, 1899.

NACOGDOCHES, TEX.—Baptist Missionary and Educational Association of Texas, Oct. 11, 1899. M. M. Rodgers, secy., LaGrange, Texas.

NASHVILLE, TENN.—A. O. U. W. Grand Lodge, Sept. 20, 1900. J. H. Thompson, 411 1/2 Union st., Nashville, Tenn., secy.

NASHVILLE, TENN.—Grand Lodge, K. and L. of H. April 13, 1899. H. Huttenberg, 248 2nd (7) st., Memphis, Tenn.

NASHVILLE, TENN.—National Baptist Convention (Colored), Sept. 13, 1899. Wm. N. Seward, Louisville, Ky., secy.

NASHVILLE, TENN.—Medical Society of Tennessee, April 13 to 15, 1899. J. H. Marable, M. D., secy., Clarksville, Tenn.

NEWARK, N. J.—State Homeopathic Medical Society, May 2. C. Herbert Church, secy., Nutley, N. J.

NEWARK, N. J.—King's Daughters' Convention, April 14 to 16. Florence L. Hess, 26 W. 10th av., Columbus, O.

NEWARK, N. J.—New Jersey State Council, A. O. U. W., Oct. 10, 1899. John J. Ghegan, 510 Gardie st., Newark, N. J., secy.

NEW BRITAIN, CONN.—I. O. O. F. Grand Lodge, September, 1899. Mrs. Florence A. Screen, 101 Pleasant st., New Britain, Conn., secy.

NEW CASTLE, PA.—Grand Lodge, A. O. U. W., September, 1900. O. K. Gardner, 2201 Wolfe ave., Pittsburgh, Pa.

NEW HAVEN, CONN.—State Lumber Dealers' Association, Feb. 11, 1900. Louis C. Mansfield, secy., New Haven, Conn.

NEW HAVEN, CONN.—United Editorial Association, April 17. Edward S. Ela, secy., Manchester, Conn.

NEW HAVEN, CONN.—C. B. L. State Council of Connecticut, Sept. 19, 1899. Jas. Seanton, 115 Smailey st., New Britain, Conn., secy.

NEW HAVEN, CONN.—National Electrotypers' Association, September, 1899. J. H. Ferguson, New York City, secy.

NEW ORLEANS, LA.—G. A. R. Department Encampment of Louisiana and Mississippi, April 1, 1899. E. H. Wheeler, Box 1727, New Orleans, La., secy.

NEW ORLEANS, LA.—State Council, Catholic Knights of Apostles, Feb. 2, 1901. Chas. A. Drake, secy., 823 Lawrie street, New Orleans, La.

NEW ORLEANS, LA.—Brotherhood of R. R. Treatment, May, 1899.

NEWPORT, N. H.—Y. P. S. C. E. State Convention, Oct. 1 to 5, 1899. Frank W. Lund, Nashua, N. H., secy.

NEW YORK CITY—Rathbone Sisters' Grand Session, Nov. 4 to 15, 1899. Mrs. E. Lo Count, secy., 245 Eighth avenue, New York City.

NEW YORK CITY—American Chemical Society, Aug. 21 and 22, 1899. Albert C. Hale, 551 Putnam av., Brooklyn, N. Y., secy.

NEW YORK CITY—State Medical Association of N. Y., Oct. 24 to 26, 1899. M. C. O'Brien, 161 W. 122d st., N. Y. City, secy. E. E. Denison, 113 W. 12th st., N. Y. City.

NEW YORK CITY—Eastern Retail Butchers' Association, Aug. 1 to 5, 1899. F. J. Wallace, Meriden, Conn., secy.

NEW YORK CITY—Knights of the Golden Eagle, Oct. 1 to A. C. Lytle, secy., 814 N. Broad street, Philadelphia, Pa.

NEW YORK CITY—American Newspaper Publishers Association, Feb. 3, 1900. W. C. Bryant, secy., 222 Potter Building, New York City.

NEW YORK CITY—American Guernsey Cattle Club, Dec. 17. W. H. Caldwell, secy., Pomfret, N. H.

NEW YORK CITY—American Jersey Cattle Club, May 3. J. J. Hemingway, secy., 8 W. 17th street.

NEW YORK CITY—American Medical-Psychological Association, May 23. Dr. C. B. Burr, secy., East Mich.

NEW YORK CITY—Society of the Cincinnati, May, 1899.

NEW YORK CITY—American Veterinary Medical Association, Sept. 5 to 7, 1899. Dr. S. Stewart, 712 James st., Kansas City, Kan., secy.

NEW YORK CITY—National Electric Light Association, May 23 to 25, 1899. Geo. E. Porter, 136 Liberty st., N. Y. City, secy.

NEW YORK N. Y.—Metric Dancer Vended Prophets, October, 1899. Sidney D. Smith, Hamilton, N. Y., secy.

NIAGARA FALLS—Pan-American Exposition, May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.

NIAGARA FALLS, N. Y.—United States League of Local Building and Loan Associations, July 26, 1899. H. F. Cellarius, Cincinnati, O., secy.

NIAGARA FALLS, N. Y.—National Association of Car Service Managers, June 19, 1899. A. G. Thompson, Scranton, Pa., secy.

NIAGARA FALLS, N. Y.—American Fishermen's Society, June 28 to 29, 1899. Herschel Witaker, secy., Detroit, Mich.

NIAGARA FALLS, N. Y.—National Association of Dental Examiners, July 28 to 31, 1899. Chas. A. Meeker, D. D. S., Newark, N. J., secy.

NORFOLK, NEB.—North Nebraska Teachers' Association, April 5 to 7. Miss Lucy Williams, secy., Norfolk, Neb.

NORTH ADAMS, MASS.—Federation of Labor, Aug., '99.

NORWICH, VT.—State Council, Jr. O. U. A. M., Oct. 4, 1899. F. W. Hawley, Norwich, Vt., secy.

OCALA, FLA.—State Sunday School Convention, April 4 to 6. F. P. Gaffney, secy., Ocala, Fla.

OLD POINT COMFORT, VA.—Master Car Builders' Association, June 14. John W. Cloud, secy., 774 Rookery, Chicago, Ill.

OMAHA, NEB.—Knights of Ak-Sar-Ben, September, 1899. September, 1899. A. H. Noyes, secy.

OSAGE CITY, KAN.—Great Council of Kansas, I. O. O. F., Oct. 17, 1899. C. A. Wolf, Atchison, Kan., secy.

OTTAWA, ONT., CANADA—Allied Printing Crafts Union, June, 1899.

PAIDU-GALL, KY.—Travelers' Protective Association, April 15. F. E. Lack, secy., Paducah, Ky.

PADUCAH, KY.—I. O. O. F. Grand Lodge, Oct. 10, 1899. R. G. Elliott, Lexington, Ky., secy.

PARIS, FRANCE—National Editorial Association, 1900.

PEORIA, ILL.—United Association, Journeymen Plumbers, Gas Fitters, Steam Fitters & Steam Helpers, Sept. 15, 1899. J. Spencer, 511 Ogden Bldg., Chicago, Ill., secy.

PEORIA, ILL.—Schoenmesters' Club, Oct. 7. Alf W. Platt, secy., Peoria.

PEORIA, ILL.—Order of Railway Telegraphers, May 15 to 25.

PEORIA, ILL.—State Laundrymen's Association, April 19 to 22. G. F. Simmons, secy., 702 S. Adams street, Peoria, Ill.

PERU, IND.—Illch Conv. of Indiana, I. O. F. Feb. 23, 24, 1901. W. W. Wilson, secy., Logansport, Ind.

PHILADELPHIA, PA.—Pharmaceutical Association, June, '99. J. A. Miller, secy., Harrisburg, Pa.

PHILADELPHIA, PA.—Grand Army of the Republic, 1899. Col. Jas. A. Sexton, commander-in-chief.

PHILADELPHIA, PA.—National Army Nurses' Association, 1899. Miss Kate Scott, Pennsylvania, secy.

PHILADELPHIA, PA.—Women's Relief Corps, 1899. Mrs. Flo Jameson Miller, Monticello, Ill., nat. pres.

PHILADELPHIA, PA.—Ladies of the G. A. R., 1899. Mrs. Annie Esher, Chicago, nat. secy.

PHILADELPHIA, PA.—Car & Locomotive Painters' Association of United States and Canada, Sept. 12, 1899.

PHILADELPHIA, PA.—American Ornithologists' Union, Nov. 14 to 15, 1899. John H. Sage, secy., Portland, Conn.

PHILADELPHIA, PA.—State Veterinary Medical Association, D. W. L. Rhoads, Lancaster, Pa., secy.

PHILADELPHIA, PA.—Patriotic Order of America, Oct. 21, 1899. Thos. Harris, Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Knights of Malta, Oct. 17, 1899. Frank Gray, Broad and Arch sts., Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Daughters of Veterans, Sept. 4 to 9, 1899. Mrs. Vinne Bond White, of Massachusetts, secy.

PHILADELPHIA, PA.—California Volunteer Association, 1899. Capt. Geo. H. Petter, Providence, R. I., secy. and treas.

PHILADELPHIA, PA.—Veteran Signal Corps Association, 1899. C. W. D. Marny, Boston, Mass., secy. and treas.

PHILADELPHIA, PA.—American Foundrymen's Association, May 16 to 18. John A. Boston, secy., 37 Bush Block, Detroit, Mich.

PHILADELPHIA, PA.—Traveling Men's Club, Feb. 29, 1900. Fred. Morgenthaler, secy., Harrisburg, Pa.

PHILADELPHIA, PA.—International Press Union, Sept. 5. Mrs. Mary M. North, secy., 203 First street, S. E., Washington, D. C.

PHILADELPHIA, PA.—International Commercial Congress, June, 1899.

PINE BLUFF, ARK.—Arkansas Division, Travelers' Protective Association, April 11 and 13. Will H. Buss, secy., Box 153, Little

PIQUA, O.—Ohio Rebekah Assembly, April 12 and 13. Mrs. Emma M. Bell, secy., 286 Nell street, Columbus, O.

PIQUA, O.—Great Council, Improved Order of Red Men, Oct. 10 and 11, 1899. W. S. Rowan, 411 Mill st., Chillicothe, O.

PITTSBURG, KAN.—O. D. H. S. Grand Lodge, Nov. 21, 1899. John Jacobs, 1150 E. 1st st., Pittsburg, Kan., secy.

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PITTSBURG, PA.—International Astronomical Congress, May, 1900. C. W. Scovill, secy.

PITTSBURG, PA.—National Hardware Association, Nov. 15, 1899. T. Jas. Fernley, 5715 Commerce st., Philadelphia, Pa., secy.

PITTSBURG, PA.—Master Horsehoers' Convention, Oct. 9, 1899. W. J. Moore, Oakland ave., Pittsburg, Pa., secy.

PORT HURON, MICH.—Knights of Macca-bees, July, 1899. N. S. Boynton, Port Huron, secy.

PORTLAND, ME.—Grand Lodge, I. O. O. F. Oct. 17, 1899. Joshua Davis, Portland, Me., secy.

PORTLAND, ME.—Grand Council United Commercial Travelers' Association, May 5 and 6, Henry B. Black, secy, Everett, Mass.

PORTLAND, ME.—Sunday School State Con-vention, Oct. 24 to 26, 1899.

PORTLAND, ME.—Rebekah Assembly, I. O. O. F. Oct. 16, 1899. Grace E. Watson, Belfast, Me., secy.

PORTLAND, ME.—Ladies' Loyal Orange Asso-ciation, June 13, 1899. Mrs. Christina Milligan, 13 West st., Everett, Mass., secy.

PORTLAND, ORE.—National Educational Association, June, 1899. Albert Tozier, secy.

PORTLAND, ORE.—Ratbone Sisters' Grand Temple, Oct. 10, 1899. Mrs. Nettie J. Ungerman, secy., McMinnville, Ore.

PORTLAND, ORE.—National Editorial Asso-ciation, July 5 to 7.

PORTSMOUTH, N. H.—Universalists' Con-vention of N. H. Oct. 3 to 5, 1899. Rev. W. H. Morrison, Manchester, N. H., secy.

PORTSMOUTH, N. H.—Federation of Wom-en's Clubs of N. H., May, 1899. Mrs. H. Blair, Manchester House, Manchester, N.H.

PORTSMOUTH, N. H.—Jr. O. U. A. M., State Council, Sept. 20, 1899. J. H. Noyes, Plaistow, N. H., secy.

PORTSMOUTH, N. H.—A. O. U. W. Grand Lodge, Aug. 22, 1899. Walter Pickens, G. R. of Toledo, O.

PROVIDENCE, R. I.—Rhode Island Institute of Instruction, Oct. 26 to 28, 1899. J. W. V. Rich, secy., Providence, R. I.

PROVIDENCE, R. I.—Royal Arcanum Grand Council, April 27, 1899. John S. Kellogg, Box 826, Providence, R. I., secy.

PROVIDENCE, R. I.—Rhode Island State Assembly, Oct. 26, 1899. Mrs. Cora Aldrich, secy., 614 Smith street, Providence, R. I.

PUNXSUTAWNEY, PA.—Pythian Slat-erhood, Oct. 4, 1899. Mrs. J. G. Percy, secy.

PUT-IN-HAY, O.—Master House Painters' & Decorators' Association, July 5 to 7, 1899. W. J. Albrecht, Toledo, O., secy.-treas.

RACINE, WIS.—Danish Brotherhood in America, Oct. 1, 1902. Viggo A. Daniel-son, Sta. G, 885 N. Campbell ave., Chicago, Ill., secy.

READING, PA.—Reunion of the Society of the 124th Regiment, Pa. Volunteers, Sept. 16, 1899. C. P. Keech, Philadelphia, Pa., secy.

RICHMOND, IND.—Grand Commandery, Knights Templar, April 19 and 20. William H. Smythe, secy., Indianapolis, Ind.

RICHMOND, VA.—Grand Commandery, Knight Templars' Conclave, Nov. 16, 1899. James B. Blanks, secy., Petersburg, Va.

RICHMOND, VA.—Southern Philatelic Asso-ciation, October, 1899. W. C. Lowry, Abilene, Tex.

ROANOKE, VA.—Virginia State Firemen's Association, Sept. 27, 1899. George G. Cummings, 210 Lincoln st., Portsmouth, Va., secy.

ROCHESTER, N. Y.—American Association of Opticians, Aug. 15 to 17, 1899. Mr. Roger, 26 Maiden lane, N. Y. City, secy.

ROCHESTER, PA.—Semi-Centennial Cele-bration, June 28 and 29. J. W. Doncaster, manager.

ROCKFORD, ILL.—Y. P. S. C. E. State Con-vention, Oct. 5 to 8, 1899. Miss Nellie M. Blair, 208 Illinois ave., Peoria, Ill., secy.

ROCK ISLAND, ILL.—A. O. U. W. Grand Lodge, May 3. C. P. Hiltch, secy., Paris, Ill.

ROME, N. Y.—United American Mechanics, Sept. 12, 1899. John Senner, 1341 Arch st., Philadelphia, Pa., natl. secy.

RUTLAND, VT.—Vermont Grand Comman-dery of Order of Golden Cross, April 26. Jas. Carruthers, secy., Rutland, Vt.

SACRAMENTO, CAL.—Grand Commandery K. of T. April 20. W. A. Davies, secy., San Francisco, Cal.

SAGINAW, MICH.—Eastern Star, Grand Chapter, Oct. 11, 1899. Mrs. A. A. Mat-teson, Middleville, Mich., secy.

SAGINAW, MICH.—Biennial Convention Journeymen Barbers, October, 1900. W. E. Klapetzky, Box 555, secy., Syracuse, N. Y.

SALEM, ORE.—Rebekah State Assembly, May 15. Mrs. Ora Cosper, secy., Dallas, Ore.

SALINAS, CAL.—Native Sons of America Convention, April.

SALT LAKE CITY, UTAH.—Grand Lodge, I. O. O. F. April, 1899.

SALT LAKE CITY, UTAH.—I. O. O. F. Grand Encampment, April, 1900. Ed. W. Loder, Salt Lake City, Utah, secy. (Box 1166).

SALT LAKE CITY, UTAH.—State Medical Association of Utah, October, 1899. Dr. R. W. Fisher, Salt Lake City, Utah, secy.

SAN ANTONIO, TEX.—Estate Lumbermen's Association, Early part of April, 1899. C. P. Drake, Austin, Tex., secy.

SAN DIEGO, CAL.—G. A. R. Encampment, April 20, 1899.

SAN DIEGO, CAL.—Celebration of Dewey's Victory, auspices G. A. R. Estimated at- tendance, 5,000, principally from California and Nevada.

SAN FRANCISCO, CAL.—Grand Encamp-ment, I. O. O. F. Oct. 17, 1899. Wm. H. Barnes, Odd Fellows' Hall, San Francisco, Cal., secy.

SAN FRANCISCO, CAL.—Protestant Episco-pal Church Convention, October, 1901. Rev. C. L. Hutchins, Concord, Mass., secy.

SAN FRANCISCO, CAL.—I. O. O. F. Gold-ene Jubilee Celebration, Oct. 18 to 20. U. S. G. Clifford, Odd Fellows' Bldg., San Francisco, Cal., secy.

SAN FRANCISCO, CAL.—A. O. U. W. Grand Lodge, April 4, 1899. Frank S. Pol-land, Room 65, Flood Bldg., San Francisco,

SARATOGA, N. Y.—International Associa-tion of Car Accountants, June 20, 1899. G. S. Russell, Cedar Rapids, Iowa.

SCRANTON, PA.—State Council, Jr. O. U. A. M. Sept. 11 to 15, 1899. E. S. Deemer, Box 766, Philadelphia, Pa., secy.

SCRANTON, PA.—State Council, Daughters of America, Sept. 18, 1899. T. A. Gerbig, Scranton, Pa., secy.

SCRANTON, PA.—Letter Carriers' Associa-tion, Sept. 4, 1899. F. J. Cantwell, Brook-lyn, N. Y., secy.

SCRANTON, PA.—State Firemen's Con-vention, October, 1899. W. W. Wunder, secy., Reading, Pa.

SCRANTON, PA.—United Brotherhood of Carpenters & Joiners, Sept. 18, 1900. P. J. McGuire, Box 884, Philadelphia, Pa., secy.-treas.

SCRANTON, PA.—Letter Carriers' Associa-tion, Sept. 4, 1899. F. J. Cantwell, Brook-lyn, N. Y., secy.

SCRANTON, PA.—Pennsylvania State Camp, Patriotic Order of America, July 11, 1899.

SEAFORD, DEL.—Grand Lodge, K. of P. Oct. 25, 1899. Mark L. Garrett, 703 King st., Wilmington, Del., secy.

SEIDALIA, MO.—Missouri Swine Breeders' Association, Dec. 6 to 8, 1899. F. H. Schu-ler, Rockport, Mo., secy.

SEYMOUR, CONN.—I. O. O. F. Grand En-campment, Oct. 17, 1899. Frederick Bots-ford, New Haven, Conn., secy.

SHELBYVILLE, IND.—Southern Indiana Teachers' Association, March, 1899.

SILVER CITY, N. M.—Grand Lodge, K. of P. Sept. 19, 1899. B. F. Adams, Albu-querque, N. M., secy.

SIOUX FALLS, S. D.—Grand Council United Commercial Travelers' Association, May 26 and 27. J. F. Dresser, secy., St. Paul, Minn.

SOMERSWORTH, N. H.—Baptist Sunday School Convention, October, 1899. Rev. Winfield G. Hubbard, Wilton, N. H., secy.

SOUTH BEND, IND.—Women's Synodical Society of Home & Foreign Missions, Oct. 15 to 19, 1899. Mrs. F. F. McCrea, 1505 Broadway, Indianapolis, Ind., secy.

SPRINGFIELD, ILL.—American Oxforddown Record Association, Nov., 1899. W. A. Shafer, Middletown, O., secy.

SPRINGFIELD, ILL.—Illinois State Bee-keepers' Association, Nov. 23 to 24, 1899. Jas. A. Stone, secy., Bradfordtown, Ill.

SPRINGFIELD, MASS.—State Convention of Y. P. S. C. E. Oct. 17 and 18, 1899.

SPRINGFIELD, O.—Presbyterian Synod of Ohio, Oct. 10, 1899. W. E. Moore, Colum-bus, O., stated clerk.

STANTON, NEB.—Nebraska Saengerbund, 1900. E. Raabe, secy.

ST. AUGUSTINE, FLA.—State Firemen's Convention & Tournament, November, 1899. Elias B. Wright, secy.

ST. JOHNSBURY, VT.—Grand Lodge, K. of P. Oct. 11 and 12, 1899. J. M. Cady, St. Johnsbury, Vt., secy.

ST. JOSEPH, MO.—Grand Council United Commercial Travelers, May 19 and 20. J. W. Mellor, secy., Sedalia, Mo.

ST. JOSEPH, MO.—Grand Chapter, Order Eastern Star, Oct. 16 to 20, 1899. Mrs. Sal-lie E. Dillon, St. Louis, Mo., secy.

ST. JOSEPH, MO.—Knights of Macca-bees of Missouri, May (second Tuesday), 1901. A. Sigger, secy., 1620 Front avenue, Kansas City, Mo.

ST. LOUIS, MO.—Missouri Press Association, Sept. 7 to 9. H. J. Groves, secy., Independ-ence, Mo.

ST. LOUIS, MO.—German Evangelical Luth-eran Synod of Missouri, April, 1899. Rev. C. F. Obermeyer, 2000 Benton st., St. Louis, Mo., secy.

ST. LOUIS, MO.—National Federation of Musical Clubs, May 2 to 4, 1899. Mrs. Thos. E. Ellison, 161 Wayne street, Ft. Wayne, Ind., secy.

ST. LOUIS, MO.—I. O. O. F. Grand Encamp-ment, Nov. 18, 1899. E. M. Sloan, secy., St. Louis, Mo.

ST. LOUIS, MO.—Grand Lodge, K. of P. Oct. 17, 1899. John H. Holmes, Columbia Bldg., St. Louis, Mo., secy.

ST. LOUIS, MO.—F. & A. M., Grand Lodge of Missouri, Oct. 17, 1899. John D. Vinell, St. Louis, Mo., secy.

ST. LOUIS, MO.—Royal Arcanum Grand Council, Feb. 20, 1900. Chas. B. Cox, secy., 208 Holland Building, St. Louis, Mo.

ST. LOUIS, MO.—Laundrymen's National Asso-ciation, Oct. 9 to 12, 1899. Henry W. Storer, 949 Woodland Ave., Cleveland, O., secy.

ST. LOUIS, MO.—United States Railway Mail Service Mutual Benefit Association, Oct. 3 to 5, 1899. J. M. Brown, Atlanta, Ga., secy.-treas.

ST. PAUL, MINN.—Knights of Pythias Grand Lodge, Sept. 26, 1899. Robt. Stratton, Min-neapolis, Minn., secy.

ST. PAUL, MINN.—Educational Convention, Dec. 26 to 28. W. G. Smith, secy., Minne-apolis, Minn.

ST. PAUL, MINN.—Royal Arch Masons' Grand Chapter, Oct. 10, 1899. Thos. Mont-gomery, secy., St. Paul, Minn.

ST. PAUL, MINN.—I. O. O. F. Feb 3rd Wed., 1900. A. E. Renfield, secy., 501 S. 4th street, Minneapolis, Minn.

STREATOR, ILL.—Catholic Knights of America State Council, Aug. 21, 1900. John E. Mahoney, secy., Farmer City, Ill.

STREATOR, ILL.—W. R. C. K. of A. Third Tuesday, August, 1900. Col. J. J. Doheny, Effingham, Ill., secy.

STREATOR, ILL.—Biennial Council, C. K. of A. Third Tuesday, August, 1900. John E. Mahoney, Farmer City, Ill., secy.

SYRACUSE, N. Y.—School Commissioners' and State Superintendents' Association, Dec. 27 to 29, 1899. Cora A. Davis, secy., Whitesboro, N. Y.

SYRACUSE, N. Y.—New York Association of Elocutionists, April 4 and 5. Miss Lilly Hoffner, secy., 171 W. 47th street, New York City.

SYRACUSE, N. Y.—Knights Templar Annual Conclave, Sept. 25 to 27, 1899. Edwin C. Talcott, 121 S. Salina st., Syracuse, N. Y.

TACOMA, WASH.—Grand Lodge, A. O. U. W. April 12, 1899. James W. Pickens, Col-man Block, Seattle, Wash., secy.

TIFFIN, O.—National Council, D. of L., Aug. 24, 1899. W. O. Staples, New Haven, Conn.

TOLEDO, O.—Ohio Bill Posters' Association, May 9, 1899.

TOLEDO, O.—Grand Council of United Com-mercial Travelers of Ohio, May 26 and 27. R. F. Somerville, secy., Dayton, O.

TOLEDO, O.—National Convention G. A. R. April, 1899.

TOLEDO, O.—Ancient Order of Hibernians, April, 1899.

TOLEDO, O.—American Ramhouillet Sheep Breeders' Association, Dec. 19, 1899. E. V. Burnham, Woodstock, O., secy.

TOPEKA, KAS.—F. & A. M. Grand Lodge, eb. 3d Wed., 1900. A. K. Wilson, secy.

TOPEKA, KAS.—Grand Chapter, Royal Arch Masons, Feb. 12, 1900. Jacob DeWitt, secy., Salina, Kas.

TORONTO, ONT., CAN.—Ontario Educa-tional Association, April 4 to 6, 1899. Robt. W. Hoan, Toronto, Can., secy.

TORONTO, CAN.—International Supreme Lodge, I. O. G. T. June 29 to July 7, 1899. H. F. Parker, 208 Onelda st., Milwaukee, Wis., secy.

TORONTO, ONT., CAN.—Canadian Medical Association, September, 1899. Dr. F. N. G. Starr, Toronto, secy.

TRENTON, N. J.—Grand Lodge Knights of Pythias, Feb. 21, 22, 1900. Geo. E. Pezson, secy., Woodbury, N. J.

TRENTON, N. J.—Knights of Malta, Grand Commandery, April 13, 1899. Morgan Van Hise, Trenton, N. J., secy.

TRENTON, N. J.—Grand Encampment, I. O. O. F. Nov. 14. Grand Lodge I. O. O. F. Nov. 15, 1899. Lewis Parker, secy., Tren-ton, N. J.

TUCSON, ARIZ.—I. O. O. F. Grand Lodge, April 10. Geo. A. Muntz, secy., Globe, Ariz.

UNADILLA, N. Y.—Otesgo County Firemen's Association, 1899. C. C. Fylassch, secy.

VANCEBURG, KY.—Jr. O. U. A. M., State Council, April 25 and 26, 1899. W. R. Rudy, Mevaville, Ky., secy.

VICKSBURG, MISS.—Grand Lodge Masonic Templars of America, July 4, 1899. J. E. Busb, secy., Little Rock, Ark.

VIRGINIA BEACH, VA.—Virginia Hookaell-ers' Association, July 10, 1899. J. V. Al-friend, Norfolk, Va., secy.

WACO, TEX.—Y. P. S. C. E. State Con-vention, June 13 to 15. Miss Tyler Wilkinson, Temple, Tex., secy.

WASHINGTON COLLEGE P. O. TENN.—Presbyterian Synod of Tennessee, Oct. 17, 1899. Rev. Samuel Wilson, Maryville, Tenn., secy.

WASHINGTON, D. C.—American Electro-Therapeutic Association, Sept. 19 to 21, 1899. John Gerin, 68 North st., Auburn, N. Y., secy.

WASHINGTON, D. C.—Ridway Order of Scot-land, Oct. 16, 1899. Wm. Oscar Roome, Washington, D. C., secy.

WASHINGTON, PA.—Y. P. S. C. E. State Con-vention, October, 1899. Geo. McDona-ld, Altoona, Pa., secy.

WATERBURY, CONN.—King's Daughters & Sons' Convention, October, 1899. Mrs. C. E. Spalding, 191 John st., Bridgeport, Conn., secy.

WATERLOO, IA.—I. O. O. F. Grand En-campment, Oct. 17, 1899. Wm. Musson, Des Moines, Ia., secy.

WATERLOO, IA.—Rebekah Assembly, I. O. O. F. Oct. 17, 1899. Miss S. E. Mathenev, Keokuk, Ia., secy.

WATERLOO, IOWA.—Catholic Order of For-esters, Aug. 24 and 25, 1899. J. H. Lim-bach, Cedar Rapids, Iowa, secy.

WATERTOWN, N. Y.—Y. P. S. C. E. State Con-vention, Oct. 2 to 4, 1899. A. E. How-hurst, 173 Howard ave., Utica, N. Y., secy.

WEISER, IDAHO.—Rebekah State Assembly, Oct. 17, 1899. Winnie Priest Dunton, Boise, Idaho, secy.

WEISER, IDAHO.—I. O. O. F. Grand Lodge, Oct. 17, 1899. A. K. Stuenenberg, Caldwell, Idaho, secy.

WEST CHESTER, PA.—Centennial Celebra-tion, Oct. 2 to 6, 1899.

WETHERSFIELD, CONN.—D. of L. State Council, May 3. L. C. Morse, secy.

WEST HARPSWELL, Grand Division, Sons of Temperance, April 26, 1899. Annie L. Hays Chelsea, Me., secy.

WHEELING, W. VA.—Grand Lodge of West Virginia, K. of P. Oct. 11, 1899. Maurer Jenkins, Piedmont, W. Va., secy.

WHEELING, W. VA.—National Tobacco Workers' Union of America, September, (fourth Monday), 1900. E. Lewis Evans, 422 Granite Block St. Louis, Mo., secy.

WHITE RIVER JUNCTION, VT.—Dart-mouth Intercollegiate Athletic Association, Feb. 9, 1900. W. C. Pelkey, secy.

WICHITA, KAS.—United Commercial Travel-ers' Association, May 12 and 13. E. S. Itus sell, secy.

WICHITA, KAN.—Grand Lodge I. O. O. F. of Kansas, Oct. 18, 1899. D. W. Keul, Tu-poka, Kan., secy.

WILKESBARRE, PA.—American Protective Association, April 11 and 12. John T. Tay-ler, secy., Reading, Pa.

WILLIAMSPORT, PA.—Baptist State Mission Society, Oct. 23 to 24, 1899. W. H. Conard, I. D. 1420 Chestnut st., Philadelphia, Pa., secy.

WILLIAMSPORT, PA.—Pennsylvania State Farmers Alliance & Industrial Union, Dec. 13 to 15, 1899. D. M. Onwaka, Five Forks, Pa., secy.

WILLIAMSPORT, PA.—Pennsylvania State Farmers Alliance & Industrial Union, Dec. 13 to 15. Louisa Iricker, Logan Station, Pa., secy.

WILMINGTON, DEL.—I. O. O. F. Grand Lodge of Delaware, Nov. 13, 1899. Isaac W. Hallau, secy., Wilmington, Del.

WILMINGTON, DEL.—International Asso-ciation of Fire and Police Telegraph Super-intendents and Municipal Electricians, Sept. 7 to 7, 1899. H. F. Blackwell, secy., Super-intendent Fire Department, New York City.

WILMINGTON, N. C.—Association of Rail-way Telegraph Superintendents, July 19, 1899. P. W. Brown, Milwaukee, Wis., secy.

WINSTED, CONN.—Grand Council Royal Arcanum, April 19. E. H. Holloway, secy., Milford, Conn.

WORCESTER MASS.—I. Y. P. U. of Massa-chusetts, Oct. 30 to 31, 1899. Rev. J. R. Gaw, 62 Franklin street, Somerville, Mass., secy.

WORCESTER MASS.—Knights of Sherwood Forest, Aug. 20.

WORCESTER MASS.—State Council, Jr. O. U. A. M. Sept. 29, 1899. M. C. M. Woods, 124 Bedford st. Lawrence, Mass., secy.

YONKERS, N. Y.—Order of American Fire-men, Sept. 5 and 6, 1899. Addison Brown, secy.

YONKERS, N. Y.—New York State Firemen's Convention, Aug. 8 to 29, 1899.

YOUNGSTOWN, O.—Ohio State Liquor League, Sept. 12, 1899. John F. Weiss, Can-ton, O., secy.

B. C. LE ROY, WYOMING.
The only Licensed Billposter, Distributor and General Advertiser in this part of the state. I represent all different towns and reach 85,000 people in my circuit. Give me a trial.
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You can get a wagon built by a village blacksmith and doubtless you would get a saddle to make you a pair of shoes, but what is the use when you see a Bill Poster who makes a specialty of the very thing you want. We can give you a better vehicle for half the price you will pay at home.

Bill Posters' Push Cart.

Light and strong. The wheels are made of rubber. The body is made of galvanized iron. The wheels are made of rubber. The body is made of galvanized iron.



\$24.50 EACH.

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\$44.50

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A \$90.00. B \$100.00. C \$130.00.

JOHN H. MICHAEL, Manufacturer Bill Posters' Vehicles, 725, 727, 729 East 8th St. CINCINNATI, O.

We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to interested parties.

Expositions.

- BALTIMORE, MD.—Home Product Exposition. Autumn 1899. Management of Baltimore Retail Association.
- BALTIMORE, MD.—Dog Sportsmen's Exposition. April 1 to 21, 1899. Address Mary.
- BALTIMORE, MD.—Sportsmen's Exhibition. Prospect Park. April.
- Grand Sportsmen's Exposition Association. Carrollton Hotel Baltimore, Md.
- CLEVELAND, O.—Cleveland Industrial Exposition and Carnival. Cleveland Lodge of Elks. Aug. 7 to 19. John G. Scorer, gen'l manager, 4, Sherrill street, Cleveland, O.
- GLASGOW, SCOTLAND.—International Exposition. May 1899.
- GREENSBORO, N. C.—Industrial & County Exhibit. Aug. 1 to 4, 1899. H. J. Elam, secy.
- HAWAII.—Hawaii Industrial Exposition & Agricultural Fair. September, 1899.
- NEW ORLEANS, LA.—Louisiana Industrial Exposition. May 8 to 14. J. A. Blaffer, secy. New Orleans, La.
- NIAGARA FALLS, N. Y.—Pan-American Exposition. June 1 to Nov. 1, 1899. R. C. Hill, secy.
- OMAHA, NEB.—Greater American Exposition. July 1 to Nov. 1.
- PERTH, WESTERN AUSTRALIA.—Western Australia Commercial & International Exposition. Victoria, 1899.
- PHILADELPHIA, PA.—Exposition of American Manufactures. 1899. W. P. Wilson, Director general.
- RALPHIGH, N. C.—Exposition. Oct. 18 to 20, 1899.
- SAN FRANCISCO, CAL.—Pacific Ocean Industrial Exposition. May 1 to Oct. 1, 1901.
- SAN FRANCISCO, CAL.—Colonial Exposition. Products from Pacific Possessions. Sept. 2 to Oct. 1, 1899.
- SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.
- ST. LOUIS, MO.—World's International Exposition. 1904.
- TOLEDO, O.—Ohio Centennial Exposition.
- TORONTO, ONT., CAN.—Exposition and Industrial Fair. Aug. 28 to Sept. 9, 1899. H. J. Hill, Toronto Manager.

Races.

- AKRON, O.—Northeastern Ohio Trotting Association. July 11. W. N. Ashbaugh, Youngstown, O., secy.
- ALBANY, N. Y.—Central New York Trotting Club. July 27.
- ALBANY, N. Y.—Aug. 29 to Sept. 1.
- ALBANY, N. Y.—June 20 to 23.
- ATLANTA, N. Y.—Aug. 1 to 4.
- BINGHAMTON, N. Y.—Central New York Trotting Circuit. July 2.
- BOSTON, MASS.—Grand Circuit Meeting. Boston Trotting Park. July 1 to 11. Aug. 1 to 11.
- LEADFORD, PA.—Week of July 27.
- NEWPORT, N. Y.—July 25 to 28.
- BROOKLAN, N. Y.—May 27 to June 13. Sept. 12 to 20.
- BUFALO, N. Y.—Aug. 7 to 11.
- CANTON, O.—Northeastern Ohio Trotting Association. Aug. 25. W. N. Ashbaugh, Youngstown, O., secy.
- CHICAGO, ILL.—Great Western Circuit. July 11 to Aug. 1.
- CLEVELAND, O.—Great Western Circuit. July 24 to 29.
- COLUMBIUS, O.—Columbus Driving Park Association. Grand Circuit Meeting. July 21. Aug. 2.
- COLUMBIUS, O.—Great Western Circuit. July 21. Aug. 2.
- DAVENPORT, IOWA.—Races. July 7 to 8.
- DAVENPORT, IOWA.—Great Western Circuit. July 7 to 8.
- DETROIT, MICH.—Great Western Circuit. July 1 to 10.
- DETROIT, MICH.—Highland Park. Aug. 14 to 26.
- DEWITT, IOWA.—Aug. 21 to 26.
- ELMIRA, N. Y.—June 13 to 16.
- ELMIRA, N. Y.—Sept. 19 to 22.
- ELYSIA, O.—Northeastern Ohio Trotting Association. July 18. W. N. Ashbaugh, Youngstown, O., secy.
- ELYSIA, O.—Northeastern Ohio Trotting Association. Sept. 5. W. N. Ashbaugh, Youngstown, O., secy.
- ERIE, PA.—Week of July 2.
- PORT FRANK, CAN.—July 28 to July 19.
- PORT WANK, IND.—Aug. 7 to 12.
- GENEVA, N. Y.—July 4 to 7.
- GENEVA, N. Y.—Sept. 2 to 5.
- GENEVA, N. Y.—New York Central Trotting Circuit. Aug. 2.
- GLENS FALLS, N. Y.—Aug. 1 to 18.

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- GRAY RUSSIAN BRISTLES.** Quaker City, 9-inch, \$24.00 per dozen, \$2.50 each. Excelsior, 9-inch, \$30.00 per dozen, \$3.00 each. Extra Extra, 9-inch, for circus use, \$39.00 per dozen, \$3.75 each.
- BLACK CHINA BRISTLES.** No. 1, Royal, 9-inch, \$21.00 per dozen, \$2.25 each. No. 2, Royal, 9-inch, \$27.00 per dozen, \$2.50 each. No. 3, Royal, 9-inch, \$30.00 per dozen, \$3.00 each. 8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers

127 North 5th St. Philadelphia, Pa. U. S. A.

- WINDSOR, ONT., CAN.—July 22 to Aug. 2. W. O. Palmer, 213 Hammond Bldg., Detroit, Mich., secy.
- YOUNGSTOWN, O.—Northeastern Ohio Trotting Association. July 4 and Aug. 8. W. N. Ashbaugh, Youngstown, O., secy.

Poultry Shows.

- AURORA, IND.—Aurora Poultry, Pigeon and Pet Stock Association. Jan. 8 to 13, 1900. J. B. Stevens, secy., Aurora, Ind.
- BOSTON, MASS.—Poultry Show. Jan. 15 to 20, 1900. A. R. Sharp, secy., Taunton, Mass.
- DALLAS, TEX.—Southwestern Poultry, Pigeon and Pet Stock Association. Dec. 12 to 15. A. H. Branshaw, secy.
- SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. Dec. 5 to 8.
- ST. PETERSBURG, RUSSIA.—International Poultry Show. Russian Society of Bird Dealers. May 13 to 28, 1899. Address Russian Ambassador, Washington, D. C.

Horse Shows.

- ATLANTIC CITY, N. J.—Horse Show. July, 1899. G. Jason Waters, Atlantic City, N. J.
- BOSTON, MASS.—Boston Horse Show. April 17 to 22. Secretary Boston Horse Show Association, 59 State street, Boston, Mass.
- DENVER, COL.—Denver Horse Show. May 20 to June 2.
- MINEOLA, N. Y.—Queens County Horse Show Association. May 25 to 27. Samuel Willets, secy.
- TORONTO, ONT., CAN.—Horse Show. April 12 to 15.

Dog Shows.

- BALTIMORE, MD.—Baltimore Dog Show Association. April 26 to 29.
- BOSTON, MASS.—New England Kennel Club. April 4 to 7, 1899. James L. Little, secy.
- NEW YORK CITY—American Pet Dog Club. Nov. 22 to 24, 1899. S. C. Hodge, secy.
- PITTSBURG, PA.—Duquesne Kennel Club. April 11 to 14. F. S. Stedman, secy.

O. P. Fairchild & Co. COVINGTON, KY.

LICENSED CITY BILLPOSTERS, DISTRIBUTORS AND GENERAL ADVERTISERS.

Office, 24 East Fifth Street, Covington, Ky.

Member of the I. A. of D.

J. GARLICK, City Billposter, Distributor

AND ADVERTISING SIGN PAINTER, 633 Commercial Place, New Orleans.

PARKS,

PLEASURE RESORTS,
SUMMER GARDENS.

This list is revised and corrected every month. Advertisements under this head are published free of charge. Managers are urgently requested to send in their notices. We wish to have the list complete for the May issue.

- AKRON, O.—Lakeside Park. Akron Street Railway, manager.
- AKRON, O.—Randolph Park. Rapid Transit Co., managers.
- AKRON, O.—Summit Lake Park. Menches Bros.
- ALBANY, N. Y.—Lagoon Island. John F. Weber, manager.
- BALTIMORE, MD.—Deer Park. W. H. Labb, manager.
- BALTIMORE, MD.—Fairy Grove. Jas. Gilmore, manager.
- BALTIMORE, MD.—Woodside Park. W. H. Labb, No. 10 Record Building.
- BUFFALO, N. Y.—Bellvue Park. E. J. De Costa, manager.
- CAMDEN, N. J.—Summer Park. Camden & Suburban Railway Co., managers.
- CHICAGO, ILL.—Sunnyside Park.
- CHICAGO, ILL.—Bismarks Garden.
- CHICAGO, ILL.—Chutes Park. E. B. Simpson, manager.
- CHICAGO, ILL.—Ferris Wheel Park. L. B. Rice, manager.
- CHICAGO, ILL.—Sans Souci. W. H. Caster, manager.
- CINCINNATI, O.—Lagoon. John Noonan, manager.
- CINCINNATI, O.—Chester Park. Devere Electric Co., managers.
- CINCINNATI, O.—Coney Island. Lee Brooks, manager.
- CLEVELAND, O.—Euclid Beach Park. Euclid Beach Park Co., managers.
- CLEVELAND, O.—Scentic Park. James E. Donaghy, manager.
- COLUMBUS, O.—Minerva Park. J. K. Burk, manager.
- COLUMBUS, O.—Olentangy Park. Dusenbury & West, managers.
- COVINGTON, KY.—Lagoon. Address John Noonan, Cincinnati, O.
- DAYTON, O.—Fairview Park. The Kiefarber Co., managers.
- EAST GRAND RAPIDS, MICH.—Reed Lake.
- GRAND RAPIDS, MICH.—Godfrey's Pavilion. Chas. Godfrey, manager.
- GRAND RAPIDS, MICH.—Reed Lake. Geo. M. Leonard, manager.
- GRAND RAPIDS, MICH.—Romona Park. Orin Stair, manager.
- JAMESTOWN, N. Y.—Celoron Park. G. E. Maltby, manager.
- JAMESTOWN, N. Y.—Celoron Theater. Jule Delmar, manager.
- LIMA, O.—Hoover's Park. Frank Hoover, manager.
- LIMA, O.—McCullough's Lake Park. G. M. McCullough, manager.
- LITTLE ROCK, ARK.—Glenwood Park. Chas. T. Taylor, manager.
- LOS ANGELES, CAL.—Flora Park. H. G. Wilshire, manager.
- LUDLOW, KY.—Lagoon. Address John Noonan, Cincinnati, O.
- MANSFIELD, O.—Mansfield Park. E. Endly, manager.
- MEMPHIS, TENN.—East End Park. Chas. T. Taylor, manager.
- NEWARK, O.—Idlewild Park. Robt. Lingenfelter, manager.
- NEW CASTLE, PA.—Cascade Park. E. E. Hamilton, manager.
- OMAHA, NEB.—Mullen's Garden. Jos. F. Campbell, manager.
- PITTSBURG, PA.—Schenley Park. Consolidated Traction Co., managers.
- PITTSBURG, PA.—Kinneywood Park. Monongahela Traction Co., managers.
- PITTSBURG, PA.—Oakum Park. West End Railway, managers.
- PITTSBURG, PA.—Cathoun Park. Second Avenue Traction Co., managers.
- ST. LOUIS, MO.—Bellevue Garden, No 5000 Eastern Ave.
- SAGINAW, MICH.—Riverside Park. John McCarthy, manager.
- SANDUSKY, O.—Cedar Point Grove. G. A. Boekling, manager.
- SAVANNAH, GA.—Thunderbolt. Niel Gildea, manager.
- SKOWHEGAN, ME.—Lakewood Grove. C. A. Fairbrother, manager.
- TOLEDO, O.—Lake Erie Casino. F. Burt, manager.
- TOLEDO, O.—Presque Isle. F. N. Quale, manager.
- TROY, N. Y.—Lagoon Island. John F. Weber, manager.
- WILLIAMSPORT, PA.—Vallamont Park. J. A. Brosius, manager.

Senator Sivright has presented a measure in the State Legislature to prohibit "fake advertising." It is patterned after the New York law, and also the one recently introduced in the North Dakota Legislature.

We are down on the circulation war, and we hold the unalterable opinion that he will have his portion in that hrimstone lake, along with all other individuals who contract the habit of handling the truth in a careless manner. But we wish to ask, just for our own information, how much more to be condemned is the publisher who claims the largest circulation than the advertiser who asserts that his product is "the best in the world?" We can see but one real point of difference between the two, and that lies in the objects at which they aim. The publisher by his claims tries to humbug the advertiser, while the advertiser by his assertion attempts to hoodwink the public. Both are simply efforts to do business under false pretenses, and consequently both are decidedly

Traveling Distributors.

(Prize Contest.)

In my experience as a distributor, I have always found that a few firms will employ no one but traveling distributors, and would not consider a proposal from a good local distributor under any circumstances. Now let us consider both sides of the question and see which is the more profitable to the advertiser—to employ men to travel or to employ local distributors.

The traveling man will cover a city, say once or twice a year (some firms have two men travel together) and he puts out the matter, covering the city the best way he knows how (perhaps the longest way also), but does he know where there are two or more families living in one house—how to reach them, etc.? Certainly not. How can he when he visits that town so seldom? But the local man living in the town and going over the same ground repeatedly, knows where to reach the people who are likely to buy, and how to work the city to get through his work in good season.

Again, when the advertiser sends his work to the local man, he is not paying out money for railroad fares, hotel bills, car fare, hired help, etc., nor is he paying for the time when work is made impossible by rain or snow.

Considering all these facts, any intelligent man can see that the advertiser can save a great deal of money every year by sending his work to a reliable local distributor. Perhaps he will say, who is the reliable distributor in this or that city, and how do I know that he is reliable? That is very easily answered. Ask any of the old, reliable, general advertisers, who have been having this kind of work done for years, they can tell you. Now, Mr. Advertiser, which is it going to be—the travelling distributor at a large expense, or the local man at a small expense? Remembering that there are "black sheep" among traveling distributors as well as among local distributors, it seems certain that in a few years the traveling distributors will be a thing of the past. Hoping that all of the advertisers and distributors who are able, will attend the I. A. of D. convention next July, where we may talk this subject over. I am,

Respectfully,
M. A. BONDY,
Detroit, Mich.

A New Association

Chas. Bernard, whose portrait appears elsewhere in this issue, has in conjunction with M. J. Dooley, of Atlanta, and Chas. Lingo, decided to organize the bill posters of North Carolina, South Carolina, Georgia, Florida and Alabama.

It is understood that Knoxville and Chattanooga want to go into the organization, and it is believed that Eastern Tennessee will also be taken in.

May 15 is the date and Atlanta the place selected for effecting the preliminary organization.

Speaking of the new movement, Mr. Bernard writes as follows:

Savannah, Ga., March 20, 1899.
Editor of "The Billboard":
If not too late for April issue I would like to announce through your columns that after some correspondence with various bill posters in the Southeast, which brought sufficient encouragement to justify a movement toward the organization of a South-eastern States Bill Posters Association, M. J. Dooley, of Atlanta, Chas. Lingo, of Americus, and myself, have decided to call a meeting, inviting all bill posters of the section named to be at Atlanta, Ga., on May 15, prepared to take action in effecting an organization subordinate to the I. A. of D. We are anxious for officers and members of the I. A. of D. and I. A. of D. to meet with us and instruct us in organization. Yours very truly,
CHAS. BERNARD.

The Last Gasp.

Ottowa, Ill., March 19, 1899.
Editor of "The Billboard":
Ever since I have had the misfortune to be the Secretary of the International Bill Posting Association, I have used every means possible to get enough money to pay the debts of the association.

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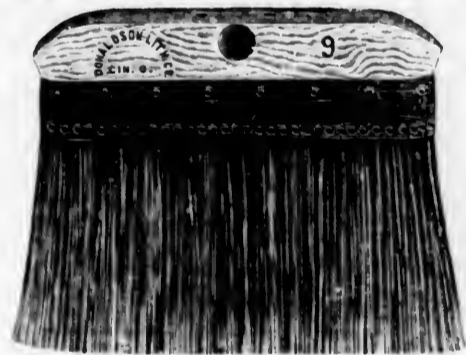
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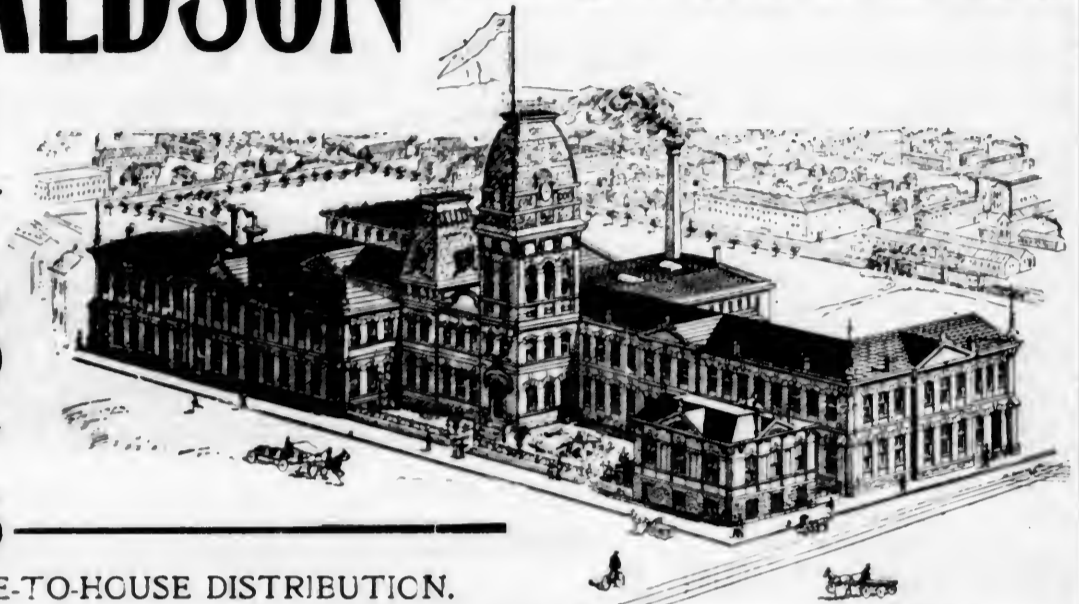
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25 for \$2 75	100 for \$7 50	500 for \$19 00
50 for 4 75	150 for 11 00	1000 for 30 00
75 for 6 50	200 for 14 00	1000 for 55 00

Send seven cents in stamps for a sample.

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Ten-sheet stand, lithographed in 4 colors, 25 sheets by 4 sheets. A grand poster for excursions or picnics. The design shows a train loaded with excursionists. Prices crosslined:

10..... \$ 0 00	50..... \$39 00
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50 for 4 75	150 for 11 00	1000 for 30 00
75 for 6 50	200 for 14 00	1000 for 55 00

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A37 Excursion— Whole sheet, 28x42. Eastern steamer or boat. Prices same as A36.

2012—Base Ball.

Whole sheet, lithographed in 2 colors, upright. Representing a runner sliding for a home plate—a very close decision. A good base ball bill. Prices crosslined:

25 for \$2 25	100 for \$6 50	500 for \$16 50
50 for 4 25	150 for 9 50	1000 for 25 00
75 for 5 50	200 for 12 00	1000 for 45 00

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Whole sheet, lithographed in 4 colors, 28x42, upright. The design shows in center picture of young American, with a flag and a bunch of fire crackers. Also shows a grand parade and exhibition of fireworks. Prices crosslined:

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50 for 4 75	150 for 11 00	1000 for 30 00
75 for 6 50	200 for 14 00	1000 for 55 00

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2084—Bathing.

Whole sheet, upright, 28x42 in 4 colors. A typical ocean or lake bathing beach. Prices crosslined:

25 for \$2 75	100 for \$7 50	500 for \$19 00
50 for 4 75	150 for 11 00	1000 for 30 00
75 for 6 50	200 for 14 00	1000 for 55 00

Send seven cents in stamps for a sample.

682—Park.

Whole sheet, lithographed in 4 colors. Size 28x42. Prices crosslined:

25 for \$2 75	100 for \$7 50	500 for \$19 00
50 for 4 75	150 for 11 00	1000 for 30 00
75 for 6 50	200 for 14 00	1000 for 55 00

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50 for..... 5 75	150 for..... 14 00	1000 for..... 45 00
75 for..... 8 00	200 for..... 20 00	1000 for..... 85 00

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MANCHESTER, IOWA. City population, 3,000
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I sell a special grade for paste for 3 cents per
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This starch is used at Oswego, Watertown,
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NOTHING BUT POSTERS. NOTHING BUT POSTING.

If you brew beer, or make bicycles, or anything that sells all the year round, the next eight months are the best of all the year for billposting.

FIRST, get your posters—get good posters, the best posters that can be made. I want to make your posters. The manager of the Memphis Billposting Co., writes me on March 3, as follows: "Our foreman, who has had many years' experience, says that the posters we had from you during the fall and winter, are the most lasting posters he has ever handled, and that they stand bad weather better than any paper he has ever posted."

That's what a good judge of posters, from a practical standpoint, says of my posters. That's the kind of posters I propose to make for you.



The above is a reproduction of a 16-sheet poster, size nearly 9½ feet high, and nearly 14 feet wide. I will design, engrave, lithograph, and print for you, a 16-sheet poster in four colors, in small quantities, at about 65 cents each, and in orders of 5,000, at 40 cents each. I also make wood block and type posters at lowest prices.

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