

THE BILLBOARD

Vol. XI., No. 5.

CINCINNATI, MAY 1, 1899.

PRICE 10 CENTS.
PER YEAR, \$1.00.

ADVERTISERS.

The Science of the Laws of Disseminative Incentive.

(Continued from April Issue.)

In our last issue we outlined the three principal states or moods of mind, broadly termed cognitions, feelings and emotions. We may now proceed to inquire more closely into their relations.

Generally speaking, in any state of mind that we can observe, we are aware of reading, hearing or receiving certain intelligence (cognition); that we are pleased or displeased (with feelings), and that in consequence thereof we act (emotion). It must be observed that this is a regular and invariable order. We never find that a happy frame of mind gives way to a depressed mood without cause. The cause will always be found to be due to a change in our thoughts, in turn due to the influx of new sensations or intelligence.

Certain psychologists have maintained that our feelings are stirred by emotion as well as cognition. They point to the fact that having performed a worthy action that we are gratified in mind thereat, or having yielded to temptation, we are plunged into remorse. This they contend establishes a reversed order in the operations of the mind, but they err. They have overlooked the fact that the mind contemplates the action takes cognizance of what is done, and it is this latter that produces the change in feeling.

Witness the limits of our powers of observation then; we find that cognition, feeling and emotion always and invariably follow each other in the order named. It would seem, too, that conditions being the same, the same intelligence will stir up the same emotion, and elicit the same volition in all cases, but of this later.

Having unfolded the three principal divisions of mental manifestations, we may now proceed to a more elaborate analysis of mind. It is obvious that a classification of the faculties will aid us materially at this stage of our inquiry, but unfortunately, it is a very difficult task to tabulate them. This is due to a number of causes, chief among which is the difficulty of finding the phenomena which are so fertile and complex under the view. It is also owing, in no small measure, to the fact that the faculties overlap and intermingle with one another in such great degree. Speaking of this difficulty, Dr. McCosh says:

"This is a hindrance not peculiar to psychology. How difficult do botanists find it to draw out an arrangement of the vegetable kingdom which may include all and exclude only the right! And they do contrive to draw out such an arrangement. It is tried to bring to view the sameness and difference in parts. . . . There may be a classification of its faculties embodying much truth and of eminent practical utility, though certainly not wholly perfect."

For practical purposes, then, that is to say, for the ends of the advertiser, we may attempt a classification. We do not pretend that it is complete; all that we claim is, that so far as it goes it is correct.

A complete tabulation, though of the first importance in psychology, is hardly necessary in a particular analysis such as we require. Furthermore, by eliminating the extraneous powers we avoid much of the verbiage and all of the mythology of the "faculty psychologists."

The accompanying table is submitted only as a provisional arrangement of those peculiar attributes of the

mind that we are interested in, in unfolding the science of Advertisers.

CLASSIFICATION OF THE FACULTIES.

(The word faculty, as here used, signifies a power or capacity of the mind.)

1. THE COGNITIVE POWERS.

- 1a. The Presentative Capacities.
 - 1b. Sense perception.
 - 2c. Self-consciousness.
- 2a. The Representative Capacities.
 - 1b. Retention.
 - 2b. Recollection.
 - 1c. Association.
 - 2c. Recognition.
- 3a. The Comparative Capacities.
 - 1b. Logical.
 - 1c. Notional.
 - 2c. Rational.
 - 2b. Imaginative.
 - 1c. Phantasy.
 - 2c. Compositive.

- 1b. Impulse.
- 2b. Volition.

In addition to the foregoing classification of the faculties, the following tabulation of the Operations of the Mind, by Dean Ruric N. Roark, of the Kentucky State College, will also be found very valuable:

THE OPERATIONS OF THE MIND.

13. ACQUISITIVE.
 11. Processes.
 13. Perception.
 19. Faculties: the senses.
 29. Products: percepts.
 23. Conception.
 19. Faculty: judgment.
 29. Sub-processes.
 17. Comparison and discrimination.
 27. Abstraction.
 37. Identification (classification)
 47. Denomination.
 57. Definition.
 39. Products: concepts.

15. Willing.

19. The faculty: the will.
29. Processes (steps).
17. Solicitation by desire.
27. Selection by judgment.
37. Determination and execution by the will.

While it is proper to mention that much light may be thrown upon the operations of the mind by the physiology of the brain, it is unnecessary to the purpose of Advertisers; and hence, no account of it is taken in the foregoing classification. Of course it goes without saying that there is a close and intimate connection between mind and nerve tissue, but it is wholly impossible to discover just what the connection is. If physiological psychology could throw any light on this phase of our inquiries, it would yield its great aid indeed, but it can not.

It is of the very highest importance that the reader keep constantly in mind the fact that faculties, while they are separate and distinct, are powers of one indivisible mind; also, that psychology may be individualistic without being confined entirely to the introspective method. Ward says:

"There is nothing to hinder the psychologist from employing the materials furnished by his observations of other men, of infants, of the lower animals or of the insane; nothing to hinder him taking counsel with the philologist or even the physiologist, provided always he can show the psychologist bearings of these facts that are not directly psychological. . . . The standpoint, then, of psychology is individualistic, by whatever methods, from whatever sources its facts are ascertained, they must have a psychological import be regarded as having place in, or as being part of some one's consciousness. . . . We are no more confined to our immediate observations here than elsewhere, but the point is, that whether seeking to analyze one's own consciousness or to infer that of a lobster, whether discussing the association of ideas or the expression of emotions, there is always an individual mind, or self or subject in question."

A psychologist would define the word advertising as the influence which one mind exerts upon others, in some well designed and methodical way with reference to some special aim. Mind is force just as much of a force as electricity. Intelligence is the agent that carries it—the wire, the conductor, if you will. Other minds are the objects, the motors, and if the connection attention is established, they will respond as surely and as certainly to the current.

Attention has been called a faculty. It is not. It is a condition only, a rousing of one or more of the cognitive faculties. It has two phases. Either it is a reflex, spontaneous or involuntary—as when the stimulus comes suddenly, unexpectedly, alluringly or oddly; or it is voluntary, as in the application of the powers to observation or anticipation. A third phase has some supporters. It is called expectant attention. Roark defines it as:

"That condition in which the mind dwells upon something that is expected, and that is dreaded or desired." Carpenter defines it as "that condition in which the whole mind is possessed with the idea that a certain act or will take place and is eagerly directed toward indications of its occurrence."

Both authorities are profound thinkers, and one takes issue with them with hesitation, but it would seem that expectant attention, whether considered as apprehension or anticipation, is none the less voluntary attention. Expectant it certainly is, but so is attention, viewed in any light. Expectancy is a concomitant of attention, either voluntary or involuntary.

There is a sense, too, in which involuntary attention is paradoxical as it may seem, voluntary; for when attracted by shock, glitter or loud noise, the faculties are concentrated upon the object or occurrence, and the will is brought into play unconsciously to effect the concentration.

Attention, then, is active consciousness, the holding before the mind of a presentation or the fixing of the fac-



COL. JAS. S. COCKETT,
President Cleveland Industrial Exposition and Carnival.

2. THE EMOTIONAL POWERS.

- 1a. Intellectual.
 - 1c. Surprise.
 - 2c. Wonder.
 - 3b. Hope.
 - 1b. Fear.
- 2a. Aesthetic.
 - 1b. Admiration.
 - 2b. Risibility.
- 3a. Ethical.
 - 1b. Efficacy.
 - 2b. Sympathy.
 - 3b. Awe.
 - 1b. Complacency.
 - 2b. Displeasance.

3. THE VOLUNTIVE POWERS.

- 1a. Creative.
 - 1b. Wish.
 - 2b. Desire.
- 2a. Optative.
 - 1b. Choice.
 - 2b. Decision.
- 3a. Will.

15. Qualities of concepts.
 18. Clearness.
 28. Distinctness.
 27. Quantity of concepts.
 18. Comprehension intention.
 28. Extension.
- 3c. Retention: by the memory.

23. ASSIMILATION.

11. Processes.
 13. Conception.
 23. Reasoning.
 18. The faculty: judgment.
 29. Methods.
 17. Inductive.
 27. Productive.
 39. Products: conclusions, discoveries, new truth.
 39. Imaginary or Creating.
 16. The faculty: imagination.
 26. Process: creative combination.
 36. Products: Images, types, ideals.

ulties upon an object or objects of knowledge.

It is secured variously. Anything that is curious, new, unusual, odd, strange or mysterious will obtain it readily, in its non-voluntary phase. This process is usually referred to as "attracting," and by the way, attraction is a correlative of attention, the one literally signifying "a drawing to" and the other a "stretching to." But there are other ways and means. An appeal to the aesthetical faculties—to the sense of the beautiful which is in all men, rarely fails. The incongruous, the bizarre, the grotesque, the fantastic, are all resorted to with success.

From these facts we may deduce the general law of involuntary attention, viz.: **ATTENTION IS INVOLUNTARILY ARRESTED BY THE UNCOMMON OR UNUSUAL.**

We often hear it said that a loud noise will invariably attract attention, but this is not necessarily true. It will if it is uncommon or unusual. If not, it will fail, as witness the unconcern of a broker figuring up his memoranda on the crowded floor of the stock exchange. He is totally oblivious to the shouts and turmoil about him. Note the operative among the females in a cotton mill. The clashing din of the machinery is unheard. In the roar of battle the boom and crash of a great gun is unnoticed.

The separate noises in these cases produce no individual impression on the presentation-continuum. Each is heard but not noted severally and separately, and if remembered at all, it is only as a whole—a confused jumble.

This gives us the law of attention proper, viz.: **THE INTENSITY OF ATTENTION IS INVERSELY ACCORDING TO ITS EXTENSITY.**

The mind can attend to more than one thing at a time. One may whistle while walking, sing while playing an accompaniment, and compose and write a letter simultaneously. In like manner one may listen to two or more people at one and the same time, and attend to what each is saying, but the impression made or left upon the mind by each person is less and less faint, accordingly as their number is few or many.

This brings us to another important concomitant of attention, viz.: **INTEREST.** If the broker on the floor of the stock exchange hears his own name called, his attention is attracted instantly. If a stock that he is carrying is mentioned, all his faculties are on the alert immediately. Or suppose it to be his wife's name, or that of his brother, or an intimate friend, a well known competitor, a client or customer, a casual acquaintance, a firm he knows by reputation only, or a firm heretofore unheard of, the interest loses potentiality as we go down the list.

The foregoing phase may be aptly termed self-interest. It secures attention involuntarily. But there is another aspect in which interest may be viewed. We will suppose the attention has been attracted by the unusual. Unless interest steps in at once to hold it the impression will not be sufficiently strong to endure. If, on the contrary, the intelligence does prove appetent (interesting), the attention may be held until the impression is deepened into conviction.

Generally speaking the mind has appetency for all knowledge, and the unknown will prove interesting always under certain circumstances. If alone in a country station, awaiting a belated train, the most trivial facts are carefully considered, provided they are, until then, unknown. Among the distractions of the wheat pit only the most potent considerations of self-interest prevail.

(To be continued.)

Here is an advertisement that recently appeared in a Washington City paper: "The United States Government will soon require in Washington the services of from 2,000 to 3,000 clerks on the twelfth decennial census. Salaries large for the kind of work—at least, two or three times those paid by private establishments; vacations, holidays and sick leave in abundance; requirements slight; examination farrel. Let no one on account of age, infirmity or neglected early education hesitate to apply. Address your Senators and Representatives at once."

New York.

Executive Committee Meets The Official Organ Needs More Money and Gets It.

(Special Correspondence.)

Buffalo Bill is gone, but the Forepaugh-Sells Show is in town, and the bill posters are in clover. By the way, I was mistaken in my report to you about the Union Bill Posting Co. I find that there is or has been such a concern, and so far as I can discover, it was formed by Van Heuren and Stahlbrodt, who had a sniping contract with the American Tobacco Co. and the Uneda Insect people. And my informant tells me that they formed the Union Bill Posting Co. in order to get workmen at out prices; but the strike of the men knocked out this expectation.

From another informant I learn that the Union Bill Posting Co. was formed by Pratt and Stahlbrodt and Houghaling, and that it was done with the idea of getting the theatrical union bill posters to do the work, with the expectation that they could in this way cover the theatrical by posting along Broadway and other prominent heart-of-town thoroughfares.

In addition to the paper named above, the following posters are in view of Harry Munson's bill boards, a portion of which is also shown on the boards of Reagan & Clark and Van Heuren & Co.:

Borough Park Suburban Homes, 28 sheets, 8 months' contract.
Old Crow Rye Whisky, 8 sheets.
Quaker, Oats, 21 sheets.
Old Valley Whisky, 21 sheets.
Blue Label Catsup, 21 sheets.
Elbridge Bicycle, 8 sheets, 16 sheets and 21 sheets.
D. M. Williams & Co., Dry Goods.
Johann Hoff's Malt Extract, 8 sheets.
New York World, 21 sheets.
Careful Carpet Cleaning Co., 8 sheets.
Red Raven Spliffs, 12 sheets.

The R. J. Gunning Co., the great display advertising concern of Chicago and the world, write that their business this year is unusually good, not only on their billboard board system in Chicago and throughout their "Big II Circuit," but also in wall display work throughout the country. Prominent among their new patrons are the Chattanooga Medicine Co., Coca Cola Co., Palat Brewing Co., and Hascrot Canned Co.



H. T. HAYES,

The well known and popular Advertising Manager of the Dr. Chase Co. of Philadelphia.

My informant also tells me that one of the sections of the Theatrical Bill Posters' Union is that the members will not cover each other's paper; and as a consequence, there was trouble, because the Union Bill Posting Co. desired the theatrical people covered, and the men rather than do so dropped their brushes and struck, not for higher wages, but against this order.

Uneda Insect is on the boards here, including Brooklyn and Jersey City, 21 sheets and stripes are being used. N. W. Ayer & Sons, the newspaper advertising agents of Philadelphia, are placing the business here and elsewhere. The paper is equally divided between the three bill posters.

Cremo Clear is on the "L" platform, and will probably also use the bill boards.

Sam W. Hoke seems to be busiest among the solicitors. His mammoth printery is running night and day.

Hawes Hats are having their usual spring display on the boards. The success of Hawes' and Young's hats on the bill boards has encouraged another hatter, Wallach, to try them, also, with apparent good results.

Van Heuren has got out a new 8 sheet for Jack Rose Cigarette, something much nicer than this article has posted to the past.

Los Angeles.

A Fierce Fight Ended H. G. Wilshire Purchases the Opposition Plant.

(Special Correspondence.)

Los Angeles, April 11.—The remorseless warfare that has been waged relentlessly here for months past, came to an end today, when H. Gaylord Wilshire acquired by purchase the plant belonging to the Los Angeles Bill Posting Co. On April 2 the latter concern bought all the bill boards in Pasadena belonging to the late Josiah Horton, and had prepared to reach out in other directions.

Mr. Gaylord is said to have paid a good round price for the opposition plant, but as it gives him a monopoly of the business, it will soon bring back the purchase money.

Gaylord is getting rich rapidly. His old lands and other real estate is growing in value at a most phenomenal rate. He is very popular, and his large circle of acquaintances are much gratified at his good fortune.

WM. H. ENSSLIN, of Batesville, Ind., was a "Billboard" caller April 13. Mr. Ensslin is a member of the Batesville Bill Posting Co., the concern recently started in that city. He is a practical painter and paper hanger, but likes bill posting and distributing best.

Does Billposting in Small Towns Pay.

Seeing the article in the March "Billboard" by Sam W. Hoke, entitled, "Can the Service in the Small Towns be Improved?" I read it with much interest, as I have been engaged, to a certain extent for a number of years, in painting advertising signs, posting, distributing, etc.

I had often wondered why the great mass of slowly, attractive advertising matter, costing many thousands of dollars, was always displayed in large cities, covering every bill board, blink wall, fence and every other imaginable place, from one year's end to the next, while the small towns, country villages and public thoroughfares are almost entirely neglected by all classes of advertisers who make line showings. The extremes and other large traveling shows have alone learned that a large poster showing in the country was productive of large returns in town on show day.

Along the L roads in New York City every available space is covered by posters and attractive paintings. But watch the travelers, eight out of every ten men are so soon so fast that they are buried in the folds of a New York daily, and become oblivious to sight or sound until their station is announced. On cable cars and other lines the same thing is noticeable, while on the street one would think that everybody in New York was just two minutes late, which is largely due to force of habit. No time to see anything but business.

In small towns and villages the people, while none the less active and intelligent, move with less rush, and although it takes them a little longer to get there, still they know what they have seen and heard on the way.

I am thoroughly convinced that a more generally read or better remembered advertisement never was posted than one I have in mind. It is situated on a country road, where city as well as country people pass. Whether bent on business or pleasure, whether walking or riding in carriage or on bicycle, every one's attention is sure to be drawn to it, because it is by itself, and so different from its surroundings that it is brought almost forcibly to your notice. Don't be afraid to let your sign stand out alone for the more isolated it appears, the surer it will be remembered.

While with a gentleman one day, and passing an advertising sign which I had not up the year before, he remarked: "I'll bet I have read that sign a hundred times. On being asked why he read it so often, he replied: 'I go over this road often, and I am sure to see it, and read it every time, because I have nothing else to do, and there is nothing else to attract my attention.' I asked him if he read the ads when he got in town, he replied: 'No, there are so many there, and so many other things of interest that I never read any of them.' Are there not thousands of others like him? If so, and bill posting is used as a means to accomplish results then would not a small part of the posters displayed, if placed in the country towns and leading thoroughfares, prove a paying investment? Although no inspector could be sent over the country, the plan mentioned by Mr. Hoke, as practiced by the Savannah and Augusta bill posters, could be used with perfect safety. The traveling of a street of towns might make the price a little higher in some cases, yet I believe the advertiser might soon feel on much poorer soil.

A. F. TALLEMAGE,

Barnesville, N. Y., March 29.

Billposting in Denmark.

Querer Conditions that Obtain in Copenhagen

Giles Billman, the veteran circus agent who is now touring Europe with a band of Sioux Indians, writes interestingly of the bill boards of Denmark in a recent letter to "The Billboard." Says he: "The job and dead wall, as we know it in America, does not exist and would not be tolerated. Furthermore, as there are no large stands printed, there is no need of large bill boards. There are boards, though, well placed and nicely kept. For the most part they are about the size of a one sheet, although some few are as large as a three sheet. Each newspaper has a line of boards. They are the space for themselves, or they sell it to others. Municipal sanction must be had for every board placed, and signing is prohibited. A big circus will put out thirty whole sheets and consider themselves well billed. They charge one mark (25 cents) per sheet for a month's showing, but they hang the paper with the exactness and care exercised by a paper hanger in America. We thought the price outrageous at first, but as soon as we looked into the service we saw it was worth it, and results prove it."

Denver.

(Special Correspondence.)

A temporary injunction was granted the Colorado Bill Posting Company from tearing down the signs of the former company.

The two companies are rivals in the bill posting business, and each use bill boards all over the city. The Colorado Company alleges that the Curran Company, to annoy and destroy the business of its rival, has clandestinely posted on the boards owned by the Colorado Company its own advertisements, and removed its rival's sign from the boards.

Chicago.

San Francisco.

(Special Correspondence)

San Francisco, April 8. The committee on the bill posters' strike in Stehe & Green's reported that no satisfactory result had been reached at the conference. The for-man of the establishment is a member of the Theatrical Stage Employees' Union, and that body has promised the committee to take the necessary steps to induce him to join the Bill Posters' Union. The prospects for a settlement of the strike are considered fair.

An attempt was made to force the R. F. Gunning Co. to remove their bulletin board surrounding the site of the Post Office in Chicago. This is without doubt the strongest indoor advertising location in the country. The first intimation they had of the attempt was in the nature of a telegram from Washington, stating that an order would be issued the next day to take the boards down. Although greatly grieved for the time, they were able to bring sufficient influence to bear upon the authorities in the shape of telegrams, tele-phones, etc., to have this action deferred. The move was probably engineered by the other firm in the town, who were unsuccessful bidders for that concession. The protests were based on the grounds that the board and signs were of an objectionable nature, while on the contrary the reverse is true. The Gunning Co. are very particular as to the nature of the article and style of design on a reading matter painted on all their boards, and this is especially true concerning the boards surrounding the Post Office.

Obituary.

Josiah Horton, city bill poster of Pasadena, Cal., died in his home in that city, April 2. He was a member of the Pacific Coast Bill Posters' Association, and popular among a wide circle of acquaintances.

The many friends of Miss S. Sutliff, city bill poster of Groversville, N. Y., will learn with regret of the death of his wife, Minnie, which occurred Monday, April 7. The deceased was 46 years of age. The funeral services, which were impressive, were held from the residence April 29, the interment taking place at beautiful Prospect Hill Cemetery. There was a profusion of lovely flowers, the offering of a wide circle of friends.

Evansville, Ind.

Evansville, March 25—Bill Luck seems to come in a bunch to F. M. Greaves, the well-known proprietor of a bill posting agency. He has just recovered from an illness which necessitated a surgical operation, and his confinement in a hospital for several weeks, and this morning his residence was completely destroyed by fire.

Mr. Greaves' home was situated out on Lincoln avenue on the Newburg Road, beyond the city limits. Owing to the difficulty of getting water to the place, the house was completely destroyed, only the front wall and porch being left standing.

The family were asleep at the time the fire broke out, and were aroused by the crackling of the burning building. It is not known how the fire originated or in what part of the house it started.

Brooklyn.

The Aldermanic Committee recently passed a resolution prohibiting the placing of signs and billboards on the buildings and bridges in the city.

The American Bill Posting Co. has appealed from the decision of Judge Gaynor, in the suit of Mrs. Fitchett.

Berdan & Co., of Toledo, O., have opened an office in Chicago for better distribution of "John Drew" Cigar, which is being strongly advertised in that city. The feature of their promotive work is the "Gunning System" of bulletin boards, a reproduction of the display being given in this issue. It is a strong illustration of the kind of work Gunning does.

Pointers.

The following firms are reported posting, and dealing direct with bill posters: The Wellman-Dwight Tobacco Co., St. Louis, Mo. Marble City Drug Co., Knoxville, Tenn. The Liggett & Myers Tobacco Co., St. Louis, Mo. The American Tobacco Co., New York City.

Ohio Billposters.

The officers and members of the Ohio Bill Posters' Association are notified herewith that the regular annual meeting of the organization will be held at Toledo, May 8 and 9. A full attendance is desired. Delegates to the A. B. P. meeting at Milwaukee will be elected, and much other business of importance requires your consideration and demands your attendance.

W. C. THIRILL, Secy.

In the Senatorial fight in Pennsylvania the Philadelphia Inquirer, in which Mr. Quay is said to be financially interested, has been almost the only paper to support him. By reason of its support of Quay, and its attacks upon Mr. Wanamaker, Mr. Quay's foe, the Wanamaker advertising has been withdrawn, which means an annual loss of \$50,000 to the newspaper.

The Little Rock Advertising Co., of Little Rock, Ark., has improved the bill boards of that city amazingly. Under the able and energetic management of Mr. Roy L. Thompson, new boards have been built and new methods introduced that have completely revolutionized the order of things formerly prevailing in the Arkansas capital. There are few better services anywhere than can be found at Little Rock.

The Atlanta Meeting.

All indications point to a large attendance of bill posters at the meeting called for May 15, at Atlanta, for the purpose of organizing The Southeastern States' Bill Posters' Association. There is a lively interest manifested in the movement, and every bill poster in those parts, with but few exceptions, has signified his intention of being present.



Notes.

The man that is bound, body and soul, to the way which he has been taught to work, is never a success financially.

It is unusual for a trade paper to put on a long face, but a current number of a painters' publication takes a most doleful view of the dreiful effect of so many trusts. The fact of the matter is, this "trust" business is all windwerk, gotten out to scare voters. About nine-tenths of the "trusts," syndication of newspaper writers. The most that are carried through to a successful organization, prove to be only a source of trouble to the stockholders, and sooner or later, burst. A great many more are only so in name, the business carried on the same as it was before. Trusts are not dangerous until they begin to squeeze the public. "Bust" always rhymes with "trust," and the hand of Providence seems to delight in their inter-ruption. Today it's "trust," tomorrow, "bust." Bust and trust, trust and bust, always has and always will.

"The White Man's Burden." The distrib-ute.

Avoid using driers in Japan colors they do not need them.

Oil and pigment, properly combined, will last longer than either much oil and little pigment, or a great amount of pigment with but little oil. The conclusion is drawn from the practical facts, the proper amount of oil binds the pigment, while the pigment protects the oil from the ravages of the elements.

Oil is said to be double-boiled when it is put to a temperature that will scorch a feather for some time, about 350 Fahr.

A painter asks for a good wall paper cleaner. The following is recommended: Mix to gether one pound of rye flour, make into a stiff dough, cook partially and remove crust. Work into the mass one ounce of common salt and one-half ounce of Venetian, red or burnt umber. Cover the paper, and as the dough gets dirty, scrape off for a new surface. In these days it don't pay to clean paper without it is unusually costly.

GOLD AND BRONZE PAINTS

Vehicle for Indoor Work—60 grains of detrimine, containing a grain of bicarbonate of potash. Mix into this 60 grains bronze powder.

For more permanent work use dilute water glass for the vehicle. Another vehicle is brax shellac, mixed with one-third alcohol, used something like this: Bronze powder, 25 parts, alcohol, 10 parts, brax shellac, 25 parts. Another: Dissolve dammar varnish in benzine, and neutralize with solution of potash by shaking together and allowing to separate.

Four parts spirits of hartshorn, four parts of alcohol and one part of salt, shaken well together in a bottle, and applied and let stand for a while, will remove the driest paint.

Sign and Sign Bulletin Paint- ing.

Development of the Learner.

[A. F. HARBAUGH.

INTRODUCTORY.

Without trespassing domain of letter authorities who teach construction, it is with a sincere conviction that we are "called" to supply such hints as may seem of interest and importance to the student of bulletin or ad sign painting, and give a short analysis of the selection and remarks explanatory or suggestive of execution, avoiding technicalities, as far as possible, to the comprehension of the student.

System is very essential to dispatch. It is an excellent plan to divide it up into many "titles," and then to take them up one at a time. Do not attempt to crowd the whole into your brain without order or system. System is the great time and labor-saver.

"Why, this thing is an impossibility!" said one to the projector of a difficult enterprise. "To you it would be," was the curt and not inappropriate reply.

Ruskin utters a great truth when he says: "It is no man's business whether he has genius or not; work he must, whatever he is, but quietly and steadily. And the natural and unforced results of such work will be al-ways the thing God meant him to do, and will be his best."

A few points may serve to begin. "How does the new street sweeper come on?" "Oh," said Bill, with a critical, patronizing cast, "he exist only in the fertile imagi-nary; he may do well enough at plain up and down sweeping, but let him try his hand at a piece of fancy sweeping around a lamp-post, and you'll soon see that he is no great shakes." It is worth your while to learn the niceties of every art you may be em-ployed in.

Put thought into your composition, as did a lame boy, who could open oysters, and when trade was dull, passing the little shop you might hear him singing a rather odd song, while the music was something quaint and wild:

"Fine claims as ever you ate; Claims a-talking, Claims a-walking, Claims a-jumping, Claims for dumpling, Claims for baking, How they're quaking.

As they think upon their fate!"

This song, all his own thought, was enough to tempt the lovers of claims to purchase, and often brought him a customer who had stepped from curiosity.

"What is your secret of success?" asked a lady of a distinguished painter. "I have no secret, madame, but hard work," he re-plied.

There are two reasons why some people don't mind their own business. One is that they haven't any business, and the other is that they haven't any mind.

The object of education is to prepare all for duty and destiny, and any system of in-struction that fails in these respects is false.

The student who is not thorough is never well at his case. It takes time to be thor-ough, but it never than pays. Nothing we get in this life is to be had for nothing. Success is not thrust upon a man. If you want any good you must work for it. The eye that never falters and the nerve that never quails, are the elements of victory in the mental and moral as well as the physical world. Don't skin the hard parts.

Ten million eyes have rested upon Raphael's Sistine Madonna and Transfiguration, and seldom they get, nor chafed nor dulled their surface. Not half so softly does the dew steal upon the flower; not half so lightly does it rest there as does the eye rest upon the cheeks of beauty.

Be natural in expression of thought and feeling. We had better study to develop our own facilities, though inferior, rather than attempt to appropriate another's, however superior. Our own will serve us better, be-cause designed for us by the Creator, and hence in harmony with our being. Our first work is to identify ourselves; to select the individual from the mass in order that we may obtain models of expression adapted to our individual disposition and temperament.

In our next we hope to throw light upon some of these questions.

Schaefer Gets \$12,000 in Stock— Gunning is Setting a Fast Pace for the Old Company.

(Special Correspondence)

The American Advertising & Bill Posting Chicago, certified to an increase in cap-ital stock from \$60,000 to \$72,000. It is in-ferred that the \$12,000 increase goes to Schaefer. In payment for the Chicago Posting Co., recently merged into the company.

The Gunning Posting Service has opened for most favorable conditions. They are now posting for the Columbia Theater, Grand Opera House and Studbaker Hall, and also have paper out for A. H. Revell & Co., American Wall Paper Co., "Sunday Times," "Casarets," and a number of small adver-tisers. From all indications their plant will be kept full solely on account of the greater prominence of their locations, and the superior service they guarantee.

Mr. Edward T. Page and Samuel Davis, of this city, have established a unique school for the teaching of the practical side of ad-vertising. They at present have an enroll-ment of some twenty odd students. The course consists of instruction in composition, use of words, type, display, illustration, lith-ography, paper, rates, space, and all other details involved in the advertising business.

The town as I write is resplendent with the paper of Ringling Bros., and brilliant as the show surpasses it. There never was a greater concourse of people on the streets than witnessed their parade the night of April 12.

The American Bill Posting & Advertising Co. claim to have practically lost contracts for \$30,000 worth of bill board advertising, owing to the fact that the agents for Mc-Vicker's Theater have posted their notices over those of other of its customers, instead of confining themselves to their own space. An injunction has been granted the complainants by Judge Chetani, preventing the theater company from interfering with the complainants. The injunction specifies that managers of Mc-Vicker's Theater, Sport House, and all employees, and restrains them perpetually.

Notice.

The fifth annual meeting of the Rocky Mountain Bill Posters' Association, compris-ing Colorado, Utah, Arizona, Wyoming and New Mexico, will be held at the Windsor Hotel, Denver, Saturday, May 5, 1899, at 10 o'clock in the a. m. All members of the As-sociation are urgently requested to be pres-ent as business of the greatest importance will come before the meeting and there will also be the election of officers for the ensuing year. The candidates for office must be present at the election.

It is also of great importance to all bill posters, who are not yet members, to be present, and if not able to attend, to send their names and membership fee, so that their application can be acted upon at this meeting.

I trust that all who are able to attend this meeting will be present and I also extend a hearty invitation to all our customers and advertisers and I assure them that a pleas-ant time and a reception will be awaiting them.

Fraternally yours,

A. H. SEARLES, Secy. Treas.

The bill poster who can not afford to ad-vertise his business is poor, indeed and will lose his whole life long.

P. B. Oliver, of Findlay, O., called at the office of The Billboard—April 17.



A DEAD WALL.

Controlled by F. C. Parker, Macon, Mo.

HENNEGAN & CO.

Have just issued a brand new line of Posters for Picnics, Celebrations, Fourth of July, Fairs, Etc.

If you wish anything of this character write for Free samples,

HENNEGAN & CO.

127 E. Eighth St., Cincinnati, O.

WHAT THE DISTRIBUTORS ARE DOING

On Distributing.

BY JAMES A. CURRAN.

Denver, Colo., April 15, 1899.

I noticed a few good articles in your splendid journal in reference to distributing, which I read very carefully.

Now distributing is a very fine point in advertising. When a circular, book or pamphlet is properly distributed, put inside of dwellings, offices and business houses, it is an individual solicitor, and the advertiser distributing such matter is an individual advertiser, as far as the merits of his circular, pamphlet or book go. Of course in distributing you have to rely upon the honesty of the distributor, as of course it is impossible to check up distributing unless you follow up the different streets, and ask individually at the houses whether your advertising matter has been left there, at the same time showing one of your circulars. And advertisers would often do more distributing than they do if it were not for the fear of that deadly foe, "The dishonest distributor."

There are all kinds of distributors, and all kinds of prices. There is the distributor who does his work in a hap-hazard manner, going along the street and dropping the advertising matter over the fence, or throwing them on to the porches. Then there is the dishonest distributor who puts three or four pieces of advertising matter in one place, or not putting it out at all, or is in a hurry to get out the work and send in his bill for distributing same, and kicks if he does not hear from the advertiser at once. Then there is the distributor who is lazy; who works only the thickly populated portion of the city where he is distributing. He does not go to the outskirts, or on streets where there are only a few houses, nor does he go into the top floors of the business blocks, or up to top floors where families do light house-keeping. Then comes the honest distributor, who is a painstaking man, who distributes carefully, going to each and every house and family and leaving one piece; who thoroughly works the outskirts of the city or town, and inquires from the different druggists or grocers, or whoever carries the line of goods he is advertising, about the sales, and keeps the advertiser informed of his advertising as soon as possible. That man, is a success, and the goods that he advertises are always successful.

A great mistake many prospective advertisers make when they are about to have distributing done is in beating down the price. They say, "Is that the cheapest you can do it for?" Now, I argue that no distributing can be done properly and leave a fair profit for the distributor for less than \$2.00 per 1,000. One instance out of several that I could quote is of a distributor of this city who sent out a solicitor, and told him to get the distributing at any price. "No matter what you have to take it for, get it, and I will take care of the rest." He got 10,000 dodgers from Brooks, the Tailor, who has a large establishment in this city, and by contract to put them out for \$1.00 a 1,000. The result was, that Mr. Brooks caught one of the distributing boys in the very act of burning his circulars in their stove. There were from 3,000 to 5,000 destroyed. The distributor said: "I will make it all right," and tried to hush the matter up, so it would not get out. But here was a case where the advertiser lost his cost of printing, the price he would have to pay the distributor, providing he had not caught him burning the circulars, and most of all, the advertising value, or the results he would have obtained if the circulars had been properly distributed.

I also argue that when a distributor once secures a customer, and uses his utmost endeavors to see that the matter is properly distributed according to contract, and calls on the different stores and keeps in touch with the advertiser, he will not lose him. If advertising does not pay, why is it that the most successful merchants are the heaviest advertisers? Therefore, when the distributor succeeds in getting a lot of distributing to do, he should make good the above outlines.

The aim of every successful distributor of the present day is to promote the interests of the advertiser as far as he possibly can. He should also correspond regularly with his customers, and make his letters as short as possible, and if he misses their patronage should write that he would like to know why he is not receiving more distributing, and if it is his fault he would like to know it, and that he desires an answer to his letter. If possible, he will call on the advertiser personally, and answer all letters promptly.

Yours respectfully,
JAS. A. CURRAN.

Distributors in the South complain a great deal about traveling men employing negro boys and cheap labor to do their distributing. They say that the matter is invariably wasted, and if such be the case it would be impossible to get results; hence, cause advertisers to form the impression that it does not pay to advertise in the South.

The Pinhead Advertiser.

(Prize Contest.)

Council Bluffs will shortly pass an ordinance prohibiting the distribution of medicine samples. This is due entirely to bad service. The distributor is at fault, it is true, but the real culprit is most frequently the advertiser. The niggardly price he allows the distributor will oftentimes not admit of an able-bodied man earning a dollar a day.

This is a fact. We know of several instances. While it is true that distributors should refuse work that does not bear a fair price, it is equally true that to do so means inviting opposition, for inexperienced men, willing to undertake an experimental contract, are plentiful.

Most distributors know this, and prefer the lesser evil of accepting an unfairly low price rather than see some one else start into the business. The advertiser who offers a distributor less than \$2.00 a 1,000 on samples, comes very near to being an outright criminal. In speaking of the Council Bluffs movement the Omaha World-Herald, of April 17, says:

"The City Council will be called upon at its next meeting to take measures to prevent the miscellaneous distribution of patent medicine samples in this city. This has been one of the common methods of advertising patent medicine, small packages of pills or bottles of liquid medicine being carried from house to house and dropped in mail boxes, thrown on porches and steps, or behind screen doors.

"About a year ago a child named Hansen ate a quantity of pills distributed in this careless manner, and died from the effects of the drugs in them. There was much indignation at that time, but no action was taken by the city. The occurrences of a number of similar cases of poisoning of children by patent medicine samples recently, has again aroused public sentiment, and a strong demand is being made that something be done to stop the practice.

About a month ago a little daughter of J. A. Gorham, of the firm of Treyner & Gorham, got hold of a box of large pills, which a distributor had left at the door, and, attracted by the sweet taste of the sugar coating, ate a considerable portion of them before she was discovered by Mrs. Gorham. The prompt administration of an emetic averted serious consequences. Mr. Gorham followed up the matter at that time, and received a promise from the agent who caused the medicine to be distributed that care should be taken to place medicine samples directly in the hands of some adult member of each family visited, and he earnestly implored Mr. Gorham not to make any public complaint.

"The reckless distribution of medicines has continued, however, and Mr. Gorham and a number of others have taken the matter up, with the determination to have the city authorities to act."

If other cities follow the lead of Council Bluffs, or if the State or National Government takes the matter up and stops this potent form of advertising, the advertiser will have no one but himself to blame. It is

owing to his miserly greed and immoderate stinginess alone that Council Bluffs prohibits sample distributing. No catholic should be put out unless it is handed to an adult in the house. No distributor can walk to side doors, knock, wait for the door to open, hand in the sample and average over 100 pieces per day of ten hours. The best, the most experienced distributor you ever saw or heard of can not do better than this. And yet some advertisers offer \$1.50 per 1,000 pieces. There is lots of inducement for a distributor to remain honest under these circumstances.

Fake Associations.

The Manufacturers' Advertising Co. (Inc.) is the newest. They have the nerviest proposition that has ever been brought to our attention. Here is what the snaker says: "I desire to accept your proposition, and hereby agree to distribute one thousand pieces of advertising matter, which, with \$3.00 enclosed, entitles me, without further expense, to a fully paid-up life membership." For pure, unadulterated, double-distilled gall this is the greatest ever. And in spite of its transparency, they will get enough bites to make it pay.

The Nichols Advertising Co., of Galesburg, Mich., shroud themselves in silence, and refuse to answer "The Billboard's" letters requesting evidence of their standing, honesty and integrity. If they are not grafters they are just damp phoofs.

There is no distributor in the land but can afford 10 cents a month advertising himself and his business. That is just what it costs to have your name in our distributor's directory. It is alphabetically arranged, and your name will always be found just where the advertiser is looking for it. Is your name in it? Do you believe in advertising?

I want to compliment Mr. M. F. Sprenger, of Poughkeepsie, N. Y., on the fine line of stationery he is using. If distributors and bill posters generally would pay a little more attention to stationery, it would improve their business a great deal. True, good stationery costs considerable, but as a man is judged by his stationery in a great many cases, it seems to me that it would pay any one in the business to use the best.

Mr. C. W. Stutesman, the hustling bill poster and distributor of Penn. Ind., is sending out a descriptive four-page folder.

Dr. Burkhardt, of Cincinnati, sailed for England on March 28. The doctor will make a house-to-house distribution of samples in the cities of London, Liverpool, Paris and other large cities on the other side of the pond.

This is the distributor's weather, and the proper season to do the work. Any one in the business who has not about all he can look after at present lacks something. Either he did not solicit at the proper time or did not solicit enough. All those who are complaining of dull business should take the hint and go to work. Do not only advertise, but solicit the work through correspondence. Use a well written circular. It is a good idea to give list of patrons, also testimonials. Refer advertisers to your old customers, and if you have been doing their work in a thorough manner, they will be more than pleased to recommend and help you to get new business. Each new customer is worth at least \$25.00. A well-known distributor in a large city recently stated to me that it cost him at least \$100 in advertising, corresponding, etc., to obtain each National advertiser's contract. Of course the shipments are large, consequently, the cost of each customer is comparatively small. A distributing agency, who has a good trade in a large city, where it takes from 75,000 and upwards to cover the territory, is worth all the way from two to five thousand dollars in good, cold cash.



Crew of The National Distributing Co., Detroit, Mich.

Distribution Methods.

(Prize Contest.)

About three years ago two young men came to this city, from where the public knew not, hired a store for three months and opened their doors as an "outlet" of men's clothing.

Before their lease had expired it was renewed for six months, ere six months had passed it was renewed for eighteen months, and now they have a lease for ten years on the store in which they first ventured into the clothing business in the city of Providence. The combined influence of the clothing merchants was directed against them, and was effective in influencing the Providence Journal to refuse their advertisements. They took up the work of distribution, and have since regularly and methodically covered the State by this method of advertising.

There is another man who, to my knowledge, has on two different occasions had 10,000 posters printed with which to cover the city. Not meeting with the immediate anticipated results, he condemned the method as a waste of money. This man, also, had a method which doubtless was a waste of money, although his scheme of advertising was not necessarily so. His method of distributing was to stand in front of his store door until he saw some tax assessor, a boy, policeman, bus some tax assessor, when he would call out: "The boy, want to peddle some bills for me?" This man refused to pay \$1.75 per 1,000 to a local distributor as being robbery, but he paid an irresponsible youth, I know not how much, to scatter his posters broadcast on the highway, very much like the gossiping old woman, who was sent to scatter the feathers of a hen to the winds as she walked the streets of her city, and then attempt to pick them up again.

Distributing with the first named firm is a success, because it is well done. Distribution with the latter is a failure, because it is poorly done. Nowhere is the truth of the old adage, "If a thing is worth doing it is worth doing well," more fittingly applied than in the work of distributing.

To the business advertiser it is an element in his business that must be given respectful consideration, and systematized as does every profitable department of business. To the distributor it means method, which is the foundation of success. The man without method is in darkness without light. Like a battle without a plan is distributing without method.

It is an undisputed fact that the most successful business men are the greatest advertisers, the greatest advertisers are the ones who patronize the best distributors, and the best distributors are they with the best methods.

If you were to ask the successful business man the secret of his success, he would, in reflection, say "method." Ask any man who has made a success of life the reason of his success, he is a man of method. Who have won the greatest battles? The general of strategy who plans every step. Of one hundred men, let us say, striving for success, one receives a greater measure than all the rest. You ask why? and are told that he has the best method.

A scheme which I adopted long before I became an association member, was to start out with three men, each, like myself, carrying as much as he could, without being hindered. Each man was apportioned exactly the same amount of matter. We would then start on the east side of the river, which divides the city, and selecting a certain street to serve as our temporary boundary on the north with the city line on the south. With a companion I would then take one street and send my most trusted man, with an assistant, to the adjoining parallel street, saying, "do that," and I will meet you at such a place. Meeting him there we would reverse our direction, and meet at another appointed place, and thus we continued until all was completed from the city line to the street I had selected as a boundary. This much accomplished, what had been our boundary on the north now became our boundary on the south, another action was then marked out to be covered and the same method pursued. Knowing the city thoroughly, and the number of houses that I sent my men to visit, like any man of ordinary intelligence, I could readily detect judgment from the relative sizes of our bundles after meeting at our appointed place, whether or not any waste had been made.

I have had the same men work with me in winter that I had in summer, and this is what I always liked. For I have found it to be greatly to the advantage of the distributing business to employ men who can feel a sense of responsibility and interest in their work. Give a man respectable pay and he will have that interest. The element that binds a distributor, and also his men, together, faithful, enthusiastic service, is the element of remuneration. Good wages will hire good men, good men will have good methods, good methods will accomplish good results.

NEW ENGLAND BULLETIN SIGN CO., Providence, R. I., April 23, 1899.

W. W. Rush, a distributor at Altoona, Pa., has invented and patented a shade box that will prove a big bonanza. He needs capital to put it on the market, and all you with a few hundred dollars to invest can get a share of a mighty good thing by writing him.

A. Long, Sherman, Tex., sends in a report saying that some time ago William H. Long's "Nine O'Clock Tea" samples were distributed. Work was done in such a poor manner that he reported to the firm, who sent an inspector to his city, and upon investigation found things just as I reported. The inspector promptly made contact with Mr. Long for another distributor, to be made at once, and Mr. Long was highly complimented on the thorough manner in which the work was done.

Who 'Tis Items.

report reaches me from Stanton, Pa., Mrs. F. E. & J. A. Greene's matter was finally wasted in last distribution made.

Mr. K. E. Hafer, General Manager of the Chase Co., Philadelphia, sailed for England March 22, to look after the large and growing business of the above named concern.

The Clara McNeill, of Lancaster, O., is out on a neat little job, giving the duties of the territory she controls. Mrs. Nell is the leading bill poster and distributor at Lancaster.

The W. H. Husted Advertising Co., of Philadelphia, Pa., have issued a very attractive plan calling advertisers attention to the fact that Mansfield, Pa., to be held at Smythe St. Mansfield, Pa., September 26, 27, 1899.

Distributors are advised to be on the look out for the Consumers' Distilling & Tobacco Co., also, Springfield, Mo., and Paul and Alfred, except nothing but cash in advance on these terms.

During the month of April the I. A. D. has had twenty recruits to their list, and the secretary has on file a large number of applications which he is giving the usual rigid investigation.

Distributors are requested to quote prices on work advertising the Elks, Carnival and Holiday, to be held at Findlay, O., June 17. Address Mr. Henry L. Glessner, 957 W. Sandusky street, Findlay, O.

Mr. A. E. Drier, of Burlington, Iowa, reports business very good. He says that the local Council has recently passed an ordinance creating a license of \$2.00 per year for distributing.

I have the following report from a Circulation O. correspondent: B. H. Bacon, Rochester, N. Y., is having this town supplied with Celery King. Their own man is making 1 1/2 after the work two and three packages in a year, as usual, done by boys.

Harry Gear, representative of the I. A. D. at El Paso del Rebol, Cal., has extended his territory to San Luis, which will be his headquarters in the future. The local paper of the last named city gave Mr. Gear quite a nice notice in a recent issue.

A. J. Finn, Cheboygan, Mich., reports business slow up to the present date, but says that he will soon commence a distribution of Dr. Greene and one for Drs. Kennedy & Keenan, and will also place samples for B. H. Bacon, of Rochester, N. Y. He is now working on 2,000 samples for Dr. Braun, of Abion, Mich.

It is reported that the Dr. Miles Medical Co. are having a larger demand for their celebrated remedies than ever before known in the history of the firm. I believe that considerable of this increase is due to the improved service they are receiving in their house distribution.

Since the last issue of "The Billboard" there has been a change of proprietors of the Twin Cities Distributing Agency of Pittsburgh, Pa. Mr. Hudson having sold out to Mr. J. E. Mahoney. The new proprietor is most highly recommended by prominent Pittsburgh firms.

To avoid unnecessary trouble for errors, it is requested by both the publisher of the "Billboard" and Secretary Stenbrenner that all remittances due "The Billboard" be forwarded direct to that office, and all money intended for the Association be paid to the Secretary.

The Jones Advertising Co., of Erie, Pa., would like to hear from distributors. In writing them you are requested to state first the territory you cover, second the number of pieces necessary to reach the better classes, third the rate per piece, fourth, the commission you are willing to allow for placing the work.

Mr. G. A. Brauman, of Troy, N. Y., in reply to the I. A. D. dues, writes as follows: "I have been worth ten times that amount to me in the last year. An endorsement of this kind should satisfy any distributor who is hesitating about joining the I. A. D. Secretary Stenbrenner says that he receives many similar testimonials."

No doubt distributors throughout the country are receiving circulars from the "Manufacturers' Advertising Co.," 111 W. Thirty-fourth Street, New York City. This concern is after \$3. I think it is about time that distributors would hold on to their money, and would advise every one of them to turn down any proposition they may receive from concerns of a similar nature.

Messrs. J. H. Haynes & Son, of Tronton, O., have sold out their distributing business to Mr. Crossley, and the gentleman at once made application for the I. A. D. franchise. Mr. Crossley comes very highly recommended, having on his list of patrons a number of the leading advertisers. Mr. Haynes states that Mr. Crossley was the only competitor when he considered worthy of notice.

We give the following abstract of a letter received from the Spaulding Advertising Agency, Boise, Idaho: "We are aware that we are a long way out West, and the National advertiser thinks we are Indians and cowboys, no doubt, but we have a fast-growing population of plain out-and-out Eastern people, troubled here, as elsewhere, with the several aches and pains that the human kind are heir to."

It looks like Messrs. Stevenson & Solomon, of Jackson, Mich., are having their full share of patronage. Here is a list of work done by them during the month of March: Morrison & Co., 5,000; Greene's Nervura, 5,000; Hesse Shoe Tobacco, 8,000; Dr. Chase Co., 7,000; Leonard Belfer (local), 5,000; Dr. James Co., 7,000; Trades Council (local), 4,500; Boardman's Millinery (local), 2,500; Elks' Fair (local), 10,000.

C. I. Hood & Co., Lowell, Mass., of "Sarsaparilla" fame, are to be congratulated on the improvement in their distributing at Cincinnati. I understand that their distributor had been reported for poor work by one of his competitors, which immediately brought an inspector on the ground. Matters were just about as reported. The offending distributor was reprimanded and given another trial. For the benefit of all concerned, I will state the Standard Distributing Service is not handling Hood's work.

Mr. Geo. Fischer, of the Fischer Distributing Agency, Omaha, Neb., reports that the advertising matter of the Foster-Milburn Co., Buffalo, N. Y., was put out through cut-rate druggists of Omaha. We quote Mr. Fischer's own words in speaking of the matter: "The work was simply vile, not a single one went into a house. We called the attention of a druggist at Sixteenth and Corby streets to the work, who saw the man, a 'nigger.' It will be a complete waste of advertising matter. So much for shipping matter to a druggist. Very few of them employ a reliable distributor, as it is cheaper to employ some roustabout."

There is not the least doubt about having a big attendance at the coming I. A. D. convention. Distributors all over the United States have signified their intention to be present. These reports are not only from near by towns, but from Maine to California. There will be a great many distributors attend who are not members. Anyone who can possibly afford to do so, should not miss being present. It will be a splendid opportunity to get pointers and meet with many of the leading advertisers of the United States. There will be ample arrangements made for the entertainment of the delegates and guests. A good time is assured every one. Come, you will be welcome.

Mr. Stenbrenner relates the following: "A short time ago a local merchant called at my office and made inquiries regarding a house-to-house distribution, stating that he would make a trial of 20,000. When the price was quoted he thought it was too high, but after talking the matter over, placed his order. The matter was distributed in a thorough manner, and when the work was completed the bill was sent in. The check arrived in the next morning's mail with a letter requesting a representative to call at his place of business. The request was complied with, resulting in an additional order of 20,000, the merchant stating that he was perfectly satisfied with the service. If local merchants, generally speaking, would only give a high-priced distributor a trial order, I am convinced that they would never look for a cheap service thereafter."

I take it for granted that every one who reads the items in this column is interested in distributing in one way or another, and is anxious to get all the news and wonders why there is not more of it in each issue of the "Billboard." Did it ever strike you, dear reader, that if you had sent in the little news items you hear of what an improvement it would make in the Distributors' Department of this journal? You may think that the bits of news in your locality would not be interesting to others. What if every one thought that, where would I get my information for these columns? Let me urge you to send in everything that you have as news in our line. The "Billboard" is improving right along, and will continue to do so if every one will contribute their share. By writing an article. See if you can not win the prize offered by the Editor. It is worth a trial. At least, let us hear from you once in awhile.

The following clipping from the Detroit News of March 23, 1899, may be of interest to distributors and manufacturers of proprietary articles.

In spite of the fact that prominent dealers in proprietary medicines deny knowledge of any movement to effect a consolidation of the principal manufacturers, it is claimed that such a scheme is on foot and several manufacturers have been approached with overtures. It is alleged that the medicine trust will be capitalized at \$25,000,000. While no plans are given out, it is claimed that there is no intention of doing away with any of the well known medicines. Each will be sold under its own special name or brand, with due regard to its popularity. The saving would be in the cutting down of expenses in the managerial and executive branches.

Wm. C. Williams, President of the big Detroit firm of Williams, Davis, Brooks & Hinchman Sons, was asked about the combine this morning, and said it was news to him. No overtures have been made here, and he doubts the feasibility of such a combine on general principles. For instance, the J. C. Ayer Co. and C. I. Hood & Co. both make celebrated brands of sarsaparilla in the same town, and Mr. Williams failed to see how their business could be pooled or made anything but competitive. Williams, Davis, Brooks & Hinchman Sons are large manufacturers, as well as holders of proprietary medicines, and make a well-known brand of sarsaparilla, called Johnson's. They ship it all over the United States. Mr. Williams exhibited today's orders from Texas, Florida, Colorado and half a dozen other parts of the country.

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A MONTHLY EXPERIENCE MEETING AND AN OPEN COURT

It is a waste of time for correspondents to write us, mentioning work they are doing, unless the firm name and address of each advertiser is given in full. We do not publish letters as a free advertisement for the writer, but on account of the interest in them for our readers. The name and address of a firm that is actually posting, distributing, painting, demonstrating or tacking signs is always NEWS. It enables our readers to write them with a prospect of obtaining a share of their business. WHENEVER YOU MENTION AN ADVERTISER GIVE HIS NAME AND ADDRESS IN FULL.

Editor of "The Billboard": Dear Sir—I was so much interested in reading your "Psychology of Advertisers," which formed the editorial in your April issue of "The Billboard," that I take the liberty of writing you my appreciation of the subject. You strike the keynote. The influences of certain forms of advertising upon certain minds under certain conditions is a study profound and valuable to any advertiser, and the wonder is that it is not more seriously studied. But then it is too deep for the average advertiser's mind. Whatever is deep is annoying, and the advertiser dismisses it with impatience and concerns himself with more material matters. The ramifications of the mind—the tangent of ideas resulting from first thought—the receptive mood as well as the analytical and deductive faculties are subjects to which no writer has yet done justice.

In the minds of many the serious consideration of a profound abstract matters is a subject for jest. If you have ever traveled through Utah and noted the ignorance of the farmer class there, then compared that with the intelligence of the similar class in New England, you will appreciate the importance of advertising matter prepared to strike the mind to which it is directed. Just so with many other States.

Some minds demand the flippant—others the serious, others the bombastic, others the simple, others the complex, others the talkative, others the dogmatic, others the logical, others the artistic, others the sensational, and so on. In times of war and political excitement people's minds become abnormal and then the dramatic and sensational are effective. In ordinary conditions, the logical accomplishes more. The demand for logical advertising is growing greater, thanks to increasing intelligence and competition. Just how to mix with the logical a due proportion of brilliant lightness and art is a problem that every advertiser should consider most carefully.

The analytical and deductive faculties, as far as I have been able to learn, have reached their highest development (in America) in Boston. You would not think so by Boston's advertising. But then advertising—nor newspapers—in a community do not always reflect the intelligence of the people. Commercial travelers are profound students of the vagaries of mind. One drummer will tell another: "How Jones likes to talk of so and so, and if you can get him talking on that subject, at the end of half an hour the chances are that he will surprise you with a sudden order." In fact, commercial men are deep students of psychology all the time, although they may never suspect it.

The average mind after a period of serious study must spring back into the whimsical, ridiculous and festive in order to recover its equilibrium. That explains why so many farce comedies and light literature drown Shakespeare and solid mental food. The comedian in private life is grave; the tragedian happy. The receptive mind must wait the advertiser's work, otherwise he is wasting ammunition. When there is a superabundance of advertising on a subject the slow advertiser clever, dramatic or farcical enough to impress minds already filled with an existing food. When there is a clear right of way a lesser effort will bring results, but the better the effort the better the results. These thoughts were suggested by your editorial, and your editorial suggested the letter. I will watch your succeeding remarks on the subject with deep interest. Yours very truly, J. ANGUS MACDONALD.

Woonsocket, R. I., April 3, 1889. Editor of "The Billboard":

Dear Sir—Seeing an article in the March issue of "The Billboard" from "Proctor & Nye," of Lincoln, Neb., referring to "The Dr. Shoop" mode of dealing with distributors, brings to mind a little experience that I had with that company.

Two years ago I received a letter from Dr. Shoop Co., asking if I wished to do this work and saying that they paid \$1.50 per m. I answered same, saying that my price was \$2 per m., and would guarantee the best of service, but not accept the work at their price (\$1.50 per m.).

A short time after my letter to the Dr. Shoop Co., my brother received a letter from them, offering to appoint him as their distributor in this city at \$1.50 per m. He being an employe of this concern, turned the letter over to me, and I answered same.

Well, they finally secured the services of a man, and to him they entrusted their work. During the month of February, 1889, I received another letter from "The Dr. Shoop Co.," saying the service had not been satisfactory, and again asking me to do their work at the old price of \$1.50 per m. They enclosed a contract, which I filled out and inserted \$2 per m. in place of the printed price of \$1.50.

After waiting a short time I ran across a bunch of SIX "The Dr. Shoop" booklets in the hallway at my home, and upon following this distribution (in the immediate vicinity of my home) I found other evidence of very poor work.

Upon inquiry, I found that the work had been done by a concern located in Providence, R. I., and that this city had been distributed in ONE DAY.

Now, if this Providence concern received 5,000 (the required number) booklets for distribution in this city at \$1.50 per m., how can they give decent service, and make a cent, after paying cartages (80c per man for round trip from Providence), and also paying their help?

To distribute this city, it takes me (with two men) nearly three days, and I fail to see where the "Dr. Shoop Co." have saved a cent by employing a concern that gives the kind of service that they received here during the month of March, 1889.

Medical concerns that are not willing to pay a fair price, and cheap distributing concerns that do work for "any old price," are just the people that block the wheels of legitimate trade and prevent a distributor from receiving a fair price for good service. Very respectfully yours,

WILLIAM O. BACKETT, Manager City Bill Posting Co. Woonsocket, R. I.

Denver, Colo., April 13, 1889. Editor of "The Billboard":

Dear Sir—We had a very pleasant call this week from Mr. D. K. Wade, who is representing "Cascarets." We made a contract with him to distribute Denver, Pueblo, Colorado Springs and surrounding towns. We have found Mr. Wade very much of a gentleman, and thoroughly up-to-date and painstaking in regard to his distributing matter.

We also closed a contract with Levering & Co., of Baltimore, to distribute 10,000 circulars, advertising Levering's coffee.

We did a large amount of distributing for the last election that took place in this city, handling upwards of 70,000 pieces of distributing matter for the different political parties.

Mr. Hartwick, representative of Pyle's Pearlina, called April 3. We sampled the city of Denver for him. We put out 500 samples to the physicians of the cities of Denver, Pueblo and Colorado Springs, advertising Mellon's Food Co., of Boston.

Closed contract for 75,000 pieces of distributing matter, advertising Bromo Seltzer, Emerson Drug Co., Baltimore.

Distributed 25,000 pamphlets for Dr. Chase Medical Co., of Philadelphia, in Denver. Seventeen thousand samples containing pills advertising Dr. Gumm, of the Bosanko Medicine Co., of Philadelphia.

Distributed 35,000 pamphlets for Dr. Miles Medical Co., of Elkhart, Ind.

Thirty thousand pamphlets and papers for C. I. Hood & Co., of Lowell, Mass.

Dr. Cooper, Denver, "Cooper's Tea," 100,000 for Denver and throughout Colorado. Yours respectfully,

JAS. A. CURRAN.

Editor of "The Billboard": Dear Sir—I have bought out the business of J. H. Haynes & Son, of this city, and have joined the I. A. U.

I have just finished doing some sampling for Mr. H. H. Bacon, of Rochester, N. Y. It was the first work I ever did far home. I handed the samples to the lady of the house, at the kitchen door. I was paid to do that kind of work. If the advertisers would pay distributors enough for their work, so they could do it in the way it should be done, they would get good returns. It would make the distributors feel better. What satisfaction it is to stick a sample under the door or over it, when, if we would hand it into the lady of the house, they would be sure to try it. I am speaking from personal experience, and of people I have known ever since I began the advertising business, and that is over six years. A few days ago, when I was doing work for the above-named firm, I found two and three families living in a house that looked to be only large enough for one. Some told they never got anything that came around.

I very often receive letters from firms saying they want a distributor in front, and will pay \$1.50 per thousand for circulars and samples, as the case may be, and "if you can do it for that price fill out the application blank." I can not afford to work for that price, so refuse rather than take it. I do no work at all for less than \$2 per thousand, and sampling according to size, weight and the way in which it is to be done.

This is a very scattering town in some parts to work as the traveling men for Miles Medical Co., W. T. Hanson & Co., C. I. Hood & Co., and Foster-Milburn Co., could tell you. Yours very respectfully, H. C. CROSLBY.

Knoxville, Tenn., April 18. Editor of "The Billboard":

Within the last few months I have received several communications from other States, asking my opinion of forming an association in the South. I have been strongly in favor of doing this for a number of years, and talked the matter over with Mr. Campbell two years ago while in Chicago, and he seemed to be of the same opinion as myself. But there is no one Southern State with enough bill posters in to form a State association. It will be best to form a Southern State Association. Now I see the matter has again been taken up by other bill posters, and I certainly intend to meet them in Atlanta on May 15, and do all in my power to make the same a success. Business with us has been very good this spring, considering the amount of rain we have had.

We would advise all local bill posters to write to the Marble City Drug Co., of Knoxville, as they are doing some nice posting.

Hoping to meet all Southern folks as many Northern as can come) bill posters in Atlanta, I am fraternally yours, E. C. BARNES.

Schenectady, N. Y., April 17, 1889

Editor of "The Billboard":

Dear Sir—Notwithstanding my inexperience and lack of important information with which to interest your readers, I will endeavor to contribute a few lines; at least, to that very important department of your most interesting publication, "A Monthly Experience Meeting." Although I have not manifested much interest in your worthy efforts to make this feature of "The Billboard" one of the most interesting, from the distributors' view point, in our official journal, let me assure you that I appreciate its inestimable value, and I regret that I am unable to contribute more to your efforts than an occasional "tale of woe," such as I am now about to relate.

In the first place, I have practically done no work at all during the winter. This, however, is perhaps nothing remarkable, but I mention it for the benefit of those of my brother distributors who have been in the same boat, for I really do believe that there are others besides myself who have been confronted with such conditions, and it may please them to know that they were not alone in their troubles. There is another chapter of my experience, however, which has been somewhat discouraging. I should have said in the beginning that my lack of work during the winter has probably been partly due to own obstinacy. I made up my mind long ago that distributing in this city was worth \$2 per thousand, and, not being in the business solely for my health, I have refused several contracts in which the price offered was less than that amount. These offers came from advertisers which I knew would demand first-class work, regardless of the price paid, and knowing that I could not do the work as they desired to have it done, and make a living at the price offered, I have refused the contracts.

All communications which I have received from advertisers, regarding my prices for distributing matter, have been promptly answered, but in many cases after sending them my price lists, our negotiations have ended. Some of the firms, however, have answered my communications, saying that they had never paid more than this, or that amount for their work, which was invariably less than my price, and consequently I could not meet the work.

Then, again, there have been cases where these same firms have given their work to a couple of "cheap men," who reside in this city, and, in a few days, a person could go through most any street in the city and see valuable advertising matter lying on the front stoops, or in the back yards, of the residences. These men, whom I call the "kids," who are experts in the art of disposing of valuable advertising matter. Their ruthless distributing of circulars, booklets and other printed matter has caused the city authorities to pass an ordinance against depositing such matter in places where it can be blown in the streets, and it seems probable, now, that the sewer department will have to take stringent measures to prevent the sewers being stopped up.

Dr. Miles and the Pe-ru-na Co. have recently distributed in this city, but I am not sure as to who did the work. Dr. Miles' work seemed to be pretty well done, but the Pe-ru-na Drug Co.'s distributing was done on the wholesale plan; for example: The house I live in is occupied by two families, that is, including my own. At this house, or, rather, on the front stoop, the distributor left seven of the Pe-ru-na books.

I have just completed the distribution of 3,000 sixteen-page books for H. F. Jackson & Co., Indianapolis, Ind. This firm sent me their work without the usual preliminary correspondence regarding prices, &c. Nevertheless, they informed me that their bills were usually \$1.50 per thousand.

About three months ago I received 6000 small books from Drs. Kennedy & Kergan, of Detroit, Mich. These I still have in my possession, for upon my first attempt to distribute them I was stopped by a police officer and taken before the Chief of Police. This gentleman claimed that the books contained obscene literature, and that I would be arrested should I distribute any more of them. I communicated these facts to the doctors, and they told me to hold the matter subject to their orders. I have not yet received those orders. In the meantime I have consulted several lawyers regarding the matter, and they say that I could fight the authorities and win, but it would probably cost more than the distribution would be worth.

Despite all these difficulties and discouraging incidents, I am still in the distributing business, as you will see by the circular letter which I enclose with this. I expect to remain in the business, too, as long as I can get an occasional contract from advertisers who appreciate honest work and are willing to pay a reasonable price for the same.

With best wishes for the success of the I. A. U. and our official journal, I remain yours respectfully, HARRY F. MILLER.

Liberty, Mo., March 28, 1889. Editor of "The Billboard":

Dear Sir—I noticed in the March number of "The Billboard" a few remarks made by Mr. A. E. Harbough. Among other things, he says that the sign painting department of "The Billboard" is made up of a lot of dry material. I was glad to hear him say that, for it is just what has been plying on my mind for a long while, and he certainly hit the nail on the head.

This department does not hold its own with the balance of the journal. I have been PAINTING signs of every description for the past ten years, and I do not consider myself one of the BEST sign painters, et. er, but I don't think that a young man who has no more ability than I have would think he had learned anything from reading some of these articles on "How to letter." I can make a dozen different styles of letters and do it off-hand, and a letter pattern would be a handtrap to me in any bulletin work I undertake, and in almost any other kind of sign work.

The best way I know of to learn to paint

a bulletin is to learn first how to letter, then to space, and finally to make a sign wording till a specified space by eye measurement. The main thing after having learned all of this, is to learn how to get the work to do, and this is the one thing that I have not learned yet. I thought I was on the right track when I learned of N. S. P., but it seems as though that is going to be a failure, for everybody seems to be interested in it but Mr. A. E. Harbough and myself.

I have been trying for some time to secure a permanent position as an ad-sign painter and have failed, and so have some of my friends who are in the same business. It is nonsense to say that there are not many sign painters who can do bulletin work. An ad in a city newspaper will bring a dozen at the first issue. If this was not so I would surely get a No. 1 job in short order, for I am temperate, industrious, and all I want is a chance to prove my ability.

If this will look better in the waste basket put it there.

Wishing "The Billboard" and its patrons the best success, I remain, yours truly,

C. H. SPURLOCK

Rockville, Ind., April, 1889.

Editor of "The Billboard":

Kindly allow me a little space in your valuable paper to tell my friends, advertisers and bill posters what is going on in Rockville, in the Southern Indiana coal field, 25 miles north of Terre Haute and 68 miles west of Indianapolis.

Our business has been as good as could be expected all winter, and work from our patrons has been coming in regularly every month.

We have posted the following show paper at 3 cents per sheet:

Stetson's Uncle Tom's Cabin Co., Creston Clark Co., Davis Columbian Minstrels, Davis & Busby, Ten Nights in a Bar Room, Robert Downing in The Gladiator, A Jolly Hot Co., The Late Mr. Early Co., Haverly's Minstrels, Sadie Raymond, Missouri Girl, and Davidson's Old Armer Hopkins Co. All these shows did well here, in fact Rockville is said to be the best town in the State for its size.

The following is a list of our commercial work for March: 100 3-leaflets for Connely's Cigar, 100 3-leaflets for American Eagle Cigar, 25 20-leaflets Casarets, 500 1-sheet Cascar, 25 2-sheet No-To-Bac and 55 3-leaflets Jones Hair Restorer. I am confident that this is a good showing for a town of 3,000 population.

The bill posters in the small towns will probably wonder how so much work comes to me. I will tell them the secret. Any man who will be conscientious and pay strict attention to his business can in two or three years have all the bill posting and distributing he can do.

One company which deserves to be given the cold shoulder by all bill posters and distributors is the Northwestern Yeast Co. This company never gives its advertising to local men, but instead have a number \$25 a month salesmen out for them, some of whom I know from experience, haven't enough sense to know that the war with Spain is over. They tack signs on your boards or any old place—it does not matter to them. I have written to the company about it any number of times, but they have not even shown the common courtesy to answer my letters.

It won't be long, though, before they will be glad to contract with local men, because good men can not be had for \$25 a month, and others do not pay.

Bill posters, get ready, get your supplies and rebuild your boards for the rush which is coming this summer, it is bound to come, and when it does come be prepared to be as it with the rest. The county fairs and street fairs will soon be coming, and if the bill posters work it right they may be able to contract for the posters, as well as the posting. If you do hear of any movement where advertising will be done, go after it, drop a card to the two leading printing houses in the country. The Donaldson Lithographing Co. and the Honeman Co., both located in Cincinnati, O., for prices and samples. They will be glad to send them to you.

I would like to hear from some brother bill posters once in a while, through "The Billboard." What is the matter with D. B. Stevers, Denison, Iowa, W. White, Lemars, Iowa, Mr. Thompson, Harper, Kas., W. W. Rusk, Osage City, Kas., A. Wood, Centralia, Mo., and lots of others? Fellows, give us a letter now and then.

I noticed in the two last issues of "The Billboard" an article by Mr. Van Sycle, of Indianapolis, concerning some distributing done in that city by Mr. Will A. Molton. I happened to be in that city at the time the distributing for Drs. Kennedy & Kergan was done by Mr. Molton's agent, and saw the distributors working from house to house, and to all appearances the work was being done very well.

With regards to all, and best wishes for the continued success of "The Billboard," I remain, respectfully,

EMMET LITTLETON

Hallstead, Pa., March 13, 1889.

Editor of "The Billboard":

Thinking that my experience as a distributor might be of some interest to your readers, I will give it. I have been distributing for eight or ten years, and consider that there are still things for me to learn about it.

The first question that confronts a distributor is: What is the best way to get your work into the houses? There are different ways to do this. Leaving matter in the mail box seems to work very well for the medicine companies, but even then people will throw it in the street, because of their disappointment on finding advertising matter instead of mail. Steeking paper in the door jams works all right, as does sliding it under the doors, where you will have no trouble with kids destroying your work.

Above all, ring no door bells, for if you do your work will be in the street almost as soon as you are. One big mistake made by

Each local and traveling distributors is in... a house when it is far back in the...

In the last three months we have done... for two advertisers who did not have...

There are two ways to suspect, that is, to... how the work is being done. One is to...

Being that someone will get a pointer or... two from this letter, I remain, respectfully,

JAS. S. PLANTON.

Nisholovskiy, Ky., March 29, 1889.

Maybe some of your readers will be inter-... in what we are doing. Last week we...

Our business is increasing each week. We... have lately added sign writing, and are...

We receive "The Billboard" regularly and... would not do without it for ten times the...

JELLY'S BILL POSTING CO.

Mansfield, O., April 17, 1889.

Dear Sir: Have been quite busy during the... past few weeks. Aside from our theatrical...

E. R. ENDLY.

M. Mitchell, Ore., April 16, 1889.

Editor of "The Billboard":
Permit us a few lines in your valuable pa-... per. We have just finished the distribution...

R. F. BANGASSER & CO.

Heonington, Ind., April 15, 1889.

Editor of "The Billboard":
I have done distributing for the following... firms: L. S. Kennedy & Keran, Detroit;

L. E. KRUEGER.

Milan, Mich., March 29, 1889.

Editor of "The Billboard":
I herewith mention the work I have done... and if you consider it worthy you may pub-...

W. H. REIDMAN.

Williamport, Pa., March 29, 1889.

Editor of "The Billboard":
I am glad this evening that I can let my... I. A. D. brothers know that I am still in the...

Prairie City, Ia., April 13, 1889.

Editor of "The Billboard":
Probably my experience in the distributing... business might tend to reduce the feverish...

Some ten years ago I was influenced by... newspaper advertisements offering from...

I did not receive a single reply, so the... dose was repeated, with the same result, save...

In '91 I worked in California with a... traveling representative painting signs for...

Two years ago, being in charge of one of... the best printing offices in Iowa, and in touch...

From the very first I decided to engage... in the business. I have each distributing a...

This is my career-hobby story, and there... is a lesson in it for every young man who...

FRANK V. DEAPER.

Editor of "The Billboard":

Dear Sir and Friend: Notwithstanding your... kind suggestions made at the foot of my last...

Editor of "The Billboard":

I wish to thank the editor of "The Bill-... board for the many favors conferred upon...

THE ONLY ALPHEA CITY BILL POSTER.

Daniel Alpena, April 22, 1889.

made me forget myself for the time being... When such men as Houghtaling & Stahl-...

This syndicate of conspirators to control... the bill posting business of the country...

I am not unfriendly toward the association... I believe in the principles contended for...

Houghtaling & Stahlbrodt, however, are... experts in the art of misrepresentation...

In the meantime, I desire to repeat that... I am doing business at the old stand, and...

It may be that these "honorable" gentl-... men have received the bill posting business...

I wish to thank the editor of "The Bill-... board for the many favors conferred upon...

THE ONLY ALPHEA CITY BILL POSTER.

Daniel Alpena, April 22, 1889.

THE WEST INDIES ADV. AND BILL POSTING... Co. has been incorporated under the laws...

Capital, \$30,000.



Advertisements under this heading will be... published at the uniform rate of 10 cents per...

- Boston Job Print. Co., 4 Alden, Boston, Mass.
Brooklyn Daily Eagle Job P. Co., Wyn N.Y.
Calvert Litho Co., Detroit, Mich.
Central City Show Print. Co., Jackson, Mich.
Donaldson Lith. Co., Newport, Ky.
Erie Show Printing Co., Erie, Pa.
Forbes Lith. Co., 1811½ Vanshire, Boston, Mass.
Great Am. Engr. & Print. Co., 57 Beekman, N.Y.
Grave Litho. Co., The Milwaukee, Wis.
Haber, P. B., Fond-du-Lac, Wis.
Hennegan & Co., 127 E. 8th St., Cin'ti, O.
Morgan, W. J. & Co., St. C. and Wod, Cdeve, D.
Morrison Show Print, Detroit, Mich.
National P. & Engr. Co., 346 S. Wabash, Chl., Ill.
Union and Advertiser Co., Rochester, N. Y.

NOTES.

E. C. Neelo, the popular and widely known... manager of the poster printing department...

The date book issued by the National Show... Printing Co. is the finest ever issued.

A newcomer among the circus printers this... season is the W. J. Morgan Co., of Cleve-

Hennegan & Co. have at last allowed a... month to go by without adding to their fa-

It Is High Time.

Publishers are becoming more careful... every day in protecting their readers against...

The Philadelphia Record has gone a step... further than this. It has recently sent out...

This may seem like poor business policy to... men who consider money-making the only...

There is such a thing as honesty and... high-mindedness even among publishers.

The Elks recently gave a travesty on Ro-... meo and Juliet, at Topeka, and solicited ad-

GEO. B. PALMER, UNDERTAKER.

Can fix you up after your disease... so beautifully that you can look...

Cut Rates on Ladies' and Gents' Caskets.

To say that Mr. Palmer was horrified when... he saw this thippant treatment of his busi-

Additional New York.

Thaddeus B. Elker, editor and publisher of... the National Advertiser, was arraigned by...

In his complaint Mr. Bates stated that... an article had been published in a recent...

Mr. Elker, when given a chance to defend... himself, stated that the phrases to which...

Advertisement for John Drew Cigarettes. Features a large illustration of a man's face and the text 'A MILLION A MINUTE' and 'JOHN DREW CIGAR'.

A Good One by Gunning, Chicago.

THE BILLBOARD.

Published First of Every Month, 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; no discount for time or space. Copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

The Billboard is sold in London at Laid's Exchange, 57 Abchurch Lane, and at American Advertising Newspaper Agency, 100 Nassau Street, New York, N. Y. In Paris, at Biondini's, 27 Avenue de l'Opera. The trade supplied by the American News Co. and its branches. Remittance should be made by post note or express money order, or registered letter addressed and made payable to The Billboards and Pub. Co. The advertiser can not undertake to return unsolicited manuscripts; correspondents should keep copy. When it is necessary to wire us for instructions and copy for advertisements, great saving in the matter of telegraph bills may be had by recourse to the Donalson's Code.

MAY, 1899.

With this issue we take Advertisers out of the editorial columns and give it a department of its own. This course is necessary because of the rapid advances it has made of late, and in order to provide more room in which to print a larger installment each month.

At the outset the work progressed slowly. It was all so new, and had to be so rigidly and repeatedly tested that no great amount of matter could be prepared, even in a month's time. It is forging ahead much more rapidly now, and in a highly satisfactory manner.

We are in a position to state unequivocally and unhesitatingly that Advertisers has discovered much new and important truth, and is in a fair way to discover much more. We can also assure our readers that we are fast approaching a stage where it will be possible to make it less heavy and recumbent, without writing loosely or being prolix. A few observations in a lighter vein may not be amiss now.

The art of advertising without a due regard to its science degenerates into empiricism; and the science without the practice of the art becomes little better than a code of barren abstractions, lacking the vitality of development. We are constructing the science of Advertisers for practical men. We expect the science to go hand in hand with the practice of it. Every step in advance taken by the one should be followed by corresponding progress of the other. It is the business of Advertisers to discover laws and arrange them; that of advertising to test and try them. Advertisers will build up a structure of general rules and principles; advertising supplies the facts—the materials—out of which and upon which the structure is reared.

In this connection we wish to acknowledge the inestimable aid we

have had from the records of the advertising journals. Without recourse to their files the task would have been well-nigh, if not altogether, impossible.

Printer's Ink, Profitable Advertising, Advertising Experience, Fame, Brains, and all the others have been placed under contribution, and all have yielded richly and abundantly. They give us facts galore—a perfect riot of them—in which the scientific mind may fairly revel.

But though prodigally lavish in their abundance, there is no more order among them than exists in a load of coal. Arrangement and connection are entirely absent. Their teaching is altogether without method, and they are hopelessly handicapped by the lack of it. No man ever became a great teacher until method had become to him a living and substantial reality.

Archimedes was a great discoverer, but in a sense his genius died with him. He did nothing to perpetuate himself, for he had no recognized method, and bequeathed to posterity no creative principle beyond the isolated facts and disconnected propositions which he discovered. His mind was essentially individual, and his contempt for concrete science, which he was eminently qualified to adorn, caused the secret of his power to die with him.

It is a matter of wonder that our advertising journals, otherwise so excellent, should be so woefully wanting in this respect. Method is everything. Its importance can hardly be overestimated. Socrates was not a great geometer, but he gave us a method of philosophy which determined the character of the schools of antiquity; and the catechetical form in which he gave his instruction has been distinguished by his name. Euclid, very likely, never discovered a single proposition in geometry, but he gave us a synthetic method that will endure as long as science is cultivated. Bacon made no discovery in mathematics, nor did he add one fact to our stock of physical knowledge, but he effected a greater purpose—he gave us the method of universal philosophy. Newton was a great discoverer in every department of mathematics and physical science, but he also gave us, in his Principia, the embodiment of a synthetic method of teaching mixed mathematics that will probably endure and co-exist with the law of gravitation itself. So it is with journalism—the most distinguished teachers are ever those journals which have shown the greatest predilection for method.

It will be a great surprise, we take it, to most of our contemporaries when

the work is completed, to find how their voluminous dissertations have been boiled down. Their files will tell a big wagon, but it is doubtful if Advertisers will necessitate over 300 pages, 8vo. When the facts have been sifted, the duplicates discarded, the imperfects set aside, and pseudo ones thrown out, the mass shrinks wonderfully. Then when the remainder is systematically arranged in an orderly manner, the pile will go into still less compass. But it will all be there—filed, you might say, alphabetically arranged and labeled. Reference may be had to any portion of it instantly and conveniently. Tedious consideration and the delay incident thereto will very nearly all have been done away with. There is plenty of hard work involved in the construction of Advertisers, but it is effort well spent.

Additional New York.

The Executive Committee met April 17, pursuant to the President's call, and transacted considerable business. Much of the proceedings are suppressed for obvious reasons. Hagar, manager of the St. Louis Bill Posting Co., came armed with an option on Gunning's interest in that plant. He was very sure over the fact that Campbell had induced The Rulings to use Williamson's boards in St. Louis. Mr. Campbell did not deny the fraternal contact imputed to him. The matter went over for thirty days. Rausby was present, but on the moderators' bench. He came out openly when questioned, and said unequivocally that he did take work from Hagar, and allowed him considerable. W. H. Bonaldsen was fired out of the association bodily. If Campbell was appointed an official solver. The directors of the official organ met and decided to continue the publication in spite of its losses. Mr. Murphy, of Brooklyn, is reported to have subscribed for a large share of the stock, and thus provided the means for the ensuing year. Mr. Hoff's salary was raised, and the outlook is promising. All of the bill posters employed by the so-called Union Bill Posting Co. struck April 1. They refused to cover in signing. This is one of the rules of the union, and rather than violate it when requested to do so by their employers, the men laid down their tools.

Old Time Circus Man Dead.

John H. Pendergast Passes Away at Exeter N. H., Aged 70 Years.

Exeter, N. H., March 25. John H. Pendergast, and old-time circus manager, died at the Exeter Cottage Hospital yesterday afternoon. He had been ill for more than a year, and two months ago came to the hospital for treatment. He was born in Barnstead, and his age was 70 years, 1 month. Mr. Pendergast was in the show business nearly all his life as a circus manager. He had traveled all over the country, but had exhibited principally in the Southern States. For several years he had made his home in Newark, where he was previous to coming to the hospital. He is survived by three sons, John H. Pendergast and Vito Pendergast, of Merrimack, Mass., and Andy Pendergast, of Newburyport, Mass. He also leaves one sister, Mrs. Miranda Prescott, of Hampton Falls, and two brothers, William and Charles Pendergast, of Newark.

Clayton, Mich., is the Mecca of runaway couples from every part of the State. Thus Tall is the Justice of Peace, and looks for the matrimony business in this fashion: IF A MAN'S IN LOVE That's his business IF A GIRL'S IN LOVE That's her business IF THEY CONTEMPLATE MATRIMONY That's my business. THUS TALL, Justice of Peace. P. S.—I always reserve the right to kiss the bride. Terms liberal. Time given if desired. Wood taken in part payment.

Billposters' Appeal.

The New Haven Bill Posting Co. has filed in the Superior Court an appeal from the tax assessment levied against them by the Board of Assessors. The company when it started its list put its liability on \$1,000 worth of property. The assessors doubled it, making it \$2,000. When the old business was conducted by Co. Hakesbee he returned to the Assessors on his list a horse and wagon, valued at \$100. It was at that figure for twenty years. The Assessors now tax the Bill Posting Company by the square foot of bill boards.

LEXINGTON, KY., is considering a prohibitive anti-squid ordinance, aimed especially against itinerant tin sign takers.

Providence.

Rhode Island Legislature on Billboards.

(Special Correspondence.)

Providence, R. I., April 14. A summary of the proceedings before the House Committee on Judiciary will prove interesting to readers of The Billboard. The act is the outgrowth of an interesting hearing held recently by the committee, in view of the fact that a bill, which had been introduced in that body, and which they considered, mirrored the beauty of the landscape and decreased the value of advertising property.

Secretary Lawton, of the Graham Manufacturing Company, speaking in favor of the bill, said that the people who advertised on bill boards did not wish to have all bill boards removed, but that there are places where every woman and child will say that they are a consummate nuisance.

Charles C. Angus, manager of the only Bill Posting Company, which owns, but had been in question, contradicted the reports of Mr. Lawton, and a further spirited dispute ensued as to the condition of the property and the action of Mr. Angus when asked if they would not remove the rubbish on the lot.

Assistant City Solicitor Baker, appearing for the Providence City Council, was the next speaker.

He said that that body was anxious to pass such a measure. He thought that Mr. Lawton represented the feeling of almost the whole population of that section of Providence in which he lives. If the bill became a law, it would be suppressed in such a community. He thought that the Legislature ought to pass some law that would take into consideration the rights of the neighboring property owners.

Henry W. Cooke, the real estate agent, spoke in favor of the bill on the ground that the billboards are seriously detrimental to the value of neighboring property.

William H. Hall said that he was opposed to the bill on the ground that he was opposed to the passing of such a law as that proposed. He thought that a man who has a grievance against his neighbor ought not to be allowed to go to the Legislature and have bills passed that would deprive him of the right to do as he pleased with his own property, which are such as every business man has. He said that the billboards have already been driven away from here on account of restrictive legislation, and by lack of public spirit, he said, he could not see the wisdom of the law that prohibits the erection of wooden awnings in front of business places. He characterized the proposed act as the most foolish, trivial and capricious portion of which he had ever known.

Ex. Mayor McGinniss was the next speaker. He said that the Old Colony Bill Posting Company, which is an unsafe bill board, has paid to the citizens of Providence \$400,000, which represents taxes on some \$2,000,000. They have always complained to the city authorities in regard to the passing of bills, and with their bill boards they have never had a complaint from the police. He asked where the disturbance was that was what was not a bill board, was to be drawn, and characterized the act as an example of class legislation, and thought it passed it would be declared unconstitutional.

A general discussion as to the advisability of property owners that come from the opportunity to rent their land temporarily to the bill board people was entered into.

J. H. Blodgett summarized Mr. McGinniss' position on the question in the statement that he considered it a derogation of property without due process of law.

Mr. Angus said that he always considered so far as was possible, the interests of the owners of land adjoining that on which billboards were erected.

Judge Blodgett suggested that the building of a school building would be much more objectionable to most people than the billboards are, as it would be more permanent.

At 10 o'clock all who desired to be heard on the question of the passage of the bill and expressed their opinions, the hearing was adjourned.

An advertiser should be a close student of human nature. If he is ignorant thereof he is much like a contractor who sets to work to rear a great modern office building without an architect. Lacking knowledge of the properties of the material employed in the structure, and with only rule of thumb to guide him, he essays his task. When it is completed he finds a portion of the foundation sinking, the lower walls cracked by pressure or ruptured by insufficient girding. It is true he may console himself with the reflection that his plan would have been excellent were it not for the peculiar properties of his materials, but the wiser course would have been to have first made himself acquainted with the nature of his material, or employed some person who possessed the knowledge.

Ignorance of mental philosophy led many an advertiser into crooked methods and systems of advertising.

The Gardner, Mass., merchants have organized against program advertising.

Fair - Department

Advertising Exhibits

Do They Pay? An Incident Which Indicates That They Do.

Last fall during the St. Louis Fair while the visitors were looking for a good position from which to witness one of the races, there happened to be gathered some half dozen or more gentlemen, all manufacturers, around a certain implement exhibit, when the conversation turned to the subject of showing goods at fairs and whether the advertising derived from such exhibits justified the outlay.

"The gentleman who has always in the past made an exhibit at the St. Louis Fair, but was among the stay outs this year," said the time was when the big fairs were excellent places to advertise and, for that matter, to sell goods as well. Really we used to look forward to Fair week here as a season of big contracts, but dealers are not buying nowadays as they did then, and about all there is in it for us is what advertising we get out of it, and I am inclined to believe that it is not worth what it costs to."

"Now, I agree with you on one point," said another, whose line was liberally represented on the grounds, "but I can't think as you do that the advertising derived from a nice display at the big fairs is not worth every cent of the cost. As for the dealers not contracting as they used to, you are right, but we remember dealers generally have improved their business methods of late years, and one of the improvements seems to be in their buying. They buy close, as a rule, and they prefer that the manufacturer carry the goods until such a time as they need them, which, according to my way of thinking, is not so bad after all, because we all know that the average dealer is not prepared to take as good care of a stock as are the jobbers or manufacturers, and when they get their goods in several months before the demand comes they do not look bright and fresh when trade opens up. The dealers and farmers come to the fairs to look over the goods and, in my opinion, much good advertising is accomplished if we only could trace it."

"Yes, you are right about that," said a corn planter man, "for I remember one incident that proves it to my satisfaction. Right here in this very building a few years ago my people had an exhibit and as the week drew to a close we found, as we thought, that we had made a mistake in coming with our exhibit. The next spring I received a letter from an old farmer asking the price of our planter, stating, 'I saw it at the St. Louis Fair last fall, but can't get one in this part of the country.' We sent a man at once to the dealer in the nearest town to that old farmer. It resulted in the farmer getting the planter he wanted and my company getting a foothold in a county where the trade has been growing from that day to this. How many more dealers were induced to handle our goods through our fair exhibits I wouldn't even guess, but that one instance has confirmed me in the belief that it pays to exhibit goods at the fairs. It is the advertising that pays us, not the orders taken while in the grounds."

A Suggestion.

- The "Billboard" wants to offer a suggestion in advertising features.
- Offer a prize to the farmer who has driven the longest distance to attend the fair and paid his admission. Do this each day of the fair and make the prize substantial.
- Offer a prize for the largest family that visits the fair, paying admission.
- Offer a prize for the largest party (in one wagon) to visit the fair.
- Have a Dewey Day. Make it the day you are afraid of. Just call it Dewey Day, and that magical name will do the rest.

THE Minnesota State Agricultural Society gives \$20,000 for its speed programme at the September meeting.

Notes From the Mansfield, Pa. Fair.

The Board of Directors elected for 1899 in December last have recently held two very interesting meetings, at both of which the question of getting to work early in every department has been thoroughly decided upon, committees are being appointed and the work of improving the now beautiful grounds will be begun as soon as spring opens. The question of salaries for the Secretary and Treasurer came up at the last meeting and was disposed of with satisfaction to all the question of revising the catalogue was taken up, and the committee appointed at a subsequent meeting made a very exhaustive report, showing conclusively that their heart was in the work, this work will be continued until the catalogue has a thorough revision, and is brought up to date in every particular, offering very much better facilities for advertisers than formerly.

The Secretary, Mr. W. P. Austin, is now ready to receive inquiries from special attractions, and it is proposed to get none but the best. This fair has been noted for years for the manner in which it has entertained its patrons in this direction, and no pains and money will be spared to make this feature even more attractive than ever before.

The question of advertising was taken up at the last meeting and discussed from every standpoint, and the entire contract was awarded to Mr. W. B. Husted, who will furnish the posters, banners, catalogues and all kinds of books and stationery, together with all the newspaper work, besides the posting and distributing of same, which will amount to several hundred dollars, in the aggregate. He will soon begin the work of securing advertisements for space in catalogue, assuring its early issue, which will be of great benefit to advertisers. Mr. Husted's experience and thorough work along this line will no doubt be appreciated by the patrons, and, as one of the Directors aptly said after the meeting, that a big load of work had been removed from their shoulders, as in former years this work had been done by piece-work, and could not be done as cheaply as to have it contracted into one contract. Mr. Husted agrees to furnish every item down to the smallest connected with this department.

The dates fixed for the 1899 exhibition are Sept. 26, 27, 28, and it is predicted that this one will outdo all former ones, at least it will if good and honest work of the Directors and others can make it so. With beautiful shaded grounds, ample room, fine water, half fare on railroads, with all trains carrying passengers stopping at the main entrance to the grounds, first-class entertainment, and liberal treatment by the management to park on, so we take this opportunity of extending all a hearty welcome and a promise of a most enjoyable time.

"STOCKHOLDER"

Aerial and Ground Acts.

Are offered by the Hutchinson's Amusement Company, of Washington, D. C., under the management of Prof. Ed. R. Hutchinson, who is an expert acrobat and experienced aviator. For the past twelve years he has furnished the fairs and exhibitors with the Grace Shanno Balloon Company, introducing single and triple parachute leaps from one big balloon by ladies and gentlemen and dogs. For the season of '99 the professor has grouped together eight well-known artists, and is prepared to furnish a complete outdoor show of aerial and ground acts. Among the specialties will found the following: The Return Act Revolving Ladder, Flying Rings, Chair Pyramid, Triple Bars, Slide for Life, Brother Acts, Juggling, Wire Walking. In fact, it will embrace all the principal aerial and ground acts known to the gymnastic world. Among the trick features is "Jack," the famous trotting dog. Prof. Hutchinson has his office at Washington, D. C., where he can be addressed.

Cape Colony Annual Fair.

Cape Town, So. Africa, Feb. 26th, 1899. The exhibit of carriages was excellent, among the exhibits from the United States being the manufactures of Seehler & Co., Lancaster Carriage Co., J. H. Birch, Buffalo Spring and Gear Co., Portland Wagon Company.

The wire fence manufactured by Page of Adrian, Mich., is used on the Fair grounds, and the country is billed with beads, viz. "Page woven wire fence will keep a jackal out and an elephant in." White, Ryan & Co. are the exhibitors, and are also introducing Arbuckle's coffee by giving away 1,000 packages a day, and serving the coffee by the cup at 4 p. m. each day.

The show of bicycles is large, the American makes being the Remington and Crescent.

The Vacuum Oil Co., of Rochester, N. Y., have a fine exhibit of oils.

The Oliver typewriter is also largely in evidence. In fact, the exhibits of American productions are large, including the following: Oliver Chaff Plow Co., full line; South full line; Hooper and Farmers' Friend corn-hell Chaff Plow Co., full line; Planet, Jr., drills, power and wind mills; Champion binders, Super 8 hoe drill; Osborne binder, reaper, mower and the full line of Osborne goods; American incubators and brooders; Gaults' (Salem) pumps, Silver Mfg. Co., pumps and foot cutters; The Deming Co. (Salem), pumps and horse powers; N. H. Nashum, chairs, paper and paper bags; Farbanks' scales, cream separators; Grand Rapids refrigerators, Phelps atomizers; Dusters, full line saws, etc.; Geneva Tool Co. (Ohio), full line rakes, hoes, forks, etc.; garden seats, phonographs, gramophones and gramophones; Singer sewing machines; Remington, Smith, Premier and Yost typewriters; McGilbreth's lawn mowers, and all kinds of American small tools, too numerous to mention.

Just like the walking plows are supported at the beam by an adjustable axle on two wheels.

I mail you the Catalogues of the Fair, and two newspaper clippings, from which you can, if you like, make up an article.

The exhibits of sheep dips, and fertilizers were very large, all foreign, no American. Cattle, pigs, horses, mules, sheep, goats, and the beautiful America goats are many and worthy of mention.

Wish I had time to go more into detail. Yours very truly,
J. G. STOWE.

THE PARQUES.

The illustration, shown on another page, of this unique cycling duo, Gertrude and Harry, hardly do these well-known artists justice, and it is said by those that have seen their performance that it is little short of marvelous. The novelty presented by these riders is, first a lady trick eyeist actually accomplishing unaided some of the most difficult tricks usually shown by male performers, and many that are not, and second, the truly wonderful feats of Harry Parque, one of which is the riding up onto a twenty-inch-high platform and then descending a series of steps on the opposite side—a feat that we believe is unequalled in the annals of fancy and trick bicycle riding. He it was who, in 1892, rode down from the top of Pike's Peak, Colo., over the "leg railway" on one wheel, and also descended the Capitol steps in the same manner a little later on. They are in private to Mr. and Mrs. Harry Park. It might also be in order to state that Mrs. Park now holds the New York-Washington (D. C.) road record, in 25 hours, 45 minutes. We predict for them both a most prosperous season, which, with the novelty they present they deserve.

The State Fair of Oregon (held at Salem) is trying a new plan this year. The managers have realized the value of competition in getting a good show, and have divided the State into four sections, thus creating considerable rivalry. Two men have been assigned to each district, each of whom will receive \$50 for traveling expenses, and they are expected to secure a creditable exhibit from their respective districts.

The principal exhibits at this Fair will be unusually fine, as large premiums are offered in this department. There will also be racing for three days, with \$5,000 in purses.

State Fair and Exposition Combined.

The Nebraska State Board of Agriculture and the managers of the Greater American Exposition, after discussion of the subject, have agreed to a plan for holding the Nebraska State Fair within the exposition grounds the coming fall. At a recent joint meeting at Omaha the plan of co-operation between the exposition management and the Nebraska State Board of Agriculture, by which the State Fair will be merged into the Greater American enterprise, was ratified so far as the exposition was concerned. It is confidently expected the State Board will ratify the action of its committee at a meeting to be held soon.

The Greater American Exposition agrees to place at the disposal of the State Board of Agriculture whatever space may be found necessary for a creditable exhibit at the agricultural, dairy and apinary buildings, and to afford proper accommodations for all the live stock that may be placed on exhibition.

The Greater American Exposition agrees to employ such officers as may be mutually agreed upon to superintend the agricultural, horticultural, live stock, dairy and apinary exhibits.

The Exposition directory appropriated \$100,000 for the organization of a colonial exhibit and to send a representative to the Philippine Islands at once.—Jersey Bulletin.

FAIR NOTES.

The Newark (Ohio) Lodge of Elks will hold a Street Fair and Carnival June 5, 6, 7, 8, 9 and 10. This lodge, although only a little over a year old, has already gained the reputation of being one of the best lodges in the State. Great preparations are being made by the committee, and everything points to one of the most successful fairs ever held. The business men have taken hold of the project and are enthusiastically helping to push the fair. A street one-half mile in length has been secured, the space for booths has nearly all been taken and everything is going along with a rush. The committee has secured attractions which will be worth going miles to see. The Midway will be equal to the Midway at the World's Fair, which attracted so much attention. Among the attractions will be the "Streets of India," the "Oriental Theater," Japanese Theater, "Moorish Theater," "Trained Wild Animal Show," "Congress of National Dancing Girls," and the "American Theater," presenting our new possessions, peopled with Cubans, Porto Ricans, and Filipinos.

Every day will be a big day. The whole week will be one jolly week. Excursions will be run on all railroads. Mayor Atherton will turn the keys of the city over to the Elks for the week, and if you want to be entertained and have a jolly good time, attend the Elk Street Fair and Carnival at Newark, Ohio. The contract for advertising has been given to Burroughs & McFarland. All communications should be made to them.

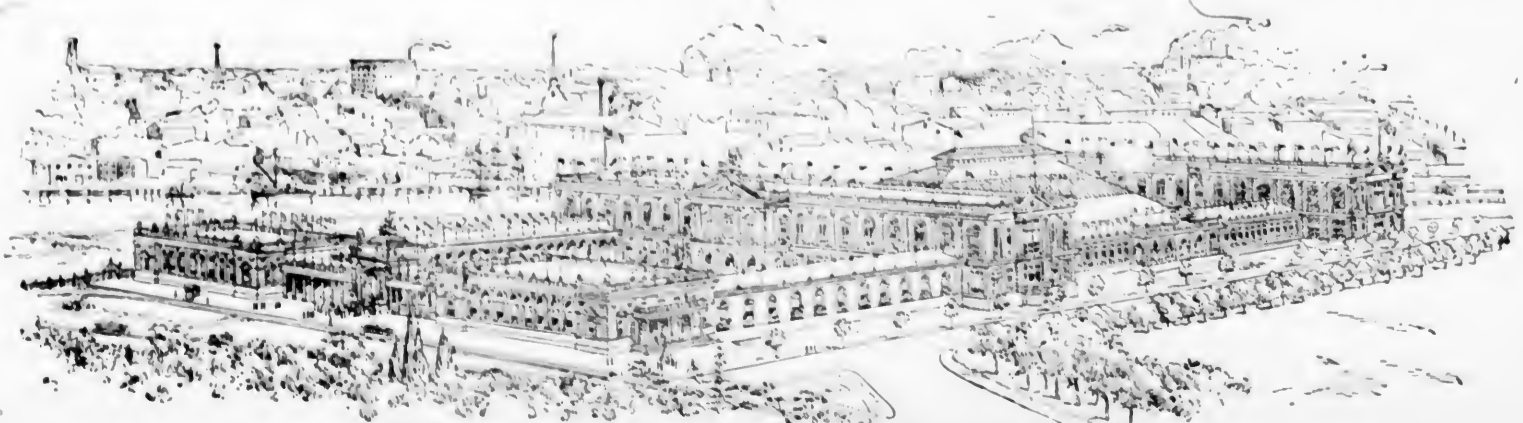
COMMITTEE OF ELKS.

Motor Carriage Exposition at Berlin.

There will be held at Berlin from the 3rd to the 28th of September, 1899, an International Exhibition of motor carriages, open to all exhibitors. The exhibits will be placed in six classes, including motor carriages for passengers, motor carriages for freight, motor cycles and trailers, motors and accumulators for motor carriages, and parts and wheels for motor carriages. The exhibition will be held in a covered building, known as the Exerzierhaus. It will be open daily from 9 a. m. to 6 p. m., and it is possible also in the evening. A series of tests, races, etc., are also in contemplation. The exhibition space will be rented, and not more than two examples of the same class will be permitted to each exhibitor.

Intending exhibitors must signify their intention of exhibiting either by letter or telegram before the 15th of April. The committee has power to accept or reject any article offered. Photographs must also be provided, showing the carriages or other articles. There are other rules governing the Show. Neither prizes nor medals will be given.

The advantage to exhibitors will be confined to the results of a competitive test, which will be made with great care.—Scientific American.



MAIN BUILDINGS OF THE PHILADELPHIA EXPOSITION.

The Philadelphia Exposition of 1899.

For the Development of American Manufacturers and the Expansion of Our Export Trade.

Of the numerous National and International Expositions projected for the next three or four years in different parts of the United States, the one to be held in Philadelphia in September, October and November of the present year is in many respects the most important to the trade and commercial interests of the country.

The Philadelphia Exposition of 1899 is an exposition for the development of American manufactures and the expansion of our export trade, and it will be the first national exposition of that character ever held in this country.

It is the purpose to exhibit at next fall's Exposition every line of manufactured products of the United States, especially suitable for export. Such exhibits will form the principal department of the Exposition and will comprise everything which is, can or might be exported.

There will also be a department of foreign manufactured goods, but it will not contain a single exhibit shown by a foreign manufacturer. This department will consist of collections of samples of goods made in the commercial countries of Europe and successfully sold in all foreign markets in which American trade has not yet been developed. These samples will be exhibited side by side with American products of the same class, and will show our manufacturers just what competition they must meet abroad, as well as the peculiarities in the demands of every foreign market. The samples of goods of foreign manufacture are being selected and purchased abroad by representatives of the Exposition, aided by the entire consular service of the United States.

A third department of the Exposition will show how American goods must be packed, labeled and shipped in order to meet the requirements of foreign trade.

In October a Commercial Congress will be held in Philadelphia in connection with the meeting of the International Advisory Board of the Philadelphia Commercial Museum. The leading Chambers of Commerce of the entire world have been invited to send delegates, and the Commercial Museum has sent out invitations to its agents and representatives abroad to send to the Exposition their buyers or members of their firms. There is every reason to believe that at least 500 representatives of foreign firms will be present at the sessions of the Commercial Congress.

Nearly every commercial organization in the United States affiliated with the Philadelphia Commercial Museum as members of its Domestic Advisory Board will send delegates to the Commercial Congress. They will be able to discuss with the foreign visitors the varying peculiarities of the demands of trade in their particular countries, and if the American manufacturer does not benefit thereby, it will be his own fault.

The Exposition will be under the joint auspices of the Philadelphia Commercial Museum and the Franklin Institute, two great public institutions of Philadelphia, whose standing is such as to assure the success of the Exposition. The Board of Directors of the Philadelphia Exposition Association, the corporation organized to conduct the Exposition, includes a number of the most prominent and energetic business men of Philadelphia.

Sanction and support has been given to the Exposition by the National Government, Congress appropriating \$350,000 to aid it. The city of Philadelphia has given \$200,000 and the State of Pennsylvania \$50,000, and \$100,000 is being raised in Philadelphia by individual subscriptions. A bill now pending in the Legislature of Pennsylvania appropriates \$200,000 more, making a total Exposition fund of about \$900,000.

The main buildings, which are now under construction, cover eight acres of ground, and the available exhibition space will be at least 200,000 square feet. They will form a grand and imposing structure, embodying all those features of design and construction which experience of other expositions has proven desirable.

Inside of the space occupied by the main buildings there will be within the Exposition grounds, which comprise a tract of fifty-six acres of land on the bank of the Schuylkill River, within fifteen minutes' ride of the City Hall, ample space for the erection of detached structures for special exhibits. There will be a large area for amusement features, which promise to be as unique and interesting as the Exposition is practical.

The Pan American Exposition

Applications for space are already being made at the Exhibition headquarters, Frank P. Bostock, known the world over as the man who raises lions by the wholesale, has made application for space to exhibit fifty or sixty of these beasts. He usually has about 200 on hand, and has a farm of many acres, with dens and quarters for the lions. In speaking of the exhibit that he wishes to give, he says:

"I do not propose to give the ordinary kind of an animal show—a few cages and a stage and platform. I will bring a large number of lions here, fifty or sixty, of all ages, only a few weeks old, as well as old ones. There will be no cages. I will build a jungle, and the animals will roam about in it at their will. Of course, there will be an outside fence, but the jungle will be a large affair, covering several acres. It will be full of trees, cane, grass and plants, and the animals' movements will not be restricted. In addition to this, there will be an exhibition of trained animals."

Another prominent exhibitor who has applied for space at the Exposition, is Rollaire, the great "illusionist." He has been showing in London recently, and is a great success.

FAIR NOTES.

The Agricultural and Mechanical Association of —, but we will suppress their name, not being utterly heartless, recently objected to being advertised in the Fair List of "The Billboard," because, so they said, "It makes our fair known to many fakirs, street men and fair followers, and we do not want our good, honest farmers, who are un- used to this class of individuals, swindled and imposed upon."

Bless their innocent hearts. (We refer to the Fair Managers.) What would the fair be without the fakirs and catch-penny fellows? These same good, honest farmers delight in meeting the shrewd and wily individual; they delight in getting ahead of him, and they rather enjoy being "taken in" sometimes if the amount is not too great. In either case, they have a good story to tell afterwards, and that is worth more than silver or gold. And they get their eyes opened, too, which is well.

So, admitting that "The Billboard" draws a small quota of this kind of attendance, along with the attention of the more desirable portion of humanity, we must say that we believe our brothers of the Agricultural and Mechanical Association are deluded and mistaken. We would advise them to go off somewhere and hold a nice little fair meeting all by themselves, and not let a living soul know anything about it.

THE Lexington Horse Show, Fair and Carnival, which is to be given under the auspices of the Lexington Lodge No. 89, B. P. O. Elks, on Aug. 8, 9, 11 and 12, 1899, will undoubtedly be one of the most popular and up-to-date affairs of the kind ever inaugurated in the South.

Mr. Shanklin, Lexington, Ky., is the Secretary. He wishes to hear from all man-

the famous Flying Elks, who will give three exhibitions each day.

This Carnival promises to be the greatest event that has ever taken place in Allegheny City, and, as the management is in the best of hands, there is no doubt of its success.

MR. W. A. ULERY has been granted a patent for an advertising device useful to farmers. It consists of a galvanized case with a glass front, in which can be inserted a card showing what stock or grain the farmer may have for sale or what he wishes to buy. It can be tacked up in some conspicuous place, so as to attract the attention of the traveling public.

Mr. E. M. Wooster, one of the prime movers and organizers of the Hoosier Show so successfully held recently at Madison Square, New York City, is now in the city of Mexico, where he is getting the natives interested in a similar affair, which expects to come off in December.

Now that California has been divided into districts, and the State is making appropriations for each, there is much contesting over the amounts of the appropriations and the places for holding the fairs. Sacramento has \$15,000, while Los Angeles only has \$4,500 appropriated. This was said to be done because Los Angeles was such a thriving little city that it could do more on a small amount than any other place on a large one. Los Angeles is flattered, of course, but would rather have the funds than the "Jolly."

A Peace Jubilee is to be held in Washington, D. C., this month. The program is as follows: First Day—Salutes from gunboats, ringing of chimes, parade of naval and military organizations, out-door band concerts, illuminations and brilliant displays of pyrotechnics. Second Day—Parade of school children and May Day Festival, parades of



JOHN G. SCORER.
Gen'ral Manager Cleveland Industrial Exposition and Carnival.

agers of high-class attractions, and also desires to let privileges for all kinds of sports and amusements. (See adv. in another column.) If it is true that there is something new under the sun in amusements and attractions, it is also true that they will be found at Lexington on Aug. 8 to 12.

The estimated attendance is between 15,000 and 25,000 daily. This looks like the lucky bidders for space ought to have what, in the language of the street, would be called, "a lead pipe chink." Whatever the Elks take hold of (we know from experience), goes through with a whirl, and this will be no exception to the rule.

The Pan-American Exposition Co. has issued an advertising label, which is receiving a wide circulation by being placed on the letters sent out to different parts of the United States. The stamps are supplied free to all merchants in the United States. They resemble somewhat an ordinary postage stamp, and are placed alongside of it on the letter.

The Executive Commission of Allegheny Lodge No. 323, B. P. O. E., are arranging for a Street Fair, Elks' Carnival and Midway Pleasance July 10 to 22.

Over half the space allotted for the Merchants' exhibit has been already taken, and the outlook is very encouraging. The City of Allegheny will furnish free electric lighting, and the residents will decorate and illuminate. The Retail Grocers' Association will take a holiday and turn out in the street parade, which promises to eclipse the Mardi Gras of New Orleans.

President McElroy and Governor W. A. Stone (a member of Lodge 320) will be present. It is expected that at least 200,000 people will attend during the twelve days of the Fair. One of the greatest attractions will be

flower-decorated equipages, bicycles, floral, fraternal, patriotic and tradesmen's floats, out-door band concerts, and unique illuminations. Third Day—Historical pageant showing the military and naval history of the United States, soldiers and sailors of Revolutionary days, War of 1812, Mexican War, civil conflict and recent struggle with Spain, patriotic addresses by prominent men from the east front of the Capitol, illuminations, band concerts and jubilee revelries.

This program sounds fine and attractive, and it would be a good thing to be in Washington about the time it is being carried out.

Oakland, Cal., is to hold a Golden Carnival in May. One of the most attractive features is to be a World's Doll Show. The dolls are to be dressed by the local dress-makers, or anyone who wishes to enter the contest, and large premiums are offered, to be awarded by the visitors themselves, who are to vote for the favorite. This plan of awarding premiums will do very well for a Doll Show, but would hardly be practicable in any other kind of a contest.

The Fair Association at Beltsol, Iowa, has gone under.

Up to the present date only four Fair Associations have reported that they will hold no fairs this year. This is quite encouraging, and much ahead of last year's record. The associations are at Killbuck, Penn.; Ft. Scott, Kansas; Jackson, Mich.; and Panna, Ill.

The Legislature of Utah has appropriated \$3,000 for a State Fair. It has been five years since a fair was held in Utah, and great interest is being taken. Mr. C. E. Ashup, Secretary of the Jones County Fair, at Mont-

cello, Ia., writes: "We are planning for the best fair ever held in this part of the West. We will offer about \$2,000 for racing and \$1,000 in premiums."

John R. Shaffer, Secretary of the Plymouth County Fair (Le Mars, Ia.), says, speaking of "The Billboard," "In addition to its fine typographical appearance, it contains much information of value to the Fair Secretary. You may continue it for the year."

The Agricultural Society at Plymouth, Mass., has advertised its Fair Grounds for sale.

We have heard of all sorts of things being sent to publishers in payment of subscriptions, especially in the country. All the way from a load of wood or potatoes, to a poem on spring or Kipling, etc. We have something still not out in this line. A Fair Association subscribes, and says it will pay us, if we assure them fine weather during their fair.

The Western Agricultural and Arts Association of Brandon, Ont., Canada, will give \$3,000 in premiums.

The Fair Grounds of the Western New York Fair Association, in Rochester, were sold recently under the foreclosure of a mortgage.

The German Society of Agriculture will hold its annual show at Frankfurt, June 8-13. It will be an exhibit of horses, other live stock, machinery and produce, very similar in fact to our own country fairs, only there will be no racing.

It is needless to say that this will be a splendid place to show American horses and other things of which America is justly proud.

Portland, Ore., is considering the advisability of holding another Exposition this fall. The one held last year was extremely satisfactory. The financial part turned out better than it was expected. 75 per cent. of the funds donated being returned to the donors. It is thought that now, having had so much experience, the affair might be managed so as to be entirely self-supporting.

The State Fair to be held at Salt Lake City, Utah, will probably add racing to its attractions, and issue coupon tickets, adding to the Exposition and races both.

The State Fair at North Yakima, Wash., has arranged to have Indian races and war dances as one of their attractions.

We learn that Beautiful Jim Key, the Edgewood Elks, has been engaged as the chief attraction of the Louisiana State Fair for the three weeks it is to run.

No less a person than George Washington Emery was much interested in Agricultural Fairs. One of his greatest treasures was a brass cover cap, one piece high, closely chased, and bearing this inscription: "1850. A Premium from the Agricultural Society of South Carolina to George Washington Emery for Raising the Largest Jackass."

The Directors of the La Crosse, Wis. State Fair Association write us that they intend to make every effort to have the fair held this year the best one ever planned. They wish to make it a success, not only financially, but every other way.

The Indians at Rolling River, Manitoba, have organized an agricultural society and will hold a show in August.

A Pioneer Village will be one of the attractions of the Great American Exposition at Omaha this year. Twenty families of pioneers will be brought from the islands.

President Diaz of Mexico, in his recent message, made mention of the fact that their twenty-third Exposition of Fine Arts had given the most flattering results, and that the Government had accepted invitations to various expositions in foreign countries.

The Indian County Fair at Huntington Ind. has been reorganized, satisfactory settlements having been made with its creditors, and a fair will be held in September. Improvements will be made and special attractions provided.

The Grand Old State Picnic Association claims to have the greatest show in the Middle Atlantic States. It was attended by 100,000 people last season.

Mlle. ANI

THE DARING AERIAL MARVEL IN THE FRAME OF LIFE.

Now looking for Fairs, Parks and Race Meetings. Address HARRY H. HILL, 105 East 14th St., New York City.

FAIR NOTES.

At an Industrial Exhibition and Agricultural Fair, held in Australia, there is a prize offered for the best cultivated farm in the district.

The Royal Agricultural Society of New South Wales has introduced an innovation at their last Stock Show, that of having single judges, instead of three or five, as formerly.

The Shelbyville Indiana Fair Association will build a new grand stand and make other improvements.

There is a plan half formulated, and which has good reason to be considered as practicable, of holding a Tri County Fair at Tullahoma, Tenn. The promoters of this scheme would be grateful for any information on the subject. They want to know the best methods in establishing fairs, how to conduct same, what to do and what not to do, etc. Can get some of our fair making res. help them out through the columns of "The Billboard".

Never before in the history of the world have there been so many expositions of gigantic conception being planned for at one time. Centennial Exposition, with their exhibits of the products of our industries, have their place in the economies of the country, and teach their lesson of freedom and progress.

Besides the ones already fully defined upon, there is being considered a Twentieth Century Exposition in New York City, and World's Fair at Glasgow in 1901. A North-western International Exposition in 1902 for St. Paul and Minnesota has also been proposed.

The Pennsylvania Jersey Cattle Club, at a recent meeting, decided to offer prizes at certain fairs from the club funds. The fairs so favored will be selected at the discretion of the officers. R. F. Shannon, of Pittsburgh, is Secretary.

The Ontario Agricultural Society (Toronto) will have a larger display of agricultural implements this year than formerly. It has decided to make this department of more importance, and to do away with football and baseball contests on the grounds.

The Franklin County Agricultural Society (Maine) will give larger premiums this year on cattle and horses, and the grounds will also be renovated.

A new Fair Association has been incorporated at Greenfield, N. H., with a capital stock of \$1,000. It is called the Oak Park Fair Association.

A plan is formed to reconstruct the old Pullman Race Track at Worcester, Mass. A tract of 30 acres will be used in the making of two race tracks, a half mile track included in a wide ring. The proposed im-

provements will be on the shore of Lake Umbagog and a most delightful place. Mr. H. H. Hugelow is the price mover in the matter.

J. W. Bigley, of the Cleveland (Ohio) Street Fair, wants special attractions.

Brantford, Minn., is having a new half-mile track constructed.

At Montreal things have been so prosperous that a new grand stand, club house, betting ring and paddocks will be built by the Belle Air Jockey Club.

The Vigo County Agricultural Society, of Terre Haute, Ind., intends holding a free fair this season, charging no admission at the gates. The usual premiums will be offered, and a sale ring will be established.

We have the most profound respect for the judgment of Mr. E. Deol, of Alledo, Ill. When he retired from the secretaryship of his Fair Association he very thoughtfully recommended "The Billboard" to his successor.

A new fair circuit has been formed in Missouri by the Boone County Agricultural and Mechanical Society, of Columbia, the Moberly Fair Association, of Moberly, and the Cooper County Agricultural and Mechanical Association, of Booneville. It is called the Missouri Central Circuit.

The Morgan Breeders' Association (Vermont) will offer special premiums of \$250 for Morgan horses, provided the Fair Association will offer an equal amount.

At a recent English Fat Stock Show, held at Norfolk, an innovation was made in the judging of hogs. Two local butchers were selected to make the awards. Of course, to the disgust of the breeders, they simply went for the biggest and fattest, irrespective of quality or type.

The Worcester Agricultural Society, after much lively wrangling, has decided to sell its Fair Grounds for \$185,000. This was bitterly opposed by many.

The citizens of Ventura, Cal., are quite anxious to have the fair and the appropriation of \$1,400. Hueneine and Oxnard are also working to secure it. Each town knows that a fair is a good thing to have, and as soon as the State Legislature of California revives the old law of making these appropriations for district fairs, the towns began clamoring for them, and much lively interest is felt.

Walla Walla, Wash., is to have an unusually fine Fruit Fair this season. They have salaried their officers, giving the Manager and Superintendent each \$200, and the Secretary \$200. This is a good idea, for it shows that work is expected, and appreciated.

COL. JAS. A. COCKETT.

Mr. Cockett is prominent in business and newspaper circles of Cleveland. He is President of the Times Publishing Company, and editor of the Cleveland Illustrated Times.

He is an old and active member of the Order of Elks, under whose auspices the Cleveland Exposition and Carnival of 1899 will be given. He is also a prominent K. of P., and holds a high position in the Uniform Rank. He is also active in politics, and is a member of the Cleveland Board of Equalization.

Paris Exposition Notes.

Ferdinand W. Peck, the United States Commissioner General to the Paris Exposition, sailed for that place April 12, to consult the authorities at Paris and complete arrangements for our exhibit there.

A bill is being agitated in the Illinois Legislature for the appropriation of \$20,000 for a Horse Show at Paris. Since Illinois furnishes the larger part of the exports in that line, she may well desire to bring into prominence this industry of hers, and never again will such an opportunity occur.

The Paris Exposition will furnish an opportunity for our people to secure a signal advantage in Europe. Our farm exports ought to be larger than they are and would be if Europeans were better informed as to the value of our products. It is proposed to give a daily exhibition at the exposition of the utility of corn meal as an article of diet. The people of Europe are difficult to convince by simple words of the fitness of "maize" meal, as they call it, for human consumption, and nothing will convince them like putting it in their mouths in the various palatable shapes in which a professional cook can prepare it. Once its excellence has been demonstrated to them, it will take the place of the rye flour, which is so extensively used by the poorer classes, and thus while the export trade in corn will be benefited, it is not to be expected that the richer classes will turn so strongly to corn meal as to injure our export trade in wheat—Western American.

One of the things to be shown at Paris next year is a model Vesuvius 820 feet high and 495 feet in diameter, built of iron, steel, cement and turf. A spiral path, bordered with cafes, will wind up the volcano. Inside is to be represented Dante's heaven and hell.

Commissioner General Peck is much delighted with the liberality displayed by Congress in the matter of an appropriation for the United States exhibit at Paris. He has been congratulated by the President as being the only man who ever got a larger appropriation than he had asked for.

There will be a large central building among the American buildings, designed as headquarters for Americans. It will not be used for exhibits, but for the comfort and resting place of American visitors and exhibitors. This building will have an imposing dome, with an American eagle on top, and in the center of the rotunda will be a

statue of Washington. The Agricultural Building will be an annex to this, and will cost about \$50,000.

It is estimated that fully 60,000,000 people from every part of the world will attend the Great Show at Paris.

The time for making entries for the International Exposition closes June 1, 1899.

The great telescope, which will figure at Paris next year, will surpass the most powerful instrument of this kind ever before constructed. It is to be the longest one ever made, and to construct a building high enough for it would be a very great expense, so it has been planned by M. Gautier, a Frenchman of much distinction in this line, to have a large mirror sixty and a half feet in diameter reflect the rays thrown upon it, so that the instrument can be used in a horizontal position.

The Western New York Horticultural Society is making plans to exhibit a car load of fruit at the Big Show next year.

The Americans are far-seeing people. Commissioner Peck is not only content with planning to get an immense amount of exhibits for the Paris Exposition, but is already planning what to do with the entries after the show is over. He proposes to take a lot of things, especially in the lines of machinery and farming implements, to St. Petersburg, Russia, for the purpose of introducing American manufacturers abroad. In considering this move, it has been suggested that the United States might with much profit to itself defray all expenses and transport these exhibits to several countries in the old world. The project has been called "The Floating American Exposition."

Thus far the French have expended \$6,000,000. The work on the buildings is progressing rapidly. It is likely that horse traction will disappear altogether in Paris during the Exposition year, and that more than 10,000 horseless vehicles will be in use. The Exposition will open April 15.

WANTED—Street attractions for the Great Second Annual Carnival of Sports, Sioux Falls, S. D., Sept. 12-15, 1899, inclusive; also Midway attractions. Finest auditorium in the Northwest. If you have anything that is worthy of consideration, write me, sending details and give me some idea of what the cost will be. We are ready to close for dates named when we find the right thing and the right party at the right price.
GEO. SCHLOSSER,
Sioux Falls, S. D.

NELSON COUNTY FAIR—The games, photographs gallery, side shows and other like privileges of the Nelson County Fair to be held at Bardonia, Ky., Aug. 29, five days, can now be contracted for. This is the leading and most popular fair in Kentucky.
J. B. BOWLES, Sec.

Biggest Thing

Ever Inaugerated in the South,
AUGUST 8, 9 10, 11 and 12, 1899.

LEXINGTON HORSE SHOW

UNDER AUSPICES OF

Fair and Carnival

Lexington Lodge No. 89,
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PRIVILEGES TO LET

For Modern Up-to-date Sports
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A GOOD MINE TO LUCKY BIDDERS FOR SPACE.

Wanted Every New and Novel Exhibition known to the human race to be represented. Must be first-class.

Estimated daily attendance
15,000 to 25,000

All correspondence for privileges, exhibitions, space, sports and amusements must be addressed to

E. W. SHANKLIN,

SECRETARY.

LEXINGTON, KY.



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.

COLORADO.

ROCKY MOUNT.—Arkansas Valley Fair Association. Sept. 6 to 8. R. C. Maltby, pres.; H. A. Dawley, treas.; A. B. Wallis, secy.

CONNECTICUT.

CHESTER, CONN.—Chester Agricultural and Mechanical Society. Sept. 29. Wm. J. Chapman, pres.; Chas. E. Perkins, secy.

CLINTON, CONN.—Clinton Agricultural Society. Oct. 4. Edwin H. Wright, pres.; Geo. H. Brooks, treas.; Clifford H. Everts, secy.

COLLINGSVILLE, CONN.—Farmington Valley Agricultural Corporation. Sept. 6 and 7. O. T. Perry, pres.; B. F. Case, treas.; E. A. Hough, secy.

DANBURY, CONN.—Danbury Agricultural Society. Oct. 2 to 7. S. H. Rundle, pres.; J. W. Bacon, treas.; G. M. Rundle, secy.

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.

NORWICH, CONN.—New London County Agricultural Society. Sept. 26 to 28. Jas. A. Hill, Lynn, pres.; Chas. W. Hill, treas.; Theo. W. Yerrinton, secy.

PUTNAM, CONN.—Putnam Park and Fair Corporation. Sept. 12 to 14. G. H. 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.

ALEDO, ILL.—Mercer County Agricultural Society. Sept. 19 to 22. A. A. Rice, pres.; E. Dool, treas.; G. W. Williams, secy., Box 346.

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.

BELLEVIEW, ILL.—State Fair Committee of Belleville Commercial Club. Sept. 18 to 23. Albert Huckle, chairman; Alex. Halstead, treas.; C. P. Fleischbein, secy.

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

BELVIDERE, ILL.—Boone County Agricultural Society. Sept. 5 to 8. John Haunah, pres.; Wm. D. Swall, treas.; M. D. Perkins, secy.

CAMBRIDGE, ILL.—Henry County Agricultural Board. Sept. 15 to 22. T. Boltenstern, secy.

CARMI, ILL.—White County Agricultural Board. Sept. 5 to 9. Ebris Stinnett, pres.; Frank E. Pomeroy, treas.; R. L. Organ, secy.

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

CHAMPAIGN, 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. McTabb, secy.

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

EL PASO, ILL.—El Paso Dist. Agricultural Board. Sept. 11 to 15. Edwin Childs, pres.; A. H. Welte, treas.; Geo. H. Curtis, secy.

FREEDPORT, ILL.—Northern Illinois Agricultural Association Fair. Sept. 12 to 15. Wm. Hunt, Ridott, pres.; J. B. Taylor, treas.; W. H. Fell, 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. Felmy, treas.; J. S. Hatton, secy.

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

HOOPESTON, ILL.—Hoopeston 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. S. Hubey, 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. Blansdell, pres.; Geo. Gadd, treas.; F. R. Kyle, secy.

MARTINSVILLE, ILL.—Clark County Agricultural Association. Sept. 26 to 30. Austin Sweet, pres.; Harvey Hurst, treas.; Edgar Summers, secy.

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

MENDOTA, ILL.—Mendota Union Fair Association. July 19 to 25.

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.

MURPHYSBORO, ILL.—Jackson County Fair Association. Sept. 26 to 29. P. H. Eisenmeyer, pres.; Willard Wall, treas.; J. J. Penny, secy.

NEWTON, ILL.—Jasper County Agricultural Board. Sept. 19 to 22. Eph. Mason, Wheeler, pres.; Geo. H. Shup, 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. 14 to 14. Wm. J. Congeluan, pres.; Henry Berkenbusch, treas.; John H. Shade, secy.

PINCKNEVILLE, ILL.—Perry County Agricultural Society. Oct. 3 to 6. Matthew Rule, Jr., T. L. Wallace, treas.; R. J. Rushing, secy.

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

SAYBROOK, ILL.—McLean County Fair Association. Aug. 22 to 25. W. W. Outlaw, pres.; Jas. Hughes, treas.; C. P. Easterbrook, secy.

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

SHAWNEETOWN, ILL.—Gallatin County Agricultural Board. Aug. 29 to Sept. 2. Martin Doherty, pres.; John McKellogg, treas.; Marsh Wischert, secy.

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

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

INDIANA.

BAINBRIDGE, IND.—Putnam County Fair. Aug. 14 to 18. J. C. Bridges, pres.; G. W. Starr, treas.; A. R. Allison, secy.

BELOFORD, IND.—Bedford Fair and Trotting Association. Sept. 11 to 15. Geo. W. McDaniel, secy., Box 91.

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

CHRISNEY, IND.—Spencer County Fair Association. Aug. 28 to Sept. 2. J. C. Hainey, Lake, pres.; Flavins Jones, Pigeon, treas.; J. P. Chrisney, secy.

ELWOOD, IND.—Elwood Driving Park and Fair Association. Aug. 22 to 25. N. J. Leisure, pres.; Joe A. DeHoritz, treas.; Frank E. DeHertz, secy.

EVANSVILLE, IND.—Tri-State Fair. Sept. 18 to 22.

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. Duncan, 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.

HUNTINGBURG, IND.—Dubois County Fair Association. Sept. 11 to 16. E. W. Pickhardt, pres.; H. Dufoudan, treas.; H. C. Rethert, secy.

INDIANAPOLIS, IND.—State Fair. Sept. 18 to 23. W. W. Stevens, Salem, pres.; J. W. Lagrange, Franklin, treas.; Chas. F. Kennedy, secy.

LAPORTE, IND.—LaPorte County Agricultural Society. Sept. 26 to 29. Simon Wile, pres.; H. C. Wagner, treas.; J. Vene Dorland, secy.

LAWRENCEBURG, IND.—Lawrenceburg Fair Association. Aug. 22 to 26. W. H. O'Brien, pres.; H. L. Nowlin, Guilford, secy.

LEBANON, IND.—Boone County Agricultural Association. Aug. 21 to 26. Geo. W. Campbell, pres.; Riley Hauser, treas.; John H. Busby, secy.

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. Waghtell, 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.

POPLAR GROVE, IND.—Poplar Grove Dist. A. H. M. Association Fair. Sept. 25 to 29. Luther McDowell, Ridgeway, pres.; H. N. Miller, Heacon, treas.; A. D. Wood, Carroll, secy.

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

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

ROCKFORD, IND.—Spencer County Fair Association. Aug. 15 to 19. C. M. Partridge, pres.; J. D. Rowland, treas.; E. O. Spahr, secy.

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

TERRE HAUTE, IND.—Vigo Agricultural Society. Oct. 9 to 11. John M. Chft, pres.; G. A. Schaal, treas.; W. H. Duncan, secy.

WINCHESTER, IND.—Randolph County Fair. Aug. 21 to 25. Al. C. Green, pres.; Orla E. Kenyon, secy.

IOWA.

ADEL, IOWA.—Dallas County Agricultural Society. Sept. 18 to 22. A. J. Cave, Red-ell, pres.; Geo. Messenger, treas.; M. A. Locher, secy.

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

ALTA, IOWA.—Ibema 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.

AVOCA, IOWA.—Pottawattamie County Fair Association. Sept. 19 to 22. G. Hedrich, pres.; J. H. Jenks, treas.; Roscoe Barton, secy.

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

BLOOMFIELD, IOWA.—Agricultural Society of Davis County. Sept. 12 to 15. J. H. Ford, pres.; J. R. Sheaffer, treas.; J. C. Hrouhard, secy.

BRITT, IOWA.—Hancock County Agricultural Society. Sept. 12 to 11. E. B. Rogers, pres.; E. B. Healy, treas.; B. C. Way, secy.

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

CASCADE, IOWA.—Dubuque County Fair & Agricultural Society. Sept. 11 to 15. W. A. Fairbank, pres.; A. V. Devlin, treas.; Jas. H. Devanny, secy.

CHARITON, IOWA.—Lucas County Joint Stock Association. Sept. 26 to 29. J. J. Stewart, pres.; W. P. Been, treas.; W. W. Bousholder, 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. Eddyson, Des Moines, Iowa, treas.

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

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

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

GRINDY CENTRE, IOWA.—Grundy County Agricultural Society. Sept. 5 to 8. C. M. Sprague, pres.; M. A. Buchan, 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 MAIS, 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.

MARION, IOWA.—Cherokee Union Agricultural Society. Sept. 13 to 15. W. N. Fry, pres.; F. S. Barnes, treas.; H. B. Robeson, secy.

MARENGO, IOWA.—Iowa County Fair. Sept. 15 to 21. C. E. Vance, secy.

MILTON, IOWA.—Milton Dist. Agricultural Society. Aug. 29 to Sept. 1. J. E. Spence, pres.; J. D. Rowland, treas.; E. O. Spahr, secy.

MONTEBELLO, IOWA.—Iowa County Fair. Aug. 8 to 11. E. E. Hicks, pres.; L. T. Alexander, treas.; G. E. Bishop, secy.

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

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

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

ODDEN, IOWA.—Boone County Agricultural Society. Sept. 12 to 15. F. L. Renzen, pres.; C. B. Read, treas.; E. H. Graves, secy.

OSKALOUSA, IOWA.—Mahaska County Fair Association. Sept. 25 to 28. D. A. Hines, pres.; C. E. Lolland, treas.; W. C. Burrell, secy.

AGENTS' BONANZA. Twentieth Century Wampler patented March 11, 1899. Interchangeable hat pin badge or breastpin silver or gold finish any photo, emblem or design can be worn and changed instantly to fit all occasions a leader among novelties for fairs, public gatherings, conventions, etc. Agents wanted everywhere. One sold for at a general fair. Wednesday samples for Manufacture. 2 Mechanic St. Newark, N. J.

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. See POSTER, Allegan, Mich.

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

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Aug. 20, 30, 31 and Sept. 1, 1899. The big fair of the season. The Committee is now ready to sell privileges. Address L. H. WILKINSON, Secy. Ripley, Ohio.

Canes - FOR - CANEBOARDS! Buy your Canes in Assorted Lots and get a Big Variety for Little Money.

ALL SILVER HEADS

On Fine Polished Sticks. Biggest Assortment in the Country.

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THE PARQUES BICYCLISTS UNIQUE EXTRAORDINARY THE WORLD'S BEST CYCLING DUO. Includes illustrations of cyclists and a woman on a bicycle.

Open for Fair Season, '99. Terms low. Posters like above cut furnished free. Cut now for mailing. Address quick for further particulars. 920 F. Street, Washington, D. C.

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

BROCTON, MASS.—Brocton Agricultural Society, Oct. 4 to 7, 1899. CHARLEDMONT, MASS.—Heerfeld Valley Agricultural Society, Sept. 14 and 15. C. E. Ward, Buckland, pres.; E. F. Haskins, treas.; S. W. Hawkes, secy.

NEBRASKA ALBION, NEB.—Boone County Agricultural Association, Sept. 29 to 31. L. P. Judd, Cedar Rapids, pres.; D. J. Boynter, treas.; H. L. Brooks, secy.

LITTLE VALLEY, N. Y.—Pattaraugus County Agricultural Society, Aug. 21 to Sept. 1. Cyrus A. Ithodes, Leon, pres.; E. L. Campbell, treas.; Jas. H. Wilson, secy.

KANSAS FREDONIA, KAN.—Fredonia Agricultural Association, Aug. 22 to 25. C. H. Pierce, pres.; T. C. Singleton, treas.; J. T. Cooper, secy.

MICHIGAN AUBURN, MICH.—Lewanna County Agricultural Society and Society Michigan Dist. Fair, Sept. 25 to 29. H. H. Ferguson, secy.

NEW HAMPSHIRE KEENE, N. H.—Cheshire county Grange Fair Association, Sept. 19 to 21. John J. Lesure, pres.; E. A. Kingsbury, treas.; Frank K. Jewett, secy.

MIDDLETOWN, N. Y.—Orange County Agricultural Society, Sept. 12 to 15. A. Deniston, Washingtonville, pres.; H. M. Howell, treas.; D. A. Morrison, Newburgh, secy.

KENTUCKY ALEXANDRIA, KY.—Campbell County Agricultural Society, Aug. 22 to 25. J. N. Shaw, Caldwell, pres.; John Todd, treas.; J. J. Wright, secy.

NEW JERSEY NEWARK, N. J.—New Jersey State Agricultural Society, Oct. 2 to 6. E. B. Gaddis, pres.; Wm. A. Clark, Elizabeth, treas.; R. T. Quinn, secy.

A GREAT FEATURE FOR FAIRS! Managers of high-class summer resorts, parks, theatres, expositions, state and county fairs will find this troupe to be just the kind of novelty attraction that pleases men, women and children of every class and nation.

KENTUCKY (cont.) ELIZABETHTOWN, KY.—Harden County Fair, Sept. 5 to 8. James A. Kirkwood, 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.

The Marvelous Troupe of TOOZOONIN ARABS (Seven in number, now looking for season of 1899-1900 appear in an original and realistic exhibition, entirely different from any ever seen in this country in feats of strength that can only be accomplished by this race. Each one gifted by nature with the endurance of a camel and the strength of a Hercules. A performance that will last fully half an hour, and once seen never to be forgotten. The spectator is brought face to face with one of the tribes who wander over that enormous expanse of dry ocean called the Arabian Sahara Desert often written of in books, but seldom seen by any civilized persons. For terms, address: SIE HASSON BEN ALI, Manager. Care Russell-Morgan, 1358 Broadway, New York City

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

MISSOURI HOONVILLE, MO.—Cooper County Agricultural and Mechanical Society, Aug. 22 to 25. COLUMBIA, MO.—Boone County Agricultural and Mechanical Society, Aug. 8 to 12.

To Circus Agents. For circus grounds and privileges in Connecticut Bluffs, Pa., apply to C. W. NICHOLS, City Billposter. Office, 16 N. Main St. City license, \$500 per day.

CIRCUS CANVAS.

New tents, all kinds. Flags, Kidd lights, Poles, stakes, etc. second-hand, soft soft, used 1 week, 60x90, used 4 days, 70x115, new; 80x125, used 1 week; 100x150, used three months, 100x150, used 1 week; 125x175, used 1 week. All with 10 ft walls made with 6x20, drill, complete with bale rings, poles and stakes, 500 wall tents, family compartment tents and canopy top tents. All bargains. One second-hand balloon. Write for prices. C. J. BAKER, 415 and 417 Delaware St., KANSAS CITY, MO.

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

MISSOURI (cont.) WINONA, MINN.—Winona Street Fair and Agricultural Association, Sept. 26 to 29, 1899. W. J. Smith, Pres. Wm. G. Reade, Treas. John Rose, Secy.

"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, Iowa, August 28, 1899. 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.

MARYLAND FREDERICK CITY, MD.—Frederick County Agricultural Society, Oct. 17 to 20. Chas. N. Barrett, pres.; David V. Stauffer, treas.; Harry C. Kiefer, secy.

MISSOURI (cont.) KAHOKA, MO.—Clark County Agricultural and Mechanical Association, Aug. 29 to Sept. 1. W. M. Bonlaw, Gregory, pres.; Jas. Fulton, treas.; Jos. Vandoloh, secy.

MASSACHUSETTS BARRE, MASS.—Worcester County West Agricultural Society, Sept. 28 and 29. August P. Adams, Barre Plains, pres.; Chas. N. Phillips, treas.; Matthew Walker, secy.

MISSOURI (cont.) SPRINGFIELD, MO.—Queen City Fair Association, Sept. 4 to 9. Col. John O'Day, pres.; W. A. Dennis, secy.

ORANGEBURG, N. Y.—Rockland County Agricultural and Horticultural Association, Sept. 11 to 15. S. M. Stafford, Spring Valley, pres.; D. T. Inglis, Spring Valley, treas.; M. H. Demarest, Narnet, secy.

PALMYRA, N. Y.—Palmyra Union Agricultural Society, Sept. 28 to 30. C. D. Johnson, pres.; H. G. Chapman, treas.; P. S. Aldrich, secy.

PENN YAN, N. Y.—Yates County Fair, Sept. 19 to 21. Ira R. Bruudage, pres.; A. T. Angle, Italy Hill, secy.

PHOENIX, N. Y.—Phoenix Union Agricultural Society, Sept. 19 to 22. John O'Brien, pres.; N. A. Hughes, treas.; Jas. A. Pendergast, secy.

PLATTSBURG, N. Y.—Clinton County Agricultural Society, Sept. 18 to 22.

PRATTSBURG, N. Y.—Prattsburg Fair, Sept. 12 to 14. H. D. Graves, pres.; W. W. Babcock, secy.

RED HOOK, N. Y.—Red Hook Agricultural Club, Aug. 29 to 31. D. W. Willbur, pres.; S. L. Stillman, treas.; John W. Baln, secy.

RICHFIELD SPRINGS, N. Y.—Richfield Springs Agricultural Society, Sept. 25 to 28. M. O. Towne, pres.; G. T. Brockway, treas.; Fred. Bronner, secy.

RIVERHEAD, N. Y.—Suffolk County Agricultural Society, Sept. 19 to 21. Hon. Henry O. Reeves, Greenport, pres.; Geo. W. Cooper, treas.; Sylvester W. Foster, secy.

SANDY CREEK, N. Y.—Sandy Creek Fair Co. Aug. 22 to 24. H. Louis Wallace, secy.

SANDY HILL, N. Y.—Washington County Agricultural Society, Sept. 12 to 15.

SHAVERTOWN, N. Y.—Shavertown Agricultural Society, Aug. 29 to 31. P. H. Shafer, pres.; Jas. Brauley, treas.; Wm. A. Coulter, secy.

SYRACUSE, N. Y.—N. Y. State Agricultural Society, September 4 to 9. Hon. Roswell P. Flower, pres.; James Docharty, secy.; W. J. Smith, treas.; Theo. H. Coleman, manager.

SYRACUSE, N. Y.—Onondaga County Fair, Oct. 3 to 6. Addison J. Loomis, Cicero, pres.; N. H. Chapman, secy. and treas.

TRUMANSBURG, 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. Hler, pres.; N. H. Chapman, treas. and secy.

WALTON, N. Y.—Delaware Valley Fair, Sept. 13 to 15. Wesley Ellis, secy.

WESTPORT, N. Y.—Essex County Agricultural Society, Sept. 11 to 14. W. A. Tucker, Essex, pres.; A. J. Daniels, treas.; C. E. Stevens, secy.

WHITE PLAINS, N. Y.—Society of Agriculture and Horticulture of Westchester County, Sept. 25 to 30. Jas. Hopkins, Vermont, pres.; Jos. 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.

ATHENS, O.—Athens County Agricultural Society, Oct. 3 to 5. N. W. Baker, C. H. Porter, secy.

BELLEFONTAINE, O.—Logan County Agricultural Association, Oct. 3 to 5. W. F. Williamson, West Liberty, pres.; E. Pat Chamberlain, secy.

BOSTON, O.—Clermont County Agricultural Society, Aug. 29 to Sept. 1. John W. Patton, Bethel, pres.; J. O. Rapp, Oweusville, treas.; John Rowan, Blowville, secy.

CADIZ, O.—Harrison County Agricultural Society, Oct. 3 to 5. Oliver Robb, Unionvale, pres.; S. R. Hamilton, treas.; J. G. Milliken, secy.

CALDWELL, O.—Street Fair, July 19 to 22. Jos. Ryan, gen'l manager; N. H. Shadwell, treas.; J. W. Bigley, 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, 340 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 3.

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 3 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. Darling, pres.; Corwin McCoy, treas.; Robert Boyd, 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. Y. Travis, secy.

EATON, O.—Trebble 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, Delisle, O., pres.; T. C. Maher, secy.

GROVE CITY, O.—Grove City Fair Association, Aug. 29 to Sept. 1. Samuel Taylor, Pleasant Corner, secy.

HAMILTON, O.—Butler County Agricultural Society, Oct. 2 to 6. J. A. Slade, Stockton, pres.; W. B. Wallace, Oxford, treas.; W. A. Shafer, secy.

KINSMAN, O.—Kinsman Stock and Agricultural Co. Aug. 23 to 25. H. J. Wald, pres.; E. R. Bracken, treas.; H. J. Fober, secy.

LEBANON, O.—Warren County Fair, Sept. 19 to 22. Geo. W. Carey, secy.

LIMA, OHIO.—Allen County Agricultural Society, Oct. 10 to 13. Hlop. Wm. Kusler, Hunne, pres.; D. 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.

MEDINA, O.—Medua County Agricultural Society, Sept. 5 to 7. Jas. W. Crawford, Seville, pres.; Blake Leudrickson, 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. Hauna, pres.; R. B. Holler, treas.; J. S. Halter, secy.

NEW BREMEN, O.—New Bremen Tri-County Fair, Sept. 5 to 8. Henry Hellbusch, pres.; Wm. Nieter, treas.; Fred. Wiemeyer, secy.

NEWARK, O.—Elks' Street Fair and Carnival, June 5 to 10. T. C. Warden, pres.; E. J. Koos, secy.

NEWARK, O.—Licking County Agricultural Society, Sept. 26 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. Chappellear, secy.

OTTAWA, O.—Putnam County Agricultural Society, Oct. 2 to 7. A. L. 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. 22 to 25. T. L. Calvert, Selma, pres.; Fred. Schilleberger, Enon, treas.; Wm. Jenkins, Seth, secy.

SPRINGFIELD, B. P. O. E. No. 51, June 12 to 18. L. M. Harris, pres. and treas.; W. H. VanTassell, 48 E. High st., secy.

TOLEDO, O.—Tri-State Fair, Aug. 21 to 26. W. B. Tucker, pres.; C. R. Brand, treas.; T. B. Geiger, 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 Billhardt, 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. 3 to 6. Perry Focht, Unopolis, 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.

WAUSEON, O.—Fulton County Agricultural Society, Sept. 19 to 22. L. G. Ely, Fayette, pres.; W. A. Blake, treas.; Thos. Mikesell, secy.

WESTERVILLE, O.—Hamilton County Fair, Aug. 15 to 19.

WEST UNION, O.—Adams County Agricultural Society, Sept. 12 to 15. W. S. Kincaid, pres.; H. W. Dickinson, treas.; T. W. Ellison, secy.

WOODSFIELD, O.—Mound County Agricultural Society, Aug. 29 to 31. W. C. Moon-ey, pres.; Geo. B. Dorr, secy.

WOOSTER, O.—Wayne County Agricultural Society, Sept. 26 to 28. J. C. Sidel, Blackleville, pres.; W. A. Wilson, treas.; I. N. Kinney, secy.

XENIA, O.—Greene County Agricultural Society, Aug. 5 to 11.

YOUNGSTOWN, O.—Elks' Street Carnival and Industrial Exposition, June 19 to 24. R. Montgomery, pres.; Geo. Hellawell, treas.; E. E. Miller, secy.

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.

ALLEGHENY, PA.—Industrial Exposition, Street Fair and Elks' Carnival, July 10 to 22. John A. Fairman, pres.; A. D. Armstrong, treas.; W. H. Lockhart, secy.

ALLENTOWN, PA.—The Great Allentown Fair, Sept. 1 to 22. Hon. Jeremiah Roth, pres.; A. W. DeLong, treas.; W. K. Mohr, secy.

BEAVER, PA.—Beaver County Agricultural Society, Sept. 26 to 29. Wm. M. Boyle, Beaver Falls, pres.; J. E. Martin, treas.; J. E. Kennedy, secy.

BETHLEHEM, PA.—Bethlehem State Fair Association, Sept. 12 to 15. J. Walter Lovatt, pres.; Geo. H. Young, treas.; H. A. Groman, secy.

BURGETTSTOWN, PA.—Union Agricultural Association, Oct. 3 to 5. W. W. Pyles, Dinsmore, W. B. Lun, treas.; R. P. Stevenson, secy.

CAMBRIDGE SPRINGS, PA.—Crawford County Agricultural Society, Sept. 19 to 22. Clark H. 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. McQuilkin, Smicksburg, pres.; A. J. Gourley, treas.; E. Morrow, secy.

HOOKSTOWN, PA.—Millcreek Valley Agricultural Association, Aug. 22 to 24. R. M. Swaney, secy.

HUGHESVILLE, PA.—Muncy Valley Farmer's Club, Sept. 19 to 22. Theo. A. Boebe, pres.; Hon. Peter Reeder, treas.; A. C. Henry, secy.

KITANNING, PA.—Kitanning Fair Association, Aug. 22 to 25. Dr. C. J. Jessop, pres.; W. J. Sturgeon, treas.; T. McCon-kill, secy.

KUTZTOWN, 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.

LEIGHTON, PA.—Carbon County Industrial Society, Sept. 26 to 29. Henry Miller, pres.; Valentine Schwartz, treas.; C. W. Bower, secy.

LEWISBURG, PA.—Union County Agricultural Society, Sept. 26 to 29. C. Willard Oldt, secy.

LEWISTON, PA.—Mifflin County Agricultural Fair Association, Sept. 5 to 8. A. C. Mayes, pres.; T. S. Johnson, treas.; J. F. McKinney, 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.

MONTELOSE, PA.—Susquehanna County Agricultural Society, Sept. 19 and 20. B. E. James, pres.; T. I. Lott, treas.; W. A. Titsworth, secy.

MT. GRETNA, PA.—Mt. Gretna Agricultural, Mechanical & Industrial Exposition, Aug. 14 to 19, 1899.

NEW CASTLE, PA.—Street Fair and Carnival, June 5 to 10. Geo. F. Knowles, mgr.

BALLOONS BALLOONS
Gas, Hochet or Whistling.

WE HAVE ALL FRESH STOCK.

OUR GAS BALLOONS are made of the best French rubber in three colors, red, blue and green, and inflate full size, warranted best quality 1-piece rubber.

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1	White Rattan Switches 40
60	Fancy covered whips 1.50

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Gross in Box.

No.	Per Gross
45	Assorted colors \$ 2.00
55	Assorted colors 2.75
60	Assorted colors 2.50
58	Mediety 2.25
160	Serpents 2.50

We also carry full lines of Walking Canes, Cheap Jewelry, Pocket Knives, Pickup Prizes, etc. and make up selected lots for \$5, \$10, \$20 and up. Catalogue mailed on application.

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To Fair Secretaries, Managers of Summer Resorts, picnics, carnivals, Fourth of July celebrations, political meetings and all outdoor entertainments, that we have twenty-six balloons working the year round, and employ only competent and gentlemanly aeronauts, and can furnish high first-class balloon ascensions, with or without the parachute descent with prize performances, and any other attraction and feature in connection with balloon ascensions. Always open time. Write for terms and circulars giving different features.

Address all communications by wire letter to

BALDWIN & CARROW,
Managers of Consolidated Balloon and Parachute Co.
LYONS, MICH.

WANTED—offers for attractions for agricultural fair to be held at Vidon, 24th and 25th of July. Address to
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MERRY-GO-ROUND—47 feet in diameter. Five large wanted to place in paying part. Address JOSEPH H. VAN AMAN, Phoenix Co.

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Operated by the Fairmount Park Transportation Co. PHILADELPHIA

Some preferred locations at the above named Summer Resort will be leased to any person or persons controlling the rights to a few First-class and Novel Midway Attractions. Among the privileges already leased are a \$25,000 Thompson Scenic Railway, an immense Dentzell Caronsell, Cabaret de la Mont, etc., etc.

Woodside Park, which immediately adjoins Philadelphia's great Fairmount Park (with a daily summer population of 100,000 people), has heretofore had a daily attendance of 12,000 to 15,000 people, but the Company confidently expects this average attendance to be more than double as a consequence of the immense improvements which are in process at a cost of over \$50,000. A number of the greatest musical attractions of America are under engagement, and the season will be opened on Saturday, May 27, 1899, by INNES and his famous New York Band of fifty-five performers. For further particulars, address,

WOODSIDE REAL ESTATE COMPANY,
RIDGE AVENUE BANK BUILDING, PHILADELPHIA, PA.

Managers of Parks, Pleasure Resorts, Secretaries of Fairs and Street Fairs, your attention, please.

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ORWIGSBURG, PA—Orwigsburg Agricultural and Horticultural Society Aug 29 to Sept 1 Hon J. T. Shoener, pres., H. S. Albright, treas., A. E. Brown, secy.

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

FAIRVIEW, S. C.—Fairview Stock, Agricultural and Mechanical Association, Undeclared J. B. Wasson pres., J. L. Stoddard, treas., W. H. Britt, secy.

ALEXANDRIA, TENN.—In Kalb Agricultural and Mechanical Association, Sept 21 to 25, Col. J. T. Croughand, Brush Creek, pres., J. W. Rutland, treas., Rob. Roy, secy.

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

SALT LAKE CITY, UTAH.—Deseret Agricultural and Mfg. Society, Oct 3 to 7, John R. Winder, pres., Elias A. Smith, treas., Septimus W. Sears, secy.

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

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

NORFOLK, VA.—Virginia State Fair and Agricultural Association, May 16 to 19, Oct 2 to 6, W. E. Dillon, secy.

NORTH YAKIMA, WASH.—State Fair, Sept. 25 to 29, J. M. Baxter, pres.; Wm. Lee, sr., treas.; T. R. Gunn, secy.

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

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

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

BLACK RIVER FALLS, WIS.—Jackson County Agricultural Society, Sept. 5 to 8, J. A. Bailey, S. N. Saurdohl, treas.; E. L. Ormsby, secy.

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

LA CROSSE, WIS.—LaCrosse Interstate Fair Association, Sept. 12 to 14, B. E. Edwards, pres.; T. H. Spence, treas.; C. S. Van Auken, secy.

MILWAUKEE, WIS.—Milwaukee Carnival Association, June 27 to 30, Alvin P. Kitzsch, pres., D. C. Fuller, treas.; Wm. McLaren, secy.

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

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

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

ST. CROIX FALLS, WIS.—Park County Fair Association, Sept. 19 to 21, Thomas H. Thompson, pres.; Harry D. Baker, treas.; Geo. H. Ely, secy.

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

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

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

CLINTON, CANADA.—Huron Central Exhibition, Sept. 19 and 20, Wm. Weir, pres.; Wm. Coats, secy.

HALIFAX, CANADA.—Nova Scotia Provincial Exhibition Committee, Sept. 23 to 30, Hon. J. W. Longley, pres.; D. R. Clarke, treas.; J. E. Wood, secy.

INNISFAIR, CANADA.—Spring Show, May 12, John McLeod, secy.

NEEPAWA, CANADA.—Beautiful Plains Agricultural Society, Aug. 8 to 10, G. E. McGregor, pres.; John Wemyss, secy.

OTTAWA, ONT., CAN.—Central Canada Exhibition, Sept. 11 to 23, W. Hutchison, pres.; T. C. Bate, treas.; Edward McMahon, 26 Sparks st., secy.

PORTAGE LA PRAIRIE, CANADA.—Local Show, July 5 to 7.

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

SAULT STE. MARIE, CANADA.—East Algona Agricultural Society, Oct. 3 and 4, John Dawson, pres.; Wm. Brown, secy.

STANSTEAD PLAIN, CANADA.—Stanstead Live Stock Fair Association, Aug. 23 to 24.

TORONTO, ONT., CAN.—Annual Exposition and Fair of Industrial Exhibition Association, Aug. 25 to Sept. 9, H. J. Hill, secy.

VIRIDEN, MAN., CAN.—County Dennis Agricultural Society, July 26 and 27, A. G. McLaughlin, secy.

WELLESLEY, CANADA.—Willesley and N. Easthope Agricultural Society, Sept. 12 and 13, John Greenwood, pres.; Geo. Bellinger, secy.

WINNIPEG, CANADA.—Winnipeg Industrial Exhibition, July 10 to 15, R. M. Power, Carberry, pres.

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



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CONVENTIONS, Fetes, Celebrations, Etc.

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ALEXANDRIA, LA.—State Baptist Convention. July 13, 1899. Rev. A. M. Vandeman, Alexandria, La., secy.
ALEXANDRIA, VA.—National Celebration of Lincoln's Emancipation Proclamation. Magnus L. Robinson, Chairman, Alexandria, Va.
ALLENSTOWN, PA.—I. O. O. F., Grand Lodge. May 15 to 19. H. J. Gordon, Allentown, Pa., secy.
ALLENSTOWN, 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 Duffell, secy., 800 Union Trust Building, Detroit, Mich.
ANACONDA, MONT.—I. O. O. F. Grand Lodge. Oct. 11, 1899. Jas. A. Longstaff, 738 S. Main st., Butte, Mont.
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. Elia 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. Public Library, Scranton, Pa., secy.
ATLANTIC CITY, N. J.—American Neurological Association. June 14 to 16. Graeme M. Hammond, secy., 58 W. 45th street, New York City.
ATLANTIC CITY, N. J.—Pharmaceutical Association. May, 1899. Frank C. Stutzien, Elizabeth, N. J.
AUGUSTA, GA.—K. T. Grand Commandery of Georgia. May 3 to 5. S. P. Hamilton, secy., Savannah, Ga.
AURORA, ILL.—Ancient Order Hibernians. 1900. Daniel McElynn, secy., St. Louis.
AUSTIN, TEX.—Texas United Daughters of the Confederacy. Oct. 18, 1899. Mrs. J. M. Brownson, secy., Victoria, Tex.
BALTIMORE, MD.—Federal Brotherhood of Andrew & Phillip. 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 Pasture of Maryland United Order of Nazarites. Nov. 21, 1899. Geo. W. Carroll, secy., 527 North Dallas street, Baltimore, Md.
BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.
BALTIMORE, MD.—Shield of Honor of Maryland. Feb. 3, 1900. W. J. Cunningham, secy., 205 E. Fayette street, 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., 100 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.
BAR HARBOR, ME.—American Institute of Instruction. July 6 to 9, 1899. Edwin H. Whitehill, Bridgewater, Mass., 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.
BEDFORD, MASS.—150th Anniversary Celebration. May 19, 1900. Win. R. Patten, Manerker.
BELLEVILLE, ILL.—Anti-Horse Thief Association. Oct. 11, 1899. G. C. Browning, Farmersville, Ill., secy.
BELTON, MO.—Central Protective Association. Oct. 10, 1899. W. H. Smith, Atchison, Kan., secy.
BERLIN, GERMANY.—Geographical Congress. Sept. 25 to 29.
BICKNELL, IND.—Indiana Field Trial Clubs. Nov. 6, 1899. S. H. Soewell, secy., 371 Massachusetts avenue, Indianapolis Ind.
BIDDEFORD, ME.—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. Doneho, secy., Talladega, Ala.
BIRMINGHAM, ALA.—Dept. G. A. R. Encampment. May 5. E. D. Bacon, 305 N. 20th st.
BIRMINGHAM, ALA.—Pharmaceutical Association. May, '99. P. C. Candidus, Mobile, secy.
BIRMINGHAM, ALA.—Synod of Alabama. Nov. 21, 1899. W. I. Sinnott, Clerk, Columbiana, Ala.
BUONAVILLE, IA.—Baptist State Convention. Oct. 29, 1899. E. P. Bartlett, secy., Des Moines, Iowa.
BOSTON, MASS.—American Historical Association. Dec. 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.—National Regatta. July 28 and 29. F. H. Fortmeyer, secy., Box 740, New York City.
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.—Who's Who Saddletry Association. July 11, 1899. John B. Denvers, St. Louis, Mo., secy.
BOSTON, MASS.—Supreme Lodge, New England Order of Protection. May 9. D. N. Frye, 43 Milk st., secy.
BOSTON, MASS.—American Association G. P. and F. Agents. October, 1899. A. J. Smith, L. S. & M. S. R. L., Cleveland, O., secy.
BOSTON, MASS.—Vessel Owners & Captains' National Association. Oct. 4, 1899. R. R. Freeman, 95 Commercial st., Boston, Mass., secy.
BOSTON, MASS.—International Congregational Council. Sept. 20 to 23. Hon. Sam'l B. Capen, Boston, Mass.
BOSTON, MASS.—Farmers' National Congress. Oct. 3 to 6.
BOSTON, MASS.—U. S. General Convention of Universalists. October, 1899. Rev. G. L. Demarest, D.D., Manchester, N. H., secy.
BOSTON, MASS.—Knights and Ladies of Honor, Grand Lodge. May 9, 1899. Sam'l Hathaway, 228 Tremont st., Boston, Mass.
BOSTON, MASS.—U. C. A. M. State Council. Feb. 22, 1899. 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.—Annual Meeting Rebekah State Assembly. May 3. Mrs. Sarah A. Berry, secy., 79 Sullivan st., Charleston, Mass.
BOSTON, MASS.—Knights of Malta Grand Commandery. Sept. 28, 1899. John W. Hicks, Grand Recorder, 600 Tremont st., Boston, Mass.
BOSTON, MASS.—State Council Knights of Columbus. Feb. 6, 1900. Wm. J. O'Brien, secy., 597 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, Barre, Vt.
BRIDGEPORT, CONN.—National Council, Daughters of America. Oct. 31, 1899. Miss Julia Tinton, 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. Lyttle, 814 N. Broad st., Philadelphia, Pa., secy.
BRUNSWICK, ME.—Maine Ornithological Society. Dec. 30, 1899. L. W. Robbins, Gardiner, Me., secy.
BUFFALO, N. Y.—National Association of Credit Men. June 6 to 8. F. R. Boocock, secy., 40 Nassau st., New York City.
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.—Royal Templars of Temperance. May 16. E. B. Rew, secy., 43 Niagara st., Buffalo, N. Y.
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.—High Court, Catholic Order of Foresters. June 13 to 15, 1899. John M. Wells, Hammond, Ind., secy.
BURLINGTON, IOWA.—Inter-State Sheriff's Association. June 14 and 15, 1899. W. C. Davenport, Sioux City, Iowa, secy.
BURLINGTON, VT.—United States Lawn Tennis Association Tournament. Aug. 9.
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. Myall, secy., Helena, Mont.
CAMDEN, N. J.—Supreme Lodge, Order of Shenherds 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. 57th street, New York City.
CATSKILL, N. J.—General Synod Reformed Church in America. June 7 to 14. Wm. H. DeHart, clerk, Raritan, N. J.
CEDAR RAPIDS, IOWA.—State Medical Society. May 17 to 19. Dr. H. S. Raynor, secy., Cedar Rapids, Iowa.
CELEBRON, CHATAUQUA LAKE—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.
CHATTANOOGA, TENN.—National Association of Chiefs of Police of United States and Canada. May 9 to 12.
CHICAGO, ILL.—American Laryngological Association. May 22 to 24. Dr. J. L. Swain, secy., New Haven, Conn.
CHICAGO, ILL.—Bohemian Catholic Central Union. Sept. 26, 1899. Frank Landfar, 56 Jewett st., Cleveland, O., secy.
CHICAGO, ILL.—Catholic Total Abstinence Union of America. Aug. 9 to 11, 1899. A. R. Boyce, 445 W. 53th st., New York City, secy.
CHICAGO, ILL.—Grand Chapter, Order Eastern Star of Illinois. Oct. 3 to 5, 1899. Mrs. Mate L. Chester, 931 Park ave., Chicago, Ill., secy.
CHICAGO, ILL.—National Fraternal Press Association. Aug. 22, 1899. Gilbert Howell, 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., 454 Indiana avenue, Chicago, Ill.
CHICAGO, ILL.—American Galloway Breeders' Association. Nov., 1899. Frank B. Hearne, secy., Independence, Mo.
CHICAGO, ILL.—National Association of Window Treatments 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. L. Lehigh, 600 Pennsylvania ave., S. E., Washington, D. C., secy.
CHICAGO, ILL.—Knights Templar Annual Conclave. Oct. 24, 1899. G. M. Barrard, 1901 Masonic Temple, 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, Woodrington, Ill., secy.
CHICAGO, ILL.—Mississippi Valley Medical Association. Sept. 12, 1899. Henry E. Tuley, M.D., 111 W. Kentucky st., Louisville, Ky., secy.
CHICAGO, ILL.—National Hotel Men's Mutual Benefit Association. May 25 to 27. J. K. Blatchford, secy., 7 Monroe st., Chicago, Ill.
CHICAGO, ILL.—American Ticket Brokers' Association. May 19 and 20. W. B. Carter, secy., Louisville, Ky.
CHICAGO, ILL.—Hundred-Kriegerfest. Aug. 13 to 15.
CINCINNATI, O.—American Seed Trade Association. June 13 to 15. S. F. Willard, secy. Wethersfield, Conn.
CINCINNATI, O.—National Association of Stone 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.—Traveling Freight Agents' Association. June 8. Geo. A. Hiltz, secy., Carey Building, Cincinnati, O.
CINCINNATI, O.—Saengerfest Jubilee, 1899.
CINCINNATI, O.—State Conference of Charities and Corrections. May 17 to 23, 1899. Joint Annual 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. D. 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. Steinhilber, secy., 519 Main street, Cincinnati, Ohio.
CINCINNATI, O.—National Alliance, Theatrical Stage Employees of United States and Canada. June 19, 1899. Leo W. Hart, gen'l secy.—TREAS.

CHICAGO, ILL.—I. O. O. F. Convention. July, 1899. C. H. Tyner, Columbus, O., secy.
CLAIREMONT, N. H.—I. O. O. R. M. State Council. Oct. 12. Chas. F. Glidden, secy., Manchester, N. H.
CLARKSVILLE, TENN.—Grand Lodge Tennessee, I. O. O. F. Oct. 18, 1899. J. I. Harwell, Nashville, Tenn., secy.
CLEVELAND, O.—National Paint, Oil & Varnish Association. Oct. 10 to 12, 1899. 11 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, OH.—American Roller Manufacturers Association. July 24. J. D. Farney, secy., Forest st and N. Y. P. & O. Bldg., Cleveland, O.
CLEVELAND, O.—Ancient Scottish Rite Supreme Council. Aug. 1, 1899. Mackius 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 Arch Masons Grand Chapter. Sept. 25, 1899. Chas. C. Kiefer, Urbana, Ill., secy.
COLLEGE STATION, TEX.—Texas Farmers Congress. July, 1899. D. O. Lively, Ft. Worth, Tex., secy.

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COLLEGE STATION, TEX.—State Dairy-
men's Association, July 25, 1899. J. L.
McGuire, Waco, Tex., secy.
COLUMBIANA, ALA.—Knights of Pythias Grand
Lodge, May 23 to 25. Wm. Heatty, secy.,
Columbi, Ala.
COLUMBIANA, OH.—Ohio Horse Breeders' Associa-
tion, Sept. 6. Samuel Taylor, secy.,
Pleasant Corners, O.
COLUMBIANA, O.—American Medical Associa-
tion, June 6 to 9. J. E. Brown, M. D.,
secy., Columbus, O.
COLUMBIANA, O.—Geological Society of Ameri-
ca, Aug. 22. H. L. Fairchild, secy., Roch-
ester, N. Y.
COLUMBIANA, S. C.—Association of Southern
Schools and Colleges, November, 1899. J.
H. Kirkland, secy., Nashville, Tenn.
COLUMBIANA, O.—American Chester White
Pig Breeders' Association, Jan. 19, 1900. Carl
Frogan, secy., Dayton, O.
COLUMBIANA, O.—Junior Order United Ameri-
can Workmen, Sept. 12, 1899. J. A. Bina,
secy., Canton, O.
COLUMBIANA, O.—Grand Chapter, Order of
Eastern Star, Oct. 10, 1899. Mrs. Ella B.
Sleater, Marysville, O., secy.
COLUMBIANA, O.—Ohio Trap Shooters' League
Inauguration, June 7 to 9, 1899. J. C. Por-
ter, Columbus, O., secy.
COLUMBIANA, O.—State Council, D. of A.,
Sept. 12, 1899. Miss Julia Tipton, Box 522,
Dayton, O., secy.
COLUMBIANA, O.—State Association of County
Agriculturists, Nov. 21 and 22, 1899. E. M. Ful-
brighton, Marysville, O., secy.
COLUMBIANA, O.—American Association for
Advancement of Science, Aug. 19 to 25,
1899. L. O. Howard, Cosmos Club, Wash-
ington, D. C., secy.
COLUMBIANA, N. Y.—D. of P., Great Council,
June 18, 1899. Mrs. Mary E. Boehler, 261
E. 14th st., N. Y. City, secy.
CRESTON, IOWA, Y. P. S. C. E. State Con-
vention, Oct. 10 to 12, 1899. Jennie E.
Cabin, Fairbairn, Iowa, secy.
CRIPPLE CREEK, COLO.—D. of R. State As-
sembly, Oct. 16 to 18, 1899. Mrs. E. V. L.
Lodge, secy., 2825 Curtis street, Denver,
Colorado.
DANKVILLE, QUE. CAN.—Grand Lodge, I.
O. F., Sept. 18, 1899. J. W. Rock, 296
A. St. Dominique, Montreal, secy.
DAVENPORT, IA.—Grand Chapter of Iowa
O. E. S., Oct. 25 and 26, 1899. Mrs. Mattie
Jackson, Council Bluffs, Ia., secy.
DAYTON, O.—Ohio Polar China Record Co.,
Jan. 20 to 20, 1900. Carl Frogan, secy., Day-
ton, 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, Mc-
Keezie Tenn., clerk.
DECATUR, ILL.—Grand Lodge, I. O. G. T.,
Oct. 10, 1899. R. J. Hazlett, Rockford, Ill.,
secy.
DECIHIAH IOWA—Norwegian-Danish Press
Association, June, 1899. S. Sorenson, Min-
neapolis, Minn., secy.
DELAWARE, O.—Catholic Knights of Ohio,
Sept. 11, 1899. M. J. Manly, Delaware, O.,
secy.
DENVER, COLO.—National Convention of
Railroad Commissioners, Aug. 10, 1899.
Edw. A. Money, Washington, D. C., secy.
DENVER, COLO.—American Association of
Traveling Passenger Agents, September,
1899. L. W. Landman, Columbus, O., secy.
DENVER, COLO.—Concatenated Order of the
Hoo-Hoo, Sept. 9, 1899. J. H. Baird, Nash-
ville, Tenn., secretary.
DENVER, COLO.—Negro Press Association,
August, 1899. Mrs. F. J. Jackson, Kansas
City, Kas., secy.
DENVER, COLO.—Wholesale Saddlery Deal-
ers' Convention, July 11, 1899. J. B. Den-
ver, secy., St. Louis, Mo.
DENVER, COLO.—General Assembly, Cum-
berland Presbyterian Church, May 18, 1899.
Rev. I. M. Hubbert, Lebanon, Tenn., secy.
DES MOINES IOWA—State Dental Society,
May 2 to 5. W. S. Clark, secy., Cedar Rap-
ids, Iowa.
DES MOINES, IA.—Mutual Insurance Associa-
tion, Nov. 15, 1899. F. E. Gordon, secy.,
Fae City, Ia.
DES MOINES, IOWA—Brotherhood of Loco-
motive 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.—International Insurance Com-
pany, Association, Sept. 7 and 8, 1899.
John M. Bestman, Cincinnati, O., pres.
DETROIT, MICH.—Association of Railway Su-
perintendents of I. & H., Oct. 17. S. F.
Patterson, secy., Concord, N. H.
DETROIT, MICH.—Society of American
Florists, W. J. Stewart, Boston, Mass.,
secy., Apr. 15, 1899.
DETROIT, MICH.—Grand Council United Com-
mercial 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. Pitta Edwin
Howe, M. D., secy., 703 Washington street,
Dorchester District, Boston, Mass.
DETROIT, MICH.—Good Masters' Associa-
tion, Sept. 12, 1899. J. H. Dickerson, Ster-
ling, Ill., secy., Jena.
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' Internation-
al Press Association, September, 1899. John
W. Bourlet, Concord, N. H., secy.
DETROIT, MICH.—Michigan Hardware As-
sociation, 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. F., September, 1899.
DETROIT, MICH.—National Pythian Press
Association, October, 1899.
DETROIT, MICH.—International Typograph-
ical Union, Aug. 14, 1899. J. W. Bramwood,
Room 7, DeSoto Block, Indianapolis, Ind.,
secy.
DETROIT, MICH.—International Christian
Endeavor Convention, July 5 to 10, 1899.
W. H. Strong, 134 Jefferson ave., Detroit,
Mich., chairman.
DETROIT, MICH.—T. S. Brewers' Convention,
June 6 to 8. Mr. Warner, secy., 111 E. 10th
st., New York City.
DETROIT, MICH.—Supreme Lodge, K. of
P., Last week, August, 1899. R. L. C.
White, Nashville, Tenn., secy.
DOVER, N. H.—Knights of Pythias Grand
Lodge, Oct. 18, 1899. Chas. B. Spoford,
Canaan, N. H., secy.
DUBLIN, GA.—Georgia Weekly Press Associa-
tion, July, 1899. W. A. Shackelford,
Lexington, Ga., secy.
DUBLIN, N. C.—I. O. U. A. M. State
Council, Feb. 20, 1899. P. S. Preston, secy.,
Box 275, Salem, N. C.
DUBLIN, N. C.—Pharmaceutical Associa-
tion, May, 1899. H. R. Horne, Fayette-
ville, N. C.
EAST ORANGE, N. J.—State Exempt Fire-
men's Association, May 17, 1899. Elias K.
Leahy, 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. May, El Reno,
Okla., secy.
EMPORIA, KAN.—Democratic Editorial Frater-
nity of Kansas, Feb. 8, 1899. W. P.
Merriss, secy., Sterling, Kas.
ERIE, PA.—State Sportsmen's Association,
May 20 to June 2. Elmer E. Shauer, secy.,
Pittsburgh, Pa.
EUREKA, KAS.—Emporia District Epworth
League, August, 1899. G. L. Darby, How-
ard, Kas., secy.
EUREKA, NEV.—Grand Lodge, I. O. O. F.,
Nov. 2, 1899. Mrs. Weathers, Deeth, Nev.,
secy.
FALL RIVER, MASS.—National Loom Fleets
Association, Sept. 13 to 14, 1899. Rich-
ard Shovelton, Jr., secy., 1723 South Main
street, Fall River, Mass.
FALL RIVER, MASS.—New England Label
Conference, Oct. 4, 1899. T. F. Tracy, 14
Hudson st., Boston, Mass.
FRANKFORT, IND.—Supreme Lodge, of
 Moose, February, second Tuesday, 1900.
M. G. Kelly, Crawfordsville, Ind., secy.
FRANKLIN, MASS.—Massachusetts Univers-
alist Convention, Sept. 26 to 28, 1899. Rev.
F. W. Sprague, 30 West st., Boston, Mass.,
secy.
FRANKLIN, MASS.—Y. P. S. C. U. State Con-
vention, Sept. 22, 1899. Miss Josie S.
Newman, Beverly, Mass., secy.
FRANKLIN, PA.—L. O. T. M., Great Hope,
June 13, 1899. Miss Nellie E. Launsbury,
Corydon, Pa., secy.
FREDERICK CITY, MD.—United Brethren
Church of United States and Europe Cen-
tennial Celebration, 1901.
FRESNO, CAL.—High Court of California, I.
O. F., Oct. 10, 1899. W. H. Perry, 49-50
Phillips Block, Los Angeles, Cal., secy.
FT. MURPHY, ME.—Apostook County
Potato Show, Oct. 25 and 26. Geo. B. Dick-
ers, general manager, Napoleon, Me.
FT. WORTH, TEX.—National Stock Breed-
ers' Association, January, 1900.
GAFFNEY, S. C.—Baptist Ministers' Confer-
ence, Nov. 28, 1899.
GAFFNEY, S. C.—State Convention of Bap-
tists, Nov. 29, 1899. C. P. Ervin, secy.,
Wellford, S. C.
GAINESVILLE, GA.—Chatauga Convention,
July 4 to 20, 1899. H. W. Van Hoose, Gaines-
ville, Ga., secy.
GETTYSBURG, PA.—State Teachers' Associa-
tion, July 4 to 6.
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 D. O. K. K.
May 10 and 11. W. H. Loomis, 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. Inter-
national Convention, May 25 to 28. Rich-
ard C. Morse, secy., 3 W. 29th street, New
York City.
GRAND RAPIDS, MICH.—I. O. G. T. Grand
Lodge, Aug. 23, 1899. M. E. Curtis, Big
Rapids, Mich., secy.
GRAPEVINE, TEX.—O. U. A. M. JR. State
Council, May 9 and 10. W. H. Rollins,
secy., Cleburne, Tex.
GREENFIELD, MO.—Southwestern Missouri
Press Club, May 26 and 27.
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 Celebra-
tion, May 25, 1899. Walter I. Christy,
secy.
HACKENSACK, N. J.—Grand Council Royal
Arcanum of New Jersey, May 1 and 2.
Robt. H. Alberts, secy., Hoboken, N. J.
HARRIS LITHIA SPRINGS, S. C.—South
Carolina Press Association, June, 1899. C.
Langston, Anderson, S. C., secy.
HARTFORD, CONN.—I. 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, 89 Pearl st., Hartford, Conn.
HARTFORD, CONN.—K. of H. Grand Lodge,
Oct. 23, 1899. Chas. W. Skiff, Danbury,
Conn., secy.
HARTFORD, CONN.—Catholic Total Absti-
nence Association, Sept. 18, 1899. John G.
McGowan, New Haven, Conn., secy.
HARTFORD, CONN.—National Prison As-
sociation 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.—Bekah State Assembly
of Nebraska, Oct. 18, 1899. Emma Taibot,
S. Omaha, Neb., secy.
HINTON, W. VA.—United Order American
Mechanics, Oct. 12, 1899. W. J. Mitchell,
Box 66, Wheeling, W. Va., secy.
HOBOKEN, N. J.—High Court of New Jer-
sey, Independent Order of Foresters, Sep-
tember, 1899. John H. Davis, 1125 Hampton
Place, Elizabeth, N. J., secy.
HOLDREDGE, NEB.—Nebraska State Sun-
day School Convention, June 13 to 15,
1899. E. J. Wightman, York, Neb., secy.
HOLYOKE, MASS.—Pharmaceutical Secty.,
June, 1899. Jas. F. Guerin, Worcester,
Mass., secy.
HOT SPRINGS, ARK.—Pharmaceutical As-
sociation, May 9, 1899. John B. Bond, Jr.,
Little Rock, secy.
HUNTINGTON, W. VA.—I. O. O. F. Grand
Lodge, Nov. 21, 1899. G. A. Hieble, secy.,
Parkerburg, W. Va.
HUTCHINSON, S. D.—Bekah 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. Melnar, Wilmington, Del., secy.
INDIANAPOLIS, IND.—Grand Temple, Rath-
bone 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, Ellettsville, Ind., secy.
INDIANAPOLIS, IND.—Grand Council, R. &
S. Masters, Oct. 17 and 18, 1899. Grand
Chapter of R. A. Masters, 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., secy.
INDIANAPOLIS, IND.—K. and L. of H.,
Grand Lodge, Nov. 7, 1899. W. B. Has-
sler, 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 As-
sociation, Jan. 2 to 7, 1900. F. M. Strout,
Mevan, Ill., secy.
INDIANAPOLIS, IND.—International Ep-
worth League, July 21 to 23, 1899. W.
Smythe, Terre Haute, Ind., secy.
INDIANAPOLIS, IND.—Bekah Assembly,
I. O. O. F., May 1 and 16. Victoria L.
Cramer, secy., Muncie, Ind.
JACKSONVILLE, FLA.—National Assembly,
L. A. W. F. N., 21 West 19th, Abbott Bas-
sett, secy., 70 Atlantic avenue, Boston.

JANESVILLE, WIS.—Southern Wisconsin
Dental Association, May 3 and 4, 1899. F.
S. Knapp, Plattville, Wis., secy.
JEFFERSON CITY, MO.—Pharmaceutical
Association, June 6, 1899. H. N. Whelp-
by, St. Louis, secy.
JEFFERSONVILLE, IND.—Grand Lodge of
Indiana, K. of H., Feb., 24 Tues., 1900. J.
W. Jacobs, secy., Jeffersonville, Ind.
JERSEY CITY, N. J.—Y. P. C. U. State Con-
vention, Oct. 12, 1899. Rev. C. H. Vall,
Highstown, 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. Vasen,
Quincy, Ill., secy.
KALAMAZOO, MICH.—State Medical Society,
May 4 and 5. Collins Johnson, secy., Grand
Rapids, Mich.
KANSAS CITY, MO.—Biennial Meeting, Mod-
ern 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. Ed-
wards, 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.—Retail Clerks' National Protective Association, July 11, 1899. Max Morris, 2807 Champa st., Denver, Col., secy.

KANSAS CITY, MO.—Hereford 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.—K. G. E. Grand Castle, May 9 to 11.

LANCASTER, PA.—State Convention, Grand Lodge, K. of P., Aug. 16, 1899. Milton C. Tysen, Lebanon, Pa., secy.

LAWRENCE, KAN.—Pharmaceutical Society, May, 1899. E. A. Snow, Topeka, secy.

LINCOLN, NEB.—Knights of Pythias, Grand Lodge, Sept. 12, 1899. Will H. Love, Lincoln, Neb., secy.

LINCOLN, NEB.—Western Travelers' Accident Association, Sept. 30, 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.—Order of Eastern Star, Nov. 20, 1899. Mrs. Jennie B. Hopkins, secy., Mabelvale, Ark.

LITTLE ROCK, ARK.—Rebekah Assembly of Arkansas, Oct. 24, 1899. Mrs. Medora A. Reid, 1109 W. 4th st., Little Rock, Ark., secy.

LITTLE ROCK, ARK.—Grand Lodge, I. O. O. F., Oct. 24, 1899. J. B. Friedhelm, Camden, Ark., secy.

LIVERPOOL, ENGLAND.—United Bill Posters' Association, August, 1899.

LONG BRANCH, N. J.—State Firemen's Convention, September, 1899. Isaac Wiesenthal, Chief Engineer.

LOS ANGELES, CAL.—National Educational Association, July 11 to 14, 1899. Irwin Shepard, Winona, Minn., secy.

LOUISVILLE, KY.—Travelers' Protective Association, May 16 to 19. Louis T. La Braume, secy., 412 Unlun 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.—International Union of Journeymen Horseshoers, May 15. L. T. Steiner, secy., 164 W. Market st., Louisville, Ky.

LOUISVILLE, KY.—Southern Baptist Convention, May 9 and 10.

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 B. 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.—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.

MADISON, WIS.—State Dental Society, July 18, 1899. W. H. Mueller, secy.

MAHONEY CITY, PA.—Reformed Brotherhood of Andrew and Phillip, 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.

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 Vertsch, chief, Houghton, Mich., Aug. 2 to 5, 1899.

MAYSVILLE, KY.—Grand Encampment, Odd Fellows, May, 1899.

MELBURN, CAL.—Interstate Picnic Association, Aug. 28 to 30. R. H. Thomas, gen'l manager, Mechanicsburg, Pa.

MEMPHIS, TENN.—Christian Missionary Convention, Oct. 3, 1899. A. I. Myler, Nashville, Tenn., secy.

MEMPHIS, TENN.—National Association of Post Office Clerks, Sept. 4, 1899. Wm. Agnew, Cleveland, O., secy.

MERIDEN, CONN.—Foresters of America, State Convention, May 10.

MILNER, GA.—Cahn Creek Baptist Association, Sept. 27, 1899. N. E. Blanton, Forsyth, Ga., secy.

MILWAUKEE, WIS.—Wisconsin State Undertakers' Association, September, 1899. George L. Thomas, 467 Milwaukee st., Milwaukee, Wis., secy.

MILWAUKEE, WIS.—General Federation of Women's Clubs, Biennial Meeting, May, 1900. Mrs. Emma A. Fox, 21 Bagley ave., Detroit, Mich., secy.

MILWAUKEE, WIS.—Train Dispatchers' Association of America, June 20, 1899. J. F. Mackie, 5145 Prairie av., Chicago, Ill., secy.

MILWAUKEE, WIS.—Associated Bill Posters of United States, July 11, 1899. J. Ballard Carroll, secy., 35 Deaver street, Albany, N. Y.

MILWAUKEE, WIS.—Grand Lodge, A. O. U. W., May 10. F. M. Glivens, secy., Fon du Lac, Wis.

MILWAUKEE, WIS.—Wisconsin Retail Hardware Association, Feb. 1st Wed., 1900. C. Peek, secy., Berlin, Wis.

MILWAUKEE, WIS.—Grand Chapter Arch Masons, Feb. 21, 1900. J. W. Ludlum, secy., Milwaukee, Wis.

MILWAUKEE, WIS.—National League of Musicians, May 12. H. S. Borsenberz, secy., 1907 W. Alabama st., Indianapolis, Ind.

MILWAUKEE, WIS.—American Federation of Musicians, May 9. Jacob J. Schmalz, secy., 1310 Main st., Milwaukee, Wis.

MILWAUKEE, WIS.—Knights Templar Grand Grand Commandery, Oct. 10, 1899. John W. Ludlum, secy., 406 Jefferson street, Milwaukee, Wis.

MINNEAPOLIS, MINN.—Rathbone Sisters, Sept. 26, 1899. Mrs. Carrie Hoag, Central Ave., St. Paul, Minn., secy.

MINNEAPOLIS, MINN.—State Convention O. D. H. S., Jan. 25, 1900. Herman Chrysler, secy., Box 111, Minneapolis, Minn.

MINNEAPOLIS, MINN.—American Public Health Association, November, 1899. Dr. C. O. Probst, Columbus, O., secy.

MINNEAPOLIS, MINN.—Free byter an 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. 17, 1899. J. C. McClintock, Sioux City, Iowa, clerk.

MISSOURI VALLEY, IOWA.—Iowa State Firemen's Association, June 20 to 23. M. J. Burke, secy., Missouri Valley, Iowa.

MOBILE, ALA.—Freight Claim Association, May 3, 1899. W. P. Taylor, Richmond, Va., secy.

MONTREAL, CANADA.—Vermont Division G. A. R., June 19 to 23. W. H. H. Slack, Springfield, Vt.

MONTREAL, CAN.—Association of American Railway Accounting Officers, June 28, 1899.

MONTREAL, QUEBEC, CAN.—Trades & Labor Congress, September, 1899. Geo. W. Dower, 11 Louisa 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.—National Baptist Convention (Colored), Sept. 13, 1899. Wm. N. Steward, Louisville, Ky., secy.

NEWARK, N. J.—State Homeopathic Medical Society, May 2. C. Herbert Church, secy., Nutley, N. J.

NEWARK, N. J.—Young Men's Catholic Association, July 11 and 12.

NEWARK, N. J.—New Jersey State Council, C. B. L., Oct. 10, 1899. John J. Ghegan, 210 Garside st., Newark, N. J., secy.

NEW BRITAIN, CONN.—I. O. G. T. Grand Lodge, September, 1899. Mrs. Florence A. Screen, 101 Pleasant st., New Britain, Conn., secy.

NEW CASTLE, PA.—Women's General Missionary Society of Presbyterian Church, May 9 to 12. Mrs. W. Porter, secy., Boston, Pa.

NEW CASTLE, PA.—Grand Lodge, A. O. U. W., September, 1900. O. K. Gardner, 2201 Wylie ave., Pittsburg, Pa.

NEW HAVEN, CONN.—State Lumber Dealers' Association, Feb. 13, 1900. Louis C. Mansfield, secy., New Haven, Conn.

NEW HAVEN, CONN.—Grand Council Council Royal and Select Masters of Connecticut, May 8. Jas. McCormick, secy., Hartford, Conn.

NEW HAVEN, CONN.—C. B. L. State Council of Connecticut, Sept. 19, 1899. Jas. Scanton, 115 Smally st., New Britain, Conn., secy.

NEW HAVEN, CONN.—National Electrotypers' Association, September, 1899. J. H. Ferguson, New York City, secy.

NEW LONDON, CONN.—National Provident Union Congress, June 6 and 7. J. F. Keenan, clerk, Brooklyn, N. Y.

NEW ORLEANS, LA.—State Council, Catholic Knights of America, Feb. 2, 1901. Chas. A. Fricke, secy., 823 Lowerline street, New Orleans, La.

NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen, May, 1899.

NEWPORT, N. H.—Y. P. S. C. E. State Convention, Oct. 1 to 6, 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., 247 Eighth avenue, New York City.

NEW YORK CITY.—American Chemical Society, Aug. 21 and 22, 1899. Albert C. Hale, 551 Putnam ave., 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. C. E. Denison, 113 W. 12th st., N. Y. City, secy. of arrangement committee.

NEW YORK, N. Y.—General Synod, Reformed Presbyterian Church in N. Y., May 1. Rev. Jas. Y. Bone, secy., 2213 Spring Garden st., Philadelphia, Pa.

NEW YORK, N. Y.—Diptycal Society of New York, June 26 to 28.

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. 10. A. C. Lytle, secy., 811 N. Broad street, Philadelphia, Pa.

NEW YORK CITY.—American Newspaper Publishers' Association, Feb. 3, 1900. W. C. Bryant, secy., 322 Potter Building, New York City.

NEW YORK CITY.—American Jersey Cattle Club, Dec. 13. W. H. Caldwell, secy., Peterboro, N. H.

NEW YORK CITY.—American Jersey Cattle Club, May 3. J. J. Hemmingway, secy., 8 W. 17th street.

NEW YORK CITY.—American Method Psychological Association, May 23. Dr. C. B. Burr, secy., Flint Mich.

NEW YORK CITY.—Society of the Cincinnati, May, 1899.

NEW YORK CITY.—American Veterinary Medical Association, Sept. 3 to 7, 1899. Dr. S. Stewart, 71 1/2 James st., Kansas City, Kan., secy.

NEW YORK CITY.—National Electric Light Association, May 23 to 25, 1899. Geo. F. Porter, 125 Liberty st., N. Y. City, secy.

NEW YORK, N. Y.—Plastic Organized Prophets, October, 1899. Sidney D. Smith, Hamilton, N. Y., secy.

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.—New York Press Association, June 14 to 16.

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 Wlaker, secy., Detroit, Mich.

NIAGARA FALLS, N. Y.—National Association of Dental Examiners, July 28 to 31, 1899. Chas. A. Meeker, I. D. S., Newark, N. J., secy.

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.

OAKLAND, CAL.—Golden Carnival, May 6 to 13. H. D. Cushing, chairman.

OLD POINT COMFORT, VA.—American Railway Master Mechanics' Association, June 19. John M. Cloud, secy., 774 The Rookery, Chicago, Ill.

OLD POINT COMFORT, VA.—Master Car Builders' Association, June 14. John W. Cloud, secy., 774 Rookery, Chicago, Ill.

OMAHA, NEB.—Knights of Ak-Sai-Ben, September, 1899. September, 1899. A. H. Noyes, secy.

OSAGE CITY, KAN.—Great Council of Kansas, I. O. R. M., Oct. 17, 1899. C. A. Wolf, Atchison, Kan., secy.

OTTAWA, ONT., CANADA.—Allied Printing Crafts Union, June, 1899.

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. 18, 1899. J. Spencer, 511 Ogden Bldg., Chicago, Ill., secy.

PEORIA, ILL.—Schoolmasters' Club, Oct. 7. Alf W. Hiatt, secy., Peoria.

PEORIA, ILL.—Order of Railway Telegraphers, May 15 to 25.

PERU, IND.—High Court 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, Sept. 1 to 5, 1899. Col. Jas. A. Sexton, Commanding in Chief.

PHILADELPHIA, PA.—National Army Nurses' Association, Sept. 4 to 9. Miss Kate Scott, Pennsylvania, secy.

PHILADELPHIA, PA.—Women's Relief Corps, Sept. 1 to 5. Mrs. Flo Jamieson Miller, Monmouth, Ill., nat. pres.

PHILADELPHIA, PA.—National Association of Naval Veterans, Sept. 4 to 8. Fred E. Haskins, secy., 767 Washington avenue, Brooklyn, N. Y.

PHILADELPHIA, PA.—General Assembly United Presbyterian Church of North America, May 21. Wm. J. Bell, clerk, 211 Oakland ave., Pittsburg, Pa.

PHILADELPHIA, PA.—United States Beekeepers' Association, Sept. 5 to 7. Dr. A. B. Mason, secy., 332 Monroe st., Toledo, O.

PHILADELPHIA, PA.—American Paedagogical Society, Biennial Meeting, Sept. 7 and 8. W. A. Taylor, secy., 35 Q st., N. E., Washington, D. C.

PHILADELPHIA, PA.—Ladies of the G. A. R., Sept. 1 to 3. Mrs. Anne Esler, Chicago, nat. secy.

PHILADELPHIA, PA.—Car & Locomotive Painters Association of United States, 1st. Canada, Sept. 12, 1899.

PHILADELPHIA, PA.—American Ornithologists' Union, Nov. 14 to 16, 1899. John D. Sage, secy., Portland, Conn.

PHILADELPHIA, PA.—Patriotic Order of America, Oct. 24, 1899. Theo. Harris, Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Knights of Maltes, Oct. 17, 1899. Frank Gray, Broad and Arch sts., Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Daughters of Veterans, Sept. 1 to 3, 1899. Mrs. Anne Bond Wilbur, of Massachusetts, secy.

PHILADELPHIA, PA.—American Populists' Association, May 16 to 18. John A. Penton, secy., 37 Bull Hook, Detroit, Mich.

PHILADELPHIA, PA.—Traveling Medical Club, Feb. 2, 1900. Fred Mergenthaler, secy., Philadelphia, Pa.

PHILADELPHIA, PA.—International Press Union, Sept. 3. Mrs. Mary M. North, secy., 34 First street, S. E., Washington, D. C.

PHILADELPHIA, PA.—International Educational Congress, June, 1899.

PHILADELPHIA, PA.—Improved Order of Red Men, Oct. 10 and 11, 1899. W. S. Rowan, 411 1/2 1st st., Philadelphia, Pa.

PITTSBURGH, PA.—I. O. O. F., Grand Lodge, Nov. 21, 1899. John Jacobs, 1150 E. 10th st., Pittsburg, Pa., secy.

PITTSBURGH, PA.—International Astronomical Congress, May, 1900. C. W. S. Wood, secy.

PITTSBURGH, PA.—National Hardware Association, Nov. 15, 1899. T. Jas. Fortney, 514 Commerce st., Philadelphia, Pa., secy.

PITTSBURGH, PA.—Master Horsefitters' Convention, Oct. 9, 1899. W. J. Moore, Oakland ave., Pittsburg, Pa., secy.

PORT HURON, MICH.—Knights of Macedonia, July, 1899. S. 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., Everitt, Mass.

PORTLAND, ME.—Sunday School State Convention, Oct. 24 to 26, 1899.

PORTLAND, ME.—Rebekah Assembly, I. D. O. F., Oct. 16, 1899. Grace E. Watson, Belfast, Me., secy.

PORTLAND, ME.—Ladies' Loyal Orange Association, July 13, 1899. Mrs. Christina Milligan, 13 West st., Everett, Mass., secy.

PORTLAND, ME.—Royal Arch Masons Grand Chapter of Maine, May 1 and 5. Stephen Berry, secy., Portland, Me.

PORTLAND, ME.—National Educational Association, June, 1899. Albert Tozier, secy.

PORTLAND, ORE.—Rathbone Sisters' Grand Temple, Oct. 10, 1899. Mrs. Nettie J. Ungerman, secy., McMinnville, Ore.

PORTLAND, ORE.—National Editorial Association, July 5 to 7.

PORTSMOUTH, N. H.—Universalists' Convention of N. H., Oct. 3 to 5, 1899. Rev. W. H. Morrison, Manchester, N. H., secy.

PORTSMOUTH, N. H.—Federation of Women's Clubs of N. H., May 24 to 26, 1899. Mrs. H. W. Blair, Manchester Home, Manchester, N. H.

PORTSMOUTH, N. H.—Jr. O. U. A. M., State Council, Sept. 20, 1899. J. H. Noyes, Plainbow, N. H., secy.

PORTSMOUTH, O.—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 835, Providence, R. I., secy.

PROVIDENCE, R. I.—Rhode Island State Assembly, Oct. 26, 1899. Mrs. Cora Aldrich, secy., 614 Smith street, Providence, R. I.

PROVIDENCE, R. I.—Grand Council Improved Order of Red Men, May 18. L. I. Stevens, secy., Valley Falls, R. I.

PULFRIED, O.—National Association of Photo Engravers, July 18 to 20.

PUNSKETAWNEY, PA.—Pythian Sisterhood, Oct. 1, 1899. Mrs. J. G. Percy, secy.

PITTSBURGH, O.—Master House Painters' & Decorators' Association, July 5 to 7, 1899. W. J. Adreht, Toledo, O., secy. treas.

RACINE, WIS.—Fourth Brotherhood in America, Oct. 1, 1902. Virgo A. Danleison, 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 D. Sawyer, secy., Indianapolis, Ind.

RICHMOND, VA.—Surgeons of Southern Ry. Association, May 20 and 30. Dr. T. H. Hancock, secy., Atlanta, Ga.

RICHMOND, VA.—International Association of Surgeons, May 23 to June 2. Dr. Louis J. Mitchell, secy., Chicago, Ill.

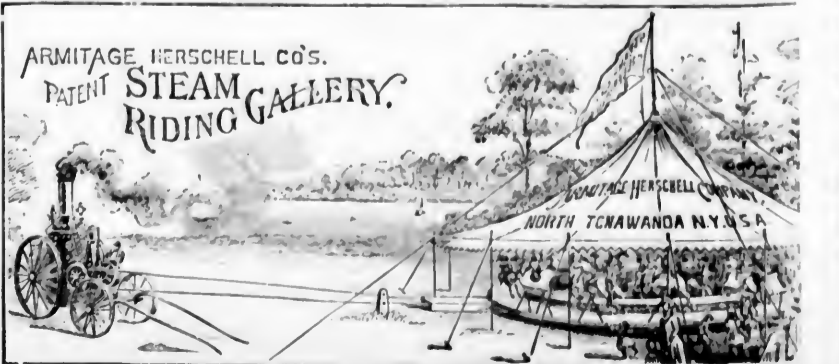
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RICHMOND, VA—Grand Commandery, Knight Templars' Conclave Nov. 16, 1899. James H. Blanks, secy., Petersburg, Va.

ST. JOSEPH, MO—Grand Chapter Order Eastern Star Oct. 16 to 20, 1899. Mrs. Sallie E. Dillon, St. Louis, Mo., secy.

WATERBURY, CONN.—King's Daughters & Sons' Convention, October, 1899. Mrs. C. E. Spalding, 191 John st., Bridgeport, Conn., secy.

Horse Shows.

ATLANTIC CITY, N. J.—Horse Show, July, 1899. G. Jason Waters, Atlantic City, N. J.

Dog Shows.

BALTIMORE, MD—Baltimore Dog Show Association April 26 to 29.

Poultry Shows.

AURORA, IND—Aurora Poultry, Pigeon and Pet Stock Association, Jan. 8 to 13, 1900.

Expositions.

BALTIMORE, MD—Home Product Exposition Autumn, 1899. Management of Baltimore Retail Association.

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Races.

AKRON, O.—Northeastern Ohio Trotting Association. July 11. W. N. Ashbaugh, Youngstown, O., secy.

ALBANY, N. Y.—Central New York Trotting Circuit. July 25.

ALBION, MICH.—Sept. 19 to 22.

ALEXANDRIA, VA.—Sept. 21 to 23.

ALTA, IA.—Aug. 22 to 25.

ANGOLA, IND.—June 13 to 16.

ASHLAND, O.—Sept. 5 to 8.

ATLANTIC, IA.—Sept. 11 to 11.

AURORA, N. Y.—June 29 to 23; Aug. 20 to Sept. 1.

AUGUSTA, GA.—May 9 to 12.

AUROHA, ILL.—July 18 to 21.

AVON, ILL.—Sept. 9 to 8.

BAINBRIDGE, IND.—Aug. 1 to 4.

BALTIMORE, MD.—Spring Meeting, May 23 to 31; June 1 to 2.

HARDSTOWN, KY.—Aug. 26 to Sept. 2.

BATAVIA, N. Y.—Aug. 1 to 4.

BELLEFONTAINE, O.—Sept. 25 to 29.

BELLEVUE, O.—Aug. 29 to Sept. 1.

BERLIN, WIS.—Oct. 2 to 7.

BETHLEHEM, PA.—Sept. 12 to 15.

BINGHAMTON, N. Y.—Central New York Trotting Circuit. June 20.

BOSTON, MASS.—Grand Circuit Meeting, Heidville Trotting Park. July 19 to 14, Aug. 19 to 14.

BRADFORD, PA.—Week of June 27.

BRIDGEPORT, CONN.—July 11 to 13. Aug. 8 to 11. Oct. 10 to 12.

BROCKPORT, N. Y.—July 25 to 28.

BROOKLYN, N. Y.—May 27 to June 15, Sept. 12 to 20.

BUFFALO, N. Y.—Aug. 7 to 12.

BURLINGTON, VT.—Burlington Association. Oct. 2 to 6.

BUSHNELL, ILL.—Aug. 23 to 25.

CANTON, O.—Aug. 8 to 10.

CANTON, O.—Northeastern Ohio Trotting Association. Aug. 29. W. N. Ashbaugh, Youngstown, O., secy.

CARROLL, IA.—Aug. 15 to 18.

CARTHAGE, ILL.—Aug. 7 to 11.

CEDAR RAPIDS, IA.—June 27 to 29.

CEDARSBURG, WIS.—Sept. 25 to 27.

CHICAGO, ILL.—Great Western Circuit. July 31 to Aug. 5.

CHICOPEE FALLS, WIS.—Sept. 19 to 22.

CHILLICOTHE, MO.—Sept. 12 to 15.

CHILLICOTHE, O.—Aug. 8 to 11.

CLEVELAND, O.—June 13 to 15. July 21 to 29.

CLEVELAND, O.—Aug. 22 to 21.

COLUMBUS (O.) STATE FAIR—Sept. 4 to 8.

COLUMBUS, O.—Columbus Driving Park Association. Grand Circuit Meeting. July 31, Aug. 5.

COLUMBUS, O.—Great Western Circuit. July 3 to Aug. 5.

COSHOCOTON, O.—Oct. 10 to 13.

COLUMBUS JUNCTION, IA.—Aug. 22 to 25.

DAVENPORT, IOWA—Great Western Circuit. July 3 to 8.

DAYTON, O.—Sept. 11 to 16.

DECATUR, ILL.—Aug. 22 to 25.

DES MOINES, IA.—Aug. 28 to Sept. 2.

DENVER, COLO.—June 10 to 24.

DETROIT, MICH.—Grand Circuit—July 17 to 21.

DETROIT, MICH.—Great Western Circuit. July 17 to 23.

DETROIT, MICH.—Highland Park. July 10 to 15.

DUBUQUE, IA.—Aug. 28 to Sept. 2.

DUBUQUE, IOWA—Aug. 21 to 26.

DUNKIRK, N. Y.—July 3 to 6.

ELKHORN, WIS.—Sept. 19 to 22.

ELWOOD, IND.—Aug. 22 to 25.

ELMHURST, N. Y.—June 13 to 16. Sept. 19 to 22.

ELYRIA, O.—Northeastern Ohio Trotting Association. July 18. W. N. Ashbaugh, Youngstown, O., secy.

ERIE, O.—Northeastern Ohio Trotting Association. Sept. 5. W. N. Ashbaugh, Youngstown, O., secy.

ERIE, PA.—June 25 to 28. July 25 to 28.

EVANSVILLE, IND.—Tri-State Fair Association. Sept. 15 to 22.

FENTON, MICH.—May 30 to June 1.

FORT ERIE, CAN.—June 28 to July 19.

FORT WAYNE, IND.—Aug. 7 to 12.

FREDONIA, KAN.—Aug. 22 to 25.

GENEVA, N. Y.—June 6 to 9. July 4 to 7. Sept. 5 to 8.

GLENS FALLS, N. Y.—Northern New York Trotting Horse Breeders' Association. Aug. 15 to 18. W. F. Bentley, secy.

GLENS FALLS, N. Y.—Aug. 15 to 18.

GLOVERSVILLE, N. Y.—Central New York Trotting Circuit. Aug. 1.

GOSHEN, IND.—Goshen Driving Park. Aug. 22 to 25.

GOSHEN, N. Y.—Orange County Driving Park Association. Aug. 22 to 25.

GREENFIELD, IND.—Aug. 22 to 25.

HAGERSTOWN, IND.—Aug. 1 to 5.

HAGERSTOWN, MD.—Oct. 10 to 13.

HAMBURG, ONT.—June 13 to 16.

HAMILTON, CAN.—May 30 to June 3.

HAMLIN, IOWA.—Sept. 4 to 9.

HAMLIN, MINN.—Sept. 4 to 9.

HARTFORD, CONN.—Charter Oak Park. July 3.

HARTFORD, CT.—July 3 and Aug. 28 to Sept. 1.

HEDRICK, IOWA—Aug. 8 to 12.

HENRY, ILL.—Aug. 8 to 11.

HILLSDALE, MICH.—Oct. 3 to 7.

HOLYOKE, MASS.—June 13 to 16. July 19 to 21. Aug. 15 to 18. Sept. 5 to 9. Oct. 17 to 20.

HORNELLSVILLE, N. Y.—Aug. 22 to 25.

ILION, N. Y.—Central New York Trotting Circuit. July 3 to 6.

INDEPENDENCE, IOWA—Aug. 28 to Sept. 2.

ITHACA, N. Y.—June 6 to 9.

JACKSON, MICH.—July 4 to 7.

JACKSON, MICH.—Jackson Driving Club. June and August meetings. E. A. Hurlington, secy.

JAMESTOWN, N. Y.—Aug. 5 to 11.

JOLIET, ILL.—Aug. 14 to 19.

KITTANNING, PA.—Aug. 22 to 25.

LA HARPE, ILL.—Aug. 21 to 26.

LANCASTER, O.—July 25 to 29. Oct. 12 to 14.

LA PORTE, IA.—June 20 to 23.

LA SALLE, ILL.—La Salle Driving Park Association. Aug. 1 to 4. W. F. McNamara, secy.

LATONIA, KY.—May 22 to June 24.

LEBANON, O.—Sept. 15 to 23.

LEBANON, KY.—Oct. 4 to 14.

LIBERTYVILLE, ILL.—Sept. 12 to 15.

LIMA, O.—Oct. 19 to 23.

LITTLE ROCK, ARK.—March 30 to April 5, 1899.

LONDON, O.—Aug. 22 to 25.

LOUISVILLE, KY.—Sept. 25 to 30. May 4 to 20.

LOUISVILLE, KY.—May 11 to 20, 1899.

MADISON, WIS.—Lakeside Fair Grounds. July 4. Geo. A. Kingsley, secy.

MANITOBA, CAN.—Manitoba Jockey Club. Sept. 4 to 8.

MANASSAS, VA.—July 19 to 20.

MANSFIELD, O.—Aug. 29 to Sept. 1.

MANSFIELD, O.—Northeastern Ohio Trotting Association. June 27 and Aug. 22. W. N. Ashbaugh, Youngstown, O., secy.

MARSHALLTOWN, IA.—June 2 to 3. June 25 to 28.

MARYSVILLE, O.—Oct. 2 to 5.

MARKEE'S ROCKS, PA.—Week of June 20.

MEADVILLE, PA.—Week of July 11.

MEDINA, N. Y.—July 18 to 21.

MEMPHIS, TENN.—New Memphis Jockey Club. April 8 to 29, 1899. M. N. McFarland, Room 2, Cotton Exchange Bldg., Memphis, Tenn., secy.

MENDOTA, ILL.—July 31 to 11.

MIDDLETOWN, IND.—July 25 to 28.

MILWAUKEE, WIS.—Sept. 11 to 16.

MINNEOLA, ILL.—June 21 to 22. Sept. 26 to 30.

MONMOUTH, ILL.—Sept. 11 to 15.

MINERVA, O.—Oct. 3 to 6.

MONTREAL, CAN.—June 8 to 21. W. O. Farmer, 213 Hammond Bldg., Detroit, Mich., secy.

MT. STERLING, ILL.—Aug. 1 to 5.

MENONCE, IND.—Aug. 15 to 18.

MURPHYSBORO, ILL.—Egypt's Big Fair Races. Sept. 26 to 29. J. J. Penny, secy.

NASHVILLE, TENN.—April 27 to May 8, 1899.

NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Rueswurm, secy.

NEWARK, O.—Sept. 26 to 28.

NEWARK, N. Y.—June 27 to 29.

NEWCASTLE, IND.—Aug. 8 to 11.

NEW ORLEANS, LA.—April 4 to June 2, 1899.

NEWPORT, R. I.—April 8 to May 19.

NEWPORT, VT.—Newport Driving Club. June 18, July 4, Aug. 14 to 18.

NEW YORK CITY—Empire Trotting Club. Sept. 4 to 9.

NEW YORK, N. Y.—Sept. 4 to 8.

OAKLAND, CAL.—Feb. 29 to March 4, 1899. March 20 to April 1, 1899. April 17 to 29, 1899.

OIL CITY, PA.—Week of July 15.

ONTARIO, CAN.—Ontario Jockey Club. May 20 to 27.

OSKALOOSA, IA.—Sept. 25 to 28.

OTTUMWA, IA.—July 1 to 7. July 25 to 28.

PENN YANN, N. Y.—Sept. 26 to 29.

PEORIA, ILL.—Lake View Driving Park. July 4 to 7, and Aug. 15 to 18. M. Cunningham, secy., Peoria, Ill.

PEORIA, ILL.—Great Western Circuit. July 10 to 15.

PHILADELPHIA, PA.—Belmont Park. May, 1899.

PLATE CITY, MO.—Aug. 29 to Sept. 1.

PORT HURON, MICH.—July 4 to 5.

PROVIDENCE, R. I.—Sept. 11 to 16.

READING, PA.—Oct. 3 to 6.

READVILLE, MASS.—August 21 to 25. C. M. Jewell, secy.

RICHMOND, IND.—Sept. 12 to 15.

RICHMOND, O.—Oct. 19 to 13.

RIVERHEAD, L. I.—Sept. 26 to 28.

ROCHESTER, N. Y.—May 30 to June 1. July 10 to 14. Aug. 29 to Sept. 1. Sept. 12 to 15.

ROCKPORT, O.—June 20 to 22. Aug. 15 to 17.

RESHVILLE, ILL.—Aug. 7 to 11.

RESHVILLE, IND.—Aug. 29 to Sept. 1.

SAGINAW, MICH.—Union Park Trotting Meeting. July 11 to 15. J. W. Garrison, secy.

SAN FRANCISCO, CAL.—Feb. 6 to 18, 1899. April 3 to 15, 1899. March 6 to 18, 1899. May 1 to 16, 1899.

SARATOGA, N. Y.—July 26 to Aug. 25.

SHELBYVILLE, IND.—Sept. 5 to 8.

SHEPANDOWAH, IA.—Aug. 15 to 18.

SPRINGFIELD (ILL.) STATE FAIR—Sept. 25 to 30.

SPRINGFIELD, O.—Aug. 29 to Sept. 2.

STRATFORD, ONT.—June 28 to July 1.

ST. LOUIS, MO.—Aug. 31 to Sept. 1.

ST. MARY'S, PA.—Week of July 4.

SYRACUSE, N. Y.—Central New York Trotting Circuit. June 27. State Fair. Sept. 5 to 8.

TERRE HAUTE, IND.—Sept. 8 to 23.

TROY, O.—Sept. 18 to 23.

TROY, N. Y.—Central New York Trotting Circuit. July 18.

URBANA, O.—Aug. 15 to 18.

UTICA, N. Y.—Central New York Trotting Circuit. July 16, Aug. 8, and Sept. 12.

VALLEY, O.—Northeastern Ohio Trotting Association. June 13 and Aug. 15.

WARREN, O.—Sept. 5 to 7.

WASHINGTON, D. C.—April 3 to 15; Nov. 11 to 30.

WASHINGTON C. H., O.—Aug. 15 to 18.

WASHINGTON, PA.—Sept. 26 to 28.

WATERBURY, CONN.—June 27 to 30. Aug. 1 to 4. Sept. 26 to 29.

WATERLOO, IA.—July 3 to 5.

WAVERLY, IA.—June 13 to 15.

WAYNESBURG, PA.—Oct. 3 to 6.

WELLSVILLE, N. Y.—Aug. 15 to 18.

WESTFIELD, MASS.—June 29 to 23. July 28 Aug. 22 to 25. Sept. 12 to 15. Oct. 21 to 27.

WESTERVILLE, O.—Aug. 15 to 19.

WESTCHESTER, N. Y.—Westchester Racing Association. National Stallion Race of \$1,000. H. G. Crickmore, 173 Fifth av., New York City. Spring, 1900.

WILMINGTON, DEL.—Wawasett Driving Club. June 1 to 23.

WORCESTER, MASS.—July 11 to 11. Aug. 8 to 11.

WINDSOR, ONT., CAN.—July 22 to Aug. 2. W. O. Palmer, 213 Hammond Bldg., Detroit, Mich., secy.

WOODSTOCK, ILL.—July 13 to 15. Aug. 10 to Sept. 1.

YOUNGSTOWN, O.—Northeastern Ohio Trotting Association. July 4 and Aug. 8. W. N. Ashbaugh, Youngstown, O., secy.

ZANESVILLE, O.—Sept. 12 to 15.



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Salinas City—O. H. Bullene.
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and 10th streets.
San Francisco—Siebe & Green, 11th and Mar-
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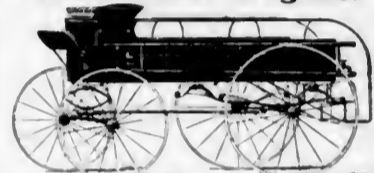
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