# THE BILLBOARD

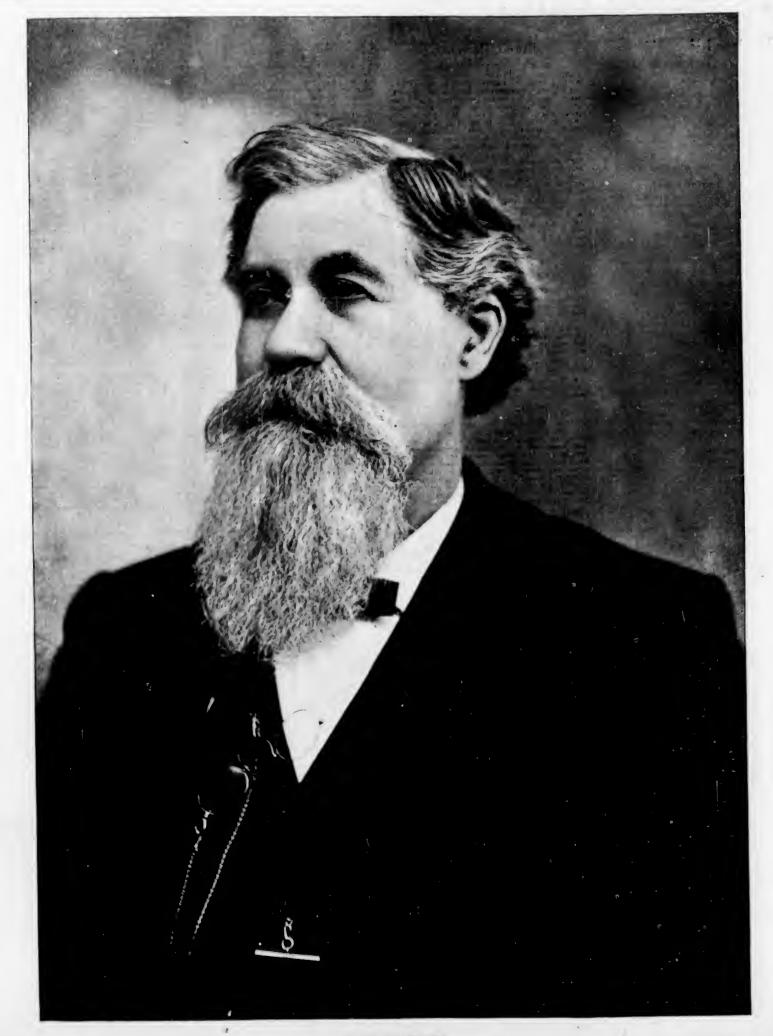
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und.

### CINCINNATI, MARCH 1, 18c9.

PRICE & CENTS. PE & YEAR: \$1,90

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### The Songlof the Wheels.

l sing no song of Orpheus— Of melodies divine; No song of Grecian goddess— No bacchanal to wine;

No epic to a hero-No tribute to a name-No "high-falutin'" son No "high-falutin'" sonnet To wreathe the brow of Fame.

But a little song of travel,

A rhyme of rail and train.

Arranged in simple measure, With an every day refrain; A melody of motion—

To the sleeper a delight: The song the wheels keep singing On a circus car at night.

Have you never listened, In the quiet of the night.

In the quiet of the hight, To the rattle and the prattle Of the triple trucks in flight— To the music of the journals, The pounding of the rail. Whirling through the darkness, Down the iron trail?

Seeming now to whisper, Now to sob in pain. Then to roar with laughter

Like a thing of brawn and brain; Southing now to shumber. Screeching now in fright— Oh! there never was such music

As the wheels give out at night!

Many a song seraphic.

Many a strain divine. Have touched the chords of feeling In this breast of mine:

That ever wheels keep singing On a circus car at night. -Ringling Bros.' Route Book.

In these days when the ear is straining to catch the first failst note of the blue bird; when the eye is eagerly looking for the cir-cus posters that bloom in the spring, the rhythmical measures of Mr. Coxcy's little gem breathes a peculiar and potent charm, circus foiks everywhere will agree that even Poe never wrote snything more musical.

### Pointers.

Liggett & Myers, of St. Loula, resume ad-vertising Msrch 15. They will hill heavier this season than last.

The new Union Tobaceo Company has its office at 252 West Twenty-seventh Street, New York.

It is said that the firm of Stahlbrodt & Houghtaling has been commissioned by the Curliss Bros., of Rochester, to hill Blue Label Catsup in every town of L<sup>1000</sup> and up-wards east of Denver.

The Liberty Cycle Company, New York, will be among the advertisers of wheels this

\$4m. W. Hoke is said to have landed a new "big one" who will cover not only the whole of the United States, but Carada also. The details have not been settled as yet, but two of the sketches have been accepted.

Additional advertising is likely to be or-dered by the Walker-Edmunds Compauy, Orlel Building, Cincinnati.

The O. J. Gude Co., of New York, has more contracts on hand than they have ever had before. Among their new orders for spring are said to be two very large con-tracts which they place absolutely at their own discretion. Everything is entirely in their hands. They are empowered to place the husiness anywhere they choose, selering towns of any size and billing each lightly or heavily, as may seem hest to Mr. Gude.

Enoch Morgan Sons Co., New York Clty. Address Artemus Ward, AGv. Manager. Foley & Co., Chicago, Ill. Wild Chemical Co., Neenah, Wis. Richardson Drug Co., Omaha, Neh. Ky., Is posting a three-sheet, advertising a The Spillman-Ellis Tobacco Co., Covington, 65 tobacco.

### Purely Personal.

GEO. M. LEONARD, of Grand Rapids, Mich., spent St. Valentine's Day in Cincin-nati. He is negotiating for a four-bsrrel paste machine from the celebrated J. H. Day Co. This mschine is of the very finest grade, and is listed at \$400. Mr. Leonard not only controls the paste trade of Grand Rap-ids, but supplies all the country round about. When he first began to sell paste to paper-hangers, bookbinders, etc., there were three other concerns supplying the trade in the city, snd besides that an average of seven barrels a day came in by rail from betroit. Now Leonard controls the entire trade. He secured the monopoly by making good pasto and by advertising it tirelessly on his bill-boards. Any bill poster can do as well by following the same course. The new ma-chine which Mr. Leonard contemplates put-ting in hes a capscity of four bsrreis an bour, or forty bsrreis a day. The paste business is a good one. It yields a good porfit, and the demand is steady the whole year round. It is worth anyone's while to cultivate it.

cultivate it. J. M. HARTER, mansger of the opera house st Wsbasb, Ind., and member of the firm of Harter Bros., which controls the bill-hosrds and bulletins at that point, was a "Billboard" caller Feb. 8. He was in Cin-cinnsti on business connected with a mer-cisntile concern in which he is interested, and slao to attend the initial meeting of the National Sign Painters' Alliance. He states that business in Wsbash is good and the out-look very bright.

O. P. FAIRCHILD, the veteran hill poster of Covington, Ky., suffered a severe attack of bronchilis during February. He was con-fined to the bouse throughout the very cold weather.

weather. W. C. TIRRILL, of Lima, O., paid his respects in person Feb. 15, and incidentally exhibited his new siuminum paste brush. This brush is a wonder. The aluminum of which the block is misde is lighter than hard wood and four times as strong as iron. This mskes the brush easier to work with than any other brush ever made, and so strong and durable that there is practically no wear out to it. Mr. Tirrill has pstented it and is placing it on the market with great success. It is a safe prediction that it will drive every other brush out of the field.

drive every other brush out of the field. "THE BILLBOARI)" is read every month by practically every bill poster in the United States and Canada. In revising our sub-scription books recently we found that all but some ten or twelve were subscribers. It is worthy of note that those whose names were not on our books were all of the old school, unprogressive, and of course behind the times.

### Value of Circulation.

In advertising, circulation is everything. It is the bedrock upon which depends the results of all advertising. This is business sense. Bill posters with money to spend in advertising, if they bave ordinary intelli-sence, naturally desire to get as much for the greatest circulation can alone give them this value. The circulation of "The Billboard" ex-ceeds 10,000 every month. This we guaran-tee, and prove on demsnd. It resches prac-tising agents. It reaches all the managers of Expositions and State Fairs. And besides this, it is carefully read every month by circus sgents and theatrical managers who shape their routes by our fair and conven-um dites. "The Billboard" is unquestionably a rood medium for a bill poster to advertise in. It is in fact the only publication in all Amer-ica in which such an advertisement will poster.

We sollelt advertisements from bill post-who expect and look for returns from t money they spend in advertising.

W. C. Tirrill makes a remarkable offer in his advertisement on another page, vlz.: "Your money back after thirty days trial if you do not like the brush."

The futility of one circus attempting to prevent another from getting a showing in a town, by means of a shut-out contract with the city bill poster, is aptly illustrated in the picposter, is apply mustrated in the pic-inre on this page. This is only one of a number of equally good displays se-cured by the Ringlings at Mankato, Minn., after the Barnum Show had "got everything in sight."

### Siebe & Green

Sue the Board of Supervisors of San Francisco.

Special Correspondence)

Special Correspondence ) The firm of Siebe & Green has filed its expected suit against the loard of Super-license upon the limits bill posting places. The complaint sets forth that the limit of Siebe & Green has located 50,000 m its using spaces and has 100,000 square feet of boarding which exceeds 12 feet in height. By a recent law, the License Collector is em-powered to collect a license upon all adver-tising boards exceeding that length, and this, it is alteged, will cause a loss to the firm question, and has entered into advertising order states which will not expire for a year yet, in view of these facts, the plahniff fran-dialms that the limposition of the tax will work a great and unnecessary hardship, and it now brings suit to restrain the collection between the firm and its indvertising clients have expired.

### Bernard is All Right.

The February issue of "The Billboard" contains an ad. from thas. Bernard, the Savannah and tharleston bill poster, in which he refers to the New York agents, if the others can give him as good a send-off as particularly glad to say so, from the fact that I feel I am to a very large extent re-sponsible for there being a Bernard in Sa-vannsh and Charleston, for months previous to his entering these towns I kept the col-umits of "The Billboard" warm with com-plainings against the old and prayers for a new service, and I have had paper on his boards in both towns from the day he so the first one finished to the present minute. By clients tell me that if all the South were represented as well, it would not be neces-sary for them to consider other methods of advertising to cover that section. <u>EAM W. HOKE</u>.

The Indianapolis Paste to, are introducing a ready-made paste among billposters which is said to be chosper and better than the home-made artice. Their advertisement, which spears on snother page, is worth read-ing. Their paste is well spoken of by those who have used it.

who have used it. Every bill poster in America ought to have his name and address in our bill posters' directory. It only costs one dollar per year and is the very best advertising that a bill poster can buy. It undreds of advertisers and agents consult it every month. Try it Your money back if it does not pay.

Aluminum is the metal of the future. Mr W. C. Tirrll has unquestionably got a good thing in his aluminum brush aud did wisely in pstenting it.

"The Billioard" is by far the best bill posting paper in the country, but we want to make it better. We want short articles of advice and suggestion from practical bill posters. Not fancy writing, but practical and heljout hunts that other and mayhap younger bill posters will profit by reading tontine them to six hundred words or best for the best received prior to July 1, we will give one of Turril's patent aluminum paste brushes.

A Billposter's Prize.

Wilshire, the aggressive and enterprising bill poster of Los Angeles, lives in a very swell part of the town. Dil was strick three recently, and some owners of vacant bits ad-jacent to Wilshire's pathall residence con-ceived the idea of sinking wells thereon Wilshire denuirred on the ground that the derricks were insightly and injured the value of his property, and appealed to the authorities. The matter came up Feb 8, on a message from the Mayor to the Simul, which message was referred to the Fire Board. In this communication was sig-gested the advisability of passing another ordinance creating a lite district of the West-lake Park district, within which it would be possible to prohibit the production or storage of oil.

lake Park district, within which it would be possible to prohibit the production or storage of oil. One of the commissioners, Mr. Herron by name, rather stimped Wilshure with the fol-lowing objection. That an as much in favor of park protection and legitimate prefection of private property from milistice to an indus-try that has done a great amount of good to the city during the past, two years or mere. Generally, I agree with the Mayor, but I can not subscribe to his views on this proposition. I don't see why we should in-dertake to improve Mr. Wilshire's property, especially to the detriment of a public bein-cht.

"Fer my part, 1 believe a derriek along-"Fer my part, 1 believe a derriek along-side of a house is less obnovious than a two-story or three-story ball loard that shuts out the light and air of neighboring houses. Yet Mr Wilshire would like to keep the derrieks out of sight from his house, while he insists on putting up his bull boards tight against the property of other cutizens for nobody's profit but his own."

Jum M Mahon, of Pawineket, R 1, had considerable trouble with midjusht surpers. They were anateurs union men boyeeting a browery. They worked diligently, cov-ering telephone poles, door steps and even shop windows. The anthorities thought it was Jun, but he pointed to some of his live paper that had suffered, and was straight-way evonerated. Under Jun's direction, the police sought the free lances the second inglit, \$10 and costs. After some further discussion, the matter was referred to the full board for investi-gation. Kation

Cyrus P. Reynolds, Winchester, HI, has erected a line lot of new boards.



SHUT-OUT. The Barnum Show Had Every Board in Town, but Ringling Bres. Got a Showing.

THE BILLBOARD

### Can the Service in the Small Towns Be Improved?

### By Sam W. Hoke.

"The Billboard" has, lu almost every lssue, one or two walls from bill post-ers in small towns because of diffeni-tles in scenring enough business to keep the wolf from the door. The January issue had a very sor-rowful howil from W. E. David, of

rowing nown from w. E. David, of Clarksburg, W. Va., which would lead one to believe Mr. Dav.d had been very badly treated by the world in general, and the solicitors in partic-

ular. II happens that I have had some dealings with Mr. David, with very unsatisfactory results, and h is pos-sible others may have had the same experience, and ever afterward fought site

shy. Mr. David sent me a list of about Mr. David sent me a list of about twenty-five towns, in which he claim-ed to do distributing and bill posting, and gave me his prices for fisted and guaranteed work. I sent him orders for several of the towns, not one of which was more firsted and form which was ever posted, and from some of which I finally secured the return of the paper at considerable ex-

The difficulty with Mr. David, I im-lieve, was that he bit off more than he lieve, was that he bit off more than he could chaw. A number of the towns in which he claimed to place posters had opera houses, with a few boards, and David had no boards, and relied ou getting the local bill posters to place his orders for him, and failed. What he should have done was to take the paper to the towns and ar-range with the owners of the boards in person, and then paste the posters himself, or see that it was done be-fore leaving the town. There is an-other bill foster in Clarksburg now; Mr. B. P. Holden. Two or three years ago I made a

Two or three years ago I made a hard push for blil posting for small lowus, because I believed in the added efficacy of publicity in the town or viilage that sees a poster usually only when a circus comes along, and I suc-ceeded in getting several advertisers interested.

And then my troubles began. The orders were necessarily small, and the amount of commission on and the anomul of commission on each order was a triffe more than coungh to pay postage on the order and the remittance, leaving nothing for letter writing, telegraphing, in-

spectlug, etc. And the smaller the town, seeming.

And the smaller the town, seeming-ly, the more letters there were neces-sary to write before being able to make a report to the advertiser. I am still of the opinion that the small town is good for the advertiser. If he can get it posted, but if he is able to post only one out of every five he attempts, the loss in postage, time, express charges, posters, etc., on the bad eggs, will offset all profit on the good. good.

good. The section that has given me least trouble, and the advector greatest returns, has, strangely enough, been the Pacific Coast States, running down to and including Texas; while some of the oldest States, including New York State, have given much trouble and few returns.

In the above remarks 1 and referring to towns and villages ranging in pop-ulation from 500 to 5,000, Chas, Bernard, of Savannah, and C. R. Rowland, of Angusta, seem to have struck the right plan for advertising Georgia's small towns. They send a man which works and over the set of a Georgia's small towns. They send a man with paste and posters to the va-rious towns, put up the paper, see the most prominent merchant in the town, and get him to write a letter hi re-gard to the showing, the letter being on the merchant's letter head. This letter is sent in to the advertiser as a guarantee that the work was properly done. The advertiser gives the letters be the salaxian who makes these guarantee that the work was property done. The advertiser gives the letters to the salesman who makes these iowus, and he is instructed to make inquiries when in the towns. This is the plan for those advertisers who have no regular inspecting service. There are difficulties to be met with in bigger towns, also, one of which is to regard to renewing. In all guaran-

in regard to renewing. In all guaran-

teed posting the advertiser is in the habit of sending out 25 per cent, ex-ira for renewing purposes. In prob-aldy one-fourth the towns he will find that no renewing was done at all, the bill poster telling him at the end of the month that he still has the extra

the month that he still has the extra paper on hand. Then there is the kind that pests all the paper at once, and sends in his hill for the full quantity; and the peculiar part of it is that the man who does this is not always the ignorant or the illiterate. Sedalla, Mo., claims a popu-lation of 25,000. The bill poster is the manager of the opera house, and runs a page store, and also. I believe, makes a patent medicine which has some a patent medicine which has some sale. In every respect, he is the kind of a man from whom you would ex-pect intelligent service. But I sent him an order to post thirty eight sheets, and sent seven extra for renewing, receiving In a few days a list of thirty-seven, and a biil for thirty-seven. 1 wrote and remonstrated with him for

Billboard Callers.

L. E. LaTour, New York, Feb. 7, Dito Ufer, Louisville, Feb. 7, Scott U. Coker, Columbus, Feb. 8, J. M. Harter, Wabash, Feb. 8, G. P. Fairchild, Covington, Ky., Feb. 9, J. L. Johnson, Springfield, Feb. 8, E. U. Aruss, (agent Dr. Miles Co.), Feb. 10, Uco. M. Leonard, Grand Rapids, Feb. 11, W. C. Tirriti, Lima, O., Feb. 15, John F. Otting, Newport, Ky., Feb. 16, 14au Robinson, (agent Gentry Shows), eb. 17,

Feb. 17.

SAVANNAH WILL HOOM.—The entire Seventh Army Corps has been ordered back from Cuba, and will go into camp at Savan-nah while being mustered out of service. This means that 12,000 soldiers will receive their final pay there. Bernard was born locks lucky.

WANTED.--information of the where-abouts to isaac M. Monk, formerly of Peoria, ill Anyone knowing where he can be found will confer a favor by communicating with Hennegan & Co., Cincinnati.

"Terrill's new Brush is the best ever.



JAMES DONALDSON, City Billposter of Ithaca, Mich.

# not holding the extra seven for renew not holding the extra seven for renew-lug, and scat him seven more to renew with, and, b'gosh, he whaled away and posted that seven also, and scat in another bill, this time for forty four instead of thirty. As "Johnstone Bennett remarks: "Now, wouldn't that far you?" But what's the use of prolonging the bist? What we want is the remedy, and the man who can suggest one that is practical will be given the center of the stage, and will probably live to be

the stage, and will probably live to be President.

The Boston Transcript is trying to inaugu-rate a crusside against the bill bourds in that city by contension of a gradient for Society of Architects, the Ari Studients As-sociation, the Appalachian Club, the new Porestry Association, and the Twentieth Century Club to support the Haskins bill. It affects to be actuated by neither motives.

### James Donaldson.

Jas. Donaldson, Esq., whose par-iralt adorns this page, is the city bill poster and distributer of the thriving city of ithaca, Mich. Every advertiser who has had any dealings with him speaks in the highest terms of his speaks of the bighest terms of his speaks in the highest terms of his service. We have uever heard of a single complaint against him. He is a member of the L A, of D., the G, A, B., and has an enviable standing, both at home and abroad.

Encovered, a suburb of Providence, is up in arms agalast the bill boards. The good peo-ple of the inite bars actually imagine that the appearance of the town would be int-proved by abolishing posters. Poor, be-nighted souls. They have not considered the matter. What would they do for art in the absence of the poster?

### A New Association.

### Southern California Billposters Organize.

Southern California Billposters Organize. (Special Correspondence.) LOS ANGELES, CAL., Feb. 22.—The fol-lowing bill posters of Southeru California meet in this city to-day, viz: J. D. Paris & Son, San Hernardina; Wu-shire Posting Co., Los Augeles; Geo, F. Nor-ton, Rediands; S. R. Jenkins, Santa Paula; Walter J. Stafford, Sauta Harbara; Geo, E. Peters, Santa Ana; D. W. Coyle, manager, Pasadena; C. N. Lee, Pomona. The name of the new organization is, The Southern California Bill Posters' Association and its object is the closer affiliation of its members for mutual protection against the cells of opposition. All of the members bleiong to the Califor-mia State Bill Posters' Association, and will still retain their membership therein, as the new league is Intended simply as a uau-ilary to the former and not in any sense a rival.

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It has been the custom in Rochester, as elsewhere, to place transient boards through-out the retail and whole districts of the city late on Saturday night, in order to secure a good Suuday showing. The Executive Board passed an ordinance Jan. 26, forbidding the practice. The ordinance was disregarded, and the following Sunday the police swooped dows and gathered in some hundred and fifty boards belonging to the Rochester Hill Posting to. The nanager, Mr. West, was called upon to explain, which he did with much grace and tact, and got his boards back.

Read W. C. Tirrill's big ad. of his me patent brush in this issue and note his or paralieled offer of "Money back after this days' trial, if you are not satisfied with yo bargain." Mr. Tirrill is entirely responsit and we will youch for the fact that he w live up to the very letter of his agreement thirty .



### On Rainy Days.

Rainy days need not be wholly lost to the distributer and country bill poster. The thue can be well spent in poster. The time can be well spent in reading advertising. Read it, thor-oughly, Read everything you can find on the subject. Fortify yourself with a lot of sound arguments, in order that you may talk readily and linently when called upon to do so. Nothing will stand you in better stead when it comes to soliciting local trade, or ar-gning with an inspector or traveling advertising agent. The knowledge thus derived is valu-

able in itself, and will aid you in pro-paring your own advertisements, and and making them strong and convincing. Nothing will attract and interest an advertiser in a distributer quicker than originality and novelty in the lat-

there or is a set of the set of set of the s see). Rainy days need not be lost if these suggestions are followed.

### House-to-House Distribution in Small Towns.

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on, you are, of course, liable to lose your cus-tomers. Here is a method that I have been using for the last three years, and it will be well for new bighmers to pattern after it. Stlert a conner as near the center of the rity as tess-slide, and divide the city into unerters. Ibe this: Northeast, southeast, southwest and porthwest. Now you have the sectores so that you can work to your satisfaction. Com-mence on the southeast corner of the tewn, and go from house to house until you beec-rente over that part of the town theoroughly. Then take the newthwest corner to cen-vars, and do not skip a house, but see that you put a circular in every one.

Then you have a piece of advertising mat-ter in every house in town: but you are not through yet. The farm wagons come next, limit up every farmer's wagon you can find, and put a circular ander the cushion so the paper sticks ont between the soat and the cushion, and it will then be noticed. If new beginners will follow the above ad-vice, they will never have cause to regret it. HENRY CHARVAT, Manager, Uharvat Bill Posting Co., Chillicothe, III,

### Advertisers and Distributors.

### By an Inspector.

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ACCOMPLISH the desired results. Now the small boy gets in his work. Should a reliable distributor approach him with a proposition to do his work at a price that would only enable in to exist, he would at once "shell himself" like a turtle. After all, he has just arrived at the most important part. Every resident is acquainted with the bead incretant, and this circular is placed in the house, the arrived is acquainted with the bead incretant, and in the lower the answer the analytic term of the second and an end of the second in the house. They are not going to the trend to read it. They are not going to the trend to read it. They are not going to the trend to read it. They are not going to the distributors which I have failed to the distributors which I have failed to second there is nothing to a wide-awake, enthusing the distributors and there is nothing to discouraging to a wide-awake, enthusing the distributors and there is nothing the distributors which I have failed to your, tell him so. If he is beness the work distributors and and in the result on the part of the advertiser. If a man is deing good with the like work and are the most part of the advertiser. If a man is deing good with, tell him so. If he is beness the work distributors as the work and are the most part of the advertiser. If a man is deing one dard, instruct him. If he is beness the work distributors, saying there were no results, how a faithful, homest man must feel moon the distributors, saying there were no results, how a faithful, homest man must feel moon the distributors when the the most particular as to the manner it is performed is a faithful, homest man must feel moon the distributors, saying there were no results, how a faithful, homest man must feel moon are failing the "circular" better to all bis distributors are faces, commonly known as feel.

of the fluer graces, commonly shown even ings. I take pleasure in mentioning the excellent service rendered by The Stembronner Distrib-bronner, Secretary of Cheronati, O. W. H. Stein-brenner, Secretary of the L. A. D., whose suc-cess is largely due to his untiring zeal in its behalf, is an enthusiastic distributor, and I am sure advertisers will make no mistake by patronizing him. I am, very truly <u>AN INSPECTOR</u>

### All After Suckers. Or New Names for Mail Lists

A subscriber writes enclosing the following advertisements and wants to know if the firms are reliable.

MEN TO ADVERTISE "LUMINO," TAUK signs, distribute circulars, place samples, or-ders, etc. : experience unnecessary; steady work; 3E5 and expenses to workers. Donglas Mfg. Co., Uhicago.

week etc. Chicago, WANTED - RELIAIUJE MEN EVERY where to tack up advertising signst \$25 earned weekly working for us; exclusive territory, those meaning business inclose be for posi-age, tacking, sample, etc. Wilson Chemical Uo, Tyrone, Pic.

SAMPLE DISTRIBUTERS EVERYWHERE, both sever: steady employment. \$5 a thou-sand; inclose stamped envelope for reply-Acme importing Co., Philadelphia.

WANTED EVERYWHERE - HUSTLERS to tack signs, distribute circulars, samples, etc.: oo canvassing; good pay. Sun Advertis-ing Burean, Chicago.

ing Burean, Chicago. This style of advertisement is an old, old, trick. The advertises do not want distribu-old time-tried trick. The advertiser do not want distributors, for they have nothing to advertise. They quite generally want what they can get out of dress coulding young open. They will take anything. Some times it is only by eents in stamps. On other necessions, however, they manage to self their dupe blank books for collecting names, a set of samples, or perhaps a membership in some take association. No matter what it may be it is quite worthless. After they have "wark ed" their stucker for all they can get out of him they self his name and address to som-mail order paper, or to some other swindler who tries to repeat the heeeing.

### The Right Way.

W. C. Tirrill, of Lima. O - is a number of whom the International Association of Une-tributoris may well be proud, as the following will testify! It came to his cars recently that the R. T. Itabbit Co. were putting out calcudars in Linoa As is his cutsoin le-work. It provot to be a retail tea merchant, whose husiness is managed by a lady. The latter had association of the advectising actin who was found still in town. In received the information with had game, refused to involve and distributors in gen-cate the heat to be a retain tea merchant. The received the information with had game, formation of the information with bad game, the received the information with bad game, when a the fact was reported to the advectising actin who was found still in town. The received the information with bad game, formed to invostigate and distributors in gen-cate which he left town triumphanty. Mr. Tirrill very promptly went to work to service the function of the distributors in gen-ues to the tea store requested calendars and upon heing told to help themselves took val-using the was secured where the same arac-

ously, etx. alore, and in one instance twelve-copies Evidence was secured where the same prac-tice had been fellowed by the distributors in different parts of the city. Forthird with these facts Mr. Tirrill took the train for Cheim-rath. I pen arrival he got Mr. Stelphienner, the Secretary of the International Association of Distributors to accompany him and called upon the Ohio agents of the Babbitt people. A plain unvarnished account of the affair was had before them, the evidence and all daytts submitted to them, and the fullity of thet kind of distributing fully explained. The agent was dumfounded and thanked Mr. Turrill and Steinbrenner effusively. Further task resoluted the L A of D and to make a long story short the agent was convinced that R was to this advantage he confire to co-olog 1. A of D. members wherever they can be found. It is this kind of work that unkees an asso-ciation of a cover Levier that makes an asso-

blog i. A of the model for found. It is this kind of work that backes an asso-clation a power. Let every member who reads this, resolve to emulate Mr. Tirrill' Thrrill's

### A Prize Offer.

The Billboard has ever been an unfailing ince of inspiration and success to distribu-

The Hillboard has ever been an unfailing source of inspiration and success to distribu-tion because we went to the distributor him-self for ideas in shaping the paper's polley. It we have decided to offer a prize for con-traction of the second structure of the second distributors from practical distributors. We want short, pithy arth less of six bundred words and less, dealing with matters of inter-mentation of the second structure of the second distributors. Chose any phase of the instances you like for a subject. Lat it be "Methods," "Soliciting," "Collecting " "Card a king "Inspecting" what you will be out surve for state of sixle, or diel y forma-cel entences. It is the bleas we are after "To the less article received prior to find assume the card tacker's hammer." It will pay a distributor to have his name address in our distributor to rely upon it to the exist mich of all the annual hists what buy have what it is revised and cor-sisting the each of all the annual hists is only costs one dollar a year. If you are not surve yen your money back.

### Warning.

During January a distributor wrote us stat-but that he was executing a contract for Frederick Strarns & Co., of Detroit, Mich Relying inpo his statement we published the urnis name in our "Tips" column. Our correspondent cyslendly hed, at least the following letter from the 0rm in question would inclusive that he did, viz.\_\_\_\_\_\_ Detroit February 20, 1826. "The Billbourd, 127 East Eighth St., Chen-nati, O

would increate that he did, viz. Introl Experts 20, 1889. "The Billboard, ET East Eighth St., theorem nate, o. Dark Sirs-Doublicss you intended to favor proposed to distibute or advertise in some way. We regret to advise that your having one so without authority from us has caused us considerable aunoyance to the way of has-normal filled with inquiries and offers from all parts of the contry. We were at a solution of the contry. We were at a lot of the contry. We were at a solution of the regret of the way of has-ing one mail filled with inquiries and offers from all parts of the contry. We were at a solution of the regret of the way of has-ing one mail filled with inquiries and offers from all parts of the contry. We were at a solution of the contry. We were at a solution of the contry. We were at a solution of the contry, we were at a solution of the contry, we were at a solution of the trained it was through your publication instantic as we do no advertis-ing of any kind to the larty, of course the we don ask you to correct it, we think in the occurrence. Yours very truly. F. A. STEARNS & CO. Theides cousing Messers Stearns & Co con-siderable aunoyance, our correspondents of austion in bosine distributions all over the tax possible chance of getting returns. We find the overflow his error the time, in a general more for postage without a yous ble brother distributions all over the formulating information on our tips edunns and we do not propose to have its reputation or reliabiling information on our tips edunns and we do not propose to have its reputation or reliabiling histornation on our tips edunns and we do not propose to have its reputation or reliabiling information on our tips edunns and we do not propose to have its reputation or reliabiling information on our tips edunns and we do not propose to have its reputation or reliabiling balance. The next person who is a monoilled for and profitees lie is wors than monoilled for and profitees lie is wor

Ally michs the concrete Frank E. Gro, member of the 1 A of B, a statistical structure of the state of the structure is a structure of the structure of the state of the a structure structure of the structure of the mathematical structure of the structure of the a structure structure of the structure of the structure and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and never seemed able to throw off the bability and the structure of the structure of the structure and the structure of the structure of the structure structure of the structure of the structure of structure to the mother. Frank lead rows withing to onthe in on this feet if he ever many fisted a determination to take advanture of the structure of the structure

E C Arms, the well-known and popular traveling agent for the Irr. Miles Medical Co., of Elkhart, Ind., was a "Hillboard" caller Feb 11 Mr Arms spent about two weeks in Chelmooti in the Interest of his house Mr W II Steinbrenner distributed bis matter and gave excellent settisfaction. Mr Arms speaks of the 1 X of D. In terms of the highest praise.

Howard N Holshonser, of Cavington, Tenn. Is traveling for Hamiln's Wizard Od Co. Chicago. He is advertising their reme-dies in the South

A E lireler, of flurilington, lowa, sends out on exceptionally nice folder, advertising his distributing business. The sample before os is no good as anything we have ever seen in this the

Edw W Bridger, of Atlanta, Ga. has noved from 60s to 601 Temple Court. Felster ow lists him as the proper man in Atlanta

### Who'Tis Items.

1 F. Chark, Conway, Ark., covers Conway, Morrilton, Russellville, bardanelle, Clarks-ville, Ozark, Van Buren, Ft. Smith for the L. A. of D. This will give advertisers an oppor-tunity to work the small villages in that sec-tron of the country.

tion of the country. The following item elipped from the Taima-qua Recorder, Taimaqua, Pa, may be of in-terest to advertisers when booking for a good reliable distributor in that city "George A, Jacobs, our expert distributing agent, has 12,000 sample boxes of Kondon's eatarrh eure for distributor in this and Car bon counties. As a distributor Mr, Jacobs takes the bend."

ion connities. As a distributor Mr. Jacobs takes the lead. The Chattanooga Medichie Cochus a very attractive whidow display in W. T. Ford's drug store, corner Eighth and Yme streets, c'incinnat. The display is rendered partica-larly attractive by having a wax lights of a immee recommending "Whe of Carbui Mr. Nelson Matteson, Flint, Mich., reports business bocuring at that joint. Mr. Howard Holshouser, representative of the LA, of D., Covington, Tenn, is now bay-ching for the for the Wizard Did Co, placing advertising matter. In various parts of the South. During Mr. Holshouser's absence from home his brother has full charge of his suco of a first-class service. The R. E. Sintherland Medicine Co., Pa-

The R. E. Sufferland Medicine Co., Pa-ducal, Ky., have recordly placed a very at-iractive street car sign, atvertishing "Dr. Rell's Cough Syrup." The unique teature of the advertisement is that it has five small talls suspended from the card. They are at-iractive unitsual attention. If, Burkhart, of Crochmatl, will make a trip to Eughand next April in the interest of the advertisement of the compound. The doctor will sample all the principal towns in Europe, and expects to open a large labora-tory there in the near future.

And any one of the entropy of the intervent of the distribution of the near future.
 Messra, Baughiman Bros, of Circleville, 0, report that br intervent of the near future.
 Messra, Baughiman Bros, of Circleville, 0, report that br intervent of the near future.
 Messra, Baughiman Bros, of Circleville, 0, report that br intervent places. They also report hustness very good with them.
 Bras, F. E. & J. A Greene, No 34 Temple the distribution of their advictisms unater the distribution of the radiu places. They are the distribution of the radiu place in the state of the distribution of the radiu place in the state of the distribution of the radiu of the

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that his wife assists him with the distributing when he is pushed with business.

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hence, the druggist can by changing the ton-cits of the little ladies practically renew the display. I happened to drop into a drug store the display. I happened to drop into a drug store the distribution of the display of the counter-que a number of samples on the counter-que a number of samples on the counter-que a number of samples were. I asked the druggist for one, and his reply was aroused as to what the samples were. I asked the druggist for one, and his reply was aroused up two of them, and he said. Tak-stry or seven. We want to get rid of them. They are only in the way here on the coun-ter. Now if the advertiser who has gone to be expressed at trouble to path up these sam-ples they are valuable ones for could have heard this druggist is formarks, offering to give eith or seven to one party 1 thruk it would convince him that it does not pay to send samples or advertising matter to drug counters is wasted. Children take up the abaranes and booklets, and the "samply is exhausted, always keeping that "weather yet open for something clear that they can solve or motiong. This class of pople mover by goods of which they have had free across to samples. The advertistic matter to are any good, reliable distributors who are only too klad to give a first-class serves at a furly ender the samples of a worth the prose of a house to-house distributors who are only too klad to give a first-class serves at a fair price. There is no excuse whatever of rational classing and the server and a fair price. There is no excuse whatever of rational classing and the server and a fair price. There is no excuse whatever of rational classing and the server and a fair price. There is no excuse whatever of rational classing and the server and a fair price. There is no excuse whatever a fair price. There is no excuse whatever a fair price. There is no excuse whatever a fair price. The fair price are so to waste on the true counters.

It is having advertising matter go to waste on the drug construction with the Scenetary of the L-A of U. he made the remark that several advertisers were such as out betters to distrib-utors offering them \$1.50 per thousand, starting that this was the Association price for work. The Scenetary requested me to state through the columns of "The Billboard" for the bene-tite columns of the Billboard of the bene-scale of process and that each member is ex-ported to charge whatever he pleases. This statement should softle all such matters for the future at least, until the L-A, of D, de-cides upon a scale of proces, which is not bikely to occur. We ACHESS:

### The I.A. of D. List.

I he i. A. of D. List. When we underteek to publish a directory of the members of the international Asso-chatton of Distributors, we dol so at the re-quest of the others of the association. Sec-rate and the others of the association. Sec-rate and the others of the association of the weight of the others of the association of the second second second of the other of the second second second of the other of the others of the second secon

service. We explained the advantages that world accene to the members from this conrec. The association would have issued twe hindred or ut most a thousand copies of a bit which would soon have grown unrelia-ble be associative of the new names which would have been missing. We guaranteed to print and circulate over fishes hists annually, always revised and certrect. All of this we agreed to do for one deflar per inme, and we intimated that if necessary we would whit a reasonable length of time for the dollar. The greater part of the members were quick to see the merit of the scheme and promptly responded, either sending a dollar or a letter stating that they would do so on a fixed date later on. To these who did not regiv to the first notice we ha due time dispatched a second letter. This brought a few grunnbiling remit-

tances and base a few frank, candid rephes from members who said plannly and man-faily, either that their business would not warrant the expense, that they could not affirsh it or that they did not approve of the plan.

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### . Small Talk.

Seccotine, a liquid glue, will be advertised in this country through theorye W. Place, 203 Breadway, New York. Secotine is man-infectured in Belfast, Ireland. The World Manufacturing Co., Cincinnati, is a probable advertiser in house-to-house work in the neur future. The Champion Off Burner Co., of Cleve-land, O., are said to have in press a large edition of bet-letes that will shortly be sent out through distributors. Dr. P. K. Whiteenth, President of the hr

Dr. P. R. Whiteenb, President of the Irr T. A. Shoeum Co., New York, Is said to favor diverting a considerable amount of their ad-vertising appropriation from the newspapers into distributing matter.

vertising appropriation from the newspapers into distributing matter. J. W. Brant, Albion, Mich., is getting bids from distributors, us are also fors, F. E. & J. & Green, dioston, Mass., Br. Miles Co., Elkhart, fud., Dr. C. L. Saoop, Bacme, Wis., Dr. W. S. Burkhart, 121 E. 7th Street, Charlmardt, O.: Chamberlain Mechene Co., Des Mones, Iowa, F. J. Cheney & Co., Des Mones, Iowa, F. J. Cheney & Co., Detroit Mich., books: Dr. Spinney & Co., Detroit Mich., books: Dr. Spinney & Co., Detroit Mich., books: Dr. Spinney & Co., Detroit, Mich., books: The W. H. Hill Co., Coss Avenue, Betroit, Mich., sam-ples, Bly-len Chem. Co., Detroit, Mich., sam-ples, Silver Yeast Co., Letroit, Mich., sam-ples, Silver Yeast Co., Letroit, Mich., sam-ples, Bly-len Chem. Co., Detroit, Mich., sam-ples, Bly-len Chem., Betroit, Mich., sam-ples, Bly-len Chem., Co., Detroit, Mich., sam-ples, Bly-len Chem., Co., Detroit, Mich., sam-ples, Bly-len Chem., Co., Detroit, Mich., sam-ples, Bly-len Chem., Co., Betroit, Mich., sam-ples, Bly-len Chem., Co., Betroit, Mich., sam-ples, Bly-len Chem., Co., Betroit, Mich., sam-ples, Bly-len Chem., Betroit, Co., Batimore, M. J. T. James Co., Ugoutz, Pa., Warmock & Ralston, Reek Island, IB : Phenyo-Caf-fein Co., Worcester, Mass., J. H. Yeilm & Co. Griffith & Freuch, distributors at Greens-

& Co. Griffith & French, distributors, at Greens-toro, N. C., have adopted the following scale of prices, viz. Circulars and Small Pamph-lets, \$1.50 per 1,000, Famphlets, large, \$2,50 ter 1,000, Samples, small, \$2,50 per 1,000; Samples, large, \$3.50 per 1,000.

A D. White, of Taunton, Mass, has been quite III, hut we are happy to say is again

The second secon

Bryan & Co., of Cleveland, are said to be doing a splentid husiness in their distrib-time department, and giving first-class sat-isfactor.

Wm. Clowes, of McConnellsville, Pa, writes that business is improving. Drs. Kennedy & Kergan, of Detroit, Mich., use 1 A of D, members in preference to all others.

all others. M. A. Bondy, Detroit, Mich., writes as fol-lows, viz. "Long life to "The Billbeard." Do you know of anyche who has a sample of contracts, to make with an advertiser? We lost \$20 by not having made one, with a man it this city." Can any of our readers oblige him?

Mr. James II. Kirk is now with Profitable Advertising, of Hoston, as associate editor, and his evcellent work may be expected to still further enhance the value of this very attractive publication. The offices have re-cently here removed to 227 Washington street, Boston I is said that Profitable Advertising will be chosen as the official organ of the Associated Bill Posters in the event of Mr. Stahlbrodt's paper heing discontinued. There is little doubt but that it would till the office with credit to fitself, and the association as well.

### Good Whisky

### Is Very Rare-Old Bottles Are Refilled

Is Very Rare-Old Bottles Are Refilled People will never know exactly, what kind of whiskey they drink until some genus comes forward with a bottle that cannot be relified, sold an old barkceper. The fact is, two thruss of the drinking men don't get the brands they call for; don't know what they drink. "A clean label and the cap intact will show in time cases out of ten, that the bottle has not been opened und refilted. In third rate values, where the case goods are never sold, you can always be assured that the bottle has been refilted many times: so often, in fact, that the label and in the majority of cases a very poor brand at that, is not kept a very nor brand at that, is not kept ter mixing purposes. ""Ordials are taked as much as whisky. "The original bottle is filted with infertor botk knods. The exceptions in this great country are small.

goods. The exceptions in this great country are small. "The same is true of wines, except, of course, in mst-class places. I have worked in hotels on Broadway and have seen people at dimer in the cafes order a brand of white that they never got at all. Some poorer quality, kept on hand for the purpose, was served.

that they held on hand for the purpose, was served. "Even beer is not honest. You have no-ticed in the average salion window or over the entrance, signs telling of four or live beers that are kept on sale within. Perhaps two brands are the linit, and both are drawn from the same tap. Rass' Ale is faked more than any other beer. Ale made in this coun-try is labeled Bass and sold all over the huited states."

The above is clipped from the New York Sunday Telegraph, and reminds we that I wrote some this ago on this subject, suggesting that the disthis subject, suggesting that the dis-tiller who has a brand with/a reputa-tion to protect should bottle it, in small bottles, each bottle to hold only one drink. There are seven brands of ryp-whisky on the full boards right now, and all they can be sure of is the bot-tle trade. Of the whisky sold over the bar, no man knows what he is getting published by the first when the bottle upless he he the first when the bottle opened.

is opened. Just imagine the fortune of the dis--, tiller who reaps the benefit of the en-tire demand his advertising has cre-ated: \$AM W. HOKE.

### Federation of Women's Clubs Wants Ads. Interdicted. ...

Chicago, February 2. The Federation of Women's Clubs has began a crusade on the practice of using women's faces and figures in migazines, newspapers and bill board ad-vertisements. The Legislature will he issked to enact a bill to the effect that all publishers, public enter-tainers, manufacturers and tradestilen of any kind shall be furbidden to use the faces form or any portion of the figure of woman for ad-vertising purposes in either suggestive or im-modest or immoral manner.



F. J. STHANTZ. Jr. City Billposter of South Amboy, N. J.

Mr. F. J. Schantz, Jr., who is pin tured above, is the efficient and reli-able bill poster at South Amboy, N. J. The has a good town, and takes care of it in excellent manner.

### A MONTALY PROFENENCE METTING - AN OPEN COURT So all all and

Williamsport, Penn. Milliamsport, Penn. Editor of "The Hillboard." Ius from daylight until dark, my country wa-form daylight until dark, my country wa-men attending to distributing alone, and the country, hoth doing bill positing and distributing. To-day made two contracts for distributing of time in the last ten weeks. They are weli pleased with the service and have made a contract for the year. It pays to do good time he distributing of 10,000 samples of their fam ous Cascara Bromide Quining tablets. They will also do bill posting later. *BEO* 14. BUBB.

El Reno, O. T., Jan. 23, 1899. Editor of "The Blibboard." Gentlemen-Piease find enctosed \$1.00, cer-rency, for which send me "The Blibboard." Mr. J. Sinclair, who has been managing my plant is no longer connected with it. I have personally taken charge of same and business is increasing very satisfactorily. Very respectfully yours, W. J. GOFF W. J. GOFF.

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reach. By not doing this he is giving a great deal of bis work to dishonest distributors, and is thereby encouraging disbonest service as he sends the bulk of his work to this class of men and boys.

sends the bulk of his work to this class of men and boys. One thing more, I agree with Brother Stein-brenner, If we, as I. A. of D. members, guar-antee to protect all advertisers from loss, that use I. A. of D. members, it is no more than fair that these same advertisers should guarantee to use only I. A. of D. members wherever one is located. If you think this will be of any Interest to brother workers I would like to see it in your next issue. Wishing all brother workers and "The Biliboard" the very best of success, I am, Yours very truly, ARTHUR LEONARD.

ARTUR LEONARD. Shelbyvilie, Ind., Feb. 13, 1899. Editor of "The Biliboard:" Dear Sir-Your esteemed favor at hand. You way you have many inquirles about how to say you have many inquirles about how to say you have many inquirles about how to say you have many inquirles about how to have the starch. Dissolve the starch ing hoti two hands fuil will make nearly a hat bushel of paste of the right consistency. Then dip with a large cup or dipper and keep bucket is full your paste ls done, except the bucket is full your paste ls done, except the about two hands full of fine sait. We have pasted paper with the thermometer at the dirability of work, nothing equals good starch paste, and for quickness, cheapness and durability of work, nothing equals good starch paste. Care shold be taken to not overcook the starch, as that greatly destroys he ablesive qualities. Whoever gives starch work or any one-day's ttp. Respectfully and fraternally. T. R. CHAFEE.

Kalkaska, Mich., Feb. 12, 1889. Editor of "The Biliboard." Dear Sir-Rusiness is at a standstill here at present, probably because of the extremely cold weather during the week of February 6 to 12. In the mornings the thermometer reg-istered as follows: February 6, 24 degrees be-low zero; February 7, 38 degrees below zero; February 8, 42 degrees below zero; February 9, 47 degrees below zero; February 10, 48 de-grees below zero; February 11, 48 degrees be-low zero; February 12, 46 degrees below zero; Everybody says it was the coldest weather that has been experienced since New Years of 1860. We have a computation of 2000

1860. We have a population of 2,000, two ratiroads, the G. R. & I. and the C. W. & M., three millis, a large wooden ware factory, and are surrounded by good farming land and lumber country.

surrounded by good farming iand and iumber country. I received "The Hilihoard" ali O. K. 1 think that it is the best, and that every bili poster should take it. Your Directory is just what has been wanted and needed for a long time by every one in our line. I remain, Yours truly, FRED, G. STUART.

by every one in our line. I remain. Yours FRED, G. STUART. Valparaiso, Ind., Feb. 14, 1889. Editor of "The biliboard." Dear Sir-Aliow me a little space in your columns of your valuable paper. "The Bili-board." along with the rest of the craft. It may be of some benefit to the bili posters at it of we find the advertisement of A. Van liuren & Co.'s starch paste. They are right when they advertise their paste, as the best and latest paste made. They asy that they have had one year's experience; I can go them one better and say that i have used the mentioning is, that in very hot weather it ad-heres too quickly and makes the paper stiff and brittle. But this fault is overcome very easily in this way. Allow about one renew-ing mecessary. I have some of the Liggett & Meyers tobacco Paper that was posted the fifth of last November, and it is as good to-day as the day posted, notwithstanding that we had nore rainy weather than have being have had more rainy weather than have being necessary. I have some of the Liggett & Meyers Tobacco Paper that was posted the fifth of last November, and it is as good to-day as the day posted, notwithstanding that we have had further, one coating keeps and front. It preserves the colors in their original shade, and makes the paper apper apper apper that have hear more varing weather than has been experienced for a number of years. The oli makes the paste transparent, so that even in the coldest of weather no brush marks and front. It preserves the colors in their original shade, and makes the paper apper apper atoring men and makes the paper apper tarning men and makes the paper doth back and front. It preserves the colors in their original shade, and makes the paper apper apper tarning men and inspectors, upon the ap-

as in the last over the second second

Mili Run, Pa., Feb. 18, 1899.

Will DRULLINGER. Will DRULLINGER. Mill Run, Pa, Feb. 18, 1899. Editor of "The Hillboard" for February is upon my table and 1 have read a part of it. The 1. A, of D, and Fair bepartment along with A. R. P, are "hummers," but the Sign Painters' bepartment is languishing. Why is this? is it because of lack of originality upon the part of its contributors whom are supposed to be supplying crisp, newsy little notes every month? And if he has no correspondents or contributors to supply him, why do you not have a conductor to the sign painting who would have them and lots of them? What is the use of such a lot of dry material as we have been reading for several au-thors. Whom do they seek to teach, the masses or the classes? I am not an aristocraf, nor either a piebean. I respect those superior, and give the helping. There are not enough men.to do it? \* \* "a depirable dearth of its painting who would have them the there drom the knowing ones that America is one of the greatest sign-painting countries in the world; but lo? when it comes to advertising with the pain thrush. "There are not enough men.to do it? \* \* "a depirable dearth of sign painters that of advertising." is that so? There are mot enough men.to do it? \* \* "a depirable dearth of sign painters that America lis one of the greatest sign-painting countries in the world; but lo? when it comes to advertising with the pain thrush. "There are not enough men.to do it? \* \* "a depirable dearth of sign painters that due the set of sign painters that of advertising." is that so? The usee. While numerous sign painters while in painters. Here is a type of the class while in painters. Here is a type of the class while in painters. Here is a type of the class while in painters. Here is a type of the class while in painters. Here is a type of the class is years experience, but the builettin advertis-tion regarding the N. S. P. A.? How to be there is the pointer of some is years experience, but the built in diversion is years experience, but the built in advertis-ti

whom to employ in order to have thier work done right? How will they know who are best and the most expeditious and of scholarly attaln-ments? If it is a question of price the very best builtetin artists should be paid well for knowledge and skill and the National adver-tisers should see that they get such men. Where can such artists be found? in the Na-tional Sign Painters' Alliance and amongst others who will be in it soon. If training through the Sign Painters' De-partment can make any learner more prof-cient as a builtelin painter, such traising will be looked for and sought from the pen of some one no less than a genius in such line. Ify the oft repealed appearance of my name

in "The Hilliboard," I feared 1 would monop-olize space needed by others better and great-er, but noticing your call for articles of in-terest to sign painters and for photographs of signs and bulletins. I cheerfully comply and promise my aid so long as my efforts will be of interest and instruction. Sincerely yours, A E. HARHAUGH-

yonrs, A E. HARHAUGH Peru, ind., Feb. 14, 1899. Editor of "The Hillboard." Hear Sir-1 read "The Hillboard" with much Interest and profit. 1 therefore feel it my duty to help furnish items of interest, etc. So far our posting department is not doing much this month, only have Horse Shoe Plug, twelve-sheet stands. National Ukar, twenty-sheet stands, and some one three-sheet cloth-ing bills on our hoards at this writing. We have distributed this month for Dr. C. E. Shoop, Racine, Wis.; Dr. W. S. Hurkhart, Charlines, fowar, F. J. Cheney & Co., To-les Moines, fowar, F. J. Cheney & Co., To-ledo, O. Distributing is also coming from J. I have increased my facilities for handling all kinds of out-door advertising, Yours truly. Mansfield, O., Feb. 13, 1899.

CHAS. W. STUTESMAN. Mansfield, D., Feb. 13, 1899. Editor of "The Billboard." Dear Sim-Work during the last month has been very light outside of the theatrical work. Have posted live stands of Sopolio for Enoch Morgan & Sons Co. Have also made a contract with Messrs. Foley & Co., Chicago, for fifteen stands to be put up soon. The weather the past few weeks has made posting very difficult.

very difficult. Have put ont two distributions for Dr. Miles Elkhart, ind., also one for J. W. Itrant, Al-bion, Mich., and one for Drs. F. E. & J. A. Green, Boston, Respectfully, E. R. ENDLY,

E. R. ENDLY, Burlington, Iowa, Feb. II, 1889. Editor of "The Hillboard." Itear Friends- it may be of some interest to you as to what I have been doing here in Burlington. Since January 1, 1889. I have distributed for itr. Shoop 5,500 pleces; for ir Hurkhart, 6,500 pleces, and will start next week on a lot of 6,500 pleces for Foster-Mil-burn, and 5,000 for the Chattanooga Medicine Company.

burn, and 5,000 for the Chattanooga Medicine Company. In the last few weeks 1 have contracted with Foster-Milburn: Wells, Richardson & Co.; Drs. Kennedy & Kergan, and the Itrown Medicine Co. These are new firms on my list, it has taken time and labor to gain the par-tonage of these firms, and as iong as I can do their work in this city. It shall be done in the very hest manner, as I am always willing to do all I can to promote honest advertising. Trusting this may find space in your most valuable paper and wishing you all success in this new year, I remain. Your friend. A. E. DIELER. Drefer's District Service. Madison, Ind.

Dreier's District Service. Madison, Ind. Editor of "The Billboard." I want to tell you of the business we have been doing since we came here. We have pur-chased Oscar Pary's bill boards. We now control all bill boards and daubs in the city of Madison, Ind., and have a capacity of 1,000 sheets of paper. We did some posting for ltattle Ax Tobacco, two 4x5 stands, five 4x1 stands, and ten cikint sheet stands. All of these are on the boards we we did some posting for ltattle Ax Tobacco, two 4x5 stands, five 4x1 stands, and ten cikint sheet stands. All of these are on the boards we we did work for lteeman's Gum Co. Star and Horse Shoe Tobaccos, millinery firm of Louisville, Ky. Seymour Street Fair, and Omaba Exposition. We did some distributing for Dr. Miles, and Nine O'Clock Washing Tea to

Louisville, Ky., Seymour Street Fair, and Omaba Exposition. We did some distributing for Dr. Miles, and Nine O'Clock Washing Tea To. As Mr Jas McDonald has accepted a tovernment position at Jeffersonville, ind., we will do distributing of all kinds. We do our own work, and we do not trust it to boys. We guarantee our work and will give any of the above mentioned tirms as references. We always have a greeting for the old reli-able bill board the first of each month. "The Billboard" is a gem, and would be cheap if the price were twice as high. Thanking you very much for this space and the opportunity of writing, we remain, Yours very truly. MURPHY & RHOTON.

Yery truly, MURPHY & RHOTON. Editor of "The Hillboard." I called upon J. O'Melia while in Jersey City, and was treated with conrisey Jim says that anything that comes his way comes mine. I also called upon Mr. Fitch, of the O. J. Gude Uo, to transact some business and was also treated with conrisey, and left the O. J. Gude building with an invitation to call again.

South Aniboy, N. J. South Aniboy, N. J. Somersworth, N. H., Dec. 29, 1896. W. 11 Steinbrenner, Esq., Cincinnati, D. My Dear Sir-Your very kind favor of the 19th inst. to hand. Replying to the same 1 would state that 1 consider the 1. A. of 11. of great benefit to both the advertising and distributing business. Men worthy of success are aided and rasseals are detected. Being engaged in the "Insurance tinsmess," I have found time to devote to distributing matter, but for the past year distributing has been done but very little in this city and therefore 1 did not take into consideration the question of joining your worthy organization. Am a regular subscriber to "The Itili-board." This valuable paper needs no com-ment from me.

board." This variable paper, ment from me. Should there be an increased amount of matter for distribution, I can then consider the I. A. of D. Remember that the I. A. of D. and "The Remember that the I. A. of D. and "The Remember that the I. A. of D. and "The Remember that the I. A. of D. and "The Billiboard" are, in my estimation, deserving of lightest commendation. Very truly yours, ELISILA C. ANDIEWS.

Medicine Lodge, Kan., Feb. 18, 1859. Editor of "The Hillboard." Dear Sir-1 can get more interesting read-ing out of "The Hilboard" than any other paper that 1 know of, so send you \$1 to pay my subscription for year of 1859.

1 have done quite a little distributing, and 1 have done quite a little distributing, and some posting in the past year, and can con-trol 40,000 feet of boards in this county. My small "ad." that ran in November and De-cember, 1888, has been answered by about fifteen parties, who asked about the size and population of this county. This county is thirty by thirty-six miles square, and con-tains a population of 7,000, almost all of whom are engaged in stock raising. I also have territory ontside of this county. Thanking you for favors extended, 1 remain, Very sincerely, JULEN V. FISHHURN.

### On the Road, Feb. 9, 1899,

On the Road, Feb. 9, 1899. Editor of "The Hillboard." Thear Sir J am proud to say that I am now representing Hamin's Wizard Oil Vo. of Uhi-cayo, ill., on the road, advertising their cele-brated remedies. But I have not forgotten the assistance you gave me, nor that of our See-retary, Mr. W. H. Steinbrenner, who merits the praises of all of the members of the I. A. of it. for the favors which he is willing to ex-tend to all, who are trying to make a success of the distributing business. The inter is conling to the front more and more every day since the reliable and only distributing association has taken hold of it. will have a member in every city in the Enit-ed States and Canada, and if any men deserve credit, Mr. Steinbrenner and the rest of the officience.

credit, Mr. Steinbrenner and the rest of the officers do. If anyone is thinking of going into the dis-tributing business, i would advise them to write to our Secretary for advice, and at the same time send 10 cents for a copy of the old reliable and only distributing paper. The Hillboard." Takes thank the following members for their help, Messrew, H. R. Care, E. R. Huftidger, R. S. Douglass, theo. W. Vansyckie, D. P. Fair-childs, and the rest who so willingly gave me the advice and assistance 1 asked of them Thanking you for this space and wishing you success, I remain. Respectfully. I. N. HOLSHOUSER, Member of I. A. of D., Covington, Teim, N it. My advertising business is still being carried on and any work sent to me will re-ceive prompt attention.

### New Hampton, lowa, Jan. 30, 1899

Series of and any work allow to be when the other prompt attention.
New Hampton, lowa, Jan. 20, 1899.
Editor of "The Hillboard."
Dear Sir-Enclosed please find one dollar for this year's subscription. Itusiness has been rather poor this month, but we hope to see it pick up soon. This is a town of about three thousand inhabitants, and has four newspapers, and I have a hard time to be the merchants to advertise on the bill beards, but luckily for me there are a few who know a good thing when they see it, last year my budness was double that of the year before, and I am going to get some one-sheet posters and keep my boards thill on the "Tarver, you are a fraud, you want others to advertise, but you do not do any yourself." That started me to think.
The dom receive any national work, but whold if There are hundreds of towns of any that is more enterprising or up to date. Long may you prosper. Are, Jan. 27, 1899.
Editor of "The Hillboard." is always worth you do not do any yourself. The Hillboard. Is always worth you will be paper, "The Hillboard, so all of the distribution price. Year respectful.
Man advertise posters and have there copies of my own medicine, are the prise when the origin to get the Hillboard. Is always worth you would it? There are budned so at you do not always a some prosper. Are, you are a fraud, you want others have the you do not be done by my soft the Hillboard. The Hillboard. Is always worth you have have you would be always work of three copies and the work of about four the distribution of the you when you would be always and you prosper. Area there of the distribution and the poster bear an

some access of saw just ns many in other, yards. It may be wrong for me to report this, but I feel that it is my duty as a licensed bill poster to let the firm know that they have not been ketting what they have been paying for. Yon shall hear from me again, soon. Yours very traily, MYAL GREEN.

for. Yon shall hear from me again, soon. Yours very truly, MYAL GREEN.
 Van Wert, O., Feh. I3, 1839.
 Editor of "The Hillboard."
 The Hillboard." Was received, and as usual we made a meal on it. i flud that a real bit poster can not afford to bose one month's issue of your paper. Well, business has been very good considering the weather in Ohio 2,060 samples from Crawford-Taylor, bakers of Monsfield, O., through our wholesale deal-ers. Messra, Humphrey & Hugle, which we wate to put out on Feb. 16. Enfortunately the grand four-story stone huilding caught of \$15,060, and, worsi of all, they were lovers of advertising.
 A do a great annount of work for them. In order to secure the work from the work isk from the weather in they buy in write. The firm of Humphrey & Hugle will resome business, and they bay an other shipment. Await-ing and burnet is bakers of the libboard.

P. S.-J. Whires and I have purchased the terest of C. C. Lichly, of the lirm of Smith Lichty. S. & W. rith

was O. . cali

again. of u k to the w lf re of "The ItilDograf" (8, FRANK J. SCHANTZ, dR, South Amboy, N. d Go

To the Educe of "The Billboard," and all Fatr Munded Bill Posters Breeting This is an open letter, and an answer from R. Nolan to Houghtading & stabilized a false statements in their would-tic paper, which they fide behind when they are caught in a trap like they are in this case. They persuade the advertiser that if he does not place the work through them, it can not be done storessfully. They lead hun the does not place the work through them, it is notice that the average bill poster is a trap and that he can not scenari good serv-i unless he employs them to watch his in-terests. This they call soluting. For this they charge is b 2.4 per cent commission in other works, they instepresent, malkin and withy us and then charge its one sixth-fred never persuaded the P. J. Sorg Co to go on the bill beards. They never created anome to what been posted, they secure the phase Miter the posters were printed at some bill beards. They never created the phase as the the that Alpena needed. The network hat been posted, they secure the phase and the terminule. The held therately and maliconsity in they wave earlied to a commission in a case of this throw held differently and maliconsity in they wave so the bill beards. They have a needed a some bill posters may believe that agents we can be been beards and the service. They held differently and maliconsity in they they had definerately and maliconsity in they work and to K my bill. This seet also hyper that they can be they save they be hyper which stated that Alpena needed a bill poster. They held differently and maliconsity in they work and to K my bill. This seet also hyper that they claim work. This he did wommang I gave him. Yet yon will see in the traveling assents who represent the bill hyper that have to swallow who they puldished by they would be paper. In regard to the brown have to swallow who they puldished by the traveling assents who represent the bill hyper would be paper. In regard to the they would be pape

The traveling agents who represent the big lums. Now here is where Houghtiding & Stahl-brodt have to swallow what they published in their would be paper. In regard to the P\_J\_Serg Spearhead Tohece posters that were poster in Mipena, Mich., by R\_Nolan, the above gentlemen claum that all the work was done through them and not by the P\_J. Serg Uo. They also claim that they asked frequently for a report sheet and bill, but Mr\_Nolan refused to send them are post sheet and bill, when he was not doing business with them? I notified them on Ang. 7th, (which they can not deny, as they published it in their own paper), that I would not accept their own paper) them to make big 2-3 per cent commission off of me. On Ang. 7, therefore, I stepped doing business with Messrs. Honghtaling & Stahlbrodt 1 then wrote a letter to Mr\_Song to that effect Mr\_Song shipped the paper to me anyhow, and I posted it and gave him such great satisfac-tion with the werk that the gave me. Sib worth more to show the appreciation of my arvice.

worth more to show the appreciation of my strate. Shill, Houghtaling & Stahilerodt will say that I am not an homest bill poster, and can not be depended upon and also go so far as to say that your want ta look out for R. Nolan or be will do you up. If they are such awful clever men, i should think they would not let an Alpena bill poster do them up, and not only do them up, but catch them in one of the lowest and most con-temptible lies that ever was printed in a towspaper.

them in one of the ever was printed in a temptible lies that ever was printed in a to wapaper. They don't believe R. Nolan in which he says they don't believe Mr. P. J. Sorg, the firm they handled the advertising for, and, worse still, they are trying to make out that F. P. Birnangham, of betron, Mich., the Michigan state againt for Sorg Spearhead. Tobacco, is net worthly of being an inspec-tion agent, as they say I buy inspectors with complimentary tickets for the theatre. This is what they grint in their dirity paper, and here is where I show these men-up for a cusing ne of not being honest, and I the green pride and pleasure in doing it. This letter is direct from Mr. Itermingham hin self.

R. Nolan, Alpena, Mich.: "Mr.

"Dear Sir I wish to state that I have inspected your work in your city and country route, and h gives me pleasure to state that it was done in AI shape, and wish to thank you for the good location which we received ou saune

<sup>50</sup> shun, <sup>51</sup> shall place you on my book as one of the best hill pesters in Michl-gan, and can assure you of all our work in your locality in the future. Thanking you for the past favor, 1 with he could? wish to remain.

### Yours Iruly. "F. F. BREMINGHAM,

"Yours Iruly, "F. F. BIRMINGHAM, Detoit, Mich, State Agent I have seen the orbinal, and the above better is a true and faithful copy of same – Editor of "The hillboard "] New please notice that this gentleman in-spected my constitutive route, as well as my off work. Househalms, & Stahibrodt said in their paper that I do not get any paper brough the F. J. Sorg Co., and that what Mr. Nolan told was a bare-faced lie. Here is where Mr. Nolan gets them foul and turns the table completely around and makes them the untruthful gentlemen. "You will notice that there is proof here for every word R. Nolan tells you, and that is intre from the F. J. Sorg Company to show you that I contracted with him for the com-ry number of the source of either, but here there and he promptly for H and be hetter from the F. J. Sorg Company to show you that I contracted with him for the com-try route and he paid not promptly for H and but not take any 16.2.3 per cent off either, but he referred me to the above firm for my you for the city work. You will notice how he appreciated my work, at the ending of the letter, dated Nov. 1, 1898. B. Nolan, Alpenn, Mich.:

R. Nolan, Alpena, Mich.: Dear Sir - We have yours of the 28th

just, euclosing invoice for city work.

\$13.00; also, involve for work an coun-ity route, anonuting to \$30.00. The bill posting on country route having

hereu done under arangements with us

been done under aräugements with us, we enclose check herewith for the amount of \$30,60, of which kindly ac-knowledge receipt. We are obliged to return your invoice for eity work, and respectfully refer you to our letter of October 1st, explaining that we con-tracted with Messes. Houghtaling & Stahlbrodt, of New York, for this lot of bill posting. Of course, you under-stand that you must collect the amount of your effy work from them. We appreciate the fine display you given us, and trust that at some time the near future we will be in a po-sition to give you more work.

slifon to give you more work. Very iruly yours. P. J. SORG CO.

I'. J. SORG CO. The above is a true and faithful copy of the original Editor The Initboard. " Now, renders, you will notice that no better proof can be produced than these two let-ters you have just read, and still Houghtai-tus & Stahlbrodt are trying to make you be-leve that R. Nolan is not an honest hill poster and all because he knows too much for the New York solicitors and woo't allow them is 2-3 per cent, commission. He is one of the independent bill posters who solicit their own work and has no asso-onting but straightforward, bonest service and defes the world to say anything differ-ent. The only trends with the above.

and defies the world to say anything differ-ent. The only trouble with the above gentiemen is that It. Nolan will not do any husiness with them in any shape, mamer or form, and that is all that hurts them. They state in their paper that they have my money for posting the Spearhead Tobacco for the city work. I would like to know what husiness they have with my money, as I ordered Mr. P J. Sorg to pay them their commission and send me the bidance, as I was not doing busi-ness with them. Mr. Sorg informed me that the amount of the city work was to be col-lected from Houghtaling & Stahlbrodt, but I am going to look to the P. J. Sorg Co, for sty pay, as my account is with the latter, and I have enough money to live on until I receive it.

ing pay, as my account is with the latter, and I have enough money to live on until 1 reactive it. Now, brother bill posters, look at Messrs. Honghitoling & Stabibrodi, the firm that tains to be your friend and looking out for your interest by making bill posting a sur-cess. It happens to be the other way; the above gentlemen tried to contract with me for the country route, but they thought my price was tos high and they could not see where they would make anything on the deal, so they thought they would throw me in the air, but I fooled them very badly and secured the work myself from Mr. Sorg. I am very slad that I gave these gentle-men the opportunity which they speak of, as hey say they always wanted to show me up and that every one I have worked for above sentlemen would keep on doing husi-mes with me if I would only act as a during so ns not to let the other hill posters throughout the compt them on the 16 2-3 per cent. discount It is a good thing that there is one bill

<text><text><text><text><text>

Now I was fighting for my own rights and they were trying to help the firm to do me

DOTARD
up. This is where I wrote a letter to them which hit them so hard that they feel it yet. I forbid them to ever use my name in their association in any manner, shape of form, and also requested them to read my letter at their association meeting, and to withdraw my mane from the roll. Still the above association claims they have fired me, but they know better than that.
Now if any of the above gentlemen have anything more to write about R. Nolan let them come on and they will get all they want for a negard to bill posting.
T want to draw all the bill posters attention to thing, that is, that every bill poster to the head the bill poster and this is one of the head proofs of the you all the news pace you require as iong as you goal the news or Chicago either that I have show myself clear to my readers had it not been for "The Billhoard." They throw their paper wide open to write the follower? The Billhoard is that be work or Chicago either. I know that I have received a large mount of work through "The Billhoard's paper to work they don't ask you how many sheets of paper you posted, and who you posted.

amount of work torough the binnoard's pointers, and they don't ask you how many sheets of paper you posted, and who you posted it for either. That is what the New York paper is trying to find out from hiliposters. If you town is any you do the form hiliposters is the same of pointers, which and the form hiliposters is the same of pointers will always lind R. Nolan doing business at the same old place and will find him with the finest hili posting plant and finest line of bili boards and locations that you would wish to look at, and R. Nolan is not afraid of being hurt by Houghtaing at Stahlhrodt either. Now in regards to Alpena being open for a first-class hill poster to fill the wants of Mr. Houghtaing and Mr. Shathrodt, he would have to he a dummy, therefore, the gentiemen had better come themseives and open up a plant then they will have a chance to take lessons on hill posting from R. Nolan and learn how to tell the truth. They can then go hack to New York and stick out their shingle and say they are graduates of Alpena, Mich., and then the people will take some stock in what they say. Now if the above gentlemen and helf partner. George Leonard, of Grand Rapids, can scheme up any more lies, you will always find R. Nolan ready to answer them with A No. I proofs which is what they have not got. I remain, Yours, R. NOLAN, The only Alpena City Bill Poster.

The only Alpena City Bill Poster. Editors Note.—The question of commissions is a mooted one. It has not heen settled, de-spite the mandate of the association which fixes it at sixteen and two-thirds per cent. The dissatisfaction is not confined entirely to bill posters in the small towns. Some of the large city firms helleve that ten per cent is sufficient—among them Col. Hurr Rohhins, of Chicago, and M. Bresiauer, of Minneapolis. We deplore the vituperation and abusive per-sonalities of this controversy. Hard language only stirs up anger, engenders hitterness and promotes dissention. Still when a person is smarting under a sense of wrong he is liable to he hot and forcible in his utterances. Dis-cussion is ever to be preferred to anothy though, even when the former is violent and explosive.

Average of the second s the

and justice in so far as the hearing will pro-cure it. Mr. Noian is a hill poster and a good one. We have investigated and proved it to our entire satisfaction. There may be those of our readers who will regard him as eccentric, others who will think that he ought to belong to the association and still others that his opinions are wrong, but none will deny that he is honest in his convictions. We hardly think there is a single fairminded man in the traft hut what will admit that it was wrong to attack him in print. Is conclusion we would observe that the matter has been thor-oughly ventilated and suggest that both par-ties to the controversy drop it, even if in so doing they agree to disagree.

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y hoys. Native Sons hold a convention in this

city next April, and there will be between five and twenty thousaud men assembled. Yours very truly, LOUIS B. JENKINS.

<text><text><text><text><text>

Geneaseo, 111.-J. P. Murry & Brothers have a few boards in this thriving little city, (Luck to you, Murry.) They give good ser-

Bave a rew boards in unry.) They give good service.
Galena, III.—Galena Gazette Blill Posters:
Oniy a few boards. This is a good town for a hustler.
Richland Center, Wis.—Mr. John A. Coates:
Here is a good man; good town, good plant and good work.
Baraboo, Wis.—Mr. Shumway is "O. K."
Has good plant.
Grand Rapids, Wis.—Has good boards, but no biliposter of any account.
Rochester, Minn.—J C. Judge has good boards and lots of work.
St. Charles, Minn.—Here is my old standby, E. H. Ingham. He has a first-class plant, and is also a sign plainter.
Austin, Minn.—J. H. Ludke owns as fine boards as you can get. He also does good work.
Marshall, Minn.—Good little town; 3,000

St. Feter, Minn.-J. H. Lucke owns as Mutboards as you can get. He also does good work.
 Marshall, Minn.-Good little town; 3,000 population. No good bill poster. There is a man there that does not hustle.
 Pipestone, Minn.-Has no good bill poster.
 Luverne. Minn.-Has no good bill poster.
 Le Mars, la.-Good man and boards.
 Le Mars, la.-Here is my friend, Mr. White, I want to compliment his plant. He has a daisy. Try him.
 Nevada, la.-Mr. Miller has a fine line of boards, and is all right. Send him your work.
 Carroll, la.-Mr. Thomas has a good plant.
 He is good man.
 Dennison, la-My old reliable, Mr. B. M.
 Stevers, is the peach of them all. Send him your work.
 I have had dealings with all of these gentiemen, and as I am a bill poster myself, I know when I see good work.
 Yours In paste, EMMETT LITTLETON.

The server of th

### THE BILLBOARD.

PUBLISHED MONTHLY AT 127 East Eighth Street, Cincinnat, O., U. S. A.

Address all communications For the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

### Subscription, \$1.00 Per Year, In Advance.

ADVERTISING RATES:

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

Billboard Advertising is sold in London at Low's Billboard Advertising is sold in London at Lew's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Ivafalgar Build-ings, Northumberland Are., W. C. In Paris, at Bretanos, 17 Avome del Opra. The trade sup-plied by the American News Co. and its branches. Remittance should be madchy whone, post-office or express money order, or veristered letter addressed and made payable to The Ril board Pub Co. The editor cannot undertake to return unsolicited manuscript: correspondents should keep cory. When its necessare to me was the instructions and copy for advertisements, great saving in the matter of televroph tolls may be had by recourse to the Donaldson Copher Code. Entered as Second-Class Matter at Post Office at Cincinnati, Ohio,

### MARCH. 1899.

Advertics is grounded in Metaphysies. This assertion in the minds of some scientists will be tantamount to a damaging admission. The painstaking naturalist and the exact physicist speak with impatience, of a science that deals with matters which can not be seen, touched, tasted, smelled or heard.

There is some little ground, moreover, for their ill-disguised contempt, The phrase has been abused. Discredit has been brought upon it, not by metaphysicians but by pretenders. It has been made to father all kinds of folly, much unattainable speculation, and wild impossible inquiry. It has become quite the fashion to sucerat Metaphysics among that wide and ever increasing class of superficial people who read., but without thinklug.

For all that, though, Metaphysics are not exploded by any means, and despite popular apprehension, the science is one of the most certain departments of human knowledge.

### \* \*

-Dr. McCosh, one of the most eminent and powerful thinkers of the thmes, even goes so far as to rank it close to Logic, a science almost as exact as Mathematics. He says; "I cherish the conviction that it (Metaphysics) may be made as clear and satisfactory as Logic." And so it is, at least in one aspect-its principles. which are fundamental. The odium, continuely and obloquy that has been hurled at it and heaped upon it, has in truth but served to strengthen its battleinents, for it has restricted it to a field which is entirely and palpably open to human investigation. Let it be clearly understood, therefore, that whenever we refer to Metaphysics we mean the science of the intuitious of , the mlnd, or fundamental beliefs.

It must not be understood that the field of Advertles in any manuer merges into that of Metaphysics. On

### the contrary, it is virgin, clearly delined and all its own.

All science, though, has occasion, sooner or later, to revert to first principles, and Advertics is no exception to the rule.

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We have said that Advertics is the science of Disseminative Incentive. The matter about which it is engaged is intelligence. Intelligence as here used does not always signify acquired information nor inculcated knowledge. It may be, and quite frequently is, a priori; as, for instance, in the tirst cry of a babe. In this sense it may be said to be innate, that is prior to experience. It is Intelligence none the less, for it is intelligible to the mother, murse and attendants. Furthermore, it possesses incentive. If you doubt it note the alacrity with which the mother responds to it. It is important that this definition of intelligence be firmly fixed in the mind. for it is used thus specifically throughout this treatise.

It is ever to be distinguished from gathered experience in the shape of pure knowledge, which may affect the cognitive faculties alotte, while intelligence is to be understood as going further, and affecting the motive powers: that is to say, it stirs up feeling, incites volition, prods the will, and prompts determination and stirs up . 1 action. Incentive is an attribute of intelligence. 1

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We are also indebted to Metaphysics for a clear eminetation of the law of cause and effect, viz.: "Everything that begins to be has a cause;" and for proving that the conviction is inherent. The reverse of the law is established tully as firmly, viz.; "Every cause has an effect." We also owe to it the establishment of the fact that the will is free-free to act as it pleascs. It is a power in the mind which chooses, and is conscious when it chooses that it might choose otherwise. This is a primitive truth a truth that may be expressed in words, and is so expressed when it is said that "the mind has in Itself the power of choice," It is obviously true that the choice may be influenced by a second will acting upon the first, but it is the office of the psychologist to determine just what is involved in this. It may only be done by an appeal to self-consciousness, as an agent of observation. But of this we will have more to say later on.

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But the most important truth in Adverties which the science of Metaphysics establishes is that "the mind begins its voluntary acts with knowledge," That is to say, we first know things or facts (not abstract or general), and it is upon these things thus known that our thinking powers proceed. This proves the unit of thought is not, as commonly represented, judg ment, but cognition of things, on which judgments may be formed.

THE BILLBOARD

The foregoing laws are fundamental truths. They are fundamental in that other truths are built upon them.

In Adverties they are maxims self evident propositions-and like the axioms in geometry, form the base upon which the superstructure is reared. We assume them to be true because Metaphysics has established their verity. We might consume time and space by unfolding their truth in this work, but it would be a work of su percrogation.

Any one who doubts their innate truth can satisfy himself of their antheuticity by recourse to the works of any of our latter-day Metaphysicians.

### Special Rates in New York and Brooklyn.

The letters appearing in Profitable Advertising and "The Billboard" re-cently, in regard to bill posters' rates, reminds me that the association imposes no limit to the price a bill poster may charge, in evidence of which I will state that the Brooklyn bill post or \$1 a week for four weeks, for space on their special bridge locations. The New York bill posters charge from 10 cents to 50 cents per sheet for

their special locations along the "1," roads, along the bridge, near the fer-rics, and on Broadway.

And only recently, the Boston bill poster has notified advertisers that rates on a large number of his boards will be at special price, ranging from 10 cents to 25 cents per sheet per work.

week. Mr. O'Menlia, the President of the Bill Posters' Association, is also own-er of the Hackensack Bill Posting Co., er of the Hackensack Bill Posting Co., a town of 6,000 population, and he charges 3 cents per week for posting in that town, just the same as he charges in Jersey City, a city of 200,-000 population and over. From this fit would seem that II is not necessary for the association, as a back to take any action on the same

not necessary for the association, as a body, to take any action on the score of increasing rates. The "L" roads in Brooklyn, New York and Chicago all carry posters on their platforms, ranging in size from a one-sheet to a three-sheet, and their prices range from two to five dollars per sheet per month. Of course the people connected with the "L" roads where the data do have hill actions for dalm that this is not bill posting, in the ordinary acceptance of the term. which is very true in a certain sense But the fact of the matter is that they get this price because they furnish lo cations that the regular bill posters can not furnish at the regular bill osters' rates. The question as to whether the serv

the 1s worth the extra cost 1s very eaanswered, as otherwise It would

a find buyers. There is a bill poster in New York who'makes a specialty of two-sheet hoards on grocery and drug stores througbout the Metropolitan district; some "grocery stores having from a half dozen to a dozen boards, and the charge for this bill posting ranges from \$6 per sheet a year up. 1 mention these matters, not be

cause they are unknown to the bill posters at large, but because there are a great many advertises who are in acquainted with these facts, and who sometimes consider even 12 cents per month a high price for bill posting.

### Side Talks With Publishers.

ERNEST F. BIRMINGHAM. Do ERNEST P. DUNALLY increasing not worry over the ever increasing number of advertising papers. You will not mend matters thereby. If you will not mend matters thereby. If you look at the matter philosophically it will enable you to recover your habit al cheerfulness. If philosophy fails you think of Rowell how it must jar nal cheerfulness,

FRANK A. MUNSEY, You COPT. tabily surprise us. So it was all a bluff after all. Well, well, well: And it sounded so real. How about the other assertion, that a ten cent maga zine could be run at a profit a line of pald advertising? W a bluff, too? whither Was that

W. H. GANNETT. The rule varies Some publishers multiply the actual by five, others by six, and so on up to sixiy. We really see no reason why you should not follow your inclination in the matter. It is only a tritting af fair, after all.

1. CHAS. AUSTIN, No CritleIsms is not such a hellufa paper, but h might be worse. Did you ever see Ar-tic Ward's Fame? Get a copy, look h over, and you will not feel so had over the matter.

CYRUS K CURTIS.-We are very sorry to hear of his illness, and feel as you do that h would be difficult to replace him. Have you tried Lydia Pinkham's Compound?

W. R. HEARST, You can't work es for any more free advertising. We did not mind handing you a bunch of jolly now and then, while you were sing posters; but things are different ew. No pesters-no jolly. And that C'DES.

STEVE C'MEARA. Yes, we have heard of this man Bowell. It was he, was it not, who codned the phrase, "Printer's link makes Publishers "Trinter's link makes Publishers "Trinter's link makes Publishers Stink," or words to that effect? No, no, no? We would not do that. Y or A, what does it signify? Notody real-ly cares. We would advise you not to make the doerly loyes a swap. coin. He dearly loves a swap, though.

### Want of Spring Trade.

<text><text><text><text>

Printers' lok We can not resist the impression that gen-oral inaccentory in news uniter is a real dis-divantage to advertiers using the columns of the newspaper that is inaccurate. Pub-it comblence in a public journal's statements in good company at one. — Mow there are two one-cent papers in New York, cach publishing an evening os well second even the same rates. This is not be-reme they are one-cent papers, for they reach the confidence in a papers, they have the one they have cultivated sensationalism is seen in their common, heranse it is seen their commons, heranse it is seen. The ads are in load compary. Fame.

W. C. Tirrill hus patented a bill poster's paste brosh which is made of alunchoun co-a new kind of bristless. This brock is sold to be us strong os from and yet it weights less than the ordinary broke. Mr. Tirrill declares that it will outlost lince of the kind of brushes in use to-day.

### THE BILLBOARD



### N. A. M. N. C.

A New Organization of Newspaper Men.

Windy Boys in the Windy City-The Ini tials Do Not Stand for Notorious Ananias' Mendacious Newspaper Crowd.

Last fall, in Detroit, was organized

Last fall, in Detroit, was organized the National Association of Managers of Newspaper Circulation, with the following officers: President, W. H. Gillesle, Detroit Free Press; Vice Presid nt, Bruce Hal-deman, Louisville Courier Journal: Secretary, J. L. Boeshans, Ohio State Journal; Treasurer, F. L. Thresher, Minneapolis Journal. The officers have been active and zeations in their work, and the associ-ation now numbers nearly. If not quite, four hundred members. The association will hold its first annual cenvention in Chicago, June 6th next. The members of the organization, hs rapid growth, and particularly hs sur-

rapid growth, and particularly hs sur-prising and unexpected advent, aptly illustrates the rapid strides which newspaper management is making to day

A decade ago if the term meant any thing it stood merely for a man in

charge of a few clerks, and these latter, with the subscription books, deal-ers' lists and carriers, were vaguely referred to as the circulation depart-1110111.

ment. There is nothing vagne about their station today, though unless it be their figures. They are specialists, They are sharp, shrewd and quick-witted. They carn large salaries. Up on them more than all others depends the success of the paper. The shearest is a large

on them more than all others depends the sneecess of the paper. The advertising manager is no long-er "h." The circulation manager has supplanted him, and now occupies the highest scat on the throne. How did he win tils prond position? The did h with his little atfidivit. In all serionsness, though, the N. A. M. N. C. can be made a good thing. We learn that its object is: (b) To ad-wance the best interests of the depart-ments of the newspaters which its members; (3) To more thoroughly dig tiffy the office which they hold; (b) The interchange of ideas; 60 Promotion of good fellowship; and 60 The correc-tions of the newspaters. We would advise that the members content themselves with the first five divisions of their outlined effort, at least while the association is young and tender. There is danger in No. 6 whele great big chunks of it. When

they tackle that problem, even though the association has gathered unto it-self the accumulated strength and vigor of years, it is liable to emerge from the fracas in a badly battered and dam-damaged condition, "When Grack meats Grack them

and dam-damaged condition. "When Greek meets Greek, then comes the ing of war." The N, A, M, N  $\subset$  will doubtless get along very nleely, so long as the members con-gregate for the sole purpose of langh-ing, quaffing, and handing each other bunches of "con," but the moment they undertake to "correct abuses and practices" that very moment their as-sociation will strike a rock, and split-up as effectually, violently and un-merously as a log raft pushed by a locoming freshet. The suggestion that the official seal of the order be a portrait of Rovell,

of the order be a portrait of Rowell, the great iconoclast, surrounded by the motto, "Honi soit qui mal y pense," we understand, has not been favorably received.

The fair at Rochester, N. 11, was started twenty-five years ago. At that time seventy men pand in a dollar each, and for this sum r fair was gotten up. A track was hired, and the vectore proved successful. Under the di-rect and soon become one of the most nota-ble in the eccutry. Since the original sub-ret prior 5% the association has correlated read new measures when at 5% 000, and over 5% 000 in dividends has been paid.

### THEN AND NOW.

9

Posters in '73 contrasted with those of to-day.

### Two highly interesting photographs which we are able to reproduce through the kindne s of O P. Fairchild of Covington, Ky.

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SIGN PAINTERS IGN MANUFACTURERS DEPARTMENT OF CONDUCTED BY

Sign Painting in all its Branches.

### Fo ming Letters.

### CHAPTER V.

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# BROWN

### Notes.

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alphabet, and, wherein, a great many make a mistake—that is, making all the lines, or bits. Always make the horizontal bars a little narrower than the perpendicular ones. The many different styles of letters may be made from this alphabet by simply change in the or part of the letter, is in humerable. When you wish to change the star example, then change the corresponding san example, then change the corresponding form, as nearly similar as the lines will allow it to be done. We will suppose a let-ter like that shown by H. N. is desired. Out-ing the corresponding the to the same corresponding and narrow horizontal bars. Observe this have example, then change the tops and burner when when the name of the period burner when when a start of the same of the period burner when when the support of the bars of the perpendicular bars. Observe this have the engraving. Only the ends of the bers formed like the top or bottom would be suit-ble. It may be inverted as required. A black letter, bars about equal width, like when changing an alphabet, by putting on

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	+	⊢	-	+-	-	-	H	-	-			-

into the minth large square. Do the same, and the Erst thing you know you will have a connect reproduction, only larger.

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### A Sign.

thrist Church, on busy Fourth Street in Cincinnati, has put out a skin 11 is a g of sign. Other churches, instead of cussing and discussing Bishop Potter and the salo in would be much hetter en pleyed if they fol-lowed the example of the paster of Christ Church. Here is the sign:

.

- The thurch is open-warm.
- Come in . rest and pray.

Thrist Church is one of the best in Cincin-mati. Its congregation (Episcopal) is largely made up of mea and women who move in the hickest society. And yet, all week long, welcomet. Straugely enough, the congrega-ret consider that its sanctuary is in any way defield by the common horles who at least find rest and warmth for a little space daily within its walls. We wonder if all churches would not more fully and completely instity their existence to the same use. Be that as it may we take cur hats of to Christ Church and its paster.

"We gaint any old thing," is the sign banging in front of a shop in the second-hand district of Ann Street, this city. "I am not deaf and damb, but I make signs," is on the letter-heads of J. I. West-fall, of Jamestewn, N. Y. "We are not superstituous, but we believe in signs," aderns the deor of a Malden Lane (New York) sign painter.--Painters' Maga-zine.

"Empty your purse into your head" is the ay a sign over a beck-stall on fourth Ave ue, New, York, reads.

lead on glass or for fine work. I use "flake white," In this, he only showed his ignor-a purer form than the regular keg-lead, it ordinary white lead always contains the badrate of lead always contains the market of lead always contains the market of lead always contains the market of lead always contains the badrate of lead always contains the market from the "Intel method" if he show this lead always the Carter process different from lead metal, irrobhe lead, the stark white lead always and this method of method is the show the Carter process doesd to an inciplable, amerphous pewder the same way, but from small metods of metal hin a sold state. The process is of metal hin a sold state. The process is of metal hin a sold state. The process is of metal hin a sold state. The process is of metal hin a sold state. The process is of metal hin a sold state. The process is of metal hin a sold state the process is of metal hin a sold state the process is the second while buckles, which contain a cubic metal of metal hin the mes of the metal. The process is also different, as it is evident that while be the inner method. This time is provided to be method, this time is provided by the odd process is account.

### Store Signs.

(From the Merchants' Journal) Prebably one of the most important helps a merchant can have is to properly display his store and his goods with attractive signs To be sure, there are some few merchants who succeed without the use of s<sup>2</sup> us on their goods and on their buildings, but they are very few and are the exception. The real successful merchants use signs liber-ally.

are very tew and are the exception. The reast successful merchants use signs ther-ally. Considering their value, the milority of signs are not expensive. On every well-con-ducted store should be displayed reasonably large signs giving the nince of the proble-ter and the kind of gools he handles. These signs need not necessarily be of gill letters or otherwise expensive, but they should be reasonably large, as near as possible, and plainly lettered. Fancy lettering is hard to read and frequently overcomes all the good effects of a sign. Neal signs neross the front and over the entrance, together with others on the ginss of the show windows, will ordinarily attract as much aligntion as need be. However,

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The National Sign Painters' Con-vention did not convene. Some twenty or twenty-five prospective members were on hand, most of whom came principally to attend the M. H. P. & D. A. meeting, but some few trav-eled long distances to join the new association. A representative of La association. A representative of La Tour, of New York City, Otto Effer, of Lonisville, Mr. Harter, of Wabash, J. L. Johnson, of Surjusticity D. Y. L. Johnson, of Springfield, B.

J. L. Johnson, of Springheid, B. M. Disney, Washington, and Scott C. Coker, Columbus, came with the sole purpose of joining the N. S. I. A. Although the gentlemen named in conjunction with some local sign painters made several attempts to get together at the Hotel Emery, they is the backet name to the principals cked a leader, none of the principals

lacked a leader, none of the principals in the movement having come. The talk was entirely informal, and absolutely nothing was accomplished in the way of organizing. Most of the gentlemen mentioned above, and quite a number from the Master House Fainters' convention, called upon "The Billboard" while in the city. Expressions of regret were quite prevalent, and while most of the delegates left for home in a disapdelegates left for home in a disap-pointed frame of mind, all united in expressing the hope that another at-tempt would be made to float the assoclation.

### Some Significant Signs.

### A. E. HARBAUGH

A. E. HARRAUGH. Uriah Ketchum with Isalah Cheatham hung out a sign implying, "You Ketch'em and I Cheat'em." Omission of points of abbreviation in the name of A. S. Camp, saddle and harnessinak-er, called him A Scamp. A sign of a wine shop at Pompell was a pig over the door, doubtless signifying, "Let those entering make themsilves-hogs." Two irishmen in company approached a guide post indicating, "Pittsburg 56 miles." Mike reverenced "the cross" and studied the inscription, at last the spoke feelingly, saying, "Jummy, here lies the dead It says he was aged 56, and his uame was Miles from Pitts-burg." certain zeitway the following notice

aged 36, and his uame was Miles from the burg." On a certain railway the following notice appears, "Hereafter, when trains moving in opposite directions are approaching each oth-er, conductors and cogineers will be required to bring their respective trains to a dead halt before the point of meeting, and be very care ful not to proceed until each train has passed the other." "Foring nuts is positively forbilden." was

The proceed until each train has passed the other."
 "Rating nuts is positively forbidden," was notice in ratiway coaches 'ull by Eaton, Gilbert & Co. Some passengers when called to account for transgressiog the rule, a bold one replied. "I have considered it a courtesy of the managers to perneit not only, but to command the eating of anythlog desirable. See that Quoinfug to door-plate' it says." Fat on Gilbert and company. My name is Gilbert, my friends are company, and where were teld to 'ent on'".
 The practicability of an experiment is shown were teld to 'ent on'".
 The practicability of an experiment is shown from the ine, representing in both of the glasses which shuld be rather to the glasses which shuld be rather to the glasses which is high between glasses, you will see something in both orarly similar to a torchlight procenting line always have a downcast curve?



A large stone with an inscription like this has been turned up latelyngs5-tG A pytytn, as' has been turned up, evidently a monument of a barnyard genius. It was supposed to be of a great antiquity A college professor of languages failed to decipher its meaning. The wise men shook their heads. Was the stone pre-historle? Had Julius t'enear, after cross-ing the Rubicon, on his invasion of licitain discovered America prior to all discoveries and left this tablet as a testimony ef tri-umph? While thus their coeffections ran, a clear headed rustle who could "see through a ladder," evolutioned, "Will, new, you fel-lows, can't you see what that stone says? It is "for cattle to tub their tails against."

A THE DILL Some of the most effective signs that are made nowadays are those in which raised foround. A sign of this kind over the door of distyle lithle, such as one finds in very other nearby sign has a narrow line of black fround the gold letters, which separates the effect is not quite so delicate. Green, which raised gold or aluminum letters is any other nearby sign has a narrow line of black fround the gold or aluminum letters is any other source combination with sign painters white about a source of them do not white which is no often used. Ferbaps they fit which is no often used. Herbaps they for them to suggest source of these flecting, provide is not here customers. But as they white which is no fit is a dvertising pur provide the sourcest source of these flecting, provide the combinations that they held be wide the source combination with sign between the dist is so letting that it will not give the violet is so letting that the will not give of them to suggest source of these flecting, provide the sourcest source of these flecting pur provide the sourcest source of these flecting pur provide the combinations, the match be well, where the terms the source of these flecting pur provide the combination of these flecting pur provide the sourcest source of these flecting pur provide the combination of the sources of source provide the combination of these flecting pur provide the combination of the sources of sources of the sourcest of the sources of the sourcest of the provide the combination of the sourcest of sourcest provide the combination of the sourcest of sourcest provide the combination of the sourcest of sourcest provide the sourcest of the sourcest of sourcest of the provide the sourcest of the sourcest of the sourcest of the provide the sourcest of the sourcest of the sourcest of the provide the sourcest of the

Raised ornamental designs, letters, etc., are produced upon walls, vases, furmiture, etc., says a contemporary, by for-ing plastic clay er cement from the nozzle of a new decorating tool, which has a reservoir for the clay and a serve piston at the rar to force the material through a flexible hose to the nozzle in the hand of the artist.-Ex-change.

"The old sign, 'If you don't see what you want, ask for it," would be out of place in a modern department store." Husband-"Yes. Now it ought to be, 'If you see what you don't want, buy it.'"-

### Catch Phrases.

The Advertising World, published monthly by Chus. W. Harper, of Columbus, O., at 35 cents per year, publishes a column of eatch phrases, which, alone is worth a dollar a month to the sign writer who has a trade in window cards. Here is the grist for Januar

phrases, whic, alone is worth a dolar a month to the sign writer who has a trade in window cards. litere is the grist for Jan-aar. Size up the stock. For beauty's sake. Ladies' needables. Better each season. All articles of merit. No fuss and feathers. Busy now-don't walt. Prepared for the cold. We know-that's why. A sasorable symptom. Dolars become classic. For that chilly feelts. An approachable price. Novelites in wearables. Figure fitting garments. Perfection in overcoats. The casy shopping store. Your wants our concern. Health in akes fair faces. Worthy because made ro. Tallor-made, and show it. Us nus of merchandising. Whole families trade here. You'll profit by proving this. Broken lots at broken prices. Noaring the perfection point. Usequalled because the best. Short stories of strong values. Proven sterling by every test. "Unbeatable" combinations. Quick picking- high picking. Short stories of strong values. Noaring that perfection point. Usequalled because the best. Short stories of strong values. Proven sterling by every test. "Unbeatable" combinations. Quick picking- high picking. Short stories of strong values. Proven sterling by every lest. "Unbeatable" combinations. Quick picking- high picking. Short stories of strong values. Proven sterling by every lest. "Unbeatable" combinations. Quick picking a high picking. Short stories of strong values. Proven sterling by every lest. "Unbeatable" combinations. Quick picking for particular people. Prices lowness and puelly highness. Stenough for all-but come carly. Is watchful-be wise-be early. Is watchful-be wise-be early. Is exactioned for all-but come carles. The stractions of our store invite you. Prices down to ce nomy sfoundation. It y value a sure basis for big business. Gathered from all quarters -sold here. A saving without a risk is a good mine. The goods you want at the wanted price. Writes down to ce nomy s foundation. It yaue a sure basis for big business. Gathered from all quarters -sold here. A saving without a risk is a good mine. The goods

The bigger the picture products and seem fort. An antidote for a season ble discomfort. Popular because made right and sold right. Real worth saves dollars and makes satis-

faction. A thoughtful expenditure is the wisest

economy. Sheidy goods would not stand what these will stand. Thoughtful people want the best. Dealing here they get it. Worth what it is marked, and marked what it is worth. Every taste and every purse finds satis-faction here.

Why shouldn't beauty hold precedence over commonplace tameness. The more exacting the fashion the more certain you are to find it here.

Sign painters should always bear in mind the ever important fact that a build in is an advertisement. It is not painted for the purpose of displaying your ingenuity but to display the advertiser's offer or inducement. Make it do th's and you make a good build th.

Here is a sample of the rot that some of our trade papers are putting out: "An attractive sign may be painted by rountry merchants, who are so located as to be beyond the reach of professional painters, at a merely nominal cost. First, prepare the color in which it is desired to have the let-tering appear. When this has thoroughly dried, have letters of oliced paper eut of proper size and style, using a pair of sharp subsors for the purpose, and paste them se-curely in their proper rostilons on the board, a different colored paint, and the thing is a different colored paint, and the thing is dry eough, remove the oil paper by dissolv-ing the paste with water-and hang your barner on the outer wall."-N. O. Trade Loca.

Index. And now it's road signs. Here is an aes-thetic wait that comes all the way from Summerlaad, Cal, viz.: "There is much favorable comment on the Advance-Courier's article to regard to the sign painting nuisance that now decorates our public roads. If a few public-spirited etitizets were to take this matter in hand and interview property owners, we have no doubt but that this disgraceful disfigurement of the rural laodscape could be effectually put a stop to by personally soliciting pre-erty owners to forbid the use of their fences and out-houses to bushness firms who are in the habit of advertistog in this maoner. A sign which was productive of much dis-

A sign which was productive of much dis-cussion was read by the patrons of a small laundry establishment in a M\_ssachusetts town, it was printed in large letters on a piece of brown paper, and pinned to the door of the shop. It ran thus: "Closed on account of sickness till next Monday, or possibly Wednesday. I am not expected to live. Shall be unable to deliver goods for at least a week in any ease."

goods for at least \* week in any ease." We clip the following paragraph from a brochure issued by the Seloto Sign Co.: "It is accepted as a maxim that only con-stant, peristent advertising pays. The stream that is navigable or furnishes power only 'once in a while' attracts no large clites to its banks. Periodle, spasmodic advertis-ing may be better than none, may turn the wheels of business 'once in a while,' but it does not attract large or permanent trade."

### A Word About Knockers.

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I will now leave it to the judgment of my case. During my ten years in this business I have never heard a single complaint realost readers as to who is the "knocker" in this my work, nor have 1 lost one contract, but have seores of ietters commending my ser-

Vice: With many thanks to the editor of this journal and kindest regards to friends, I beg to remain, respectfully, CHO W VANSYCKLE. GEO. W. VANSYCKLE.

### Billposters' DIRECTORY. t evised and corrected every month.

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(Names and addresses of b liposters are insert-ed in medirectory at the ate of on · do har per year-twerve months - provider tacy do not oc-capy over one line.

ALABAMA ALABAMA Clayton - Valentine Bros. Greensboro - D. W. Taylor. Montgomery - Mrs. Geo. Tisdale. Montgomery - G. F. Meldonald. Shefheld--11. B. Elmore. AK&ANSAS Arkadelphia - Myal Greene. Marlanna - J. H. Grove, City Bill Poster. Monriton - Ed. N. Walsh. Newport-John Claridge. Pine Bluff - Chas. Senyard. Stuttgart - Coller & Kleiner. Texarkana - Lemly Bros. CALIFORNIA. Texarkana - Lemiy Br.s. CALAFORNIA. CALAFORNIA. Bakersfield-E. R. Crain. El Paso de Roble-Harry Gear, Eurcka-Eurcka Lill Posting Co. Los Angeles-Wilchire Posturg Co. Madera-P. L. Grace. Modesta-Win. E. Daunt. Monterty-Chas. F. Clenford. Oroville-John R. Widener. Redwood City-George Vest. Salinas City-O. H. Bullene. Santa Barbara-W. J. Stafford, 116 De Ia. Guerre street. San Francisco-Owens & Varney, cor. Market and Dich streets. San Francisco-Sibe & Green, 11th and Mar-ket streets. San Diego-San Hiego Bill Posting Co., Fred. F. Suitz, Manager. Santa Cruz-L. A. Danlels. Santa Cruz-L. A. Danlels. Santa Cruz-L. & Glendinning. C GOR NAD. Woodland-Dictz & Glendinning. C GOR NAD. Aspen-John B. Ledou, L. Box 335. Colorado Springs-The Curran Co., care Elit. Hotel. Cripple Creek and Vietor-Quinn Bill Post-CALAFORNIA. Aspen-John B. Ledou, L. Box 355. Colorado Springs-The Curran Co., care Elk Hotel. Cripple Creek and Victor-Quinn Bill Post-ing Co. Denver-The Colorado Eill Posting Co. Denver-The Curran Co., 17th and Larimer streets. Fort Collins-Fort Collins Bill Posting and Distributing Co. Pueblo-The Curran Co., 114 Santa Fe Ave. Safida-C. G. Gillum, Bill Poster. CONNECTICUT. Danbury-Fred. A. Shear. Norwalk and South Norwalk-Harry B. Buss-ling, City Bill Poster. DELAWARE. DELAWARE. Seaford-S. P. Fields. FLORIDA. Fernandina-J. B. Gordon Hall. Lake City-Lewis F. Thompson. GEORGIA. GEORGIA. Athens-II. J. Rowe. Augusta-C. R. Rowland, City Bill Poster. Carrollton-Kuns & Perry. Eatonton-W. T. Reid, Jr. Madison-Len. C. Baldwin. Newnan-E. H. Bowman Co. Savannah-Chas. Bernard, Lleensed City Eill Poster. Poster, IDAHO. Lewiston-Alney C. Elliott, Pocatello-Geo. Dash, I ox 272, Wallace-Ed. R. Cariton, Welser-W, W. Cowins, Wallace-Ed. R. Cariton.
Wulser-W. W. Cowins. ILLINOIS.
Adanta-Theo. Williams.
Auburn-Jas. A. Roberts.
belleville-L. E. Tiemann, Bill Poster and Distributor, 508 S. High street.
Belvidice-Fred. Wiffin.
Cariondue-J. B. Toltr.
Centralia-Jeseph E. Hofter.
Chicago-Chicago Hill Posting Co.
Clinton-J. H. Saveley & Co., City Bill Posterers.
Eggin-Fred. W. Jeneks.
Farmer City-W. S. Youne.
Freeport-Wahler Bill Posting Plant.
Galva-F. M. Brown & Son.
Henry-Fred. S. Schaefer.
Highland Park-G. Runey & Son. Address
Watkegan.
Jacksonville-Gro. W. Stark & Son.
Lacon-Arno E. Anske.
Lafon-Arno E. Anske.
Marshell-Vitor Janney.
Metropolis-Win. E. Ware.
Mound Civ F. P. Ensterday
Mt. Sterling-Geerge A. Fowler.
Orlon-A. S. Dussnberry.
Ortawa-Ottawa Bill Posting Co.
Peerburg-The Rishon Pill Posting Co.
Posticker, mre
Petroburg-The Rishon Pill Posting Co.
Posticker, mre
Petropolis - Units Hill Posting Co.
Posticker, mre
Pierburg-The Rishon Pill Posting Co.
Poster.
Autorson.
White Hill-Pobert K. Luber.
White Hill-Pobert K. Luber.
White Hill-Pobert K. Luber.
White Hill-Pobert K. Luber.
Where.
Water.
White Hill-Pobert K. Bubrer.
White Hill-Pobert K. Bubrer.
White Hi ILLINOIS Anderson Wm. Funk, Bill Poster and Dis-t(lbuter. telbuter. Attica-Charles E. Finfrock. Prodvšno-James W. Brown, Bill Poster. Cannelton-E. E. Cumming. Crown Pelut-Chas. E. Smith, Bill Poster. Danville-J. V. Cook.

 IPE B.
 Elwood-James Borst.
 Evansville-Evansville Bill Posting Co.
 Fort Wayne-Fort Wayne City Bill Posting Co. C. B. Woodworth Manager.
 Fort Wayne-Temple Bill Posting Co.
 Forwier-Robert Hamilton.
 Frankfort-Win T. Freas, City Bill Poster.
 Frankfort-Weit Soitz & Sens.
 Hartford City-C. W. Abbott.
 Kokome H. 2. Henderson
 Lafayette Lafayette Bill Posting Co.
 La Granges F. D. Ruick.
 Lebano-Stacy Darnell.
 Liberty-Jas. R. Wilson.
 Logansport Chas. E. Schleiger
 Madison -Muri by & Rhoton, City Bill P. sters.
 Mitcheil W. M. Munson, J. Stene,
 Peru-Chas, W. Stensman.
 Renselaer-George W. Stiller.
 Rockwilt-Parke Co. Adv. Agency, E. Little-ton, Manager
 Rushville-Jas. H. Carr & Son, Lock Box 41
 Symour-W. A Carter & Son,
 Vincennes-Wincennes Bill Posting Co.
 Wabash-Harter Bros,
 Wabash-Henry Herff.
 Wetrloo-Frid. J. Rickard.
 Whitmg-Emelaer & Carvin.
 INDIAN TERERITORY.
 South McAlester-J. A. Maddox.
 IOWA
 Algoona-Jas. A. Orr, Fill Poster.
 Biomful Lon F. Smith, Box 202
 Burdinger Chas. A. Orr, Fill Poster.
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### San Francisco Big Fair.

It has been christened The Pacific Ocean and International Exposition.

### May to December, 1901.

May to Lecenner, 1901. A dispatch from San Francisco autounces that it has been orbitely decined to hold in that eity in 1901 a world's hair, to be known as the racific Ocean and International Expe-sition. It will be opened on May 1 1800, and continue for about aix months. The decision reached is a severe, but will mented rebuke to the press of Palitotnia in general, and that of San Francisco in partic-ular

Outlinue for about eix months.
The decision reached is a syster, but will marked rouck to the press of falltenna in particular.
The daily papers especially wire almost a mit in opporter the measure. They can be relied upon to oppose and discourage almost us not give to the rule.
All manner of specious reasoning and sophism were relied to in order to deleas the measure of an advertising nature which is not give recorded to in order to deleas the provide the in each of the state of the rule opposition is not give recorded to in order to deleas the provide the in each of the state of the opposition is not give recorded to in order to deleas the provide the in each of the deleast the opposition is not give record and base offer opposition is not give record the opposition is not give record the opposition is not give the advect upon the north of the deleast the opposition of the rule of the deleast the offer offer opposition of the provide a latter the following of the rule has shown of the has been offer of the advector give the advector of the deleast of the rule has shown of the large opposition of the project of the rule has shown and the state of the rule has shown of the large opposite the rule of the rule has shown of the large the rule large of the rule has the rule of the mark as a state of the rule large of the rule has the rule of the rule has shown of the large the rule large of the rule has the rule of the rule of the rule of the rule has the rule of the rule of the rule has the rule of th

This city equated the annual paid by citizens to the Fair. To astract attention and visitors from oth-er States and countries there would, of course, have to be something vasity more pretenticus than the Midwinter Fair. It cost nearly 425,000,000 to give the threago Fair, exclusive of the amounts spent by nations. States, concessionaires and grivate exhibitors. The total cost of the exhibition is helieved to have been little if any nucler \$50,000,000. With the utmost economy San Francisco could not hope to give a creditable exposition for less than \$10,000,000. Is this the most profitable use that could be made of this amount of mon y?

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while samples of the products in which we have the acknowledged superiority, seeking for ordens for Chiffornia goods". The pelicy of gring after customers should be considered carstially when it is proposed to try to bring the customers to us. In which way can we reach the most people and get the last returns for the motey". These are the blangs to be decided before going which within

the changes to be decided lefter general much neither. The foregoing executive are samples of the attinute of the San Franciscan papers. The following gives an idea of that of the similing little sheed, is threachent the State "Sen Franci co wants to have another ex-resistion and have other people pay for it The plan is to have a "Paulif Exposition" in Rielden Rate Park in Bei, and the control it pass double to ask the city for the sum of \$750000 and to ask the City for the sum of \$750000 and to rank the State of California for \$50000 and to the number of the sum of \$750000 and to ask the State of California for \$50000 and to ask the State of California for \$50000 and to ask the State of California to ther fair, there is no objection by the test is likely to be some very sub-tantial objections.

large Experience proves it, definite tangihie breuits prove it and statistics prove it. Even barge fairs that were shamefully mismanaged, bave b nefficient their projectors and exhibitors alike What is more, the San Francisco papers were 0. In their orielaught on this movement as in their recent crushed against the billboards, they have deliberately resulted to all repre-entation, curterition of facts and dowarizht mendaony. In boover our dispatch ways, "the fact will be helf. Hence we argue that the "follo-mendaony of the Pahfornia press is not "such-amich" of the Pahfornia press is not "such-amich" of per all even if their mitted and un-remating efforts did linally bluft a retoing built of such states.

Mulishn'ss. ISpecial Correspondence ) Washington, February 21. hope for action on the Ohio Featen ial Exposition bill at this session was all fout killed y starday art moos by the Tibustering of R press nucleic Fourker of Michigan, who, by the way, is a mative of fill land thousty. Ohio The Eibinstred agriant the Luffalo exposition bill so that if goes over until the next unanimous consent dispondent is Saturdey, when it will come up as unfill hed business. That is what Speaker Reed said its status would be, after

Expositions. May Lack Government Aid Through Mulishn'ss.

### IAMES KILBOURNE. President Ohio Centennial Commission, Columbus, C.

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the Heuse adjourned. General Grossenor was ready to rush the Ohio bill through immedi-ately after the luitate measure. That was the understancing, but the obstrep-rousness of the Mieligan man made it impossible. Purker engaged in his meanness after lead-er halby premised there would be no objec-tion from the homeratic side halby, in yiew of the whole House, upbraided Linteker for his tubishness. The Allegan (Mich) County Fair is held at fliverside Park. It is the largest fair and has the handsemest grounds in the Hay State, his dole Sceretary, Mr. A. Il Foster has al-ready and a cive preparations to have the schewenets of former years. See its advertisement in another column. We will pay liberally for short practiced and. At the Omaha Exposition last year no spe-

men At the Omaha Exposition last yeer ne sne-cial attraction excited more interest or made pore money than the miniature retroad Fair numaeers and concessionaires will de well to read the advertisement in another

We wish our friends the fair followers, to understeed that the editor of this depart-ment is fully as glad to hear from them as he is from fair managers. Write us often, Your letters will always be welcome.

### The Buffalo Fair.

13

Here is a truly remarkable effusion from Harper's Weekly, viz :

Harper's Weekly, viz : Harper's Weekly, viz : "Buffalo has been to Washington and hid its bar to hore a committee of Congress. It has been rumored that an appropriation of yall of the bar and the same of the same of has been rumored that an appropriation of yall of a Government valuation is all fur-has been rumored that an appropriation of yall of a Government valuation is all fur-has been rumored that an appropriation of yall of a Government valuation is all fur-has been rumored that and appropriation of yall of which have been subscribed to has a state of the same of the same run-ted of the burane folks themselves. At that accounts there were important fixed run-ted to one in a satisfactory stream. The not quite chear what put it into fur-fucus and to have a twenty-five-hundred-thousard-collar fair. It will be a grear ad-housard-collar fair, it will be a grear ad-thousard-collar fair. It will be a grear ad of have tuffalo to fail back on when they go have the defalor when the sense of the faile the faile down, have faces: Well, the pan-American fair is epidemic have faces and recovers the may be all the have faces and the everes she may be all the have faces the faile f

The puragraph is flippant, of course, but the velo of seriousness running through it is the most un-American sentiment of the many that the allen ocitors of Harper's Wockly have in-flicted on its readers. The people of Buffalo are descrying of the highest graise the most unstituted commen-dation from the American people at large, for their zeal and progressive-mess. The pan-American Exposition (a) The pair-American people at large, for their zeal and progressive-mess. The pair-American Exposition will benefit Euffalo, it is true, but it will benefit all America also. The stirit of Buffalo is splendid. The spirit of Buffalo is splendid. New York Uty hold a great fair to benefit Muerica? Not on your life. It would be too much trouble. It would east New York a few dollars, and then, too, it might benefit some one who lived out of the city. Faugh? America Psed to be proud of New York, and down in our hearts we are setsill; but the last vestige of our pride will soon vanish. New York is great only in point of population. Otherwise she is a city of low ideals, base motives and ignoide aims. Her sordid unprogressiveness is a remember and base significance.

There sortid unprogressiveness is a re-proach, and her simbly self-sufficiency an insult to the country at large. Per-

an insult to the country at large. Fer-baps we should not mind it much if she did not beleh unchean and Ill-smelling things like Harver's Weekly. The Journal. The World, etc., with such frequency. As it is, however, the stench is with us always, and grows fouler day by day. And she affects to patronize Buffalo. Bah! If she was capable of lifting her eyes above markets: If she could book beyond the narrow confines of her petry, self-seeking aspirations, she might see how ill her complacency be-comes her; she might note that ht the "provinces" metropolitan. In these days but signifies Indolent lagging, obdays but signifies Indolent lagging, ob-

days but signifies Indolent lagging, ob-solete usages, horse cars, numlelpal mismanagement, filthy streets in a word, everything that is -common. Like a thick skinned. Ethiopian bawd she wallows in case, numindful alike of her obligations to the coun-try and the stinging lash of contemp-tions commut. mans comment.

Mr. James Kilbonrne, whose portrait appears on this page, is president aml one of the hardest workers of the thia Centennial Commission. He is a the test of tolumbus, and worked zeal-ously to get the fair for that eity. Be it said to his credit, though, his zeal has not abated one whit sluce Toledo scenred the prize. He is, if anything, more enthusiastic than ever,



### PROCEEDINGS

Of the Annual Convention of the American Association of Fairs and Expositions, Held in Omaha, Neb. Oct. 25 and 26, 1898.

(Coutinued from February issue.)

Mr. John M. True, of the Wisconsin State oard of Agriculture then presented the fol-

Boad of Agriculture then presented the fol-lowing paper: hOW CAN WE REDUCE THE ISSUES OF COMPLIMENTARIES, AND WOULD IT BE WISE TO ABOLISH THE SYSTEM? The courtexles of life produce its happiest indidents. In private ife, the generous shar-ing with a friend, whatever pleasure or en-joyment comes in our way, is a distinctive indication of a broad and liberal split. But in affairs of a public character, where the interests involved affect the many, and where private rights are abridged, courtesies can only he properly extended to those whose services and claims are of a public nature. The issuing of complimentary tickets by Fair Associations is the natural outgrowth of the spirit of good fellowship, but has de-generated into an abuse of its original intent, which is causing annoyance and emharrass-ment without end to most fair managers in the county. How far it may be proper for bodies of men

generated into an abuse of its original intent, which is causing annoyance and emharrass-ment without cut to most fair managers in the country. How far it may be proper for bodies of men representing the general interests of a State to grant special privileges to parties who claim the same, or what constitutes a suffi-cient basis for such recognition, also how far policy may enter into these considerations, are questions for us to discuss. The wording of the subject assigned to me for discussion more than intimates that the popular verdict is, that the issue of compli-mentariles to our fairs has exceeded its proper limit, and even questions whether the evil may not be best met by a complete abolition of the custom. While I do not clearly see the way to the endorsement of a complete giving up of the practice, I do believe that certain definite vuises governing the matter should be estab-lished by all State boards-ruices so clearly drawn as to render comparatively casy the handling of this question hy the management of fairs. For instance, suppose complimentaries to be furnished State officials, memhers of the

handling of this question by the management of fairs. For instance, suppose complimentaries to be furnished State officials, members of the Legislature, representatives of the press of the State in general, and of such outside pap-ers as may attend the fair; the President and Secretary of State Dairyman's Association. State Horticultural Society, and other organ-lzations closely allied to interests with which the fair deals. It may be advisable to allow each member of the board a limited number of tickets to be given out as he may see fit. In the recognition of State officials, let the hoard determine whether this shall mean heads of departments, or whether it shail in-clude assistants, clerks, typewriters and jan-tors.

clude assistants, clerka, typewriters and jan-ltors. This is no easy matter to handle, especially when your office is located in the capitol building, and you are brought in contact with all these parties; and in our experience, con-trary to geod judgn - it, and even without shadow of justice, the list has been extended to take in the complete outfit. There are good reasons why State officials should be recognized. They, with you, are representatives of the State's interests. You are, in your work, often placed under certain obligations, on account of official courteeles, and it is politic to sustain the most friencity relations to then. Members of the Legislature are also rep-resentatives of the people of the State, and as such are entitled to recognition, while policy would dictate that courtesles extinded to these men of influence and power, are prop-erly bestowed. The Aericultural Fair must hav: the notice

would dictate that courtesles extended to these men of influence and power, are prop-erly bestowed. The Agricultural Fair must hav the notice and publicity gained through the State press. This recognition may be gained as the re-sult of a purely business transaction, where-by for a certain sum of money, a given amount of advertising is furnished; but in our experience, the country press especially, gives good returns for complimentaries given, whether accompanied by a payment of money or not.

whether accompanied by a payment of money or not. The city press, with which you must more largely advertise, if your fair be held near some large city, is not so easily handled. In addition to the liberai amount of money paid, large requirements for complimentaries are made, exceeding sometimes, it would seem, the entire force of its office. You must have the support and good will of this city press, not only before, but dur-ing the progress of the fair, and hence you sometimes feel that you have been bled be-yond the requirements of propriety or de-cemey.

This matter can be best handled by an ar-rangement by the fair management, or its press agent, when arranging for advertising, by limiting the number of tickets to be given

press agent, when arranging for auvertuine, by limiting the number of tickets to be given and the set of the set of the set of the vidual applicant, and deal only with the esponsible head or representative. Representatives of the press who visit your fair in the capacity of reporters should be given all facilities for pleasaut and complete work. Among these should be complimentary control of the fair. The most friendly relations should be sus-tained between the State Board of Agriculture and the County Agricultural organizations, as well as all other bodies recognized by the State, that are engaged in promoting interests that in turn are recognized by State fair man-ycickets are given, the proper officers of such organizations should be favored. These here the Custom in Wilsconsin to com-pliment the Mayor and other leading officers of the city of Milwaukee, insmuch as dur-outer courtesies from this source. But here again, as in the case of State officiais, comes in the question of limit, and it seems to be-

come a question of ten tickets or a thousand and this can only be controlled by well-de-hued limits, and corresponding lustructions

and this can only be controlled by well-de-hined limits, and corresponding lostructions to managers. The most trying candidate for special favors is the man who drops luto the onlice just be-fore or auring the fair to express his good wishes for your success, in every named par-ticular, but who lingers to inquire whicher you are giving out compirucentaries, and when one is hanoea him for himself and lauy, blandiy asks that that it be made "ladies" or "lami-liy;" and he even turns back , when you think you are fild of him, to inquire whicher this telket "is good for the grand stand." "And he even turns back , when you think you are fild of him, to inquire whicher this telket "is good for the grand stand." "And he even turns back , when you think you are fild of him, to inquire whicher this telket "is good for the grand stand." "And he even turns back , "when you think you are fild of him, to inquire when you this telket "is good for the grand stand." "And the even turns back , "when you the would be terribly inoignant at such an inti-mation. He will ride in his carriage to your far next oay, but he has politely robbed you of five dollars that should be in the treasory of the hoard. "Another character is hecoming quite com-mon—the collector of computiments."

of five dollars that should be in the treasury of the heard. Another character is hecoming quite com-mon-the collector of complimentaries. The brings with him tickets of the past ten State fairs that he has visited as a dead-head, and while he cares ittle for attending the fair, he wishes to add to his treasured stock of samples. I suppose that in different localities classes of troublesome applicants of favors vary. With us the railroad men are regular and persistent petitioners for tavors. There may he grounds tor making these claims in some states, but as in our case to we courtesies are extended to the Board of Agri-culture by most of the one-sided obli-gation.

recognize the strength of the one-sided obli-gation. I am of the opinion that the proper control of the issue of complimentaries can only be gabled by the adoption, by State Boards, of rules defining to whom these courtesies are to be extended, and then by a rigid enforce-ment of the same. I say rigid, because a deviation from any rule establishes a precedent that overthrows your whole system. It is all-important that these decisions be fair, reasonable, and just, established upon premises that commend them to fair minded people.

Most persons will submit gracefully to reasonable requirements, if satisfied that all ar being treated allke, and especially so if m personal, social or political pull is mis trusted.

Let the 1. It be considered a State institu-tion, backed and supported by the State ior purposes of public henefit. That primarily the lights of all citizens of the State are equal, so far as the privileges and henefits of the fair are concerned, and that special favors will only be granted on account of position held or service rendered. Mr. Pearce: I would like to ask Colonel True a question. In his renarks with re-gard to passes to railroad people, are the rail-road people asking for what they are not en-titled to? titled

-road people asking for what they are not en-titled 'o'. Mr. True: In reply I would say that In our dealing with the railroads It seems to me it is a purely business transaction. We have es-tablished an event that brings a great amount of business to them and upon which we sup-pose they realize handsonely in the manage-ment of their business. We have asked the railroads running in our State to extend to us favors as a State Board of Agriculture and only in one or two instances have we been able to get them. We think turn about fair piny. If their business system makes it im-proper to extend courtesles to us, our business system should make it improper to extend courtesles to them. Mr. Grimes: in my sixteen years' experi-

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we want a notice of our date that it is al-most always received favorably. Mr. Harriman: Do you make these tickets transferable? Mr. True: No, sir. Mr. Harriman: We adopted that system

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One of two railways give passes, but in general we can not secure them. Some time ago, in making application, i received a call from the general manager of the road. I went to his office, he took me into his private room and asked me upon what grounds i requested annual passes over the road. I went over the ground with him and stated that we considered our work mutual and we thought the roads aught to contrib-ute transportation. "Don't the Board of Ag-riculture pay your expenses? What more do you want?" "The board does not feel that ters when I is as much to your interest as to theirs. I try to get men to come to the fair, and if a man comes we get fifty cents and you get an average of, periaps, \$2.50." Ite finally called his chief cierk and in sumaly called his chief cierk and in sumaly called his chief cierk and in anay. Referring to the compilmentary pass, I

The hand is a man comes we get uny cents and you set an average of, perinaps, \$2.50. It is maily called his chief cierk and instructed him to make out for me an anual mass. The formation of the complementary pass, I perinaps ought to say just a word about that, because we are trying a new system in Ohio. It is said we might discuss this matter and ney frequencies of the complementary pass, I is the complementary pass, I is the complementary pass, I is the complementary and free pass system of every kin in y superior officer from Ohio and say that a believe there is a system, where in three on minutes we can get at a uniform basis, and that is that we abolish entirely the complementary and free pass system of every kin and the leave there is another main in the United States believes wholid not give persons free admissions who have contributed but leave the block is a recomplementary and the done in another way than complimentary. We have started at the believe and the exhibitors and the privilege people and everyne of that char acter who are entitled to oue admission a book of orders ou the Treasure. That ever the abolish has a contrained by instant of the single of giving them a ticket we have a book of orders on the tail and the newspapers are of this as any tike office and the structure. That ever the abolish has a cost of a book of orders with the goes to the fair he single of a single here the charged up as cash specified when here ever the may be, and that is proved of the single office office and the trepresents a half dollar and the trepresents a half dollar and the the entitle or the single office office and when he goes to the fair he sing the show on account of here here there the and here goes to the single of the existing the single dollar and the trepresents a half dollar and the trepresents a half dollar and the trepresents a half dollar and the the machinery drepartment an exhibitor who here entitled to so many tickets and here orders any of the set when we show the term office and when here we

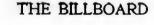
"THE" ATTRACTION FOR COUNTY AND STREET FAIRS, RACE MEETINGS AND RESORTS.



CANADA'S GREAT EXPOSITION AND INDUSTRIAL FAIR.

CANADA'S GREAT EXPUSITION AND INJUSTRIAL FAIN. W. H. BARNES, Eq., Sloux Cltv, Iowa: Toronto, September o, 1898. Dear Sir - Law very used b deaxed to thotonghiy endorse the merits of your living Riks as an attraction. I had expected considerable of your animals, but their wonderluid diving was far beyond over expectations, each Eik going through their act twice a day for two weeks without one mistake their headlong plunge entirely mun ged and unaccompanied by any one was a feature which was applauded and admired by the many thousands of visitors to our Exposition, and is a wonderful and unique example of animal training. I am sure y ur Eiks will prove an attraction wherever they are booked. The attendance at our Exposition this year inas been marity four hundred thousand, and I hear nothing but the highest praise of your Riks from eve y one i meet Yours truly, II, J. HILL, Manager and Secretary.

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



worth of tickets, or as many as it may be, and you know you have not given mayone at the that he can pass through the fellow as many times as the wishes. It sectors to me on the the sector is the sector of the sector into one of the tick test less to present to much complimented as by any other method the will do just as much good 1 think the simple taket system. It will reduce the kinds of the tick shown it uses as much and the sector when we will come to a simple taket system. It will reduce the kinds of the test and not annow your gates the dot succeed at the sector of the states of the tick system. It will reduce the trader Hill for four years. We stopped that have the right kind of gate tenders. It method when the natter is taken in that method when the natter is taken in the atter the takes the fair we know just how many atter sectors and the sector will even to the made state the sector will be not entitled to get in the time at the taken will come the the methor the convention adjourned unit to be moderstanding that it will come the moder the environ adjourned unit to be a substand the formation.

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THE BILLBOARD

our revenue and affect us in other ways. As long as 1 an a member of that association 1 will do all 1 car to advance the interests of nar monagers. The resolution was unanimously adopted. The resolution was unanimously adopted. The President appointed the tenowing standing commutees. Committee on Transportation J. Trying Pearce, of Illinois, w. w. antier, of Onlo, W. F. Harriman, of lowa, Wur M. Largert, of Minnesola, doi M. Thee, of Wisconsin. Executive Committee 11, 3 thill, of form-to, H. S. Grimes, of thin, k. w. Raman, exposits of Committee to accommend parts were submitted as follows. The majority of committee recommend dates of tails for 1899 have agreed to submit the following: New York Augment 2s to September 2 lowa Augment 2s to September 2

Nebraska	and tihio,
	September 5 to 5
	September 11 to 19
	September 28 to 2
	September 20 to 3
	. Detober 2 to

St. Louis-ALITERT HALE, Charman. We, the undersigned methods to be com-mittee to recomment dates of state Fairs for 1989 disagree with the majority report and hereby the a minority report. We favor giving lowa the dates of Septem-ber 4 to 5, toflowed by Nebraska sept infor-11 to 16, 1919 instead of commencing with lowa on Angust 28 to September 2, 1899 P. L. FOWLER, A. HUMPINEEY, The majority teach as a dated

A. In artificer, The majority report was adopted. The bressmint announced as the next in oner the electron of onecris for the ensure year, other committees not being reacy to recourt

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the droumstances we ought not to ask you be cromestances we ought not to ask you we down the output of the second second to the second second second second second to the places we have had local meetings, but did not have the other titles there. The association will be, Personally I would rate-arse that St Paul Ton another vote being taken it was car-ted unanimously for the second second second to consider matters relating to up-pointed to consider matters relating to up-till's paper, does not deem it advisable to we submit the following remot we submit the following remot to consider any for the second second remains we submit the following remot to the second second second second to be set of the second to consider any cast-from rule for the laws of upper of Mr Hill, does not deem it advisable to edopt any cast-from rule for the issue of complimentaries, which must be left largely to the judgment of the manage-

ment of each State fair. As to helpers' tickets, we respectfully sug-Kest the following uniform classification: Live Stock

torses. One tleket for every two horses, to six, and no increase for number above

ix. t'attie: One man for every herd up to six head, and one extra man for all over that

head, and one extra man for all over that number. Sheep: One helper for each breet shown, or one for each pen or flock. Swine Same as sheep. Foulty: One helper for each exhibitor who makes one dozen entres or more. Machinery or Inplements, helpers accord-ing to the number of machines or imple-ments actually in operation, to be left to the management of the several farts. Grains, Garden Products, Art, Woman's Work, Fruit and Hortienltural Products. No helpers

the management of the several fars. Grains, Garden Products, Art, Woman's Work, Fruit and flortenitural Products. No helpers. Manufacturer's or Commercial Exhibits: One helper, or in case of large eshibits it of helpers, in judgment of management. In case of cineessionaires or refreshment privileges, we recommend that the matter be-tet to judgment of barge eshibits. The report of the conductive was alopted. Mr Harriman in regard to the fixing of dates for helding fairs, it is our understand-ing that this is a recommendation, but I would like to have the Association under-stand the some extent our situation. There is a consolutable fairs of conditions which is composed of delegates from every county in the state, the president or repre-sentative of the county society, and in the configuration of the state that they must do so. Now, if they should not accept of the recommendation made by this Association, would want you gentlement to the fair, it is designated by statute that they must do so. Now, if they should not accept of the recommendation made by this Association, would want you gentlemen to fred that it was not from any ill-forling or any luclina-tion of diverse to call the atter the they must do so for the state the gent from your recom-needation. If it is different from the date if on desire to depart from your recom-mendation. If it is different from the date would want you gentlemen to free that it was not from any ill-forling or any luclina-tion of desire to call the attention of the state of the states, a difficulty in regard to the classification as to age of animals, it is some of the states, a difficulty in regard to the classification as to age of animals, held in some other states we are informed to the resource of the states we are informed to the resource of the states we are informed to the classification as to age of animals, held in some other states we are informed to the resource of the states we are informed to the resource of the states we are informed to the resource of the sta

In that regard, we note to particular par-created in the matter, only I think it should be uniform. Mr Lovejoy: This day, should be when they are just 355 days old. Mr. Liggett 1 move that the age of anl mals, except horses date from the actual birth. Seconded and carried. Mr. Ellis I am requested and agree with the actual for furnishing these beautiful badges that we are worting. Motion pre-vailed. Mr. Furnas 1 desire to repeat what I said at the beginning of the meeting last evening, and B is this, that through the in-dustry of our worthy Secretary we have secured the largest and most interesting meeting this Association has even held, and I wave apon the members that they take this matter up and write it up and help the Sec-retary, in order that the Association may be built up and enlarged so as to take in the whole country, as was contemplated in its oranization.

whole country, as was contemplated in its organization. Mr thill Your Secretary has now served the Association for one year, but 1 did not hear his report 1f funds are available, would it not be proper to make him a small allowance for this year, which may properly be charged up to this Association? If the funds will permit it, 1 should like to see some compensation given to him for his ser-vices this year. Mr. Lovejoy The motion 1 made regarding his salary was to include the present year. On motion, the convention adjourned, to president and Secretary. [[Concluded 1]

[t'oncluded ]

"The Billbeard." Is the only publication in the world devoted to fairs. It not only reaches all fair managers every month, but every exhibitor, concessionaire and horse-man as well. In flue, it reaches everybody interested in fairs, covers the entire field therowshy and is the natural and only ad-vertishing medium in it.

Announce your purses in "The Billbourd " More horsemen read it regularly every mouth than are reached by all the horse papers combined. This is a fact.



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Area of forty-eight Hitle chicks were successfully hatched, and given away as sourcentral for the distributed of the source of th

MARK A. BONDY, Distributor and Sign Tacker, Detroit, Mich. 207 Cass ave.

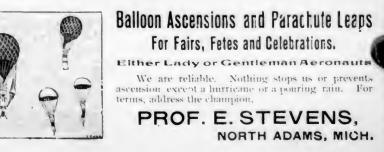
## ALLEGAN **County Fair!**

ALLEGAN, MICHIGAN.

ciety out of debt, has the handsomest nuls in the State, exhibits open to six of best ities of State, and will be the banner fair of \* grounds in the Star counties of State, a the State this year Now ready to contract attractions and privi-teges.' Date,

October 3, 4, 5 and 6, 1899.

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



### C. H. Ganson.

Mr. C. H. Gausan, whose portrait we publish elsewhere in this issue, is President of the Ohlo State Associa-tion of Presidents and Secretaries of Fairs. He is a man of many and di-verse interests, and possessed of re-markable executive ability. In addi-tion to several business ventures in Urbana, he gives his individual atten-tion to his large farming interests. He has been president of the Mad Biver and Miami Valley Fair circuit since its organization in 1891, and for twenty years past has occupied the

twenty years past has occupied it position of president of the Cha palgn County Agricultural Society, the Cham-

For sixteen years he was mayor of tribuna, a record alumst unparalelled in all America. He enjoys a wide ac-omaintance among fair managers outinitance among fair managers throughout the country, among whom he is recognized as a leader and inde-fatigable worker. His tremendous capacity for work

renders him, indeed, a remarkable man.

### Columbus Will Jollify.

The Capitol City of Ohio will hold an as-sembly in the early summer and she pro-poses to make it a hummer. She has sot avide a whole week, which will he given over to merrymaking. Beghning July 3 and continuing until the sth, the eity will be turned over to the keep-ing of The Elks' Street Fair and Trades Carnival. Anything the Elks do is done right; hence it goes without saying that the event will mark an epoch in the annals of the conversionaires, musicians, showner and

event will mark an epoch in the annals of the city. Concersionaires, musiclans, showmen and fair followers should address the director general, Al. G. Field, 563 E. Mound st., Columbus, O.

### Greatest Novelty of the Age.

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For information and particulars app'y to Will H. Barnes, Sioux City, Iowa.

As soon as dates are claimed they should be sent to the Secretary of the American As-sociation of Fairs and Expositions for sanc-tion. This not only prevents unwise conflic-tions, but protects the dates. In a few years the endless confusion and constant changes due to this cause will be entirely obviated hy the association. Its authority is already gen-erally coinced d and next year its dictum will be accepted rs finsl.

Racing seems to be a National sport in Venezuela, and the President of that Republic offers one-third of the prize money, which is now being trotted for. The races are held en Sundays, from February up to May 21st. The purses are large, and it might pays some of our stables to take the trip down there.

The Grove City (Ohio) Fair Association have decided to hold their fair this year in August, lasting eight days. This will include Sunday, and it is planned to have religious exercises on that day, which will be an inno-vation in the realm of fairs.

No matter what you need or want for the fair, advertise for it in "The Bilboard."

### District Fairs in California.

This subject will receive considerable at-tention during the present session of the legislature. The State was formarly divided into forty-five districts, and in '55 the appro-pitations for these fairs were vetoed by the Governor. It is said now that the Governor will approve of a law fixing not more than twenty districts in the State, distributed so as to accomodate the most people. The total appropriation for these is not to exceed \$80,000 annually. As a number of Distefet Agricul-tural Associations and Farmers' institutes have taken it into their heads to agitate this question, we can reasonably expect that some thing will be done.

The great exhibition to be held at San Fran-cisco in 1901, has finally been christened, after much argument, and will be known as the Pacific Ocean and International Exposition. Its main object is to display the products of our newly acquired possessions.

San Francisco proposes to establish an Ex-position at Honolulu, for the benefit of tour-lets. Word from a local source is to the ef-fect that better hotel accomodations would be a necessity.

Iowa did without a State Fair last year, but will be more wise the coming season. At a recent meeting of The lowa State Agei-cultural Society, held at Der Meines, the in-terest manifested in the affairs of the society was unwantly fluck. Site new thisedees we eutural society, field at *fiel* McInes, the in-trest manifestical in the affairs of the society was unusually lively. Six new Directors were elected, dates arranged, and everything got-ten well under way for a successful fair Au-gust 25 to September 2. There is a plan on foot to have the business men of Des Molnes join the association for the jurpose of erecting a pavilion on the fair grounds for the exhi-bition and sale of stock under cover. It is an act of wiedom to make the weather a less important factor in the holding of a success-ful fair. A rainy spill has no right to break up the planning of half a year or more, yet in many cases it does. We read too often of the fair that was a failure on account of the weather, and as much as possibly can be, ought to be done to onviate this.

weather, and as much as besonity can be ought to be done to obviate this. A few seasons ago, when attending a K n-tucky fair, 1 happened to witness a baby show. Haby shows, by the way, are a seed thing, and ought to be made a feature at ev-cry fair. On this occasion, there was one particularly confident and self-satisfied mamma, who was positive that her little one could not possibly be out-babid, and who was certain of the first prize. The child w s a moderately fine one, and to add to lt, the material parent had a special wardrobe pre-pared for the occasion, and a colored nurse to dress the little one in all the delicate fin-cry of lace and silk that a fond mother could possibly procure. It was a little bunch of sected lace and eambric and ribbons when ready to be carried into the show ring. The judges happened, unfortunately for fortu-ately, perhaps) to be men. And they had no hetter sense than to tie the blue riblon, which was first premium, on a hig fat baby, with laughing blue eyes, ard dressed in a purple fannet dress and a black each. "Feathers may make fine birds," but they don't make fine belies.

"None but the hrave deserve the fair." read Farmer Longfurrow, "That's right." he said emphatically, "A fair's too blaund good a thing for the cowardly sacaking mortel to enjoy. Them poets do hit the truth once in a while.

### Tennessee.

The people of Tennessee are awakening to the fact that a State Fair would be a good thing for them. Rich in minerals, timber, and a soil for grazing and agricultural pur-poses, they realize that a permanent State Fair r. Nashville would mean much to them in many wavs. It is said that the State Fairs in New York, Ohio, and many other places do not pay as they formerly did, but this may be owing to the fact that amusements have been overdone in those States, while in Tennessee it is dif-ferent, and the people are not satiated. A well conducted and attractive arriculturel and mechanical exposition at Nashville would be a drawing card for years to come.

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"The grounds and buildings of the exposi-tion of 1858, at Onesha, have been purchased by a company formed to held an exposition this year to be known as the Greater Ameri-can Exposition of 1859." The exposition is to consist of exhibits from the new posses-sions of the United States. Resolutions have been presented to Congress to gain recogni-tion for the project, and to request the ad-mission of the exhibits dury free. It is pro-posed to open the exhibition on July 1st, and close it on November 1st. It handly seems as if the time has arrived for an exhibition which deals with our newly acquired torri tory. Everything is at present in such a cha-otle state, and we doubt very much if an ad-equate display can be made."--Scientific American. American

### Missouri.

Missouri is also agitating the question of organizing a permanent Sizte Fair. The pro-posed tair grounds would occupy a barge tract of land donated by the city, for that jurpose, and would also be utilized by the National Guard of Missouri for a place of encomponent. These most ini rested helleve that when brought before the Legislatur the bill will be passed, but there is a great deal of opposition.

The Coyoncar Agricultural Exposition lass for Diraz heng present, and distribution that heng present, and distribution the prizes. The President and his party indic their way to the grounds in two spe-cial, but critiary street cars, which were taken there by numerous switchings, so that the Presiden'tal party would not need by change ergs. This scenes to be a longlear, even in Mexico. The whole eccension of the Presiden'ts advent into the Exposition grounds was marked by a dearth of unner-cessard display, and bordered upon primitive sing forty. Lis arrival was awaited by a crewing the Exposition the lifting steps, in-secting frames at the Exposition the lifting steps to spinted at the Exposition the lifting steps, in-secting frames at statesman. The prizes con-sisted et handsence medals, and dislomas the President and his party. Including a prevent of prominent Mexicans, vicited and were specially intrested in the excellent ex-mutics of the Mernon Colonists in Chilma-but, ther exhibits being, in fact, the very but the whole collection.

Kanzas is agitating the question of holding a Sute Fair at Topeka, and will ask the Leg-islitute to appropriate an annual guarantee per miune fuel of \$200,000. A committee has been appended to urge this before the Legislature

Keep your eye on the Jackson County Fair this year (? Lee's Summit, Mo. It will be a hummer. The total attendance it is estimated will be? fell short of 60,000. For space and premium fits advectibing rates, address Lewis Lamkin, Jr., Secretary, Lee's Jummitt, Mo.

E. J. Conger, Manchester, lowa, wants to hear from lithographers and printers who make a specialty of fair posters and advertis-log novelties for fairs. Mr Conger is the able and popular Sceretary of the Delaware Coun-ty Agricultural Society.

Julian Churchill is Secretary of the Ave Fair, at Avon, Ill., ageln this year. Under h supervision this fair has grown to be one the best in the State, bar none.

There seems to be some diffi ulty about the place of helding the next meeting of the National Live Stock Association. Fort Worth claims the boxer, and says that the geeuring of the cervention is a maiter of congratulation by the entire community, while benyer maintains the meeting, and ac-cuses Fort Worth of attempting to hold a "side-show."

Last seeson the only lady holding a prom-linent effice in any fair association in Amer-ica was Miss Gertrude Williams, of Taun-ten, Mass. Miss Williams has been re-elect-ed Secretary for the season of '39.

The State Federation of Labor of Ken-tucky has appointed a committee to confer with the Louistanta Purchase Fair neanagers in regard to aiding the enterprise.

liates and official rosters are published in ur official fair list free of charge. Send in

Atlanta gets the Georgia State Fair. The State Agricultural Society met February 16 and voted unanimously in favor of it.

It is all very well for the agricultural press to theorize, moralize and seminonize on the subject of fair-management, but after all is said and done the practical fair man-ager knows that the fair has got to get the crowds or fail of its purpose. The people do not go to the fair to be mught nor to be preached to. Recreation and annex ment are the prime factors in security their attend-ance. The astute and discerning manager will see that his posters and hangers prom-se plenty of bath.

Is plenty of both. The scace given to the United States at the Paris Exhibition is 217,000 square feet, while applications to Commissioner Peek from American exhibit of ugricul-tural products will be of vast importance. The Secretary of Agriculture says in his of licial report that we will now have a chance to give the people of Europe a knowledge of the extent and variety of our agricultural remarks.

The poster, the hand-bill and the premium list are the inturnal and only necessary ad-vertising mediums of the fair. Newspapiers and countless other plans and schednes have been tried repeatedly, time out of mind, but have proved failures. Fin your faith to the oid, time-tested methods. Post your terri-tery liberally, distribute your programmes and lists theroughly and judiciously, and the fair will be a succ. ss. It can not fail

"The filliboard" is for sale at all the prin-clical news stands and book stor.s through-out America Trade supplied by the Ameri-can News Company and its branches.

Claim your dates. Claim them now. in ay event, claim them before Marcle 15.

One of the features of the Paris Exposi-tion in 1800 will be a fully endposed Ameri-can daily newspaper office. English news-paper men who have never visited this coun-try express the ophilon that such an exhibit by the American journalists will attract fore revention than anything else in the whole show.

whole show. "The Hillioard" is the only paper in Amer-tera which covers the entire neid embracing Agricultural Fairs. Street Fairs, Food Shows, Expositions, Poultry Shows, etc. It is the only advertising medium that the nameger of any of the above functions can use profitaldy to volce his preliminary an-nouncements, publish his indicements and excess has needs and wants. It is regularly read by every fair follower in America every n onth.

Chas. 11 Gray, the professional organizer and director of expositions, festivals and fairs, is located for the season at 405 Call Burding, San Francisco, Cal. His experi-cure dates back twenty-five years, his ad-vice is valuable, and his consultation fees and advisory letters reasonable.

If you are a manager and have anything to say to the manager of other fairs, say it in "The Billboard" and they will all tevery one of them, see it, for "The Billboard" reaches there all

Send in your dates. We puldish them ab-solutory free of charge



### THE SMALLEST STEAM RAILROAD IN THE WORLD.

Carrying 20 Passengers, Using Coal for Fuel.

100 Fuel. Locomotive, 5ft. 3in. L., 184in. W., 28in in Height; Tender, 3ft. 4in. L., 20in. W.; Ten Passenger Car.; each Car 4ft. L., 18in. W., and capable of carrying two passengers; the gauge of track 124in. W. Can be operated by a child, either upon a straight or circular track from 50 feet to 100 miles. For Parks, Seaside and Pleasure Resorts the greatest money maker of the 19th c-niury. Order immediately for season of 1899. MINIA TUBE RAULBOAD CD. incorporated

MINIATURE RAILROAD CO., incorporated. 30t Broadway, New York City Gold medal awarded by Irans-Alssissippi Exposition, Omata, Nebraska.

75 Styles Electric Belts, 6 cts and op One third Barlington Kao

MARK A. BONDY, Distributor and Sign Tacker.

500 Letter heads, soo cards and soo envelopes good quality and good juinting, for \$2 so Frank Marding. Pub., Whitestone P. O., N. Y City

### THE CURRAN COMPANY, CITY BILLPOSTERS AND DISTRIBUTORS

Own all billboards and uses uniformed distributors.

Denver, Pueblo, Colo. Springs, and surrounding towns.

General Office, Denver, Col,

The people of Puffalo seem to be awake and generous. They are subser-for stock in the Pan-American Expositi-the rate of \$100,000 a day. Of course, th net to lost for very long, but the an-rsked will soon be entirely made up, exposition to be hold in 1991 is now a tring, and so is its success. ition at this is

Beautiful Jim Key, the horse that talks, ecunts and writes, can be engaged for a spe-cial frature at fairs. See advertisement in another column.

On Washington's flirthday there was held a genuine Indua. Scalp Dance at Angel's Can., Cal. What this had to do with the entrance into this world of the immortal George, and how appropriate such a dance was in an angelic abode of any kind, we fail to comprehend, being uninitiated in the laws of the Improved O. R. M.

ed Secretary for the sensor of '29. The Wisconsin State Association of Fair Managers held a meeting in February at the capital. John M. True, of Baraboo, was elected Presid. nt. The chief object of the meeting, aside from the election of officers, was to discuss the subject of fairs, and ar-range for the coming season.

"The Billboard" reaches all the large man-ufacturers of agricultural implements e anonth. They use exhibiting space, they buy space in premium lists. Your advertisement in "The Billboard" will reach them.

Every poster pilnter and fair publishing jouse in America subscribes for "The BEI board.

### Proceedings of the Western Ohio Fair Managers.

### Meeting at Van Wert, Ohio, Feb. 8th.

At io 30 o'clock quite a large number of fair officers assembled in the magnificent court room at Vm Wert, Uhio, and were called to order by the President, A Harrod, of Linux

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The man who has no ax to grind. Nor fathers a scheme of any kind. Will be the man who is bound to s And lead the ticket on chertion day

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and is torn off. Badge part must be worn conspicuously.
5. Every person on grounds to have a badge of give an account of binkelf, as under this system there is no excuse for any one who has entered the grounds properly for not having credentials of some khud.
7. A membership ticket, which will entitle noider to make entries and right of suffrage. The group of the second s

would be greatly increased if this could be done. Perry Focht stated that Auglaize County was afficied in the same mainer, but was afraid that patrons of fuir would not be sai-abled with a change, that much imposition was practiced in the use of helper's backes and privileges, and commended system adopt ed to Putnam County  $C_W$  Halfhill stated that the family ticket system was very satisfactory to Mercer Ucumity Fair. That it was the cause of very large attendance, and found it could pay its premiums, etc. That the cheaper the more popular would be the fair, and that Mercer County was not desirous of making any change.

popular would be the fair, and that Mercer County was not desirous of making any change. D D. Swartout stated that a farmer had driven up to the Van Wert Fair gates, with hay rigging on his wagon, loaded with his family, which numbered about nincteen or twenty persons. He presented a family tock-et. Upon inquiry he stated that only his family, which numbered about nincteen or twenty persons. He presented a family tock-et. Upon inquiry he stated that only his family were on the wagon. He was per-mitted to drive in, although it was noticed that show were black and some white. A number of other counties made reports us to their ticket system, and, with two or three excertions, all scened to be willing to get something better than the neighborhood to ket. The committee appointed one year ago on hegishtion made its report. Two bills had been made a haw through its effect. via list A bill authorizing the trointy Commissioners to insure fair ground property without cost to the society. 24. A bill authorizing the County Commissioners to make a levy not to exceed one thousand doi-ars to any county, for the support of the fair. That some twenty-two counties had contributed meney to defray expenses of com-mittee, but that the funds raised was not enough by about six dollars, which sum the Mercer County Board had generously made up.

Mercer County rotate has severe up. The hour of noon having arrived, the meet ing adjointed, and all visiting brethren in-vited by the members of Van Wert Boars to flotel Marsh, where a very sumptions dia-ner had been specially prepared for the o-moust.

### (Continued in Next Issue.)

The existing of holding a State fair in Massachusetts this season was left underided at the recent meeting of the State Agricultur-al Sourty. It is quite likely, though that a fair will be held and \$0.000 appropriated for pringiums (10) between appropriated for pringiums (10) between the opinion that the amount of money expended on the fair might be put to better use for the bencht of the farmer. We can assure Mr. French, most de-cidedly, that he instatem. He really dos-not seem to know what a fair is to the farm-er, and if he planned from now to the end of time, be cented out do use anything that would take the place of this time-homored instru-tion. Place in point of attractiveness, or ubity.

### Dissatisfied.

Certain Solicitors Growing Unpopular in Ohio.

### BAD STATE OF AFFAIRS.

### Which Ca'l for Investigation and Relief.

<text><text><text><text><text><text><text>

ess of the great squeal the solicitor made bont his expenses for securing the work for ne bill posters. I an sitisfied that this was othing but a case of "bunko," good and

<text><text><text><text><text><text><text><text><text><text>

### Additional Letters to Editor.

Correspondents will please note that we can not possibly publish all the letters sent us for usertion in this department. The most that we can find room for is twenty or twenty-tic, if they are short, while we receive on an average of a thousand a month. Hereto-fore we have selected, so far as was in our power the best that is to say the most im-portant and interesting. Theneforth we will endeavor to follow the same course, but with the fellowing add d conditions. 1 All letters must be written on one side of the paper only. 2 The names and addresses of all firms mentioned in letters must be given in full 3. If the firms so mentioned are breated in large eities their street address must be men-tioned elso.

tioned these conditions, write plainly and beildy, make your letter interesting to others in your bne and we will endcavor to find room for it. Unsersard these lujunctions and your letter will go into the waste basket along with anneuvinous communications. Letters written purely and palpably with a view to se-curing advertising and evading payment therefor.

written purely and palpabiy write a very curing advertising and evading payment therefor. Unce more we will say that we are always glad to get betters, the more the better. Everyone we receive is carefully read and considered. They keep us in touch with the busimes, acquaint us with advess to be corrected, advise of measures needed and in fine enable us to edit the paper and shape its policy in the interest of our readers. Our 'pointers' and 'ups' are obtained almost entirely from this source. If your letter is not published, do not get made advise of unit sit down and write another and better one.

and better one. Lincoln, Neb., February 2, 1899. Editor of "The Fillboard" Sceing in the January "Billboard" an ar-ticle written by Mr. E. H. Rydall, Mannger L. A. D. & A. Co. of Racine, Wis., about the hr Shoop Co. of Racine, Wis., we wish to give a hitle experience we have had with the Br Shoop Co. It is viry annusing to see the way the Dr. Shoop Co. try to art down the distributors praces to starvation wages. For instance They wrote to Mr. Nye several membra are the same three saying that \$1.50 per Li00 was all they would pay. Then shortly afterwards, they corresponded with me (A, Proctor) not knowing that Proctor & Nye

were in the distributing business together. They even went so far as to have me (A. Proctor) size a contract, etc., and then later on wrote me saying that I would be given the next distribution of their booklets here in hirden. At the same time, the lir. Shoop Co, was corresponding with the Lincoln District Telegraph Co. to do distributing and sent the when they sent in their bill for the work, they were to make it out for \$1.50 per 1,000, on that they of the bir. Shoop Co. would pay \$1.5 per 1,000. The next day the L. D. T. Co. turned the distribution of booklets over to us Although the Dr. Shoop Co. treated us rather shabbly, we save them housest and another distribution. Wishing The Hillboard' all the success in the work, and thanking you for past favors, a PROTOR & RICHARDINYE. Newark, O., Jan. 27, 1899.

A PROPETOR & RICHARD NYE. Newark, O., Jan. 27, 1889, Editor of "The Billboard:" I enclose you express order for subscrip-tion to your paper. I would not be without it. Business in my line has been very brisk the past month. I have been pushed to my fullest extent, working two men besides "I have distributed of

my fullesi extent, working two men besides myself. 1 have distributed the following: W. T. Hanson Co., 4,000; Chattanooka Med. Co., two distributions of 4,000; C. I. Shoop, two distributions of 5,000; Dr. Jaynes, 1,000; thamberland's, (focal), 2,000; Kid-Ne-Olds, (local), 3,000; Tea Berry Tablets, Tea Berry Po., Newark, D., 3,000; Dr. Burkhart, 5,000 samples; Foster-Milburn Co., Buffalo, 3,560; covered the county for the Chicago Bargain Store; made two distributed focal bargain store; nade two distributed for the Myer Bros. Co.; distributed 5,000 for Dr. Miles, and have also contracted with the Kondon Manu-facturing Co. to cover the county. I have also done some sign-tacking, and have dis-tributed 6,000 in small lots for local business men, which shows that they do not forget me at hone. E. O. BURNOUGHS.

me at hone. E. O. BURROUGHS. Wayland, N. Y., Dec. 22, 1858. Editor of "The Billboard:" May I say a few words In your paper? I am a cripple with the rheumatism, have not walked in twenty-tight years; engaged in the distributing business three years ago, because my health was better when on the read; so i oversee all work put out by my men. In September, 1 wrote Dr. Burkhart; also Kessler & Kessler, asking if they wanted any distributing down in Steuben County, and my route lay through the country and some large contry villages, as well as railroad vil-lages, I would distribute from door to door for \$\$ per thousand. But they never answer-ed my letter. No distributor can do good work for less, as it costs money to hire a team. The trouble is, the most of manu-feeurers wart their work done for nothing, while others are willing to pay a good price and get kood returns for the monsy invested. I remain, yours very truly. F. E. SHOWERS. Burlington, Iowa, Jan. 23, 1899.

remain, very truly yours, A. E. DREHER, Memphis, Tenn. Portiand, Oregon. Editor of "The Billboard." We take the liberty of emoty a letter advicessed recently to one of our workmen from a company calling themselves The Manufacturers' Advertising Company, of New York. It had no effect upon him, and he did not join, but a few days later the measure of our distributing department, Mr. Todd, was visited by a rather promising ap-paring young man who introduced himself as a member of the said company, and stated that he had received 550 pieces of Cascaret advertising shipped him from the Manufac-turers' Advertising Company, to be distrib-ured in th's city and after receiving the work he found that it required a license of \$100 provide that the required a license of \$100 provide that it required a license of \$100 provide that it required a license of \$100 provide that it required a license of \$100 provide that the required a license of his integrity, expecting afterwards to re-ceive large quantities of work to put out at the stative to use the quantity of work being distribution the young man will be a long the stitubuted throw here are build be a long the waiting for that work. We think it a stame that such schemes should be allowed to that in this broad country of ours with the stitubuted throw here are. Hoping you digite this your kind attention, wa new waiting for that work. We think it a stitubuted throw here are. Hoping you will give this your kind attention, wa new waiting for that work. We think it a stitubut is broad country of ours with the waiting for that work. We think it a stitubuted throw here are. Hoping you will give this your kind attention, wa new waiting for that work. We think it a stitubute, supers you will be allowed to that the yourg man will be allowed to the sthe stave schemes should be allowed to that

Editor "The Billboard." Rensselaer, Ind.

Editor "The Billboard." I have my third shipment of Battle Ax and Duke's Mixture vice-shects of Bat-tle Ax. 3 cight-sheets Duke's Mixture, 4 twenty-sheet stands, 50 two-sheets Huke's Mixture, 25 have banners and 100 tackers for Battle Av Total, 300 sheets for this week. Have contrast d for 110 sheets from the American Lift Posting Co., of Chicago, Very truly yours, G. W. SPITTER.

THE BILLBOARD

March 1, 1899

THE CHANGER. 3'.



The dissention in the National Printing and Eugraving Company, of Chicago, is over. The faction lead by E. H. M. Coy won out thi-umphantly. Readers of "The Billboard" will be glad to hear of it, for Mac was once a bill poster. In a recent letter he says: "Away back in the 50s or 60s or maybe it was in the 70s anyway, it was when Boh Campbell was having his hourd paid by Adam Foregand, the writer began his career in the show hustness, with a two-whice poste cart, and a six luch whitewash brush with a rake handle to it. This was ho Otumiwa, lowa, and from that time until this, i have had a kindly feeling for everything and everybody ounceted with bill heards acd varience etc. industries that require paste in transacting their bustness."

Honnegan & Co. still keep adding to their equipment. A manmoth 54-inch Brown & Carver eutter is their most recent acquisi-tion. A fuely furnished us wolfice and count-ing room is also worthy of notice.

The Donaldson Like, Co. has recently got-ten up a series of new streamer betters that are worth traveling miles to see. They have demonstrated that there is something new under the sun, even in wood type. These let-ters were all engraved in their establishment and are copyrighted. They have also evolved a new idea in a manimoth date that will cre-ate a sensation.

Sooner or later poster printers will have to adopt measures tending to modify the lavish display of the feminine form devine on their handiwork. Dissatisfaction is growing more pronounced every day in every section of the country.

pronounced every day in every section of the country. At present formidable crusades are "on" in Poston, Providence, Newark, Sen Francis-co, Stockton, Atlanta, and in small towns too numerous to mention. In matters like this an ounce of prevention is worth a pound of cure, and the show print-ers ought to take the initinitive in a move-ment looking toward means that will quiet the nerves of the purists.

Eastport, Me., hus histrionic bill posters. They organized a dramatic club and pro-duced "lichind the Scenes" at the oper, house hast month. It is said the perform-ance was a very creditable affair.

The bill posters of Havin's Theatre in St. Louis recently covered the paper of the Exposition Music Hall, and Alexander Com-stock has sned for \$5,600 damages. Com-stock is running the Exposition cestablish-ment, and in his action he includes Havin and Jacob Litt, whose "in Old Kentucky" was the current attraction at the Havin house. Mr. Constock in the role of a plain-tiff is a sufficiently uncommon figure to at-tract attention.

Jas. McGuiggan, city bill poster of Vicks-burg, has the best references of any bill poster in Mississippi.

Distributors will do well to inquire into the merits of the Buffalo Foot Cycle. Their ad-vertisement appears on another page. This cycle skate is said to facilitate walking great-ly and reduce the fatigue of long distances to the minimum.





This is our celebrated "UNEXCELLED." The Best Paste Brush made. Popular everywhere on a count of its great durability. PRICES -8 in., \$2.75 ca.; 9 in., \$3.00 ca.; to iu., \$3.25 ca.

THE DONALDSON BRUSH is manufactured especially for us, and is fully war-ranted. It is the cheapest GOOD brush you can find anywhere. PRICES-8 in., \$2.25 ca.; 9 in., \$2.75 ca.; 10 in., \$3.00 ca.

SEND YOUR ORDERS TO



Sole Western Agents for the Celebrated Wire Bound Brush.

### Beautiful Jim Key.

Imring the past few day:, Benutiful Jim Key, the wonderful Educated Horse that drew thousands to the fairs at which he was the chief attraction hast year, has been at Nashville. Tenn, giving an exhibition under the angless of the Humane Socitey there in the hog Anditorium, that scats 6,000 people, and the andlence tilled it at each performance. The papers gave large space to his wonderful exhibition, and so much talk and interest was created that the horse has been recon-gaged for an entire week. It is the only time, the papers say, that the Tabernacle has ever been filled since Sam Jones, the revival-ist, who built it, left. The Park or fair that secures Beautiful Jim Key certainly will be fortunate, for it is an exhibition of such a high and refined charac-ter that it pleases and delights everyone. Mr Hogers, the owner, is not a show main, but a New York business man, who is a great over of obress. It is no is a great over of obress, the is now making up a cir-ent of parks and fairs for 1899, and we advise all park and fair managers to write him lin-mediately. See his advertisement on another page.

GREAT BEND, KINSAS is booming. All the bad big crops for two years. It will pay to ad-ve tise in Great Bend now. We do all billpost-is a and distributing ourselves and guarantee it. MAYER BROS., Great Bend, Kan



ALL TO GAIN, NOTHING TO LOSE DROP A NICKEL IN THE SLOT ANY HAND PAYS ONE CIGAR

of different discription. Write us about elaborate circulars and propositions. Our terms and 

# The Leo Canda Co.

727 Sycamore St., CINCINNATI, O.



THE SUCCESS. 14.

THE JUMBO GIANT.

,66666666666666666666666666 LIST OF FAIRS. This list is revised and corrected n This has between and corrected month-ly. Secretaries are nrgently 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 abso-lately Free of Charge.

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### Recee secceses secceses &

### ALABAMA.

ANNISTON, ALA -Northeast Alabama Fair Association Nov. 7 to B. W. F Higgius, press, Howard W. Sexton, cor. secy. (Fair grounds at Oxford Lake.)

### ILLINOI

ILLINOI AYON, ILL.—Avon Annual Fair. Sept. 5 to 5 Julia Churchill, seev. BELLEVUE, ILL.—Believue Frée Street Fair. Sept. 18 to 23. L. & Thenam, seev. CHAMPAIGN, ILL.—Champatign County Ag-ricultural Board. Aug. 29 to Sept. 1, 1899. H. H. Harris, pres. John N. Beers seev. LE RDY, ILL.—Le Roy Fair & Agricultural Association. Sept. 4 to 8. Oscar Bou-nett. seev.

Association. Sept. 4 to 8. Oscar hoa-nett. story. MATTOON, ILL.-Free Street Fair. Oct. 4 to 6, 859. Sam Owings, seey. M., STERILING, ILL.-Annual Brown Coun-try Fair, Aug. 1 to 4, 1899. G. L. Brock-man Mt. Sterling III. seev. SPIRINGFIELD, ILL.-Millinois State Fair. Sept 25 to 20, 1809. WOODSTOCK, ILL.-Millenry County Agri-cultural Board. Aug. 24 to Sept. 1, 1899. A S. Wright, seev. INDIANA.

IN DIANA. MADISON, IND.-Madison Fair Association. Ang 15 to 18. MUNUE, IND.-Muncle Street Carnival, Art and Industrial Exposition. June 5 to 19. J. K. Ritter, chairman, F. L. Waghtell, seey.

### IOWA

ALGONA, IOWA Kossuth County Fair. Sept 19 to 23. J. W. Wa'sworth, pres.; W. H. Balley, treas.; G. F. Peek, seey. BELLE PLAIN, IOWA-Big Four Fair Sept 5 to 7. A. Montgomery, pres.; C. H. Wash-burn, seey. CARROLL, IOWA-Carroll Fair & Driving Association, Ang. 15 to 18. A. L. Wright, pres. H. A. Junod. seey.

CARROLL, IOWA-Carroll Fair & Driving Association. Aug. 15 to 18. A. L. Wright, pres., 11. A Junod, secy.
 DES MOINES, IOWA-lowa State Agricul-tural Society Aug. 25 to Sept. 2. Hon.
 Geo. Van Houtan, Lenox, Iowa, secy.; Gd. Ellyson, Des Moines, Iowa, treas.
 NEWTON, IA - Jusper County Agricul-tural Society, Sept. 4 to 5. A. Failor, secy.

### KANSAS.

HIAWATHA, KAN.-Brown County Fair As sociation. Aug. 29 to 31. Grant W. Har rington, seey.

### KENTUCKY.

**K3N COURT.** BARDSTOWN, KY.-Nelson County Fair. Aug. 29 to Sept. I. J. B. Bowles, seey. GERMANTOWN, KY.-The Old Reliable Germantown Fair. Aug. 23 to 26. S. W. Bradford, pres. John R. Walton, seey. LAWRENCEBURG, KY.-Lawrenceburg Fair Association. Aug. 15 to 18, 1899, J.W. Gain-68. seep.

Absociation. Asso. LOUISVILLE, KY.-Louisville Driving and Fair Association. Sept. 25 to 30, 1899. Frank P. Kennedy, sery.

### MAINE.

TOPSIIAM, ME.—Sagadaboc Agricultural & Horticultural Society. Oct. 10 to 12. 11 M. Patten, pres.; L. E. Smith, Bruns wick, Me., treas.; W. S. Rogers, secy.

### MARYLAND.

TOLCHESTER BEACH, MD.-The Kent Queen Ann's County Fair. Aug. 22 to 3 G. E. Noland, seey.

MASSACHUSETTS. BROCTON, MASS.-Brocton Agricultural So-clety. Oct. 4 to 7, 1899.

MICHIGAN.

ALLEGAN, MICH -Allegan County Agricul-tural Society Oct. 3 to 6. Burrell Tripp, pres.; Cluss. Miner, trens.; A. H. Foster,

REED CITY, MICH.-Trl-County Exposition. Sept. 19 to 21. T. R. Weish, secy. SAGINAW, MICH.-Street Fair. Sept. 26 to

29, 1899. ST JULINS, MICH-Ulinton County Agri-cultural Society Sept 26 to 30. F. A. Travis, pres., M. McDonald, clerk.

### MINNESOTA

VINONA, MINN.-Winona Street Fair and Agricultural Association. Sept. 26 to 29, 1859. W. J. Smith, Pres. Wm. G. Reade, Treas. John Rose, Secy. WINONA.

### MISOURI

LEE'S SUMMIT, MO.-Jackson County A. and M. Society. Sept. 12 to 15, 1899. E. T. Browning, Pres. Lewis Lamkin, Jr., secy. N\*BRASKA

N\*BRASKA BLDOMINGTON, NEB.-Franklin County Agrieultural Society, Sept. 27 to 29. W. H. Austin, Franklin, Neb., pres.; J. W. Roblinson, Franklin, Neb., secy, MADISON, NEB.-Madisen County Agricul-tural Society. Sept. 12 to 15, 1898. 11 F. Barney, pres.; Geo, R. Wycoff, treas.; J. L. Rynearson, secy.

### NEW YORK.

BATH, N. Y.-Steuben County Fair Associa-don. Sept. 26 to 29. C. A. Shults, necy.
 DIATDEN, N. Y.-Dryden Agricultural Soci-ety. Sept. B to 21. S. G. Lupton, pres.; J. B. Wilson, secy.

ELMIRA, N. Y. Chenung County Fair Association. Sept. 5 to 8. Geo. McCam, seey. GENEVA, N. Y. Geneva Fair. Sept. 5 to 8. HAMIURGHI, N. Y. Erle County Agricultural Society. Sept. 12 to 15. Edward E. Hepp, pres.; Armor. N. Y.; John Kloepfer, treas., Hamburg, N. Y.; G. P. Dick, Willlink, N. Y. Store, Seey.
HORNELLSVILLE, N. Y. Catskill Mountan Archiculturel. Society. Aug. 21 to 25. Mol Acker, seey.
MAIGARETVILLE, N. Y. Catskill Mountan Archiculturel. Society. Aug. 21 to 25. No. Acker, seey.
NAPLES, N. Y. Spiels Fair. Sept. 19 to 21. PENN YANN, N. Y. - Yates County Fair. Sept. 25 to 29. A. C. Angle, seey.
NAPLES, N. Y. - Naples Fair. Sept. 19 to 21. PENN YANN, N. Y. - Prattsburg Fair. Sept. 25 to 29. A. C. Angle, seey.
SYRACUSE, N. Y. -N. Y. State Agricultural Society. September 4 to 9. Hon. Rosweit P. Flower, pres.; James Docharty, seey.; W. J. Smith, treas.; Theo. H. Coleman, Manager.
WALTON, N. Y. - Delaware Valley Fair.

ger. N. N. Y.-Delaware Valley Fair. 13 to 15. Wesley Ellis, seey. OHIO

CANAL HOVER, O-Tuscarawas County Fair. Sept. 5 to 8. II. W. Streb, Canal

Fair, Sept. 5 to 8. II. W. Streb, Canar Dover, O., seey.
 CARTHAGE, O.—Hamilton County Agricul-tural Association Aug. 15 to 19. Frank Fox, pres. 7. II. Huffman, treas.; D. S., Sampson, 340 Main st., Cincinnati, O., seey.
 CIVILL/PDTHE, O.—Street Fair. May 29 to Lucas. 2.

June 3. COLA MBUS, O -- Elks' Street Fair & Trades Carnival. July 3 to 8. Al. G. Fleld, Di-recter-General, 563 E. Mound st., Colum-

COLUMBUS, O - Ohio State Fair and Indu trial Exposition. Sept. 4 to 8, 1859. W.

GRA Exposition. Sept. 4 to 5, 1989.
Miller, serv.
COSHIO/TON, O.—Coshocton County Agricul-tural Society. Oct. 10 to 13, 1869. J. P. Darillar, press, Corwin McCoy, treas.; Rob-ert Hoyd, secy.
GREENVILLE, O.—Darke County Agricul-tural Society. Aug. 28 to Sept. 1. J. M. Brown, Delisie, O., pres.; T. C. Maher, secy.

Brown, Delisle, O., pres.; T. C. Maher, geoy
GROVE CITY, O.-Grove City Fair Associa-tion. Aug. 22 to 30.
LEBANON, O.-Warren County Fair. Sept. 12 to 15, 1869. Geo. W. Carey, seey.
MAROSVILLE, O.-Union to unity Agricul-tural Society Oct. 3 to 6. T. P. Shields, pres. E. W. Dirter, seey.
MINERVA, O.-Minerva Fair Association. Det. 3 to 8. James Ackelson, pres.; E. M. Jereme, treas.; Thos. E. Bouth, seey.
NEWARK, D.-Heking County Agricultural Society, Sept. 26 to 25, 1839. G. R. Taylor, pres. I. M. Phillips, seey.
PRIMANA, O.-Champaien County Agricultur-ral Society. Sept. 26 to 25, 1839. G. R. Taylor, pres. I. M. Phillips, seey.
WilsiANA, O.-Champaien County Agricultur-ral Society. Aug. 15 to 18, 1859. C. H. Gansen, pres.; H. P. Wilson, treas.; J. W. Crowl, seey.
ZANESVILLE-Street Fair. 3d week June, 1899.

### PE NSYLVANIA.

BURGETTSTOWN, PA.-Union Agricultural Association. Oct. 3 to 5. W. W. Pyles, pres.; W. B. Sims, tr as.; R. P. Steven-

Association. Uct. -pres.; W. B. Sims. tr as.; R. F. son, seev. CARLISLE, PA - Agricultural Association of Cumberlard County. Sept. 26 to 29, 1899. Chas. H. Mulin, pres.; John Stock, treas.; W. H. McCrea, seev. LEBANON, PA - Lebenon Fair Association. Sept. 4 to 5, 1899. H. B. Loose, pres.; Dr. W. B. Meens, seev. DA. --Smythe Park Associa-tion Clark, Pres.

LEBANON, PA --Lebanon Fair Association. Sept 4 to 8, 1899. H. B. Loose, pres.; Dr. W. B. Means, seey. MANSFIELD, PA.-Smythe Park Associa-tion. Sept 26 to 29, 1899. J. M. Clark, Pres. W. P. Austin, seey.; W. D. Husted, treas, MILTON, PA.-Milton Fair Association. Oct. 4 to 8 Fowin Paul. seev. MT GRETNA, PA.-Mit Gretna Agricultural, Mechanics. <sup>6</sup> Industrial Exposition. Aug 14 to 19, 1899. <sup>4</sup>04

Aug

Mechanica' & Industrial Exposition. Aug 14 to 19, 1899. READING, FA - Agricultural & Horticultu-ral Society of Berks County. Oct. 3 to 6. James JicGowan, press: Milford N. Ritter, trens: Uvrus T. Fox, seev. WESTFIELD, PA - Westfield Fair Associa-tion. Sept. 12 to 15. Frank Strang, seey.

TEXAS.

TEXAS. SAN ANTONIO, TEX.—San Antonio Inter-national Fair Association. Oct. 28 to Nov. 8 1939. G. W. Brackenridge, San Antonio, Tex., chairman.

VERMONT. RD, VT.-Valley Fair Associa-BRATTI EBORD, VT.-Valley Fair Associa-tion Sert 7 and 28. MIDDLEBURY, VT.-Addison County Fair.

Sept 5 to 7 WHITE RIVER JUNCTION, VT.-Annual State Fair. Sept 12 to 14 George Aitkin, Woolstock, Vt. pres.; N. B. Hazen, treas.; George W. Hoffman, secy.

WEST VIRGINIA, Secy. WEST VIRGINIA. C<sup>1</sup> APKSBURG, W. VA.-West Virzinla Central Arricultural and Mechanical Asso-ciation. Sept. 5 to 5. T. T.-Wallis, pres.; M. M. Thompson, secy.

M. M. Thompson, seey, WISCONSIN. CHIPPEWA FALLS, WIS-Northern Wis-consin State Fair. Sept. 19 to 22. M. S. Bailey, seey. NEW LONDON, WIS -New London Fair. Sept. 20 to 23. Henry Cannon, seey.

CANADA MARKIIAM. ONT., CAN -E. R. Y. & M. Arricultural and Horticultural Societies. Dot. 4 to 6. R. C. Tefft, pres.; W. H. Hall,

OTTAWA, ONT., CAN.-Central Canada Ex-bildition Sept. II to 23. W. Hutchison, press.; T. C. Bate, treas.; Edward McMa-hon, 25 Sparks st., seey.
 RICHMOND, ONT. CAN.-Carleton County Agricultural Society. Sept. 13 to 15. John Craig, North Gower, pres.; William McEl-roy, Richmand, seey.
 TORONTO, ONT. CAN Annual Exposition and Fair of Iodustrial Exhibition Associa-tion. Aug. 28 to Sept. 9. H. J. Hill, seey.
 RIGLAND

ENGLAND, MAIDSTONE, ENG Royal Agricultural Show, June 19 to 23,

THE BILLBOARD

### Poultry Shows.

19

MEMPHIS, TENN.- New Memphis Jockey Club. April & to 29, 1889. M. N. McFar-laud, Room 2, Cotton Exchange Bidg.,

Club. April 8 to 29, 1899. M. N. McFar-laud, Room 2, Cotton Exchange Bidg, McMuphis, Tenn., seev. MILWAI KEE, Wi8. -sept. 1 to 16. MONTRIGAL, CAN.-June 8 to 24, W. O. Parnier, 213 Hammond Bidg, Detroit, Mich., seev.

ASIIVILLE, TENN.-April 27 to May 8,

N99, NASHVILLE, TENN.-Tenn'ssee Breeders' Association. April 27 to May 6, 1899, J. W. Rurswurm. seey. NEWARK, N. Y.-June 27 to 29, NEW ORLEANS, LA.-April 4 to June 2, 1999

NEW ORLEANS, LA.—April 4 to June 2, 1899.
NEW ORLEANS, LA.—Crescent City Jockey Club. March 25. Louisiana Jockey Club. March 26 to April 1.
NEWPORT, R. I.—April 8 to May 19.
NEWPORT, R. I.—April 8 to May 19.
NEWPORK, N. Y.—Sept. 4 to 8.
OAKLAND, CAL.—Feb. 20 to March 4, 1890.
March 29 to April 1, 1899. April 17 to 29, 1899.

1899. Oll CITY, PA.-Week of July 18. PENN YANN, N. Y.-Sept. 26 to 29. PEORIA, ILL.-Great Western Circuit. July

PHILADELPHIA, PA.-Belmont Park. May,

PROVIDENCE, R. L.-Sept. 11 to 16. READVILLE. MASS.-August 21 to 25. C.

READVILLE, MASS.-August 21 to 25, C. M. Jewett, seev.
ROCHESTER, N. Y.-Sept. 12 to 15,
ROCKFORT, O.-June 10 and July 25, W. N. Ashbaugh, Youngstown, O., seev.
SAN FRANCISCO, CAL.-Feb. 6 to 18, 1859, May 1 to 16, 1859, March 6 to 18, 1859, May 1 to 16, 1859, March 6 to 18, 1859, SARATOGA, N. Y.-July 26 to Aug. 25,
ST. MARY'S, P.A.-Week of July 4,
TERRE HAUTE, IND.-Sept. 8 to 23,
VALLEY, O.-Northenstern Ohio Trotting Association, June 13 and Aug. 15,
WASHINGTON, D. C.-April 3 to 15; Nov. 11 to 29,

Horse Shows ATLANTIC CITY, N. J.-Horse Show. July, 1899. G. Jason Waters, Atlantic City, N. J.

Dog Shows.

BALTIMORE, MD.-Baltimore Kennel Association Show, March 29 to April 1, 1890.
 Wm. P. Riggs, 919 Equitable Bidg., Baltimore, Md., secy.
 IOSTON, MASS.-New England Kennel Club. April 4 to 7, 1899. James L, Little, secy.
 CHICAGO, ILL.-Mascoutah Kennel Club. March 21 to 24.
 CINCINNATI, O.-American Kennel Club. Music Hall. March 21 to 24. Herman J. Groesbeck, Cincinnati, O.
 MINNEAPOLIS, MINN.-Northwestern Kennel Association. March 28 to 31. E. D. Brown, secy.

nel Association. March 28 to 31. E. D. Brown, secy. NEW YORK CITY-American Pet Dog Club. Nov. 22 to 24, 1899. S. C. Hodge, secy. PITTSBURG, PA.-Duquesne Kennel Club. April tt to 14. F. S. Stedman, secy. ST. LOUIS, MO.-St. Louis Kennel Club. March 15 to 18, 1899. Mark Ewing, 411 Olive st., St. Louis, Mo., secy.

FOR SALE—BALLOON DUTFIT - Large small army tent, splendid one-sheet wood cut, ropes, tackle etc A complete outfit. Cost §140; will sell for \$50 Write quick, as I am offering a bargain W. H. WOOD, Knickerbocker Thea-tre Building, New York

ongs, words and nonsic complete; full size A frogramme of the Ball," "She Loved Not elv, But Too Well," etc. The five sent post

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e Admiral" and "Owl."

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ST. PETERSBURG, RUSSIA-International Poultry Show, Russian Society of Bird Deaters, May 13 to 28, 1899. Address Rus-sian Ambassador, Washington, D. C.

### Expositions.

BALTIMORE, MD.-Home Product Expect-tion. Antumn, 3895. Management of Balti-

tion. Antumin, 1899. Management of Balti-inside Retail Association. BALTIMORE, MD.-Big Sportsmen's Expo-sition. April 17 to 24, 1899. Address Mary-iand Sportsmen's Exposition Association, Carrollton Hotel, Baltimore, Md. BUFFALO, N. Y.-Pan-American Exposi-tion. 1991.

BUFFARD, S. L. Chamber of Commerce tion. 1901.
 C! EVE! AND, O. --Chamber of Commerce Exposition of Home Manufactures. April, 1859. Sccy., Chamber of Commerce, Cleve-land, O.
 GLASGOW, SCOTLAND-International Ex-position. May, 1859.
 GREENSBORO, N. C. --Industrial & County Exhibit. Aug. 1 to 4, 1859. H. J. Elam, secy.

secy. HAWAII-Hawalian Industrial Exposition &

HAWAII-Hawalian monstrui papaoaa Agricultural Fair. September, 1899. NIAGARA FALLS, N. Y.-Pan-American Ex-position, 1899. R. C. Hill, secy. OMAHA, NEB.-Greater American Exposi-tion of 1899. July 1 to Nov. 1. PERTH, WESTERN AUSTRALIA-Western Australia Commercial & International Ex-

position Autumn, 1839.
 PIIILADELPIIIA, PA.- Exposition of Amer-ican Manufactures. 1839. W. P. Wilson,

director general. SAN FRANCISCO, CAL.—Pacific Ocean — In ternational Exposition. Beginning May 1,

Control and Control a

Races.

AKRON, O.-Northeastern Ohlo Trotting As-sociation. July 11. W. N. Asbbaugb, Youngstown, O., seey. AUBURN, N. Y.-Aug. 29 to Sept. 1. AUBURN, N. Y.-June 20 to 23. PATAVIA, N. Y.-June 20 to 23. PATAVIA, N. Y.-Aug. 1 to 4. BROCKPORT, N. Y.-July 25 to 25. BROCKPORT, N. Y.-July 25 to 25. BROCKPORT, N. Y.-May 27 to June 15; Sept. 12 to 20. BUFFALO, N. Y.-Aug. 7 to 12. CANTON, O.-Northcastern Ohlo Trotting Association. Aug. 29. W. N. Asbbaugh, Youngstown, O., seey. CHUCAGO, ILL.-Great Western Circuit. July 31 to Aug. 5. COLUMEUS, O.-Great Western Circuit. July 24 to 29. COLUMEUS, O.-Great Western Circuit. July 3 to Aug. 5.

Diff 21 (0.25)
COLUMERTS, O.-Great Western Circuit. July 3 to Aug 5.
DAVENPORT, IOWA-Great Western Circuit. July 3 to 8.
DETROIT, MICH.-Great Western Circuit. July 17 to 24
DETROIT, MICH.-Great Western Circuit. July 17 to 23
DETROIT, MICH.-Great 21 to 26.
ELMIRA, N. Y.-June 13 to 16.
ELMIRA, N. Y.-Sept. 19 to 22.
EIATRA, O.-Northeastern Ohlo Trotting Association. July 18. W. N. Asbbaugb, Youngstown, O., seey.
EIRE, PA-Week of July 25.
FORT WAYNE, IND.-Aug 7 to 12.
GENEVA, N. Y.-July 4 to 7.
MILEN, IND.-Goshen Driving Park, Aug. 22 to 25.
PAMUAE, IOWA-Sept. 4 to 9.

22 to 25. 22 to 25. PAMLINE, IOWA-Sept. 4 to 9. PARTFORD, CONN-AUX, 28 to 31. PEDRICK, IOWA-AUX, 28 to 31. PEDRICK, INFORMATION, 28 to 10. JOLIET, ILL, AUX, 14 to 19. LATONIA, KY --May 22 to June 24. LEVINGTON, KY --Oct. 4 to 14. LITTLE ROCK, ARK,--March 30 to April 5, 1879.

LOUISVILLE, KY .- Sept. 25 to 30. May 4

to 20, LOFISVILLE, KY.-May 14 to 20, 1889. MANSFIELD, O.-Northeastern Ohio Trot-ting Association. June 27 and Aug. 22. W. N. Ashhankh, Youngstown, O., seey. McKEE'S ROCKS, PA.-Week of June 20, MEADVILLE, PA.-Week of July 11. MEDINA, N. Y.-July 18 to 21,

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- 11

### CONVENCIONS, CCCCC Fetes, Celebrations, Etc.

Under this heading we publish free of arge the dates of all notable events, which charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

### 

- ALEXANDIRIA, LA.-State Baptist Conven-tion. July 13, 1893. Rev. A. M. Vandeman, Alexandria, La., seey. ALEXANDIRIA, VA.-National Celebration of Lincoln's Emancipation Proclamation, Mag-nus L. Robinson, Chairman, Alexandria, Va.
- ALLENTOWN, PA.- i. O. O. F., Grand Lodge, May 15 to 19, H. J. Gordon, Aiten-town, Pa., secy.
- ALLENTOWN, PA.-Four-County Firemen's Convention. June 13, 1899, ilerman C.
- Convention. June 13, 1899. Herman C. Mentzell, secv ALTOONA, PA.-Pennsylvania State Magis-trates' Association. Sept. 19, 1899. G. W. Jackson, Box 206, Harrisburg, Pa., secy.
- AMES, IOWA-Improved Stock Breeders' As sociation. Dec. 13, 1859. W. M. McFadder
- AMES, IOWA-Improved Stock Breeders' Association. Luc. 13, 1859. W. M. McFadden, West Liferty, Jowa.
  AMHERST, MASS.-Delta Kappa Epsilon Society. Nov. 15, 1859. Betbune Duffild, seey., 800 Union Trust Building, Detroit, Mich.
  ANALONDA, MONT.-I. O. G. T. Grand Lodge. Oct. 11, 1859. Jas. A. Longstaff, 733 S. Main st., Butte, Mont.
  AIRDMORE, IND. TER.-I. O. O. F., Grand Lodge. April 12 to 15, 1859. C. W. Hatted, Wagoner, Ind. Ter., seey.
  ASBURY PARK, N. J.-State Assembly of Rebekahs. Oct. 3, 1859. Mary I. Pullen, 352 Eim st., Arlington, N. J., seev.
  ASHLAND, ORE.-Knight Templars' Grand Commandery. Sept. 28, 1859. Jas. F. Roblinson, seey., With-Lemon, N. J., seev.
  ASHLAND, ORE.-Knight Templars' Grand Commandery. Sept. 28, 1859. Jas. F. Roblinson, seev., Edgene, Ore.
  ASHLAND, With-Woman's Synodical Missionary Society. October, 1859. Miss. Elia C. Pierce, 119 10th st., Milwaukee, Wis, seev.

- C. Pierce, 119 10th st., Milwaukee, Wis., secv. ATLANTA, GA.-American Library Associa-tion. May s to 15, 1819. Henry J. Carr, Public Library, Scranton, Pa., secy. Scranton, Pa., secy. A LANTIC CITY, N. J.-Pharmaceutical As-sociation. May, 1899. Frank C. Stutzlen, Elizabeth, N. J. AURORA, 1LL.-Ancient Order Hiberplans. 1900. Daniel McGlynn, secy., St. Louis AUSTIN, TEX.-Southwestern Gas, Electric & St. Railway Association. April 19 to 21, 1899. L. E. Weils, Jr., Marshall, Tex., secy AUSTIN, TEX.-Texas United Daughters of the Confederacy. Oct. 18, 1899. Mrs. J. M. Brownson, sccy., Victoria, Tex. AUSTIN, TEX. Electrical Exhibition, au-spices of Anstin Commercial Club. April 19 to 29.

- 19 to 29.
  BALTIMORE, MD.-Federal Brotherhood of Andrew & Philip. November, 1899. C. E. Wyckoff, Irvington, N. J., secy.
  BALTIMORE, MD.-Gtand Encampment, I. O. O. F. Oct. 16, 1899. John M. Jones, BaLTIMORE, MD.-Grand Lodge, A. F. & A. M. of Maryland, May 9, 1899. Jacob H. Medabry, secy.
- A. M. of Maryland, May 9, 1839. Jacob H. Medairv, secv.
  BALTIMORE, MD.-Grand Pasture of Maryland United Order of Nazarites. Nov. 21, 1859. Geo. W. Carrell, secy., 527 North Dallas street, Baltimore, Md.
  BALTIMORE, MD.-Independent Order of Free Sons of Israel. 1902.
  BALTIMORE, MD.-Maryland Baptist Union Association. Oct. 25 to 27, 1859. Howard Wayne Smith, 1803 W. Baltimore st., Baltimore, Md., Eev.
  BALTIMORE, MD.-Royal Arch Mssons. Nov. 14, 1899. George L. McCaban, Grand Secretary.

- Nov. 14, 1555. George Linear Council of Secretary.
   BALTIMORE, MD.-Snpreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S.
   K. Wagner, supreme secy., Phila., Pa.
   TIMORE, MD.-Union Veteran League. Sept. 13, 1899. W. S. Norcross, Lewiston, No. 2007.
- Me, seey. BALTIMORE, MD.--V. O. U. W., Grand Lodge, March 21, 1899, A. F. Colbert, 601 Lexington st., Baltimore, Md. BALTIMORE, MD.-International League of Press Clubs. April II to 15, 1899, C. Frank likee, care Boston Press Club, Boston, Mass Seev.

- Itice, care Boston Press Club, Boston, Mass. seey.
  BALTIMORE, MI.-I. O. Mechanics, Grand Lodge, March 20, 1829. C. E. Baliauf, 1509 N. Carolina st., Baltimore, Md., seey.
  BANGOR, ME. O. U. A. M., State Council. Arril 25, 1839. Alfred Southworth, Box 1569, Portland, Me.
  BAR HARBOR, ME.-American Institute of Instruction July 6 to 9, 1859. Edwin II. Whitchill, Bridgewater, Mass., seey.
  BARRIE, ONT., CAN. Grand Orange Lodge of Ontario. March 8 to 16. John Rogerson, Barrile, Ont., seey.
- BARRER, O.A., Seey.
  Barrie, Ont., seey.
  BATON ROUGE, I.A.—Louisiana Press Association. April or May, 1899. L. S. Scott, Crowley, La., seey.
  BAY CITY, MICH.—Rebekah Assembly. I. O. O. F. Oct. 17, 1895. Mrs. 14a M. Davis, 512 Capital ave., S. Lansing, Mich., seey.
  BAY CITY, MICH.—Grand Lodge, I. O. O. F. Oct. 17, 1899. Edwin H. Whitney, Lansing, Mich. Seey.
- Oct. 17, 1899. Edwin II. WHITER, LANDER, Secy.
   Mich., Secy.
   Mich., Secy.
   BEATRICE, NEB.-Head Camp, Woodmen of the World. Second Tuesday, February, 1901. E. I. Spencer, Wichita, Kan., secy.
   BELLEVILLE, ILL.-Anti-Horsethief Asso-clation. Oct. 11, 1899. G. C. Browning, Farmersville, III., secy.
   BELTON, MO.-Centual Protective Associa-tion. Oct. 10, 1899. W. H. Smith, Atchi-sen Kan., secw.
- tion. Oct. 19, 1999.
  son Kan, seev.
  BICKNELL, IND.-Indiana Field Trial Clubs. Nov. 6, 1899. S. H. Socwell, secy., 371 Massachusetts avenue, Indianaoils Ind...
  BIDDEFORD, ME.-State Letter Carriers' Association R. T. Welch, Waterville, Mc.

BINGHAMTON, N. Y.--American Missionary Association. Oct. 17 (o 19, 1899). Rev. C. J. Ryder, D.D., 224 st. and 1st av., New York City.

City.
BINGHAMTON, N. Y.-State Baptist Pas-tors' Conference. Oct. 24 and 25, 1899. Rev.
C. A. Clauson, Brockport, N. Y., secy.
BIRMINGHAM, ALA.-Phamaceutical Asso-clation. May, '99. P. C. Candidus, Moble, secu.

- BIRMINGHAM, ALA.—State Master Plumleers' Association. March 3, 1826, Chas. L. Simmons, Molafe, Ala., secy.
- Siminons, Molule, Ala., seey.
   BIRMINGHAM, ALA.—Synod of Alabama. Nov. 21, 1899, W. I. Sinnott, Clerk, Co-lumblana, Ala.
   BLACKINTON, MASS.—Berkshire County Total Abstinence Societies. March 5, 1859.
- Total Abstinence Societies. March 5, 1829. BOONE, IA.—Baptist State Convention. Oct. 20, 1899. E. P. Bartlett, sccy., Des Moines, Lung
- Iowa. BOSTON, MASS.—American Historical Asso-ciation. Dec. 27 to 29, 1899. Herbert B. Adams, John Hopkins University, Balti-more, Md., secy.
- re, Md., secy. TON, MASS.—National Association of oolen and Worsted Overseers. May 17, 99. John Armstrong, secy., Plymouth,

- Fred. C. Richardson, M. D., Boston, Mass., seey.
  BOSTON, MASS.-United Order of Pilgrim Fathers. April 5, 1899. J. E. Shepard, Lawrence, Anass., seey.
  BOSTON, MASS.-Graud Division, Sons of Temperance. April 19, 1899. Chas. C. Dennett, Boston, MASS.-Supreme Council, Home Circle, June 21, 1899. Julius M. Swain, seey., 120 Tremont street, Boston, Mass.
  BOSTON, MASS.-Loyal Temperance Legion. October, 1899. Mrs. H. G. Rice, 1397 Washington street, Boston, Mass.
  BOSTON, MASS.-Wupiteaae. Saddery Association. July 11, 1899. John B. Denvirs, St. Louis. Mo., seey.
  BOSTON, MASS.-Auneitan Association G. P. and F. Agents. October, 1899. A. J. Smith, L. S. & M. S. R. R., Cleveland, O, seey.

- BOSTON, MASS.--N. E. O. P., Grand Lodge, March 8, 1899. Eben 8. Hinckley, 74 Boyl-sten 84. Beston, Mass., seey.
  BOSTON, MASS.--Daughters of Veterans, State venvention. March 30 and 31, 1899.
  Ida E. Warren, 140 Chandler 86., Worcester, March 2007. BOST
  - Mass., secy. OSTON, MASS.—Vessel Owners & Captains' National Association, Oct. 4, 1899. R. R. Freeman, 95 Commercial st., Boston, Mass.,

- National Association. Oct. 4, 1899. R. R. Freeman, 95 Commercial st., Boston, Mass., secy.
  BOSTON, MASS.-U. S. General Convention of Universalists. October, 1899. Rev. G. L. Demaiust. D.D., Manchester, N. H., secy.
  BOSTON, MASS.-Knights and Ladies of Honor, Grand Lodge. May 9, 1906. Sam Harhaway, 228 Tremont st., Boston, Mass.
  BOSTON, MASS.-Ancient Order of Ilbernians. July, 1900. James O. Sullivan, Philadelphia, Pa., nat. seey.
  FOSTON, MASS.-Inights of Malta Grand Commandery. Sept. 28, 1899. John W. Hicks, Grand Recorder, 606 Tremont st., Boston, Mass.
  BOSTON, MASS.-International Union, Steam Engineers. Oct. 2, 1859. P. F. Doyle, 187 Washington st., Ch'cago, IL, seey.
  BOSTON, MASS.-Steam Engineers' National Union, October, 1899. P. F. Doyle, Chicago, III., seey.
  BOSTON, MASS.-Steam Engineers' National Union, October, 1899. P. F. Doyle, Chicago, III., seey.
  BONTON, MASS.-Steam Engineers' National Union, October, 1899. P. F. Doyle, Chicago, III., seey.
  BONTON, MASS.-Steam Engineers' National Union, Steam Engineers. Oct. 24, 1899. Rev. T. N. Williams, Louisville, Kv., seev.
  BRANDON, VT.-B. Y. P. U. State Convention. Sept. 27, 1859. Frank W. Woods, Johnson, Yu. seev.
  BRANDON, VT.-State Baptist Convention. Sept. 26, 1899. W. H. Kinzle, Bristol, Vt., clerk.
  BRANDON, VT.-State Baptist Convention. Sept. 26, 1899. W. H. Kinzle, Bristol, Vt., clerk.
  BRANDON, VT.-Ostate Baptist Convention. Sept. 26, 1899. W. H. Kinzle, Bristol, Vt., clerk.

- BRANDON, V. H. Kinzle, Briston, V., clerk.
  Sopt. 26, 1899. W. H. Kinzle, Briston, V., clerk.
  BitlibdEPORT, CONN.-National Council, Daughters of America. Oct. 11, 1899. Miss Julia Tipton, Box 522, Dennison, O., seey.
  BROOKLYN, N. Y.-Khights of Goiden Eagle, Supreme Castle, Oct. 9 and 10, 1899. A. C. Lyttle, 814 N. Broad st., Philadelphia, Pa., seey.
  BRUNSWICK, ME.-Maine Ornithological Society. Dec. 30, 1899. L. W. Robbins, Garchery, Ma. seev.

- 1899, A. C. Lyttle, 814 N. Broad st., Philadelphia, Pa., seey.
  BRUNSWICK, ME.-Maine Ornithological Society. Dec. 30, 1890. L. W. Robblins, Gardiner, Me., seey.
  BUFFALO, N. Y.-Hichstein Friesian Breeders' Association. June 7, 1890. F. L. Downton, Brettlebero, Vt., seey.
  BUFFALO, N. Y.-Intperlal Council of Anchesta, June 14 of 5, 1899. B. W. Rowell, seey. No. 28 School street, Boston, Mass.
  BUKALMOTON, VT.-Hingeh Court, Catholic Order of Foresters. June, 1899. John M. Weis, Hammond, Ind., seey.
  BUTRLINGTON, VT.-Hingeh Court, Catholic Order of Foresters. June, 1899. John M. Weis, Hammond, Ind., seey.
  BUTRLINGTON, IA.-State Conference, Charlder of Corrections. March, 1890. Charlet and Corrections. March, 1890. Charlet Gard Corrections. March, 1809. Charlet Gard Corrections. March, 1809. Charlet Gard, 567. Jenewer St. 1990. Garden March, 1809. Charlet, Butkinton, Vt., serg.
  BUSHINGTON, NY. State Lennat Suciety. March 15 to 17, 1839. Dr. Thos. Mound, Rutinnd, Vt., serg.
  BUSHINGTON, Ny. 19 to 20, 1899. O. B. WH, M.D., serg.
  CAMDEN, N. J.-Grand Connell, Order of the Lepton of the Red Cross. March 21, 1899. D. B. Fries, Collinewood, N. J., serg.
  CAMDEN, N. J.-State Connell, D. of L. March M. 1990. W. L. Hayward, 93. Sthist. Newark, N. J., serg.
  CAMDEN, N. J.-State Connell, D. of L. March M. 1990. W. L. Hayward, 93. Sthist. Newark, N. J., State Connell, D. of L. March M. 1990. W. L. Hayward, 93. Sthist. Newark, N. J., State Connell, D. of L. March M. Sterge.

CEDAR RAPIDS, IOWA-Grand Lodge, Knights of Honor, April 11, 1899, J. G. Graves, Cedar Rajdds, Iowa, secy.

THE BILLBOARD

- Graves, Cedar Rajods, Iowa, seey.
   CELERON, CHATAUQUA LAKE Photogra-jhers' Association of America, July, 1839.
   Geo, B. Sperry, Toledo, O., seey.
   CHARLESTON, S. C. Pharmaceutical Asso-iation of South Carolina. May, 1859.
   R. B. Longea, seey., Manning, S. C.
   CHARLEVOIN, MICH. American Associa-tion of General Bagsage Agents. July 13, 1889.

- 1889.
  CHARLEVOIX, MICH.—Association of Lumbermen. July 11, 1899.
  CHICAGO, HLL.—Bohemian Catholic Central Union. Sept. 26, 1900. Frank Lindeiar, 36 Jewett st., Cleveland, O., seey.
  CHICAGO, ILL.—Catholic Total Abstinence Union of America, Aug. 9 to 11, 1809. A. R., Doyle, 415 W. 59th st., New York City, seey.

COLLEGE STATION, TEX.-State Dairymen's Association, July 25, 1889, J. L. McGuire, Wacc, Tex., seey.
COLIMBIA, S. C.-B. Y. P. C., State Convention. April 6, 1859, L.W. S. Lundsay, Columbia, S. C., seey.
COLUMBIA, S. C.-Association of Scuthern schools and Colleges, November, 1859, J. H. Kirkhand, seey. Mashville, Tenn.
COLUMBIA, S. C., Association of Scuthern schools and Colleges, November, 1859, J. H. Kirkhand, seey. Nashville, Tenn.
COLUMBIA, S. C., Seey.
COLUMBIA, S. C., Association of Scuthern schools and Colleges, November, 1859, J. H. Kirkhand, seey. Nashville, Tenn.
COLUMBIA, S. C., Seey.
COLUMBIA, S. C., Seey.
COLUMBIA, S. C., Seey.
COLUMBIA, S. C., Junico Under United American Workmen. Sept. 12, 1859. J. A. Blias, seey. Panton, O.
COLUMBUS, O. - Ohio Trap Shooters' League Tournament. June 7 to 9, 1899. J. C. Porterfield, Columbus, O., seey.
COLUMBUS, O. - State Council, D. of A. Sept. 12, 189. J. M. Fullmison, O., seey.
COLUMBUS, O. - State Association of County Auctors. Nov. 21 and 22, 1899. E. M. Fullmiton, Marysville, O, seey.
COLUMBUS, O. - American Association for Acsent. Marysville, O, seey.
COLUMBUS, O. - American Association for Acsent. Reserve.
COLUMBUS, O. - American Association for Acsent. Marysville, O, seey.
COLUMBUS, O. - American Association for Acsentement of Science. Aug. 19 to 28, 1899. L. O. Howard, Cosmos Club, Washland, Marysville, O, seey.
CORNING, N. Y. Gonesce Conference, Epwacth League. March to to 12, 1899. M. Lematter Titus, Addison, N. Y., seey.
CRIPTIE CREEK, COL.-D. of R. State Assembly, Oct. 16 to 18, 1899. Mis. E. Y. L. Begus, Seey., 2925 Curtis street, Denver, Colorado.
CHOW, K. I. A. H. O. O. F., Grand Lodge, March 7, 189. II. Newman, Crowley, La., sery.
DALLAS, TEX – Funeral Directors & Emplances Association, April 2, 1899. M. Lenger, Association, April 2, 1899. J. F. C. CHOR, N. Y. L

Merch 7, 1819. H. Newman, Crowley, La., gery.
DALLAS, TEX -Funeral Directors & Embalmers' Association. April 21, 1869. J. F. Cetton, Weatherford, Tex., seey.
DALLAS, TEX -Grand Lodge, Kulghts of Pythias. April 18, 1839. Henry Miller, Weatherford, Tex., scory.
DANVILLE: QUE., CAN.-Grand Lodge, I. O. G. T. September, 1899. J. W. Roch, 396 A SC. Dominatione st., Montreal, scory.
DAVVILLE: A Construction of Construction of Construction of the State of Construction of the State of Construction of

DECORAIL IOWA-Norwegian-Dauish Press Association June, 1859. S. Sorensen, Min-neapolis, Minn., secy.

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It is certainly the best attaction we ever had. ti nelley econstance. Ino Gaild Mnitheid, Inter-State Fair, Tren-N J. W DeLong, The Great Allentown Fair, A W helong, the treat Allentown, Pa H A Gronnan, The Bethlehem Fair, Bethle-

A Gronnan, File Reck Co. Agr. Fair, Freder-m. Pa 1 C Keefer, Frederick Co. Agr. Fair, Freder-c, Md. Sec. P. Hager, The Hagerstown Fair, Hagers-wn, Md. E R Webb, Winston-Salem Street Fair, Wins-M C

ton, N C Julin Nichols, North Carolina State Fair, Raleigh N C A. W. Give, South Carolina State Fair, Colum-

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COLLEGE STATION, TEX.-State Dairy-men's Association. July 25, 1899. J. L.

- Window Frimmers of America. Aug. For 3, 1899.
  CHICAGO, ILL.—Interstate League, Bu'ld-Ing and Loan Association. Nov. 16 to 17, 1899. Bird M. Robinson, secy., 1123 Broad-way, New York City.
  CHICAGO, ILL.—National Spiritualists' As-sociation. October, 1899. M. F. Longley, 610 Fennsylvania ave., S. E., Washington, D. C., secy.
- 600 Fennsylvania ave., S. E., Washington, D. C., secy.
  CHICAGO, ILL.-National Horse Breeders', Dealers' and Exhibitors' Association. March 23 and 24.
  T. Butterworth, Union Stock Yards, Chicago, secy.
  CHICAGO, ILL.-Knights Templar Annual Conclave, Oct. 24, 1899.
  Gil, M. Barnard, 1901 Masonic Temple, Chicago, ILL, secy.
  CHICAGO, ILL.-International Association of Embalmers. First week, September, 1899.
  Frank A. Cook, Farls, IL., secy.
  CHICAGO, ILL.-F. & A. M., Grand Lodge, Oct. 3, 1899.
  J. H. C. Dill, Boomington, IL, secy.

- Oct. 3, 1899. J. H. C. Dill, Boomington, HL, seevy.
  CHICAGO, ILL.-Mississippi Valley Medi-cal Association. Sept. 12, 1899. Henry E. Tuley, M.D., HI W. Kentucky st., Louis-ville, Ky., seey.
  CINCINATI, O.-Central Conference of American Rabbis. March 13, 1899.
  CINCINATI, O.-National Association of Sinve Macufacturers. May, 1899.
  CINCINATI, O.-Triennial Meeting Generat Croud Chapter. Sent 25, 1960.
- CINCINNATI, O.-Priennal Neering Generat Crond Chaoter. Sect 27, 1900.
   CINCINNATI, O.-Sace Conference et Cupati-des and Corrections. May 17 to 23, 1859. Les, total Conneil. June 20 to 23, 1859. Les, total Conneil. June 20 to 23, 1859. Les, total Conneil. June 20 to 23, 1859. Les, KoncinNATI, O.-Christian Women's Hoard of Missions. Oct. 12 to 14, 1859. Lesis A. White, 307 N. Delaware Sc. Indianapolis, Ind., seev.
   CINCINNATI, O.-Deg Owners' Protective Association. March 28 to 31 J. R. Wright, Seev.

Asseciation. March 28 (o 3) J. R. Wright, seey.
CINCINNATI, O.-Christian Church Conven-don. October, 1859. B. L. Smith, Y. M. C. A. Bidg., Cincinnati, O., seev.
CINCINNATI, O.-Christian Church Conven-tion. Oct. 12 to 20, 1859. B. L. Smith, Y. M. C. A. Bidg., Cincinnati, O., seey.
CINCINNATI, O.-Traveling Engineers' As-sociation. Sept. 12, 1859. W. O. Thompson, Elkhait, Ird., scoy.
CINCINNATI, O.-National Association of Implement & Vehicle Manufacturers. Oc-tober, 1859. O. D. Frary, West Pullman, Chicaso, Ill., seev.
CINCINNATI, O.-International Kindergar-ten Union. March 2 to 4, 1859. Miss Anbie Laws, seev., Sils Dayton Street, Cincinnati, Ohlo.

Ohio. INCINNATI, O.—International Association of Distributors, July 18, 1899. W. II, Stein-brenner, seey., 519 Main street, Chucinnad, Obto

Ohio. CINCINNATI. O.-National Alliance, Theat-rical Stage Emcloves of United States and Canada, June 19, 1899. Lee W. linrt, gen'i secy.treas. CIRCLEVILLE. O.-I. O. O. P. Convention, July, 1899. C. II. Tyner, Columicus, O., secv.

CLARKSVILLE, TENN.-Grand Lodge of Tennessee, I. O. F. Oct. 18, 1859, J. R. Harwell, Nashville, Tenn. secv. CLEVELAND, O.-National Pairi, Ol. & Var-nish Association. Oct. 10 to 12, 1859, Hr. Van Ness Person, 84 La Salle st., Chicago, 121 secv.

<sup>(1)</sup>, <sup>corv</sup> CLEVELAND, O.--National Asselation of Rod Mill Workers, June 17, 1859, P. J. Mundle, secy., 425 Pysit street, Youngs-town, O

Rod Mill Workers, June 17, 1859. P. J.
Mundle, secy., 425 Pysit street, Youngstown, O.
CLEVELAND, O.-Anclent Scottish Rite Sunreme Council. Aux. I, 1859. Magnus L.
Robinson, Alexandria, Va., secy.
CLEVELAND, O.-R. and S. Masters' State Conneli. Sept. 26, 1859. Win, E. Evans, Chillicothe, O. Grand Recorder.
CLEVELAND, O.-Roval Arch Masons Grand Chapter, Sept. 27, 1859. Chas. C. Kiefer, Prisana, O., secy.
COLPAN, 10WA-Grand Ledge, Iawa Legion of Honor. March 28, 1859. J. 11 Helm, Cedar Rapids, Iawa.
COLLEGE STATION. TEX.-Texas Farmers' Congress. July, 1859. D. O. Lively, Ft. Worth, Tex., secy.

DELAWARE. O. -Catholic Knights of Ohlo. Sept. 11, 1899. M. J. Manly, Delaware, O.,

- secy.
   HENVER, COL --National Convention of Ruilmand Commissioners. Aug. 10, 1829.
   Edw. A. Moseley, Washington, D. C., secy.
   DENVER, COL.--American Association of Traveling Passenger Agents. September, 1899. L. W. Landman, Columbus, O., secy.

- 1899. L. W. Landman, Columbus, O., seey,
  DENVER, COL.-Concatenated Order of the Hoo-Hoo. Sept. 9, 1899. J. H. Baird, Nash-ville, Tenn., scrivenater.
  DENVER, COL.-Negro Press Association, August, 1899. Mrs. F. J. Jackson, Kansas City, Kas., seey.
  DENVER, COL.-Wholesale Saddlery, Deal-ers' Convention. July 11, 1899. J. H. Den-ver, seey. St. Louis, Mo.
  DENVER, COL.-Generata Assembly, Cum-berland Presbyterian Church. May 18, 1859. Rev. J. M. Hubbert, Lebanon. Tenn., seey.
  DES VER, COL.-Sons of American Revolution., State Convention. April 19, 1899. E. D. Hadley, Des Moines, Iowa, seey.

- Revolution, State Convention. April 18-1898 E. D. Hadley, Des Moines, Jowa.
  BES MOINES, IA.--Mutual Insurance Asso-clation. Nov. 18, 1895. F. E. Gordon, secy., Sac City, Ia.
  DES MOINES, IOWA-Hrotherhood of Loco-motive Firemen. September, 1900. F. W. Arnold, Peorla, III., secy.
  DES MONES, 10WA-lowa State Letter Christers' Association. May 12 and 13, 1892.
  Wm. S. Stewart, Marshalltown, Iowa, secy.
  DETROIT, MICH.-Anaskamated Association of Iron and Steel Workers. May, 1899. John Williams, Futisburg, Pa., secy. and treas.
  DETROIT, MICH.-Naulonal Insurance Com-missioners' Association. Sept. 1 or 2, 1899. John M. Fattison, Chroinnatl, O., pres.
  DETROIT, MICH.-Society of American Florists. W. J. Stewart, Hoston, Mass., srcy. Aug 15, 1899.
  J. Strutters.
  DETROIT, MICH.-Teas.
  DETROIT, MICH.-Tass.
  DETROIT, MICH.-Tass.
  DETROIT, MICH.-Society of American Florists. W. J. Stewart, Boston, Mass., srcy. Aug. 15, 1899.
  J. Strutters.
  DETROIT, MICH.-Titas, J. Steveria, Grand Lodge. Sept. 18 to 23, 1899.
  J. Frank Grand, 25 N. Liberty st., Baltimore, Md., secy.
  DETROIT, MICH.-Odd Fellows' Internation-

- Grant, 25 N. Liberty st., Baltimore, Md., secy.
  DETROIT, MICH.-Odd Fellows' International Press Association. September, 1890. John W. Hourlet. Concord. N. H., secy.
  DETROIT, MICH.-Michigan Hardware Association. July 12 and 13, 1899. Henry C. Minnle, Eaton Rapids, Mich., secy.
  DETROIT, MICH.-Supreme Court, Foresters of America. Aug. 22, 1899. E. M. McNurty, Hox 12, Hronklyn, N. Y., secy.
  DETROIT, MICH.-Supreme Grand Lodge, I. O. O. F. September, 1899.
  DETROIT, MICH.-National Pythian Press Association October, 1899.
  DETROIT, MICH.-International Typographical Union. Aug. 14, 1899. J. W. Itranwood, Room 7, DeSoto Biock. Indianapolis, Itd., Sect. 70, 1021.
- Room 7, DeStot Block, Indianapolis, Ind., Sery.
  DETROIT, MICH. American Railway Association. April 12, 1899. W. F. Allen, 24 Park Pace, New York City, seey.
  DETROIT, MICH. International Christian Endeavor Convertion. July 5 to 10, 1899. W. H. Strong, 154 Jefferson ave., Detroit, Mich., chainman.
  DETROIT, MICH. Supreme Lodge, K. of P. Last week, August, 1999. R. L. C. White, Nashville, Tenn, seey.
  DIXON, ILL. Northern Himois Teachers' Association. April 28 and 29, 1899. C. F. Philbrook, Rochelle, ILL, seey.
  DOVER, N. H.-Knights of Pythias Grand Lodge, Oct, 18, 1899. C. F. Duillin, GA.-Georgia Weekly Press Association, July 589. W. A. Shackleford, Lexington, Ga., seey.
  DURILAM, N. C.-Charmaceutical Association, May, 1899. H. R. Horne, Fayetteville, N. C.

- tion, May, 1855, 10, 18 ville, N. C. EAST ORANGE, N. J. Stat. Exempt Fir-men's Association May 17, 1899 Ellas K. Leslie, 122 S. Warren st., Trenton, N. J.
- BOYL EAST ST. LOUIS, H.L.-K. of P., Grand Lodge, Oct. 17, 1899, Henry P. Caldwell, 126 Washington st., Chicago, III., secy. EL RENO, OKLA., 1, O. O. F., Grand Lodge, Oct. 18, 1899, J. B. Way, El Reno, O'lla secy.
- Longe, O. U. Seev. OELA, Seev. EL RENO, OKLAHOMA-Grand Lodge, I. O. O. F. Oct. 18, 1828, J. H. May, El Reno,
- Okla., seev. EFREKA, KAS.-Emporia District Epworth League, August, 1899. G. L. Darby, How-ard, Kas., seey. ECREKA, NEV. Grand Lodge, I. O. O. F. Nov. 2, 1899. Mrs. Weathers, Deeth, Nev.,

- Nev. 2, 1899. Mrs. Weathers, Deeth, Nev., seey.
  EVANSVILLE, IND Travelers' Protective Association. April It and E. 1899. F J. Ebruppe, Fvanscille, Ind., seey.
  FALL RIVER, MASS. National Loom Fixers' Association. Sept. 13 to 14, 1899. Richard Shuvelton, Jr., seey., 1733 South Main street, Fall River, Mass.
  FALL RIVER, MASS. New England Label Conference, Oct. 4, 1899. T. F. Tracy, 14 Hudson st., Boston, Mass.
  FPANKFORT. IND. Supreme Lodge of Moose, February, (second Tuesday), 1900. M. G. Ke'ly Crawfordsville, Ind., seey.
  FRANKILS, MASS. Masschusztis Universalist Convention, Sept. 26 to 28, 1899. Rev., F. W. Sprague, 30 West st., Hoston, Mass., seey.
- FROM FRANKLIN MASS.- Y. P. S. C. U. State Convention. Sept. 22, 1899. Miss Joste S. Yourman Reverly Mass serv. FRANKLIN. PA L. O. T. M. Gr at Hive June 13, 1899. Miss Nellie E. Launshury. Convictor Date of the State State

- Frenchen Da, erste Miss Nehle E. Laminsury, Freiberteiler, M.D.-United Brethren Church of United States and Europe Cen- tempist Celebration, 1901.
   F. BONO, CAL.-High Court of California, I. O. F. Oct. 10, 1899. W. H. Perry, 49-50 Dhilps Hick, Los Angeles, Cal. seev.
   FT WAYNE, IND -North Indiana Teach- ers' Association. April, 1899. W. C. Bell-man Desconder Ind, press.
   FT WORTH, TEX National Stock Breel crs' Association. January, 1900.
   FT WORTH TEX Texes Fat Stock Show. Morch 14, 1899. D. O. Sively, Ft. Worth, Tex., seey.

THE BILLBOARD

- FT. WORTH. TEX. Cattle Raisers' Association of Texas. March 14, 1899. D. O. Lively, Ft. Worth, Tex., secy.
  GAFFNEY, S. C. Liaptist Ministers' Conference. Nov. 28, 1899.
  GAFFNEY, S. C. State Convention of Baptists. Nov. 29, 1899. C, P. Ervin secy., Wellford, S. C.
- GAINESVILLE, GA.-Chatauqua Convention. July 4 to 20, 1899. II.W. Van Hoose, Gaines-ville, Ga., seey.

- July 4 to 20, 1839, 11. W. Van Hooke, Galless-tille, Ga., seey.
  GALESHURG, ILL.-State Dairy Convention, Jan. 10 to 14, 1859.
  GENEVA. NEIL Central Nebraska Teach-ers' Association. March 29 to 31, 1859. E. M. Hussong, Franklin, Neb., seey.
  GRAFTON, W VA -A. O. U. W., Grand Lodge, April 18, 1859. Alex. Foreman, Grathon, W VA. -8, 00. U. W., Grand Lodge, April 18, 1859. Alex. Foreman, GRAND ISLAND, NEB.-Funeral Directors of Nebraska, June 13, 1859. Feter Bell, Norfolk, Neb., seey.
  GRAND RAPIDS, MICH.-Grand Lodge, K. May 40 and H. W. H. Loomis, Grand Rapidis, Mich.
  GRAND RAPIDS, MICH.-National American

- alay to about the Weyl the Locality, Grand Rapids, Mich.
   GRAND RAFIDS, MICH.—National American Woman's Suffrage Association. April 27 to May 2, 1859.
   Rachel Foster Avery, 119 N. 19th st. Philadelphia, Pa., seey.
   GRAND RAPIDS, MICH.—I. O. G. T. Grand Lodge, Aug. 23, 1899.
   M. E. Curtis, Big Rapids, Mich., seey.
   GREENSHORO, N. U.—North Carolina State Firemen's Association. Aug. 1 to 5, 1899.
   Dr. J. W. Griffith, Greensboro, N. C., seey.
   GREENSHUEG, PA.—Centennial Celebration. May 25, 1899.

- ThEPENSINE ROL, TA. Centential Constant of the server.
   TANNIHAL, MO. Supreme Council, Knights of F. 20 r. Matthew. Feb. 7 and 8, 1899, Thos S. Howdern, St. Louis, Mo, seev.
   Tharkit's SPRINGS, S. C. -South Carolina Medical Association. April 5, 1899, Ur. Edward F. Parker, Charleston, S. C., Seey.
   HARRISHURG, PA. Royal Society of Good Fellows, Supreme Assembly, Jus. W. Swoger, Iwe Summer st., Hoston, Mass.
   HARRIS LITHIA SPRINGS, S. C. -South Carolina Press Association. June, 1899. C. C. Lamgston, Anderson, S. C., seey.
   HARRIS LITHIA SPRINGS, S. C. -South Carolina Press Association. June, 1899. C. C. Lamgston, Anderson, S. C., seey.
   HARRIS CORN.-Jr. O. U. A. M. State Council. Sept. 26, 1890. E. W. Bell, 53 S. High st., New Britain, CL. seey.
   HARTFORD, CONN.-Grand Lodge K of P. CONN. State Unricultural Society Exhibition.

- Conn., seey HARTFORD, CONN.-Grand Lodge, K of P. of Connecticut. Oct. 17 and 18, 1889. II. O. Case. 29 Pearl st., Hartford, Conn. HARTFORD, UNN.-N. E. O. P., Grand Lodge Avril 12, 1889. F. D. Grinnell, New Haven, Conn., seey HARTFORD, CONN.-K. of H. Grand Lodge. Oct. 23, 1899. Chas. W. Skiff, Danbury, Conn., seex.
- HARTFORD, CONN.-K., Or R. Varado Lober, Oct. 23, 1899. Chas. W. Skiff, Danbury, Conn., sccy.
  HARTFURD, CONN. Catholic Total Absti-mence Association. Sept. 18, 1899. John G. McRewan, New Haven, Conn., seey.
  HARTFORD, CONN.-National Prison Asso-ciation of United States. September, 1899. Rev. J. L. Milliaan, Allegheny, P.a., seev.
  HARTFORD, CONN. State Encampment, G. A. R. May De and H. 1889.
  HASTINGS, NEIL. 1, O. O. F., Grand Lodge. Oct. 17, 1899. Will H. Love. Lincoin. Neb. HASTINGS, NEIL.-Rebekah State Assembly of Nebraska. Oct. 18, 1899. Emma Tabot, S. Omaha, Neb. Seev.
  HINTON, W. VA.-United Order American Mechanics. Oct. 12, 1899. W. J. Mitchell, Box 866. Wheeling, W. Va., seey.
  HONOKEN, N. J.-High Court of New Jer-sey. Independent Order of Foresters. Sep-tember, 1899. John H. Davis, 1129 Hampton P'ace Elizabeth, N. J., seey.
  HOLUMEEIGE, XEH. Nebraska State Sun-day School Lowention. June 13 to 15, 1899. E. J. Wightman, York, Neb., seey.
  HOKOKE, MAS.-Pharmaceutical Society, June, 1896. Jas. F. Guerln, Worcester, werv.
  HOT, SURINGS, ARK.-Pharmaceutical Ass-

- HOLYOKE, MASS.-Pharmaceutical Society-june, 1895. Jas. F. Guerin, Worcester, serv.
  HOT SURINGS, ARK.-Pharmaceutical As-socilation, May 9, 1895. John B. Bond, Jr., Little Rock, seev.
  HI'NTINGTON, W. VA.-I. O. O. F. Grand Lodge, Nov. 21, 1899. G. A. Hichle, seev., Parkersburg, W. Va
  INDIANAPOLIS, IND.-Supreme Lodge, A. O. U. W. June 12, 1899. M. W. Sackett, seev. Moadville, Pa.
  INDIANAPOLIS, IND.-National Carriage builders' Association. October, 1899. Henry C. McLear. Wimington, Del., seev.
  INDIANAPOLIS, IND.- And Temple, Rath-bone Sisters. Oct. 10, 1890. Dr. Mabel Teague, 116 N. Senate ave., Indianapolis. Ind., seev.
  INDIANAPOLIS, IND.- I. O. G. T., Grand Lodge et Indiana, Oct. Is and 19, 1890. II. A. Davidne, Sheibyyle, Ind., seey.
  INDIANAPOLIS, IND.- I. O. G. Senad Lodge et Indiana, Oct. Is and 19, 1890. Grand Chapter ef R. A. Masons, Oct. 18 and 19, 1899. Wm. II. Smythe, Indianapolis, Ind., seey.
  INDIANAPOLIS, IND.- Indiana B. V. P. U.
- NULANAPOLIS, IND.- Indiana B. V. P. U. State Convention, Oct. 12 to 17, 1899. Rev. D. H. Coeper Peru Ind., and L. of H. Grand Ledge, Nov. 7, 1899. W. B. Hasson, Jeffersonylie, Ind. Secs.
  [N101ANAPOLIS, IND.- National Association of Mexican War Veterans, September, 1899. W. R. Smith, Lewington, Ky., secy. and Iress

- W. R. Smith, Lexington, Ky., seey, and trees.
  INDIANAPOLIS, IND.-International Bill Posters' Association of the United Stats and Canada, July, 1899.
  INDIANAPOLIS, IND. American Essex Associations, INDIANAPOLIS, IND. American Essex Association, III, seey.
  INDIANAPOLIS, IND. International Environmental Association of the sector of

JANESVILLE, WiS-Southern Wisconsin Dental Association. May 3 and 4, 1889. F. S. Knapp, Plattville, Wis., secy.

21

MILNER, GA.-Cabin Creck Baptist Associa-tion. Sept. 27, 1899. N. E. Blanton, For-syth, Ga., seey.

MILLEDGEVILLE, GA.-Y. M. C. A. State Convention. March 23 to 26, 1899. J. M.

Moore, seey. MiLWAUKEE, WIS.-Wisconsin State Un-dertakers' Association. September, 1899, George L. Thomas, 467 Milwaukee st., Mil-waukee, Wis., scey.

wankee, Wis., scey.
MiLWAUKEE, WIS.-General Federation of Women's Clubs. Iliennial Meeting. May, 1960. Mrs. Emma A. Fox, 21 Bagley ave., Detroit, Mich., seey.
MILWATKEE, WIS.-Jr. O. U. A. M., State Council. April 18, 1889. E. W. Sellers, 1117 Shaurette st., Stevens' Point, Wis., seey.
MILWATKEE, WIS. Train Iusgatchers' Ass-sociation of America. June 20, 1809. J. P. Markle, 345 Prairie nv., Chicago, Ill., seey.

MILWAUKEE, WIS.-Associated Bill Post-ers of United States, July 11, 1899. J. Ballard Carroll, seey., 35 Beaver street, Albany, N. Y.

Albany, N. Y. Grand Council, Royal Arcaman, April 26, 1889, C. D. Simonds, 428 E. Water st. Milwankee, Wis., seey. MiLWAUKEE, WIS.--Knikhts Templar Grand Grand Coumandery, Oct. 10, 1895, John W. Laffin, Seey., 406 Jefferson street, Mil-waukee, Wis. MiLWAUKEE, MINN - Royal Arcanym, Grand Council, March 25, 1899, G. T. Huxhes, seey.

Grand Council, March 28, 1899. G. T. Hukhes, seey.
MINN EAPOLIS, MINN A. O. F. W., Grand Lodge, March 28, 1899. Olof Olson, Willmmar, Minn,
MINN EAPOLIS, MINN.--Rathbone Slsters.
Sept. 26, 1896. Mrs. Carrle Hoag, Central Ave., St. Paul, Minn, seey.
MINN EAPOLIS, MINN.--American Public Hea.th Association, November, 1896. Dr. C. O. Probst, Columbus, O., seey.
MINNEAPOLIS, MINN.--J., U. L. A. M. Na-Honal Council, June 20 to 23, 1899. E. S. Deemer, Hox 766, Philadelphia, Pa., seey.
MISSOURI VALLEY, IOWA Synod of Iowa. Oct. 7, 1899. J. C. McClintock, Sioux City, Iowa, cherk.
MUMICE, MLA.-Freight Claim Association, May 3, 1899. W. P. Taylor, R. chmond, Va., MONTGUMERY, ALA, Stale Embalmers'

seey, MONTGOMERY, ALA, Stale Embaimers' Association. April 4' and 5, 1859. Geo A, Luomas, Montgomery, Ala, seey. MONTREAL, CAN -Association of Ameri-can Railway Accounting Officers. June 28, 1899.

MONTREAL, CAN Association of Ameri-eran Railway Accounting Officers. June 28, 1859.
 MUNTREAL, QUEHEC, CAN.-Trades & La-bor Congress. September, 1849. Geo. W. Dower, H. Louiss at., Toronto, seey.
 MURINTOWN, PA -Shield of Honor Con-vection. March 3, 1859. Edwin H. Mason, 2641 Franklin st., Philadelphia, Pa, seey.
 MOURT VERNON-Anniversary Celebration of Washington's Death Day, by Masonle Fraternity. (Estimated attendance, 10,000).
 Dee H, 1859.
 NACOGDOCHES, TEX.-Paptist Missionary and Educational Association of Texas. Oct. H, 1859.
 NACOGDOCHES, TEX.-Paptist Missionary and Educational Association of Texas. Oct. H, 1859.
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 NACOGDOCHES, TEX.-Paptist Missionary and Educational Association of Texas. Oct. H, 1859.
 NASHVILLE, TENN.-A. O. U. W. Grand Lodge, Sept. 29, 1960. J. H. Thompson, 4115.
 VIII, LE, TENN.-A. Oct Harch, Nash-ville, Tenn, seey.
 NASHVILLE, TENN.-Grand Lodge, K. and L. of H. April 12, 1899. H. Buttenberg, 245 2nd (2) st. Memphis, Tenn.
 NASHVILLE, TENN.-Micheal Eaptist Con-vention (Colored). Sept. 13, 1859. Wm. N. Groward Louisville Kv. eev.
 NASHVILLE, TENN.-Micheal Society of Tennessee. April 13 to 15, 1859. J. H. Marable, M.D. seey. Clarksville, Tenn.
 NASHVILLE, TENN.-National Baptist Con-vention (Colored). Sept. 13, 1859. Wm. N. Groward Louisville Kv. seev.
 NASHVILLE, TENN.-Micheal Society of Tennessee. April 13 to 15, 1859. J. H. Marable, M.D. seey. Clarksville, Tenn.
 NEWARK, N. J. Sey. John J. Ghegan, 210 Garside st. Newark, N. J., seey.
 NEWARK, N. J. New J. Shorence A. Sereen, 101 Pleasant st., New Britala, Conn., seey.
 NEW MASTLE, PA.-Grand Lodge, A. O, U. W. Septem

Conn., seey. NEW CASTLE, PA.-Grand Lodge, A. O. U. W. September, 1960. O. K. Gardner, 2201 Wylle ave., Pittsburg, Pa.

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Forte

- JEFFERSON Cli'Y, MO.-Pharmaceutical Association. June 6, 1899. II. M. Whelp-ley, St. Louis, seey.

- Association. June 6, 1895. II. M. Whelp-ley, St. Louis, seey.
  JEIKEY CITY, N. J.-Y. P. C. U. State Convention. Oct. 12, 1899. Rev. C. H. Vall, Highstown, N. J., seey.
  JULIET, ILL.-Synod of Presbyterian Church. Oct. 29, 1899. Rev. D. S. Johnson, Hinsdaie, III., stated clerk.
  JOLIET, ILL.-Building Association League of Hinols. Oct. 19, 1890. B. G. Vasen, Oninev, EL, seev.
  KANSAS CITY, MO Hiennial Meeting, Modern Woodmen of America. June 2, 1899. C. W. Hawes, seey., Rock Island, III.
  KANSAS CITY, MD. State Universalist Convention. Oct. 5, 1899. Ed. Crow, Howing, Jefferson City, Mo., Seey.
  KANSAS CITY, MD. State Universalist Convention. Oct. 5, 1899. Ed. C. Crow, Howing, Protective Association. July 11, 1859. Max Mosris, 2807 Chan.pa st., Denver, Col., seey.
  KANSAS CITY, MO.-Catholic Knights of

- Pretective Association. July II, 1829. Max Morths, 2807 Chan.pa st., Denver, Col., seey.
  KANSAS CITY, MO.--Catholic Knights of America. May 9, 1859. Jos. C. Carroll, Mon-roe Bildg., Nortoik. Va.
  KEENE, N. II.-I. O. O. F. Grand Lodge of N. H. Oct. H. 1899. Joseph Kidder, Box 94, Manchester. N. IL., seey.
  LAFAYETTE, IND.--Indiana State Court of a Ctholic Order of Foresters. August, 1859. LANCASTER, PA.-State Convention, Grand Lodge, K. of F. Aug. 16, 1859. Milton C Tysen, Lebanon, Pa., seey.
  LAWRENCE. KAN.-Pharmaceutical Scel-ety. May, 1859. F. A. Snow, Topeka, seey.
  LEWISTON, ME.-Good Templars of Maine. April 12 and 13, 1899. Geo. E. Brachett, Burgole, Sept. 12, 1859. Will H. Love, Lin-coln, Neb., seey.
  LINCOLN, NEB.-Western Travelers' Accl-dert Association. Sept. 30, 1899. Arthur L. Sheetz, Omaha, Neb., seey.
  LITTLE ROK, ARK, -Arkansas Bankers' Association. April 29 and 21. M. H. John-son, Litte Rock, Ark, seey.
  LITTLE ROCK, ARK.-Order of Eastern Star, Nov. 20, 1899. Mrs. Jennie B. Hop-kins, Recy., Mabelvale, Ark.
  LITTLE ROCK, ARK.-Grade Assembly of Arkansas. Oct. 21, 1859. Mrs. Medora A. Reid, 1109 W, 4th st., Little Rock, Ark., seey.
  LITTLE ROCK, ARK.-Grand Lodge, I. O. O. F. Oct. 34 1990. Lit Ecleberg Com

- Reid, 1109 W. 4th st., Little Rock, Ark., seev.
  keev.
  LITTLE ROCK, ARK. Grand Lodge, I. O. O. F. Oct. 23, 1889. J. B. Friedheim, Camden Ark. seev.
  LIVERPOOL, ENGLAND-United Bill Posters' Association. August, 1899.
  LONG BRANCH, N. J.- State Firemen's Convention. September, 1899. Isaac Wiesenthal, Chief Engineer, 1899. Geo W. Parsons, 107 So. Broadway, Los Angeles, Cal. Free Harbor Juluice Celebration. April, 1899. Geo W. Parsons, 107 So. Broadway, Los Angeles, Cal. Mational Educational Association. July 11 to 14, 1899. Irwin Shenerd Winoug Minn., seey.
  LOUISVILLE, KY.-A. O. U. W. Grand Lodge, February (second Turesday), 1900.
  J. G. Walker, seev., Room 9, Norton Bullding, Louisville, Ky.
  LOUISVILLE, KY.-Grand United Order of Odd Fellows. Oct. 4, 1899. Geo. E. Tempie, 2314 Washington st., St. Louis, Mo., seev.

seev. LOUISVILLE, KY.-Roval Arch Masors, Grand Chapter, Oct. 10, 1899, Henry B, Grant, 4th and Green sts., Louisville, Ky., seev.

LOUISVILLE, KY.-Roval Arch Masors, Grand Chapter. Oct. 10, 1899. Henry B. Grant, 4th and Green sts., Louisville, Ky., seey.
LOUISVILLE, KY.-F. & A. M. Grand Lodge of Kentucky. Oct 17 to 20, 1899. H. B. Grant, Louisville, Ky., seey.
LOUISVILLE, KY.-T. P. A. Convention. 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, seey. St. Louis.
LOUISVILLE, KY.-Grand Encampment, Knights Templar, August. (fourth Tues-day), 1901. Reuben H. Lloyd, San Francisco, Cal., Grand Master.
LYNCHBURG, VA - Association of Pho-tographers. March 22 to 24, 1899. H. V. Lineback Broud st., Bichmond, Ya., seey.
LYNCHBURG, VA - Association of Pho-tographers. March 22 to 24, 1899. H. V. Lineback Broud st., Bichmond, Ya., seey.
LYNCHBURG, VA - Association. Merch 5, and 9, 1899.
MADISON, WIS - State Press Association. March 8 and 9, 1899.
MADISON, WIS - State Press Association. March 8 and 9, 1899.
MADISON, WIS - State Dress Associa-tion. March 8 and 9, 1899.
MADISON, WIS - State Dental Society. July IX 1800. WIS State Dental Society. July IX 1800. WIS

Iton. Louis Vertseb. Chief, Houghton, Mich. Aug. 2 to 5, 1099
MAYSVILLE, KY. - Grand Encampment, Odd Fellows May, 1899.
MEADVILLE TA - Penosylcapia Dairy As-contained March 14, 1899.
MEMPHIS, TENN. Woodmen of World Con-vention. March 11, 1899. Sum G. Smyth, Orneba, Neb. seev.
MMMPHIS, TENN. Christian Missionary Convention. Oct. 2, 1599. A. I. Myler, Nathville, Tenn. Seev.
MMPHIS, TENN. National Association of Post Office Clerks. Sept. 1, 1899. Wm. Ag-new, Cleveland, O., seev.

NEW HAVEN, CONN.-C. B. L. State Coun-cil of Connecteut. Sept. 19, 1899. Jas. Scanton, 115 Smally st., New Biltain, Conn.,

Scanton, 115 Smally st., New Biltain, Conn., secy.
NEW HAVEN, CONN.-National Convention of Knights of Columbus. March 7, 1899.
Daniel J. Colweil, Poll Bidg., New Haven, Conn., secy.
NEW HAVEN, CONN.-National Electrotyners' Association. September, 1899. J. II.
Ferguson, New York City, secy.
NEW LONDON, CONN.-Annual Conclave, K. T. March 21, 1899. Eli C. Birdsey, Meriden, Conn., secy.
NEW ORLEANS, LA.-State Sunday School Convention. March 21 to 23, 1609. Mrs. A. Mayo, Lake Charles, La. secy.
NEW ORLEANS, LA.-Louisiana Sugar Planters' Association. March 14, 1893.
NEW ORLEANS, LA.-National Association of Master Plumbers. March 8 to 10, 1899. A. H. Brown, e37 Columbus Av., N. Y. City, secy.
NEW ORLEANS, LA.-G. A. R. Department

NEW ORLEANS, I.A.-National Association of Master Plumbers. March 8 to 10, 1899.
A. H. Brown, 627 Columbus Av., N. Y. City, seey.
NEW ORLEANS, I.A.-G. A. R. Department Encampment of Louisiana and Mississippi. April 1, 1899.
E. H. Wheeler, Box 1721, New Orleans, La., seey.
NEW ORLEANS, I.A.-K. of H., Grand Lodge, March 13, 1899.
J. Searcy, New Orleans, La., seey.
NEW ORLEANS, I.A.-R. of H., Grand Lodge, March 13, 1899.
NEWORLEANS, L.A.-Hrotherhood of R. R. Trainmen. May, 1899.
NEWPORT, N. H.,-Y. P. S. C. E. State Con-vention, Oct. 1 to 6, 1899. Frank W, Lund, Nashua, N. H. seey.
NEW YORK CITY.-Rathbone Sisters' Grand Session. Nov. 4 to 15, 1899. Mrs. E. Lo Count, seey., 2447 Eighth avenue, New York City.
NEW YORK CITY.-Sportsman's Show, Madison Square Garden, March 2 to 11, 1899. J. A. H. pressel, seey., 280 Broad-way, New York City.
NEW YORK CITY.-Shortsman's Show, Madison Square Garden, March 2 to 11, 1899. J. A. H. Dressel, seey., 280 Broad-way, New York City.
NEW YORK CITY.-Easten Chemicel Soci-ety. Aug. 21 and 22, 1899. Albert C. Hale, 551 Putnam av. Brooklyn, N. Y., seey.
NEW YORK CITY.-Easter Medical Associa-tion of N. Y. Oct. 24 to 26, 1899. M. C. O'Brien, 161 W. 122d st. N. Y. City, seey. c. E. Denison, 113 W. 12th st., N. Y. City, seey, of arrangenent committiee.
YEW YORK CITY.-Society of the Cincinnati. May, 1899.
NEW YORK CITY.-American Veterinary Wedicial Association. Society of the Cincinnati. May, 1899.

May, 1899. NEW YORK CITY-American Veterinary Medical Association. Sept. 5 to 7, 1899. Dr. S. Stewart, 7½ James st., Kansas City,

Medicai Association. Sept. 5 to 7, 1899. Dr. S. Stewart, 712 James st., Kansas City, Kan., secy.
NEW YORK CITY-National Electric Light Association. May 23 to 25, 1899. Geo. F. Porter, 136 Liberty st., N. Y. City, secy.
NEW YORK, N. Y.-Mystic Order Velled Prophets. October, 1899. Sidney D. Smith, Ilamitton, N. Y., secy.
NIAGARA FALLS-Pan-American Exposition. May 16 Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.
NIAGARA FALLS, N. Y.-United States League of Local Building and Loan Associations. July 26, 1899. H. F. Cellarius, Cinclinnati, O., secy.
NIAGARA FALLS, N. Y.-Mational Association of Car Service Managers. June 19, 1899. A. G. Thompson, Scranton, Pa., accy.
NIAGARA FALLS, N. Y.-American Fisherles' Society. June 28 to 29, 1899. Horschel Witaker, accy. Detroit, Mich.
NIAGARA FALLS, N. V.-American Association of Dental Examiners. July 28 to 31, 1899. Chas. A. Meeker, D.D.S., Newark, N. J., secy.
NORTH ADAMS. MASS.-Federation of La-

J., seey. NORTH ADAMS, MASS.—Federation of La-hor, Aug., '99. NORWICH, VT.—State Council, Jr. O. U. A. M. Oct. 4, 1899. F. W. Hawley, Norwich,

NORWICH, 11, 1990. F. W. Hawley, Norwich, W. Oct. 4, 1890. F. W. Hawley, Norwich, Vt., secy.
OMAIIA, NEB.-Knights of Ak-Sar-Ben. September, 1899. September, 1899. A. H. Noyes, secy.
OSAGE CITY, KAN.-Great Counc'l of Kan-sas, 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 Ledge. Oct. 10, 1899. R. G. Elliott, Lexington, Ky, Serv.

PARIS, FRANCE-National Editorial Asso-clation, 1900.

Clation, 1900.
PENIDLETON, ORE.—Wool Growers' Convention. March 7 to 9, 1899. J. W. Bailey, Portland, Ore.
PEORIA, ILL.—United Association, Journey-men Plumhers, Gas Fitters. Steam Fitters & Steam Helpers. Sept. 18, 1899. J. Spencer, 511 Ogden Bidg., Chicaso, Ill., seev.
PHILADELPHIA, PA.—Pharmacentical As-sociation. June, '99. J. A. Miller, Secy., Harrisburg, Pa.

PHILADELPHIA, PA.-Pharmacentus Association. June, '99. J. A. Miller, seey., Harrisburg, Pa.
PHILADELPHIA, PA.-Grand Army of the Republic. 1899. Col. Jas. A. Sexton, com-mander-in-chief.
PHILADELPHIA, PA.-National Army Nursee' Association. 1899. Miss Kate Scott, Pennsylvania, seey.
PHILADELPHIA, PA.-Women's Relief Corps. 1899. Mrs. Flo Jamicson Miller, Monticello. Ill., nat. pres.
PHILADELPHIA, PA.-Ladies of the G. A. R. 1899. Mrs. Anie Esher, Chicago, nat. seey.

PHILADELPHIA, PA.—Laures at the or. A. R. 1899. Mrs. Anale Esher, Chicago, nat. seety.
PHILADELPHIA, PA.—Car & Locomotive Painters' Association of United States and Canada. Sent 12, 1889.
PHILADELPHIA, PA.American Ornithologists' Union. Nov. 14 to 15, 1899. John II. Sage, seety. Prillad Canada. Sent 12, 1889.
PHILADELPHIA, PA.—State Veterinary Medical Association. D. W. L. Rhoads, Lanadowne, Pa., seety.
PHILADELPHIA, PA.—Patriotic Order of America. Oct. 24, 1899. Theo. Harris, PhiladelPhila, Pa., seety.
PHILADELPHIA, PA.—Patriotic Order of America. Oct. 24, 1899. Theo. Harris, PhiladelPhila, Pa., seety.
PHILADELPHIA, PA.—Chights of Msita. Oct. 17, 1899. Frank Gray, Broad and Arch sts., Philadelphila, Pa., seety.
PHILADELPHIA, PA.—Dauehters of Veterana. Sept. 4 to 5, 1889. Mrs. Vinne Bond Willis, of Massachmatts, seey.
PHILADELPHIA, PA.—California Volunteer Association. 1899. Capt. Geo. II, Petter, Providence, R. L., seev, and treas.
PHILADELPHIA, PA.—Veteran Signal Corps Association. 1899. C. W, D. Margy, Boston, Mass., seey. and treas.

PIIILADELPHIA, PA.-International Commercial Congress. June, 1899.
 PIQUA, O.-Great Council, Improved Order of Red Men. Oct. 10 and 11, 1899. W. S. Rowan, 411 Mill st., Chilicothe, O.

PITTSBURG, PA.-International Astronomic-al Congress. May, 1900. C. W. Scovil, sccy.

al Congress, Alay, 1997, C. H. S. Grand Lodge, Nov. 21, 1899. John Jacobs, 1150 E. 1st st., Pittsburg, Kan., secy.
 PITTSBURG, PA.--National Hardware As-sociation. Nov. 15, 1899. T. Jas. Fern-icy, 5715 Commerce st., Philadelphia, Pa., 1997.

scoy, PITTSBURG, PA.-Master Horseshoers' Con-vention. Oct. 9, 1899. W. J. Moore, Oak-land ave., Pittsburg, Pa., secy. POIRT 110PE, CAN.-Orange Grand Lodge. March 15, 1899. F. M. Clarke, Helleville, Ont. Can., secy. "OIRT HURON, MICH.-Knights of Maeca-hees. July, 1899. N. S. Boynton, Port Hu-ron, secy.

PORTLAND, ME.-Grand Lodge, I. O. O. F. Oct. 17, 1899, Joshua Davis, Portland, Me.,

Oct. 17, 1839, JOSHUA DAVIS, FORMAU, MCG, SECY.
POIRTLAND, ME.—Sunday School State Convention. Oct. 24 to 26, 1899.
POIRTLAND, ME.—Rebekah Assembly, I. O. O. F. Oct. 16, 1899. Grace E. Watson, Belfast, Me., sccy.
PORTLAND, ME.—Ladies' Loyal Orange Association. June 13, 1899. Mrs. Christina Milligan, 13 West st., Everett, Mass., secy.
PORTLAND, ORE.—National Educational Association. June, 1859. Athert Tozier, Secy.

PORTLAND, ORE.-National Educational Association. June, 1839. Albert Tozler, Secy.
PORTLAND, ORE.-Rathhone Sisters' Grand Temple. Oct. 10, 1899. Mrs. Nettle J. Ungerman, secy., McMinnville, Ore.
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 Gubs of N. H. May, 1899. Mrs. H. W., Hlair, Manchester House, Manchester, N. H. PoRTSMOUTH, N. H.-Fieleration of Women's Gubs of N. H. May, 1899. Mrs. H. W., Hlair, Manchester House, Manchester, N. H. PoRTSMOUTH, N. H.-Fieleration of Women's Gubs of N. H. May, 1899. Mrs. H. W., Biate Council. Sept. 20, 1599. J. H. Noyes, Plaistow, N. H., secy.
PORTSMOUTH, O.-A. O. U. W. Grand Lodge, Aug. 23, 1399. 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.-Noyal Arcanum Grand Council. April 27, 1899. John S. Kellogg, Bex S36, Providence, R. I., Secy.
PROVIDENCE, R. I.-N. E. O. P., Grand Lodge of R. I. March 17, 1899. Timothy J. Sullivan, Providence, R. I.
PROVIDENCE, R. I.-N. E. O. P., Grand Lodge of R. I. March 22. Chas. H. Mathewson, Previdence, R. I., Secy.
PROVIDENCE, R. I.-Rhode Island State Assembly. Oct. 25, 1899. Mrs. Cora Aldrich, secy., 614 Smith street, Phovidence, R. I.
PROVIDENCE, R. I.-Royal March 14, Mosley Winder, State Assembly. Oct. 26, 1899. Mrs.

Arsenhay, Ort. 28, New York, Phovidence, R. I.
PROVIDENCE, R. I.-Grand Encampment, I. O. O. F. March 1, 1899. Wm. H. Mosley, 97 Weybasset st., Providence, R. I., seey.
PUNXSUTAWNEY, PA.-Pythian Sisterhood. Oct. 4, 1899. Mrs. J. G. Percy, srcy.
PUT-IN-INAY, O.-Master House Painters' & Decorators' Association. July 5 to 7, 1899. W. J. Albrecht, Toledo, O., seey. treas.
RACINE, WIS.-Danish Brotherhood in America. Oct. 1, 1902. Viggo A. Danleison, Sta. G, 885 N. Campbell ave., Chicago, I.i., seey.
IE, 1899. C. P. Keech, Phi.adelphia, Fa., seey.
MA - Grand Commandery.

RICHMOND, VA. – Grand Commandery, Knight Templars' Conclave. Nov. 16, 1899, James B. Blanks, seey., Petersburg, Va. RICHMOND, VA. – Southern Philatelic Asso-clation. October, 1899. W. C. Lowry, Abl-

lene, Tex. ROANOKE, VA.-Virginia State Firemen's Association. Sept. 27, 1899. George G. Cummings, 210 Lincoln st., Portsmouth, Va. seet.

Cummings, 210 Lincoin st., Portsmouth, Va., seev.
 ROCHESTER, N. Y.-American Association of Farmers' Institutes Managers. March 29 and 30, 1899. F. W. Taylor, Lincoin, Neh.
 ROCHESTER, N. Y.-American Association of Opticians. Aug. 15 to 17. 1899. Mr. Hoger, 36 Maiden hane, N. Y. City, seey.
 ROCKFORD, HL.-Y. P. S. C. E. State Convention. Oct. 5 to 8, 1899. Mirs. Nellie M. Bfair, 208 Hilmois ave., Peoria. Ill., seey.
 ROME, N. Y.-United American Mechanics. Soft 12, 1899. John Senner, 1341 Arch st., Philade phia. Pa., natl. seev.
 SAGINAW, MICH.-Elsennial Convention Journeymen Barbers Octoher, 1900. W. E. Klapetzky, Box 585, seev., Syracuse, N. Y.
 SALT LAKE CITY, UTAH.-Grand Lodge, I. O. O. F. April, 1899.
 SALT LAKE CITY, UTAH.-State Medical Association of Utab., Octoher, 1890. Fiss.

Loner, Sait Lake City, Utal., seey. (Box 1166.)
 SALT LAKE CITY, UTAll-State Medical Association of Utab. October, 1839. Dr. R. W. Fisher, Sait Lake City, Utab. seev.
 SAN ANTONIO, TEX.-Estate Lumhermen's Association. Early part of April, 1859. C. F. Drake, Austin, Tex., accy.
 SAN DIEGO, CAL.-G. A. R. Encampment. April 20, 1859.
 SAN DIEGO, VAL.-Celebration of Dewey's Victory, auspices G. A. R. Estimated attendance, 5,069, principally from California and Nevada.

and Nevada. SAN FRANCISCO, CAL.-Grand Encamp-ment, I. O. O. F. Oct. 17, 1899, Wm. H. Barnes, Odd Fellows' Hali, San Francisco, Cal. series.

Barnes, Odd Fellows Hall, Sall Francisco, Cal. seev.
SAN FRANCISCO, CAL.-Protestant Episco-nal Church Convention. Octoher, 1991.
Rev. C. L. Hutchina, Coucord, Mass., seev.
SAN FRANCISCO, CAL.-1. O. D. F. Gold-en Juhilee Celebration. Oct. 18 to 20. U. S. G. Ulifford, Odd Fellows' Bilds., San Francisco, Cal., seey.
SAN FRANCISCO, CAL.-A: O. U. W. Grand Lodge. April 4, 1899. Frank S. Pol-and, Room 65, Flood Bilds., San Francisco, Cal., seey.

SAN JOSE, CAL.-Y. M. C. A. State Convention. Feb. 9 to 12, 1890. W. M. Parsons, 208 Weaver st., San Francisco, Cal., seey.
SARATOGA, N. Y.-International Association of thar Accountants. June 20, 1899. G. S. Russell, Cedar Rapids, Iown.
SCRANTON, PA.-State Council, Jr. O. U. A. M. Sept. 11 to 15, 1899. E. S. Deemer, Hox 766, Philadelphia, Pa., seey.
SCRANTON, PA.-State Council, Daughters of America. Sept. 18, 1899. T. A. Gerbig, Scranton, Pa., Letter Carriers' Associa-

THE BILLBOARD

STREATOR, ILL.-Catholic Knights of America State Council. Aug. 21, 1900, John E. Mahoney, scey., Farmer City, 111.
STREATOR, ILL.-W. R. C. K. of A. Third Thready, August, 1900. Col. J. J. Doheny, Effination, H., accy.
STREATOR, 1LL.-Biennial Council, C. K.
\* of A. Third Tuesday, August, 1900. John E. Mahouey, Farmer City, 111., seey.
SVEAUCRE, Y. C. A. B. State Engegen

Stratt A. Third Tuesday, E. Mahouey, Farmer Uity, Ill., seey, SYRACUSE, N. Y. G. A. R. State Encamp-ment. March 17 and 18, 1899. W-Grand Lodge, A. O. U. V-Grand Lodge, A. O. U. SYRAUUSE, N. Y. Grand Lodge, A. O. U. W. March 7, 1899, N. J. Horton, Dunkirk, N. Y., seey.

W. March 7, 1899. N. J. Horton, Dunkirk, N. Y., seey.
SYRACUSE, N. Y.-School Commissionera' and State Superintendents' Association, Dec. 27 to 29, 1899. Cora A. Davis, seey., Whitesboro, N. Y.
SYRACUSE, N. Y.-Knights Templar Annual Couclase. Sept. 25 to 27, 1899. Edwin C. Talcott, 121 S. Salina st., Syracuse, N. Y.
TACOMA, WASH.-Grand Lodge, A. O. U. W. April 12, 1899. Junes W. Alekens, Ual-man Illock, Scattle, Wash, seey.
TIFFIN, O.-National Connect, B. of L. Aug.

TIFFIN, O - National Conneil, D. of L. Aug. 24, 1899. W. O. Stapics, New Haven, Count., TOLEDO, O.-Ohlo Bill Posters' Association. May 9, 1899.

TOLEDO, O.-National Convention G. A. R.

TOLEDO, O.-National Convention G. A. R. 1963.
TOLEDO, O.-Ancient Order of Hibernians. April, 1899.
TOLEDO, O. -American Rambouiliet Sheep Breeders' Association. Dec. 19, 1899. E. V. Buruham, Woodstock, O., socy.
TOLEDO, D. -Fraternal Mystic Circle, Grand Rulizs, March I, 1899. H. R. Thomas, 16 Erio Av., Mt. Auburn, Uncinnati, O.
TORONTO, UNT., CAN. -Outario Educa-tional Association. April 4 to 6, 1899. Roht, W. Ioan, Terouto, Cast., seey.
TORONTO, C. R. -International Supreme Ledge, I. O. G. T. June 29 to July 7, 1899. B. F. Parker, 208 Onelda st., Milwaukeg, Wis, seey.

Ledge, I. O. G. T. June 29 to July 7, 1899.
B. F. Parker, 208 Oncida st., Milwaukee, Wis., seey.
TOIRONTO, ONT., CAN.-Canadian Medical Association. September, 1899. Dr. F. N. G. Starr, Toronto, seey.
TRENTON, N. J.-Knights of Maita, Grand Uonnuandery. Avril 13, 1899. Morgan Van Itike, Trenton, N. J., seev.
TRENTON, N. J.-Grand Encampment, I. O. O. F. Nov, 14. Grand Lodge 1. C. O. F. Nov, 15, 1899. Lewis Parker, seev.
TRENTON, N. J.-Otsego County Firemen's Association. 1899. C. C. Fylaesch, seey.
UNADILAA, N. Y.-Otsego County Firemen's Association. 1899. C. C. Fylaesch, seev.
UTICA, N. Y.-Commercial Travelers' Accident Association, 1899. C. C. Fylaesch, Seev.
VTICA, N. Y.-Commercial Travelers' Accident Association, March 13, 1899. W. R. ROW, Werwyille, Ky., seev.
VICKSBURG, MISS.-Grand Lodge Mossie Templars of America, July 4, 1899. J. E. Rush, seev., Little Reck, Ark.
VICGNIA UFACH, VA.-VIRSUIA Bookselifers' Association. July 10, 1899. J. V. Alfridina USACH, VA.-VIRIMIA Bookselifers' Association. July 10, 1899. J. V. Alfridina USACH, VA.-VIRIMIA Bookselifers' Association. July 10, 1899. J. V. Alfridina USACH, VA.-VIRIMIA Bookselifers' Association. July 10, 1899. J. V. Alfridina, Norfolk, Va., seev.
WACU, TEX.-Y. P. S. C. E. State Convention. June 13 to 15. Miss Tyler Wilkinson, Temple, Tex., seev.
WALLA WALLA, WASH-Inland Empire Teachers' Association. March 23 to 25, 1899. U. S. Bond, Walla Waila, Wash, seey.

Recy. WASHINGTON COLLEGE P. O., TENN-Presbyterian Synod of Tennessee. U.t. 17, 1859, Rev. Samuel Wilson, Maryville, Tenn.,

seev. WASHINGTON, D. C.—American Electro-Therapeutic Association. Sept. 19 to 2t, 1999. John Gerin, 68 North st., Auburn, N.

Y., seev. WASHINGTON, D. C.-Royal Order of Scot-land. Uct. 16, 1899. Wun. Oscar Roome, WashIngton, I, C., seev. WASHINGTON, PA.-Y. P. S. C. E. State Convention. October, 1899. Geo. McDon-ald, Altorna, Pa., seev.

**120** Dances and selections for violin, flate of mandolin and 12 original stage dances for violin and parno. The whole sent post free for sects frank Marding, publisher, Whitestone P. O. New York City.

**R** COUNTY Agricultural Society, of Coshocton, Ohio desires lads far the poiscorn and candy privilege at their coming fair, Oct. 10, 11, 12 and 13, 1869.

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MISS SUSIE RELMONT.

M II PHILLIPS.

Scranton, Pa., secy.
SCRANTON, PA.-Letter Carriers' Association. Sept. 4, 1859. F. J. Cantwell, Brooklyn, N. Y., secy.
SCRANTON, PA.-State Firemen's Convention. October, 1859. W. Wunder, secy., Reading, Pa.
SCRANTON, PA.-United Brotherhood of Carpenters & Joiners. Sept. 18, 1960. P. J. McGuire, Box S84, Philadeiphia, Pa., secy.treas.

arctaile, 100, 50, - Letter Carriers' Association.
SCRANTON, PA.-Letter Carriers' Association.
SCRANTON, PA.-Pennsyivania State Camp, Patriotic Order of America. July 11, 1899.
SEAFORD, DEL.-Grand Lodge, K. of P. Oct. 25, 1899. Mark L. Garrett, 703 King st., Wilmington, Del., seey.
SEDALIA, MO.-Missouri Swine Itreeders' Association. Dec. 6 to 8, 1899. F. H. Schuler, Rockport, Mo., seey.

SEDALIA, MO.-Missouri Swine Itreeders' Association. Dec. 6 to 8, 1899. F. H. Schu-ler, Rockport, Mo., seey.
SEYMOUR, CONN.-L. O. O. F. Grand En-canpment. Oct. 17, 1899. Frederick Ilots-ford, New Haven, Conn., seey.
SHELBYVILLE, IND. - Southern Indiana Teachers' Association. March, 1899.
SILVER CITY, N. M.-Grand Lodge, K. of P. Sept. 19, 1899. B. F. Adama, Albu-querque, N. M., seey.
SOMERSWORTHI, N. IL.-Baptist Sunday School Convention. Octoher, 1869. Rev. Winfield G. Hubbard, Wilton, N. H., seey.
SOUTH BEND, IND.-Women's Synodical Society of Home & Foreign Missions. Oct. 15 to 19, 1899. Mrs. F. McCrea, 1565 Ilroadway, Indianapolis. Ind., seey.
SOUTH LANCASTER, MASS.-Seventh-Day Adventists, General Conference. Feb. 14 to March 7, 1899. L. A. Hoops, Battle Creek, Mich.
SPRINGFIELD, ILL.-American Oxforddown Record Association. Nov., 1859. W. A. Shafer, Middletown, O., sec.

Record Association, Nov., 1899, W. A. Shafer, Middletown, O., sec. SPRINGFIELD, H.L.-Hllinois Optical Soci-ety, March 16, 1899, A. R. Chamberlin,

Shafer, Middletown, O., sec.
SPRINGFIELD, H.L.-Hllinois Optical Society. March 16, 1899. A. R. Chamberlin, Avrora. Hl.
SPRINGFIELD, H.L.-Hllinois State Breekeepers' Association. Nov. 23 to 24, 1899. Jas A. Stone, secy., Bradfordtown, Hl.
SPRINGFIELD, MASS.-State Convention of Y. P. S. C. E. Oct. 17 and 18, 1899.
SPRINGFIELD, MASS.-Y. M. U. A., Conference of Paid Offecrs. March 20 to 23, 1800. M. K. Murray, Itatb. Mc., secy.
SPRINGFIELD, O.-Olio Uas Light Association. March 15 and 16, 1899.
SPRINGFIELD, O.-Presbyter'an Synch of Ohio. Oct. 10, 1899. W. E. Moore, Columbus, O., stated Clerk.
STANTON, NEB.-Nchraska Saengerbund, 1990. F. Raahe, secy.
ST. JOUGUSTINE, FIA.-State Firemen's Convention & Tournament. November, 1899. Stas B. Wright, secy.
ST. JOHNSBURY, VT.-Grand Lodge, K. of P. Oct. 11 and 12, 1899. J. M. Cady, St. JONSEPHI, MO.-Medical Society of Missouri Valley. March 16, 1899. V. L. Greynor, Conneil Ruffs Lowa, secy.
ST. JOSEFHI, MO.-Mairina Society of Missouri Valley. March 16, 1899. V. L. Greynor, Conneil Ruffs Lowa, secy.
ST. JOSEFHI, MO.-Mariatis of Maccabres of Missouri Valley. March 16, 1899. V. L. Greynor, Conneil Ruffs Lowa, secy.
ST. JOSEFHI, MO.-Mariatis of Maccabres of Missouri Valley. March 16, 1899. V. L. Greynor, Conneil Ruffs Lowa, secy.
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ST. JOSEFHI, MO.-Mariatis of Maccabres of Missouri Valley. March 16, 1899. V. L. Greynor, Conneil Ruffs Lowa, secy.
ST. JOSEFHI, MO.-Independent Order of Red Men. March, 1899.
ST. LOUIS, MO.-Independent Order of Red Men. March, 1899.
ST. LOUIS, MO.-German Evargelical Luthcran Synod of Missouri. April, 1899. Rev.

1899. J. A. Kelsey, or the second s

Mo. secv. ST. LOUIS, MO.-National Federation of Musical Clubs. May 2 to 4, 1899. Mrs Thos, E. Ellison, 161 Wayne street, Ft. Wayne,

E. Ellison, 161 Wayne street, Ft. Wayne, Ind., accy.
ST. LOUIS, MO.-I. O. O. F. Grand Encamp-ment. Nov. 18, 1899. E. M. Sloan, seey., St. Louis, Mo.
ST LOUIS, MO.-Grand Ledge, K. of P. Oct. 17, 1999. John H. Holmes, Columbia Edg., St. Louis, Mo. seey.
ST. LOUIS, MO.-F. & A. M., Grand Ledge of Missouri Det. 17, 1899. John D. Vincil, St. Louis, Mo., seev.
ST. LOUIS, MO.-E. & A. M., Grand Ledge of Missouri Det. 17, 1899. John D. Vincil, St. Louis, Mo., seev.
ST. LOUIS, MO.-Laundrymen's National As-sociation. Oct. 9 to 12, 1899. Henry W. Storrer, 949 Woodland Ave., Cleveland, O.

ST. LOUIS, MO - United States Railway Mail Service Mutual Itenefit Association, Oct. 3 to 5, 1899. J. M. Brown, Atlanta, Ga., secy.-

treas, LOUIS MO.-Elks' Convention, 1900 ST LOUIS, MO.-Missouri Itar Association, March 17 and 18, 1899, J. J. Russell, Charles-tor Mo. scov.

ton Mo., seey.
 ST PAUL, MINN.--Knights of Pythias Grand Lodge, Seet. 25, 1899. Robt. Stratton, Min-nearolis, Minn. seev.
 ST, PAUL, MINN.--Royal Arch Masons' Grand Chapter. Oct. 10, 1899. Thos. Mont-gomery, seev., St. Paul, Miun.

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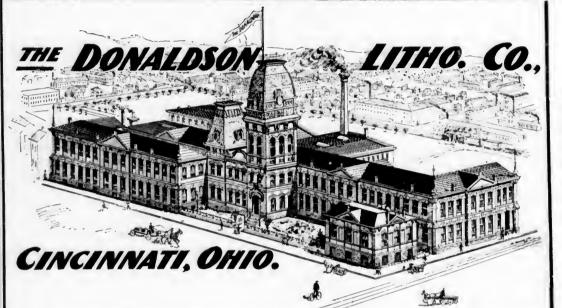
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For Three New Subscriptions we will send you this 14k Solid Gold FOUNTAIN PEN FREE. Address THE BILLBOARD CO., C, ncinnati, Ohio. Earn Yourself a Present.

DIAMOND POINT

## **Billposters** and Distributors

Located in towns which do not embocated in towns which do not em-ploy all of their time, are losing money by not being able to paint signs. We care not if you never had a lettering brush in your hands, you can paint good signs with our

# Letter Patterns.

We are putting up outfits of letter pat-terns, cut from tough strawboard, assorted sizes and styles, with a view of doing the greatest amount of work with the least number of alphabets, as follows : 2 to 10 inches—2 to 8 inches – 1<sup>3</sup>/<sub>4</sub> or 2 to 6 inches—1<sup>3</sup>/<sub>4</sub> or 2 to

4 inches.

4 inches. Each outfit consists of 10 alphabets and 5 sets of figures. Price, **\$3.00** each. We have larger and smaller outfits at corresponding prices. Each of the outfits mentioned consists of over 300 letters and characters, which is less than a cent apiece. Can you afford to do without the amount of work you have least by not the amount of work you have lost by not being able to paint a sign. We will send, postpaid,

A SAMPLE ALPHABET for 25 cents, size from 2 to 6 inches high. Some of the best sign painters use pat-terns, as they can do double the amount in the same time with them.

CIRCULARS FREE.

## **Exemplar Sign Works** Pickerington, Ohio.

R. H. FORGRAVE, Manager.

MARK A. BONDY, Distributor and Sign Tacker, Detroit, Mich 297 Cass ave.

ITHACA, MICH. Pop. 2,500.

JAS. DONALDSON, Member I. A. of D. posted. Samples put out. Circulars dis-tributed. Signs nailed up. Work guaranteed. Bills

CHAS, WOOD, Billposter and Distributor Est'b'd 1870. Office 358 Fuiton S1., Jamaica, N.Y. 1000 3-sheet boards. 100 large stands. 3c per sheet.

### THE ORIGINAL. The Only Genuine.

Perfectly Correct



Rubber Tires. Ball Bearing, Noisless, and No Dust.



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people, either house owners or wage earners. The

# John Chapman Co.

has all the billboards, and most of the bulletins in Cincinnati. also do good sign tacking and dis-Offices, tributing.

**17 LONGWORTH STREET.** 

=1.-

DISTRIBUTE CMAHA, NEB. H-U-C-A-N Through Fischer's Distributing Agency. THE LEADING SHOW PRINTERS



Railroad terminal for four divisions. Two large coal mines I. C. R. R. machine shops. Envelope and other factorics 800 running feet billboards. JOSEPH E. HEFTER, Licensed Rillposter and Distributor. Member A. B. P. and I. A. of D.

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D. ††

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Open an Academy. 🖋

THE ONLY NOVELTY.



**NEWPORT, KY.** The metropolis of Campbell County, and Dayton, Bellevne, and Brilliant, and 7 minor cities. Our boards reach a gloss population of e0,000 Member A B P. and I. A. D. Sole Licensed Bill Posters in Camp-bell County.

G. H. OTTING & SON. York Street, NEWPORT, KY.

HERBERT SMITH. Reliable Distrib-nor and Sign Tacker, EUZABETHTON, Carter Co., Tennessee.



Liberal Discounts to the trade and Promoters of Foot Cycle Academitics, Agents of Halls, Managers of Theatres, Gymnasiums, Rinks, Bicycle Schools, etc. Write for Terms and Booklet "How to Conduct a Foot Cycle Academy." Address

W. S. CLEVELAND, Manager Buffalo Foot Cycle Co. 100 Mutual Life Building, Buffalo, N.Y. Don't Consider Any Other. Agents Wanted. Send for Sample Pair W. S. C. Model, \$6.00. Buffalo Model, \$5.00.



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Are Guaranteed ABSOLUTELY NON-FILLING.

Best Quality and Full Length.

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CARBON PAPER In Clearness, Cleanliness and Durability

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FRANKLIN, PA. Population 9 000.

ALEX. BRADLEY,

City Billposter and Distributor.

PALATKA, FLA Pop 4000 H I, MILLER Billposter and Distributor Rest of references Owns all boards.

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LICENSED DISTRIBUTORS.

WM.W.HAYDEN Bedford City, Va.

Distributes Circulars and Samples, Tacks Signs. Moderate prices.

Deals in all kinds of

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so Special prices on large quantities.

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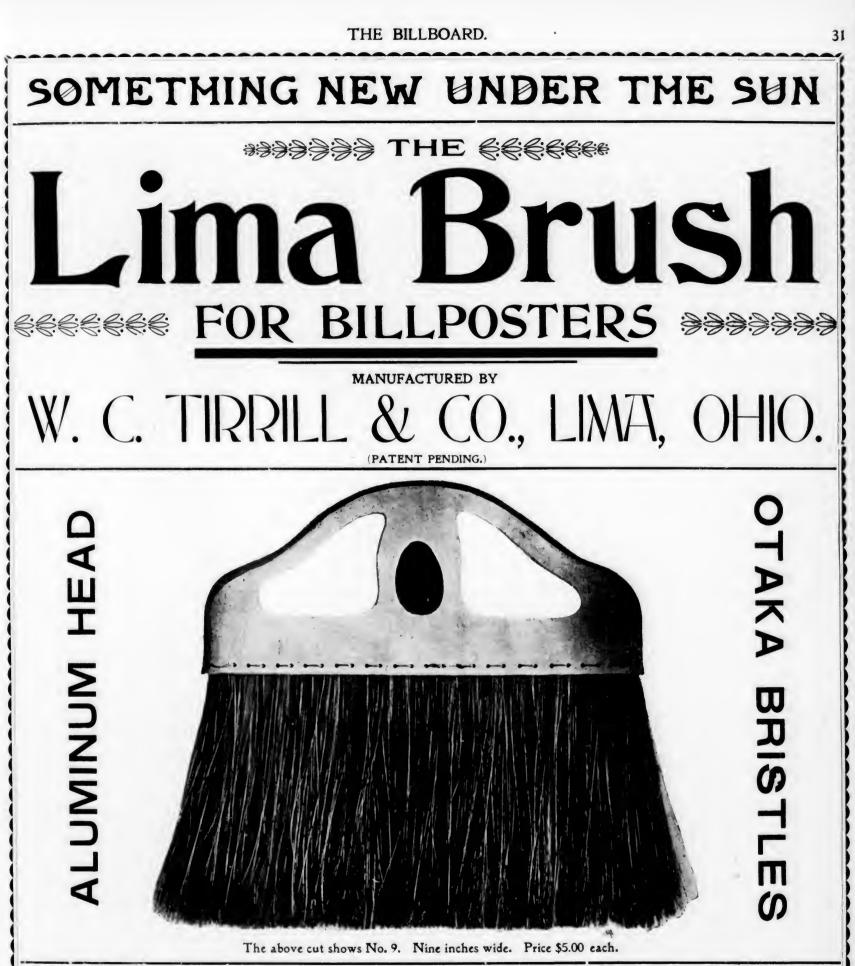
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### THE BILLBOARD.



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**THE LIMA BRUSH** Is the best billposter's brush ever made. We say it is the best, because we know it is the best. Five dollars is a big price for a cent less. It is worth more than five dollars. In fact, it is dirt cheap at that price. We believe it will drive every other brush out of the market within a vear. This is not idle tak. We are practical billposters. We have need the brush. We have tested it severely. We know what we are talking about. We know that when once a billposter tries this brush he will never use any other thereafter. The head of this brush is made of aluminum. It is all metal, no wood. Munimum is a metal that is barder than iron and lighter than wood. The Lima Brush weighs less than a wooden-head brush. Furthermore, the handle socket has a better shant than it is possible to give to a wooden-head, and, therefore, the handle has a better bearing. The head does not absorb water, and, therefore, does not absorb water, and, therefore, they are better, longer and more durable bristles than were ever put in a paste brush before. They will wear twice as long as ordinary bristles. They are set in shellac, inserted in an aluminum pocket and sewed through and through with copper wire. There are no into tacks to rust out. In fact, the brush is indestructible. The bristles, of course, will wear ont eventually, but the head—never. The head is so constructed as to prevent surplus paste from running down the handle. Even now we have not told yon the half of its merits. You donbt it? You think this is drawing it pretty strong? Well, listen. Here is where we make good :

SPECIAL OFFER ON ONE HUNDRED BRUSHES TO INTRODUCE THEM.

TO ANY BILLPOSTER who will send us \$4.75 we will send one of the above brushes by express, all charges fully prepaid. We will allow him to use it thirty days. At the end of this time, if he is not fully satisfied, in fact, if he can be persuaded to part with the brush, we will give him his money back. Signed, W. C. TIRRILL & CO., Lima, O.

How is that for a guarantee? Now do you think we are blowing, or do you believe we have the finest brush in America? Remember this offer is for the first one hundred brushes only. We want to get the brush into the hands of billposters quick. Conuting out the express charges (which we prepay), we lose a little money on every brush. We will sell but one brush only to one person at the special rate. As soon as the first hundred brushes are sold, the regular price (\$500) will prevait.

### THE BILLBOARD

# I WANTTO MAKEYOUR POSTERS

That is the burden of my song to-day.

- I can give you humorous posters or
  - sedate posters, plain posters or
  - × beautiful posters, one-color 🧩
  - × posters, two-color posters, 🧩
  - × three-color posters, four- 🧩
  - color posters. ×

I have the best poster artists in the world

and can suit your taste.

# And my Low Prices will make Eyes Bulge

This Geo. W. Childs 8-sheet poster is lithographed in four colors, and is about 916 feet high and 7 feet wide.

I will make for you 1,000 8-sheet posters in four colors, from an original sketch, for four cents per sheet, and no pay unless the sketch and execution in every detail is satisfactory to you. I will post 1,000 8-sheets in New York, Chicago and St. Louis for two weeks, for \$584, or \$904 for the printing and posting, and if you will promise not to tell. I'll knock off the odd four dollars. Figure out ALL other methods of advertising these three principal cities, and you will find that this amount of money will last about 24 hours.

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tions



### EVERLASTING OIL-CLOTH POSTERS. INDESTRUCTIBLE MUSLIN POSTERS.

For tacking on to barns, trees, stores, etc. Just the thing for use in smaller cities and towns for general advertising; just the thing for tacking onto the sides of stores where your goods are for sale in big or little cities.

Tell the people about the merits of your goods on the big billboards around town, then tell them on the side of each store that the goods are for sale in that identical place-a reminder at the time they are about to buy SOMETHING similar to your goods.

I print these posters in lots of 500 to 5,000,000, in all sizes, as large as 42x60 inches.

The following sizes are recommended : 12x36 inches, 12x48 inches, 24x36 inches, 24x48 inches; 24x60 inches, 36x48 inches, 36x60 inches. The largest sizes will run about 25c each, and the smaller sizes down

as low as 5c for oil cloth, and less for muslin. These can be tacked up for you at from 2c to 5c each - and you

needn't worry over the details, but leave it all to me. Tell me what size or sizes yon want, what quantities you can use, where you want them placed, and I'll tell you what it will cost you.

I post posters in every city, town or village in the United States, and no charge for any part of the service that doesn't meet the specifica-

Place your entire order with the Long Distance Billposter. PHONE 2074-38.

EROUSL

Sam W. Hoke, <sup>251</sup> Fifth Avenue, N. E. Cor. 28th St. New York

251 Fifth Avenue,

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