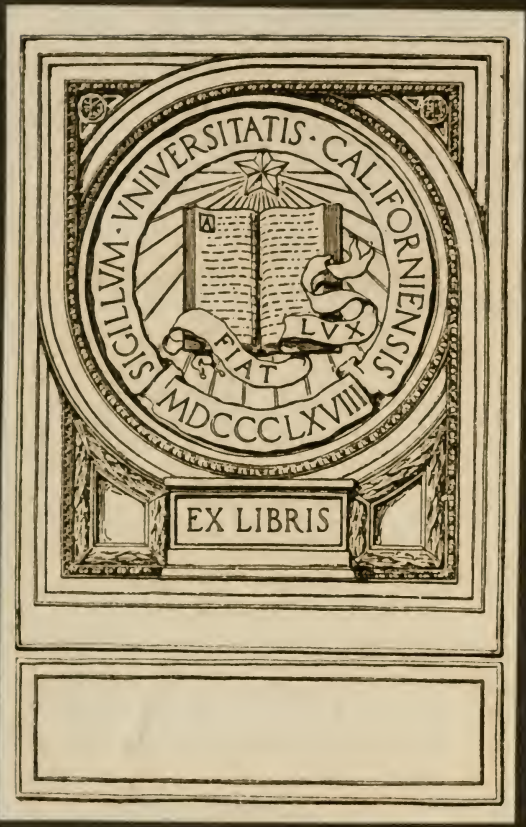


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THE ART OF
SUCCESSFUL NEWSPAPER
CORRESPONDENCE.

BY MORRIS J. WHITE.

Including a Directory of the Newspapers of the
United States to which news can
profitably be sold.

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TO THE
ANNALS

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The Art of Successful Newspaper Correspondence.

To begin with, don't read this just once and lay it aside. Read it every day until you learn it. Then you will profit by it.

The sphere of a newspaper correspondent is radically different from that of a reporter on a city daily. The reporter is looking for news of a local interest. The correspondent is looking for news of interest in some other city.

The best market for a newspaper correspondent is the morning paper. It pays only half the telegraph rate that the afternoon paper does, so it can afford to buy twice as much. Besides, most of the good news of a day happens too late to telegraph to afternoon papers in other cities. They go to press at from 2 p. m. to 3 p. m. and in order to get a story to them in time for publication it has to be sent by 1:30 or 1:45 at the latest. Thus, practically all the afternoon's news is shut out, except for extra editions, and it has to be pretty important news to warrant tolls for extras. As a city does not completely awaken until after 9 a. m., when city officials and the heads of banks and business concerns and lawyers arrive at their places of business, courts open, etc., and as state news does not begin to come in until 10 o'clock, the range of the correspondent for afternoon papers is very limited. That of the correspondent for morning papers lasts until an hour or so after midnight. So this book is devoted mostly to the morning paper work.

The greatest essential of successful newspaper correspondence is to develop the faculty of getting news, instead of the faculty of fluent writing, as so many people suppose. Newspapers want facts. They have editors and copy readers whose business it is to whip the facts into order if they do not arrive

in the best of condition. If you send all the facts, if you scoop your rival a little, you need not worry about whether your story will be satisfactory.

But do not let this statement induce carelessness or negligence in writing. The best writer always has the preference if other things are equal. It is only when the poor writer has his facts most complete, and accurately set forth, that he triumphs over the good writer. So try to be both a good writer and a good news gatherer, but first of all, a good news gatherer.

LEARNING THE GAME.

Just how to go about getting news is a puzzle to the novice. Nine days of every ten dawn with a clean slate for the newspaper correspondent. He has not the least idea what the day will bring forth, and in that lies the chief fascination of the business. There is just one paramount rule to observe—keep your eyes and ears open, think of the significance of what you see and hear and whenever you get a tip, think quickly and act quickly. The average person without newspaper training sees without really seeing and hears without really hearing; that is, he does not stop to consider the meaning of what he sees and hears.

A man or woman who has had actual newspaper experience naturally has an advantage in the correspondence field over one who has not. But that need not discourage the outsider. There is only one way to learn newspaper work, and that is to go after news and use your wits to get it. This can as well be done by a free lance as by a reporter connected with a newspaper.

In planning a campaign remember this:

Never go to a man and ask him if he has any news.

Almost invariably the answer will be in the negative, even if that man is loaded with news. He cannot think of what he knows in the line of news on the spur of the moment.

Lay out your campaign before you approach a man. It is best to have some definite object to lead up to. If you haven't, but are simply seeking to develop something, such as is generally the case when a prominent man comes to your city and you are sent to interview him, fortify yourself with some carefully prepared questions to ask—questions on subjects in which he himself is likely to be interested. That will start a conversation, and if he is an authority on the subjects you have brought up, he will very soon be saying something worth printing.

Men in the public eye, whether statesmen, the heads of business or educational institutions, or men prominently identified with such institutions, in short, men who play a part in big affairs of any sort, always have news. It depends on the skill of a correspondent to bring it out.

The rule applies to all quests for news. Start a conversation. If the man you talk to does not happen to have any news he may say something which will give you a tip leading to big results. Even when covering "routine," (the news of police stations, courts and offices in city and county buildings which is prepared and waiting for all reporters to come in and look at), the people you talk with may give you an inkling of a much bigger story than is contained in the official records you are picking up.

In approaching a man who is disinclined to talk, always impress him with the fact that you are trying to do him a favor, not an injury; that there is a story to such-and-such effect, and that all you desire is the truth of it, and have come to him because he is the fountainhead of knowledge on that subject. One very old and very successful ruse to open the mouths of men and women who rebuff newspaper men is to give them to understand, by inference, if possible, in preference to direct words, that you know all about "the other side" of the case and only desire to be fair in getting this side of it.

In any event, never give up until the paper has gone to press—you will be surprised at what obstacles you will overcome.

No matter how small a city, it has some man or men who are known to the outside world. Cultivate them, and in their conversation you will find a continual source of revenue. You must understand, however, that these men do not care to talk on trivial subjects. They are too busy to bother with trivialities, else they would not have gained prominence. There is always something new in the affairs in which they are interested. Plan to draw it out.

Their opinions on important current news are valuable. In view of this, keep an eye on what's doing in the world. If something happens in another city, such as a business or political development, in which a prominent man of your city would be interested, ask him what he thinks about it, what conditions led up to it, and what he thinks it will lead to. Almost anything he says will be of value. Often the simple fact that a man declines to talk on a given subject is the best kind of news, owing to the inferences which can be drawn, or the circumstances of his declination.

If a prominent politician visits another one, especially if they be of different cities or states, why does he do it? If a city official or other prominent man goes to some other city, what is his object? If a club, civic board or other organization is called in a special meeting, what is in the air? Why couldn't they wait until the regular meeting? If a big block of real estate is sold, what does the new owner intend to do with it? In fact, there is a "what" to almost everything that happens. Answer those "whats" and you have news.

To get these tips, mix with people of all classes. Visit the sources of routine news, such as courts, county and city offices, police stations and hotels.

Often you will find news ready made. All you have to

do is to grab it, and perhaps get a few details. Never get discouraged. The very best news always breaks suddenly and unexpectedly. That is why it is the best. In the newspaper field more than in anything else, the means to success is eternal vigilance. Read all the papers published in your city, and keep posted.

You can get many tips from them, and many complete stories.

It is all right to file news taken from an afternoon paper to a morning paper in another city, or news from a morning paper to an afternoon paper in another city; but never file a story a day old from one morning paper to another morning paper. It is better to miss an item altogether than to file one 24 hours old and have your paper detect you in it. A story is news only when it is new.

When you get your news, offer it to your papers in the form of a query. That is, wire them a brief outline of what you have. If they want it, they will order it. This process is more fully explained further on in this book.

DIFFERENT CLASSES OF NEWS.

The news a correspondent wants is of three kinds—news of a color local to the city in which the paper to which it is offered is published, news of a general interest throughout the country, and state news.

The first is by far the easiest to sell. It consists of matters which directly concern the city in which your paper is published, or concerning some person a resident of, or well known in that city, or concerning something which has happened in that city, thus having a direct interest there. The special correspondent generally has a clear field on this, because the Associated Press or other news associations do not carry items of a local character. Though the service of these associations is very extensive, they cannot handle everything that happens in the world, or even in the United States.

As examples of this kind of news: If a prominent man from some other city is in your city, and gives an interview upon any subject, offer it to the papers in the man's home city. Find out the object of his visit. That will make a good item. If either a man or woman from some other city is married in your city, it is news in that party's home city. It is still better news if elopers come to your city and marry, or try to marry and fail. If a robbery or murder has been committed in some other city, no matter how long ago, and the culprit is captured in your city, it is of more interest in the other city than it is in your own. Or if some resident of your city goes to some other city and does something noteworthy, the papers in that city will want something concerning his identity, career and accomplishments. In short, look out for **anything** in which the name of another city is mentioned.

News which is of interest in several cities the Associated Press is likely to carry, for enough of its papers desire it to make it an object. A story of very large character you generally will not do much with, because everybody wants it and the news associations will cover it thoroughly. About the only chance you will have to get an order on it will be to offer some sidelight or feature which the news associations have not had space to cover. Or if it happens to be a story hard to get at, you might get an order if you offer it early. The Associated Press often is late with its stories because it depends upon the newspapers in the various cities for most of its news and if a story happens to be delayed in the newspaper office the Associated Press cannot get it early.

THE EASIEST MONEY.

The best class of general news to sell is sporting news. The news associations carry lots of this but there is such a plethora of it that they also forego lots of it, or handle it in such brief form that it is insufficient for most papers.

Baseball, prize ring and football are the most in demand, ranking in the order named. In baseball, if you reside in a major league city the doings and sayings of the owner, manager or players of your home team are of interest throughout the circuit. Shifts in the team, trades or purchases of players, and plans for the future all command attention. If you are in a minor league city, your club is likely to sell a player to some major league club, or some scouts may happen in to look over certain players. There may be some unusual feature of a game, such as a no-hit game, or a fight between players or an attack on an umpire. If you happen to be a baseball writer you can cover the games for papers in other cities which do not send staff men with their teams. Whether you are in a major or minor league city, the papers in the other cities of your circuit always want any news you have regarding any of the clubs.

Newspapers of all kinds and sizes are greedy for prize ring news. It doesn't make much difference whether a fighter is well known or not. Every prize fighter is his own press agent, and this fight stuff is the greatest bunc that ever was exploited for news. Any man who can don a pair of gloves and live through a preliminary can get attention on the sporting pages by bragging what he intends to do to some one higher up. If a fighter already prominent spills such talk it is grabbed for like free ice cream. A fighter does not have to be a champion, or even a near champion, to be prominent. He only has to do or say something to make himself talked about. Whenever you sell an item on him you increase his value for more. It makes no difference what he says. A fighter may say one thing one minute and contradict himself the next. A wise correspondent will sell the first remark the day he gets it and hoard up the other until the following day, then sell that too.

Football news is more local in character than baseball or fight news. Nowadays every state has its university. The large states have several. News of a university football team

is good in the cities of each state which has a college on that team's schedule. For instance, Ohio has several well known colleges—Ohio State University, at Columbus, Case and Western Reserve in Cleveland, Oberlin, Miami, and others. If any of these plays in any other state, a story of the game can be sold to every paper in Cleveland, Cincinnati and Columbus. Toledo, while practically as large a city as Columbus, is shy on newspaper enterprise.

Stories of the team's practice, or of the individual players, especially in case of illness or injury, or penalties in studies which may keep them out of the game, and remarks and plans of the coach are valuable. Students in college cities do a great deal of this football correspondence, but their lack of actual newspaper training induces papers in many large cities to intrust their football correspondence to some experienced man in the largest city of the state, who can cull the cream from what the college correspondents send in and forward a concise story.

College baseball and track sports are covered in the same way as football.

Other sports, golf, tennis, yachting, baseball, wrestling, shooting and even skating, skat, chess and checkers are salable to a limited extent—always to cities from which the visiting contestants hail. Horse races are not of great consequence, as the news associations generally carry all that is wanted of them.

WIDEST RANGE IS IN STATE NEWS.

State news is in a field by itself. It is the most lucrative of all to correspondents who can get in right on it. The great bulk of it is sold to the papers of the large cities of a state, which have a state wide circulation. These papers take practically everything that happens. They use it in their state editions only, then throw it away to make room for late general news. In states like New York, Pennsylvania, Ohio, Illinois,

Michigan and a few others which contain cities of half a million or more population, a correspondent in a small city can make a hundred dollars a month from just one big paper. A city of 30,000 to 50,000 population is apt to furnish a dozen items in a day. There is a minimum rate on them, generally 35 cents, though some very good papers pay but 25 cents. But they pay enough for the stories that exceed one hundred words to bring the total for a day's correspondence up to from three to five dollars. A correspondent handling two such papers has a good thing, especially as he can sell a considerable portion of the same news to large papers in adjoining states which have a circulation in certain parts of his own state.

Chicago papers, for instance, cover Michigan and Wisconsin almost as thoroughly as do the Detroit and Milwaukee papers respectively. Cincinnati papers circulate largely in Kentucky and Indiana, besides in Ohio. The Cincinnati Enquirer circulates everywhere in the United States and takes news from everywhere. Cleveland papers are somewhat restricted. They cannot go far south because they meet the competition from Cincinnati and Pittsburg; to the west they are shut off by Chicago and Detroit; to the east they collide with Buffalo. Chicago papers have a clean sweep to the west and northwest until they reach the zone of the Denver papers. St. Louis shuts off Chicago in the southwest, and takes for its own general territory, all the great southwest to the farthest corners of Texas. News from anywhere in that section can be handled for St. Louis papers much as state news is. Philadelphia and Pittsburg divide Pennsylvania. New York has its own state, New Jersey, Connecticut and Rhode Island and a fair general circulation in the rest of New England, with some in the middle west. Boston makes a specialty of New England. The southern states east of the Mississippi are in the sphere of Baltimore and Washington, except Tennessee, Louisiana and Mississippi, which are better covered by Cincinnati, Chicago and St. Louis.

While the big papers in these cities want the best news of a nature local to outside territory in which it originates, they do not use it as freely as they do news from their own states.

THE FEATURE STORY.

One strong point in state news is the feature story. A feature story is one which is not of great intrinsic importance but has an odd turn which makes it interesting. It bears the same relation to news that fiction does to history—interesting, but that is all. A state correspondent can use feature stories ad. lib., sent by mail. Only the best of them are good enough to send by wire to papers in other states. These must be short. Fifty to a hundred words is all that newspapers care to pay tolls on. Except in state news they have to go by wire because if you mail them the editors will fear that they are old, even though you may have dug them up exclusively for yourself.

Some feature stories partake of the sensational, in which case they rise above the feature class. More newspapers will buy sensations than will accept the simple feature stories. Sensations also will draw the biggest orders. If prominent persons are involved the papers will take almost any amount you offer—providing the story is not so big the Associated Press carries it, in which case you are shut out. But you are not supposed to know anything about what the Associated Press carries, so query everything.

The subject matter of a feature story is of little consequence. It is the oddity that counts. An odd accident, odd adventure, odd case of animal intelligence, odd tragedy, odd romance, odd marriage tangle, odd medical case or surgical operation, all are equally good for papers that like feature stories. Sometimes a single hundred word item can be sold a dozen times.

It will not do, however, to query all newspapers on feature

stories. Some editors will not touch them and will reverse tolls on you. Afternoon newspapers will not take feature stories by wire because of the costly tolls. There are some that are glad to get them by mail, however.

Newspapers like to get as much matter by mail as possible, for their telegraph bills are one of their largest editorial expenses. A state correspondent, especially one serving an afternoon paper, can send a great deal of matter by mail, for he lives near the city in which his paper is published. Any time a state correspondent is certain he has a story some other correspondent knows not of, he should mail it. It will be only three or four hours reaching its destination; often not more than two hours. In that way he will get much more money out of it himself, for the paper will use two or three times as much of a long story if it gets it without the expense of telegraphing. A thousand word story mailed may all get into the paper; if queried, the chances are the order would be "Send 200," unless it was an exceptionally good story. Thus the correspondent would get \$3 for it, instead of seventy-five cents.

Afternoon papers are not as shy of mail stories as morning papers are, for good news which turned up too late in a day for them to get by wire is still good news when it appears in the office bright and early the next morning, while news mailed to a morning paper cannot be less than twenty-four hours old when it is published, unless it is sent a very short distance.

The correspondent in a large city finds the value in state news to lie in relaying it to other large cities which have papers circulating in his state. Many papers rely on their correspondent in the largest city of a state to cover the entire state for them. That often is a lucrative source of income, because the news associations do not carry such news. The Associated Press has a state wire in all the states of large population. On this wire general news is cut to a small proportion of its original bulk and short items of state news are handled in its stead. As

the Associated Press main wires carry only general news, these state items never are sent outside the state unless they happen to be of general interest. Often items which actually are of general interest are not sent out.

SMALL CITIES AS A FIELD FOR NEWS.

While most news of general interest originates in the large cities, the correspondents in small cities that are college towns, or state capitals, or have large business interests, ought to do particularly well with general news. Such cities as Gary, Ind., Lorain, Ohio, Battle Creek, Mich., Duluth, Minn., Butte, Mont., and a score of others, while small, have business enterprises of national renown. Many of the great colleges are located in cities of less than 25,000 population. The capitals of most states are in comparatively small cities.

In state capitals the political pot almost always is boiling. A little prying into politics is apt at any time to disclose a turn of national interest. If a legislator plans to introduce some unique bill and you can learn of it before hand, you have a clear field on it. These, and bills affecting railroads, or other interstate institutions such as insurance companies, or large business corporations, or church organizations, are good news in other states. So is an original policy or crusade by the governor, or a campaign against a United States senator or a congressman, or a campaign affecting a state delegation to a national convention.

In college towns there are many professors and thousands of students from other states. Their doings and sayings and accomplishments will be of interest to papers in their home states. Often there are prominent members of the faculty and even students, whose accomplishments constitute news of general importance. Capt. Sealby, who was in command of the Steamer Republic when she was sunk in a fog, entered Michigan University after that episode, to study admiralty law, instead of returning to the sea. In one of the far northwestern states an ex-congressman entered college in the fall of 1911.

A MINE THAT IS NEGLECTED.

Practically all college news is handled by student correspondents, and most of them, in their enthusiasm for what does most to keep the name of their university before the public, can see nothing but the football, baseball and track teams. In overlooking news of the students and the faculty, they ignore a field as fertile as that of college sports.

Suppose, as an example, a student is acting as a correspondent in one of the universities in Chicago. A student from Missouri is elected an officer of his class, or editor of the college paper, or wins a place on a debating team, or writes a college song, or makes the football or baseball team or shows up well in track athletics, or has an accident, or in any other way attracts attention—Missouri papers want it, five of them in St. Louis, four in Kansas City and a couple in St. Joseph. The chances are that more than half of them would order a hundred or more words of the story and the correspondent would make three or four dollars on it. A big university is likely to have students from every state in the Union, and a correspondent who keeps his eyes and ears open can make a good living from what seems to the average, unobserving youth to be commonplace incidents.

I know of a case in which a student correspondent of a middle west university wrote to the big papers in every state asking them if they would not like a list of the students enrolled from their state and what they were doing. Almost every paper answered in the affirmative and he made more than a hundred dollars from the work.

The president of a large college or university generally is a figure of national importance. His opinions on public affairs, educational matters and sociological problems always are a matter of interest. Many of the faculty also are prominent. News regarding instructors who are not prominent can be sold in the states from which they hail.

Afternoon papers confine their special correspondence almost exclusively to state news and to matters with a feature local to their own city, because of the high telegraph tolls. On very important subjects they will order special stories from cities outside the state. They will order short items from outside the state if they have an end local to their city. A few of them that make a specialty of sensational stories will take anything of that nature that turns up anywhere. A few others that operate or are connected with a news service other than the Associated Press will take general matter in small doses for the use of their service. For these reasons it hardly pays to bother with afternoon papers except for state correspondence.

In fact, for a man who is serving morning papers, to serve afternoon papers also will actually cause him a loss. Suppose a story turns up good for New York or Chicago. High telegraph tolls will prevent most of the afternoon papers ordering it. If you query it, probably you will get an order from just one of them, and that order will be small. You will make from fifty cents to a dollar on it. But if you had left it alone, taking a chance on the Associated Press or some other correspondent sending it out, probably you would have sold it to at least three morning papers at from one dollar to two dollars each. In short, you would have made a profit of from two to five dollars by letting it alone in the afternoon, for if you sell it to just one afternoon paper it will kill the sale of it for morning papers altogether.

There is little danger that anyone else will send it to afternoon papers, owing to the conditions described in the foregoing paragraphs.

THE NEWS TO LOOK OUT FOR.

While the exact sort of news any paper or papers will want cannot be told, for the reason that whenever there is a shake-up in the editorial seats new ideas come to the front, a compre-

hensive summary of the classes of news to look out for can be quite accurately set forth. In brief, the news a general correspondent wants is as follows:

Items regarding people of other states who visit your city, especially prominent men and women. Ascertain the object of their visit and get them to talk about it.

Prominent people of your own state and city as well as of other states can figure in general news, while people not well known furnish items good only for the city from which they came.

Get court cases in which people of other states are involved.

Weddings and divorces in which people of other states figure.

Business deals involving \$100,000 or more, such as the merger of big firms or banks, the establishment of new ones or the sale of old ones. Also failures and lawsuits.

Look out for corporation news, especially of telegraph, telephone, railroad and power companies.

Political news that has a national bearing.

Accidents and murders are good if some prominent person is involved, or some person from another state, or if there is some sensational feature.

Fires which destroy large business concerns or the residences of wealthy or famous men.

Crimes of the "big" class, such as embezzlements, bank wrecking, and swindles.

Feature stories of unusually good quality, especially if they can be illustrated.

All sorts of sporting news. This is easiest to get as well as easiest to sell, because all men connected with sports, except the sedate major league club owners, like to talk of their accomplishments and plans.

Always look out for a chance to illustrate a story. Photographs are in good demand and most papers pay well for them.

Photos to accompany the announcement of an engagement or the story of a wedding are particularly salable.

State news correspondents want practically everything out of the ordinary that happens in their town.

Perhaps the best way to convey a good idea of salable general news is to give a list of items I sold in one month to a single Chicago paper, the month selected being one in which a varied range of news turned up, and not much of it feature stuff. It was October, 1909, the matter being filed from Detroit. On only one day, aside from Sundays, did the paper fail to order at least one story. The total for the month was 12,325 words. That is better than the average for general correspondence, but a state correspondent serving a big paper in the largest city of his own state often can double such a file. The stories were as follows, many of them being filed to other cities also, enabling me to sell them several times:

Manager Jennings on World's series chances. Capt. Sealby attending Michigan University. A woman tortured. City backs a ball team as an advertisement. Football. Hazing at a college. A move of the Wholesalers Association. Interview with a Chicago man. Athletic field for co-eds at University. Bell hops' graft. A murder. Betting on World's series. Another on the same. Dr. Cook's visit. Police Commissioner's radical move. School of religion. Evangelists speak from auto. Story on Manager Jennings. University flag rush. Senator Burrows story. Baseball. World's series betting. Baseball. Physician arrested. Mad bull escapes. Ban Johnson. A murder. Ticket scalpers. Stanley Ketchell's mother. Baseball. Mail story on municipal graft, 3,000 words. Baseball aftermath. A defaulter. Baseball. Prize fight. Defaulter. Jilted youth takes life. Baseball. Mob of women riots. Ty Cobb's auto. Ship launch. Church story. Baseball. Furniture factory story. Baseball. Y. M. C. A. plans. Jennings signs. Secretary Dickinson not entitled to life saving medal, 1,000 words. Baseball.

College story. Detroit United Railway story. Divorce. Anti-treat society. Story on Ex-Secretary Newberry. University endowments.

The baseball was short items regarding the club and players.

TRIVIAL MATTERS TO FIGHT SHY OF.

A study of the sort of news wanted is no more important than a consideration of what is not wanted. This is brought to mind by the fact that editors everywhere are receiving from individuals in small cities, and even villages, hundreds of miles distant, crudely written items regarding people and happenings which hardly would be worth printing in the towns in which they originate, much less in large cities. Generally they are accompanied by letters sprinkled with wise-sounding newspaper terms, used in a way indicating only a vague idea of their meaning, unmistakably the earmarks of lax study or incompetent teaching. Whichever it is, it has made them jokes instead of newspaper correspondents. So a warning is in order right here.

Never send trivial matter to a newspaper just because you have nothing really good to send. Editors never use anything simply to call attention to the fact that your town is on the map. They are disgusted at receiving trivial items. Nothing will queer a correspondent so quickly, not even lack of reliability.

The word "trivial" is subject to a double interpretation in this connection. If some one steals a thousand dollars and is arrested, the papers of your own state might use it. But to the papers of other states it would be trivial. If he should steal a hundred dollars and be arrested, that would be trivial even in your own state, unless he was a prominent person.

A state correspondent can use almost any class of news, court cases, police cases, accidents, crimes of all kinds, business news, deaths of prominent people or old residents, anni-

versaries of various kinds, conventions, meetings, church news, weddings, in fact, anything that is not utterly inconsequential. There is no way to draw a deadline between what is trivial and what is not, but the use of a little common sense will enable the correspondent not to get too far below the standard. The best plan is to read the paper and take note of what gets in. Then you will know what to send. Editors have widely differing ideas. Some will use what others reject.

The great bulk of state news is decidedly trivial to papers at a distance. If there is another large city right on the border of your state, as Chicago is to Wisconsin and Indiana, for instance, or Pittsburg to Ohio, or Cincinnati to Kentucky, the papers in that city will use your state news. Only state news of general interest is wanted by papers on the far side of other states. Of course, there often is in your state news an item concerning some other city or some person of some other city. Such stories are readily salable.

The best way for a general correspondent to judge whether to query a story is to "put yourself in his place." Suppose you reside in Cincinnati and are correspondent for a Chicago paper. If a black hand artist dynamites a house it makes quite a stir in Cincinnati. Size up the magnitude of the story, how many killed, how much financial damage, etc., and consider whether you would be interested in it if it had occurred in Chicago. If not, then Chicago will not be interested in it because it occurred in Cincinnati. That, I have found, is the surest way to avoid offering what appears to the editors as trivial. If for any number of consecutive days I fail to apply that test, I find myself the recipient of a call down for offering matters of slight value.

Don't send stories long distances by mail, unless you have something you know is exclusive and can inform the editor so. The natural supposition is that stories which spend twenty-four hours or more on a train are stale when they arrive. Stories of a special nature often are ordered by mail; that is a different matter.

THE SPECIALTIES OF CERTAIN PAPERS.

Almost every newspaper is partial to some certain kind of news, because of the business or social interests of its city or the character of its circulation. In testing out this demand and studying the results, lies one of the broadest avenues to success. The most notable instances of specializing, the names of the papers and the kind of news they particularly desire, are given herewith:

New York Times—Aviation, art, wealthy men, particularly titled foreigners, society weddings when one or both parties are known outside their own city, politics.

New York Sun—Accidents, crimes, general news, and big stories which it must have for its news service, it being without the Associated Press.

New York Press—Feature stories, the very best only, and romance.

New York American—Sensations.

New York Herald—Politics and large public affairs, wealthy men, society weddings, aviation.

New York Journal—Sensations.

New York Morning Telegraph—Theatrical and sports.

Boston Globe—Baseball and harness races.

Philadelphia Record—Short, odd features, automobile news.

Philadelphia North American—Sensations.

Chicago Examiner—Needs the best of all sorts of news, being without the Associated Press.

Chicago American—Sensational.

Chicago Inter Ocean—Takes considerable sporting news.

St. Louis Globe Democrat—Takes considerable sporting news.

Pittsburg Gazette-Times—The very best features of a romantic trend.

Indianapolis Star—Automobile news and sports.

Cincinnati Enquirer—The best features, preferably short, sensations, politics, sports, local option, especially "dry" defeats.

Cleveland Leader—Lake marine, sports.
Cleveland Plain Dealer—Lake marine, sports.
Cleveland Press—Sensations.
Buffalo Express—Lake marine.
Washington Post—Sports.

This enumeration does not mean that the classes of news specified are the only ones these papers will order, but the classes they are more likely than not to order. Neither does it mean that these are all the papers in the country that are good to have on your list. Some of the best ones are not mentioned because they do not specialize on anything. A complete list of papers correspondents should keep an eye on is given further on in this book.

Just what paper is best for a correspondent to have depends upon where he resides. A correspondent residing in the east naturally can make more money from a New York paper than he can from a Chicago paper, and vice versa. Which points out a vital essential of your campaign—get the correspondence of newspapers in the nearest large city. Even if you reside in the largest city in the country, the principle is the same. New York news is of more interest in Philadelphia and Boston than it is in Chicago. But from the viewpoint of the general correspondent, the correspondent anywhere east of the Rockies, there is just one best paper to have—the Cincinnati Enquirer. It orders a bigger variety of news than any other newspaper, and more of it, though it rarely takes a long story except from points in Ohio. It wants photographs of every person and thing of consequence. This statement must not be taken as an opinion as to which is the best newspaper in the United States—simply which is the best one for a correspondent to have aside from the big city papers of his own state. It is good for another reason—it rarely sends staff men out of Ohio, while New York and Chicago papers send staff men on comparatively slight stories.

Neither does this mean that the Enquirer will order every thing that is offered. On the contrary, the Enquirer is very discriminating. If you offer good stuff, you will sell it; if you offer trivial or silly things, or stale things, you will get turned down, and turned down hard.

The papers whose correspondence is worth while form quite a bunch. There are a number of pretentious papers published in large cities, whose correspondence is not worth bothering with, because their rates are too low. There are a few from whom you are likely not to get your money.

There are some more which are not of value to the general correspondent because they order too sparingly. Still others are afflicted with news editors or telegraph editors who have a chronic grouch so distressing as to prevent their seeing the value of a news offering and who think that all inhabitants of the earth except themselves are either knaves or fools. I once sold a story to half a dozen of the best papers in the country, proof enough of its worth, and received a letter the next day from another editor scoring me for querying such a trivial thing.

It is not how many papers you have on your string that means success, but how good your papers are.

BUILDING UP THE BUSINESS.

There are many ways to acquire a string of papers. In every city there is an opening. That statement may seem a little strange, but it is true, because whenever a correspondent relaxes in the slightest his attention to business, he leaves an opening. Newspaper correspondence is hard work, even though fascinating and lucrative. An established business of this kind can go to the dogs quicker than any other kind of business if allowed to lag. And any correspondent who is not spurred to his highest activities all the time, by competition or ambition, is apt to let matters drift once in a while. That is what leaves an opening in every city and what makes a good share of the cities practically virgin.

One potent thing tending toward neglect of correspondence is the fact that many, if not most correspondents have positions on newspapers and often their salaried jobs keep them too busy to give their correspondence the attention it needs. Another reason is, and this is a condition that is growing steadily throughout the country, that newspaper owners and editors object to their employes acting as correspondents for outside papers. They do not care to have their news sold to competitors and they consider that they are entitled to the entire time of their employes when they pay for it. For these reasons the field for the free lance is steadily broadening. In many cities correspondents have been so hampered by such conditions that they have permitted their outside work to lapse entirely, thus leaving an easy opening for any energetic man.

Often correspondents who are too hampered by salaried jobs to attend to business will be glad to turn their correspondence over to some one else—for a consideration or for friendship, as the case may be. In such an instance the correspondent simply writes to his paper recommending the new man as his successor. In not one case in a thousand will the recommendation be disregarded, for the paper knows of no one else to call on and if the correspondent has been fairly efficient his recommendation is good.

Another good way to get a string of papers is simply to "show" them. If you have some news you think they want, offer it to them. If the paper has no correspondent in your city, or if it has a correspondent who has become lax in his work, you will get an order if your story appeals to the editor. If the paper has a correspondent who is active, you will be ignored. He probably has queried the same item. If he hasn't, they will wait a while to give him a chance. If he doesn't come through, probably you will get the order, though some papers believe in loyalty to their correspondents and will refer queries from strangers to their regular man.

Here is where that eternal vigilance motto comes in again. Whenever you have a story that ought to interest some other city, query the papers there quick. To facilitate just that matter, a directory of all the newspapers in the country which are likely to purchase news by telegraph has been appended to this book.

TESTING OUT THE PAPERS.

In doing this, you are testing out the papers you have or desire to acquire. Remember the sort of stories you have queried them; remember what they have ordered and what they have ignored. If they ignore a story, do not offer them another of the same kind; if they order, offer them all you find in that line.

There are other reasons for not ordering a story, however, than because the paper does not want it. Perhaps the Associated Press has carried it. Perhaps an afternoon paper has had it. Perhaps news is running so heavily there is no room except for "must" stuff. In the latter case the editor may have many good stories he would like to run but absolutely can't.

So don't draw an absolute conclusion on the first test. Try them two or three times, if you have reason to think they ought to like the class of story you offer.

In doing this you are likely to run afoul of some grouchy editors who like to be considered watchdogs of the paper's treasury and will reverse tolls on you. But if you take the pains to get acquainted with the folks around the telegraph offices, who ninety-nine times of a hundred are tip-top men, they will not charge you with the refused message; they will simply "bust" it—declare it null, as though not sent. This is not a violation of the new law forbidding franks. The telegraph company does not frank a message for you; it simply sends it collect and the other party declines to pay.

In querying, make your messages absolutely the briefest possible without impairing lucidity. Always number them. The editor then will order by number. This will facilitate work and

save the paper tolls. Always put at the end of the query the number of words you think the story is worth. Suppose there is a big bank failure. You wire your paper as follows:

Record—New York.

5—————(giving the name) National bank fails;
deposits ten million—500.

Jones.

If your paper wants the whole story it will answer:

Jones.

Chicago;

Send 5.

Record.

Thereupon you will file the entire story as soon as possible. If the editor is in a hurry for it, his message will read: "Rush 5." If he is in an extremely urgent hurry for it, he will wire: "Double rush 5." Whenever you receive a rush or double rush order, make all possible haste in complying.

If the editor thinks the story is not worth as much as you have offered he will tell you how much he wants. His message will read like this:

Jones.

Chicago;

300 of 5.

Record.

Upon receipt of which, cut the story down to the size he desires.

In specifying the number of words in querying or ordering, neither side is supposed to be exact. Only the telegraph companies count the words; they have to, in order to make the charge. Correspondents and editors estimate. About ten lines of typewritten copy will make a hundred words. About fifteen lines of ordinary newspaper print will make the same. From these it is easy to estimate any amount desired.

Never send a blind query. Your chance of making a sale will be much better if you are explicit. Do not wire: "Chicago man does so-and-so," but "John J. Jones, Chicago, does so-and-

so." Many correspondents fear that if they disclose the name in certain cases, the papers will look up the story on their end and there will be no order. All honorable papers will pay for tips which result in stories.

Never exaggerate a query to make the story sell.

EXCLUSIVE STORIES.

Of course, all papers like to get exclusive stories, "scoops." This sometimes puts a correspondent who serves more than one paper in a city in a quandary. He can't send a story exclusively to one paper without getting himself in bad with the other. So he is compelled to send it to both. Generally, however, he gets more for it in that way than he would by offering it to one paper exclusively, for the order would not be much, if any, larger for an exclusive than it would be if not offered as an exclusive. Most papers pay a higher rate for an exclusive story than for one its competitors also have, but few of them pay a double rate.

You may get many stories exclusively your own. It is all right to send them to more than one paper in the same city. But always rewrite them. The substance may be the same, but make them look different. You can do this by leaving out some inconsequential point in the story as sent to one paper, put it into the other story and omit some little point in place of it. But never omit an essential fact. Write the story differently all the way through, but get all the important facts in. If a paper is not scooped, there will be no complaint.

There is one kind of exclusive you are bound to protect, however. If your paper digs up something in its own town and wires you to look up some matters pertaining to it in your town, that is their business exclusively. As a matter of honor you must not tip it off to any other paper whatsoever, no matter how much money you might make from it. If you do not happen to be squeamish regarding the honor question, protect it as

a matter of safety to yourself. A paper undoubtedly would discharge you for giving away its news.

When you have a good, live competitor in your city as a correspondent, it is good policy to work with him. In that case you can respect each other's papers; that is, do not query his papers and he will not query yours. You can exchange news and thus lighten your labors. You will run much less chance of getting scooped and drawing a lecture. For be it known, a correspondent never gets praise or reward for sending an exclusive, unless it be a slight advance in rate of payment, but he always gets a calling down if he gets scooped. It's one of the queer things about the newspaper business. All your brilliant things are taken as a matter of course; no headlines for you, as in the case with a brilliant ball player, no hoist in salary, unless you threaten to quit if you don't get it. But if you get scooped just once, you are likely to get fired.

Another thing that is almost certain to draw a dismissal is to send a paper a story that gets it into a libel suit or a damage suit. Be very careful what you write. It is seldom that a libelous sentence will add to the value of your story. It may be true, but at that, it is not worth your while to take a chance. While such a sentence will be noticed if it is printed, no one will miss it if it is not printed, for no one but you knows of it.

RATES OF REMUNERATION.

The rates of payment of the large newspapers in New York, Chicago, St. Louis, Boston, Baltimore, Washington, Detroit, Cincinnati, Buffalo, St. Paul, Minneapolis, Kansas City, Columbus, Indianapolis, New Orleans, Brooklyn, Rochester, San Francisco, Los Angeles, Omaha, Seattle, Providence, and Portland, Oregon, vary but little. Certain large cities I have omitted from this list because, for what reason I do not know, their rates of payment are noticeably lower than those of the papers in the cities mentioned. Probably it is due to local conditions.

Many medium sized cities I have not mentioned because I am not certain of their average rates; some medium sized cities have been included because I do know their rates are as good as those of New York and Chicago papers.

A few of the very best papers have a minimum of 50-cents an item, this applying to everything up to 125 words. At 150 words 75 cents is the rate, which stands for everything up to 300 words, when it becomes a dollar. For 500 words they pay two dollars and for longer stories, the payment is by the column.

Most of the good papers have a minimum of 35 cents, which is not raised until the 150 word mark is reached. For 150 they pay fifty cents, and for longer items, about what the highest class papers pay.

Some papers pay altogether on the fractional column or inch measurement. These papers are very unsatisfactory to deal with, for they may order a 300 word story in good faith, and you fill the order, but when it comes time for the "make-up" the editor in charge may find his pages full and in order not to leave out some stories altogether, he may yank out all but a single paragraph of each. If yours is among them you are likely to get paid for but fifty or seventy-five words.

The highest class papers pay for what they order, whether they use it or not, on the same principle that a reporter gets his salary for going out on assignment, no matter if he fails to get anything to write. These best papers also pay well for mere tips. If a query gives them a clew to where a good story can be obtained locally, they send a man out on it and pay the correspondent for whatever the story amounts to in type. Often I have received checks of goodly size without having the least idea what story they were for.

While on the subject of rates, a word regarding book-keeping ought to be said. Most papers require that the telegraphic orders be sent to them at the end of each month for audit. Make a note on them of the subject matter sent. It is

a good plan to keep a little book in which all orders are copied, with the date and number of words and subject of the story. Then if your orders are lost, or your check is less than it should be, you can make out an itemized statement. I have saved many dollars by obtaining corrections, through this system.

The book also is valuable for reference. If you desire to know when a certain thing happened which was big news at the time, a glance through your book will readily find the date. Sometimes you will want to refer to it in subsequent stories regarding the same matter.

There are four cities of more than 300,000 population, San Francisco, Los Angeles, New Orleans and Minneapolis, that are so far from the centers of general news, and the telegraph rates are so high, that the papers do not order general news at all, relying on the big news services for it. They will take stories with a local end to them, however, and pay well for them. And they are very good for state correspondence.

Milwaukee is so close to Chicago and Newark so close to New York that the papers order scarcely anything but state news.

In cities of less than 150,000 population you take chances. Their rates are too low and some of them are likely to forget altogether to pay you. There are some good ones. I happen to know that the Utica Press and South Bend Tribune pay good rates. They want nothing, however, except news local to them. Probably there are a good many others scattered through the country. Anyone having on his hands a plethora of spare time he does not know what to do with might find it to advantage to test them out. I tested only enough to learn that it was tedious task to sift out the good ones. Doubtless there are a host of small city papers in the country that pay good rates for state news. It is a good plan to test out all the papers in your state in cities of 20,000 or more population.

THE TRADE PAPER FIELD.

The trade papers afford a field which ought not to be overlooked by the correspondent. Some of them pay very good rates. The matter they desire is easy to write and easy to gather if you take pains to make an acquaintance among the leaders in your city of the business which the paper represents. They pay by the inch. They use items of actual news concerning their business, such as the establishment of new stores or factories, failures, changes of officers and store managers, the accomplishments of travelling men and copious interviews on how good trade is and why. The best ones also use good feature stories and anecdotes concerning men prominent in their trade and stories of the doings of these men, their opinions on trade problems and sometimes on matters extraneous to commercialism. Good stories often can be developed by a conversation regarding business.

Prominent among these papers are the automobile, music and jewelry trade papers. Almost every trade is represented by one or more publications devoted to its interests. Most of them are willing to pay something for trade news they can use, though the rates of many of them are low.

The automobile formerly was in the sporting realm, but the sport was commercialized to such an extent that newspapers no longer handle automobile affairs as news. They publish such items in a special column set aside for boosting that particular business and take their pay in high rates on extensive advertising. The automobile papers use everything pertaining to the trade or sport and pay good rates for it. Trade paper news always goes by mail unless it is something of unusual importance that turns up on the day of going to press.

COMPOSITION.

While this book does not essay to teach composition, it being assumed that anyone who aspires to be a newspaper correspondent has some knowledge of English, a few points in

which newspaper stories differ from other compositions are in order.

Always state in your first sentence, and make the sentence as short as possible, the predominant fact of your story. If a factory burns, do not begin by saying: "In a spectacular blaze which started at midnight and raged for three hours, necessitating the presence of almost the entire fire fighting force of the city to get it under control, the plant of Smith, Jones and company was entirely destroyed last night."

Write it like this: "The big stove manufacturing plant of Smith, Jones and company was entirely destroyed by fire last midnight. The loss is \$500,000." Then, having told the all important thing that happened, go on with your details.

That rule applies, no matter how big or how little your story.

Don't use flowery language. Don't use long or complicated sentences. Don't use long paragraphs. Don't use a long word when you can think of a short one meaning the same thing, unless you are paid space rates. In that case there is profit in the use of long words.

In the newspaper vocabulary there are no such words as "lady" and "gentleman." An adult is either a man or a woman. That is about the only universal rule remaining of the severe code of twenty years ago which made a trained newspaper man at home in any office he might enter. Nowadays rules are different in every office, owing to the fact that so many men "get into" the business instead of growing up in it and learning its ways. So just write plain, simple English and let the editors and copy readers apply the rules of their papers.

The appended directory of newspapers contains the names of all in cities of 100,000 or more population with which it is likely that a correspondent can do business profitably. There are a good many more in smaller cities but they are in the

market for state correspondence only. The best way to learn their needs, desires, manner of treating correspondents, rates of payments, etc., is to test them out.

There are some cities of considerably more than 100,000 population that are not enumerated here. That is because they are in a state in which the newspapers of the largest city have complete domination and control of the field, such as Massachusetts, Pennsylvania and Illinois. Under such circumstances the papers of small cities are almost strictly local.

There are some very small cities in the list. This is because they are the most important factors in their portion of the world. A city of 25,000 population in the Montana, Idaho, Wyoming section of the United States is of as much consequence thereabouts as a city of a million would be in New York, Illinois or Pennsylvania.

But it is not intended that a correspondent in the middle west should understand that he can sell news to Butte and Boise, or to Seattle or San Francisco, unless it is an item in which the city queried is directly concerned. Those cities are inserted in this list for the benefit of correspondents of the far northwest.

Let the same rule apply in other parts of the country. Your greatest business will be with the papers right next door to you. The matter you sell at a distance will have to be something directly affecting the city to which it is offered.

In regard to the telegraph companies, the papers generally permit the correspondents to choose their own. There are a few who still order everything exclusively by Western Union because they have no Postal loops in their offices. Among them are the Cincinnati Enquirer, Washington Post, Chicago Journal, Cincinnati Times-Star, Pittsburg Dispatch, New York Press, Boston Journal, Kansas City Journal, New York Telegraph and Brooklyn Times. There is no paper that I know of that orders exclusively by Postal Telegraph. Early

in 1911 I made a complaint to both telegraph companies because they were permitting operators to act as newspaper correspondents. This is very unfair competition because a correspondent cannot file a message without it being at the mercy of other newspapers if a telegraph operator is acting as a correspondent for them. The Western Union put a stop to the practice, but the Postal, in spite of repeated protests, neglected to do so. I mention this in order that correspondents may be able to discriminate as to their best interests.



DIRECTORY OF NEWSPAPERS.

In this directory of newspapers the cities of more than 200,000 population are given first, in the order of greatness, because it is with the papers in the largest cities that nine-tenths of the correspondence is done. The smaller cities are arranged alphabetically. Their papers are given simply as a convenience to correspondents who may happen to turn up some news directly affecting some small city and desire to offer it there.

Some well known papers are omitted from this list because the writer cannot conscientiously advise correspondents to file matter to them. Either their rates are low, or they are lax in their book keeping, or they treat correspondents as a pest rather than as an aid to their business. These things have been learned from experience.

The papers marked with the star are the very best for a correspondent to have. They pay the best rates and order the most stuff. There is no criticism whatever on those not so marked. They may be gold mines for state correspondents, but they order sparingly of general news, either because they depend upon the big news services for it or because they have arrangements with some certain bureau in a big city to supply them with all they need and thus save the telegraph tolls entailed by receiving queries from many correspondents.

The names of afternoon papers are inserted for the same reason that the names of papers in small cities are used—for emergency. With the exception of the few marked with the star, it is useless to try to sell them general news.

The coupling of morning and afternoon papers signifies that they are published by the same company.

New York City (Population 4,776,000)

Morning	Afternoon
*Times	Mail
*Press	Globe
*World.....	*Evening World
*American.....	*Journal
*Herald.....	Telegram
*Sun.....	*Evening Sun
Tribune	*Brooklyn Eagle (Sun. morn.)
	Brooklyn Times
	Brooklyn Citizen (Sun. morn.)
	Brooklyn Standard & Union
	(Sun. morn.)

Chicago (2,185,000)

*Examiner.....	*American
*Record Herald	News
*Tribune	Journal
	Post

Philadelphia (1,549,000)

*Record	Bulletin
*Inquirer	Herald
Public Ledger	Item (Sunday morning)
North American	Times (Sunday morning)
Press	Star
	Telegraph

St. Louis (687,000)

*Republic	*Post Dispatch (Sun. morn.)
*Globe-Democrat	Star (Sunday morning)
	Times

Boston (670,000)

*Globe.....	Globe
Post	Record
Advertiser	Traveller
American	Transcript

Cleveland (560,000)

Leader	Press
Plain Dealer	News

Baltimore (558,000)

American	News
	Star

Pittsburg (533,000)

Gazette-Times	Chronicle
Post	Sun
	Leader (Sunday morning)
	Press (Sunday morning)

Detroit (465,000)

*Free Press	Journal
News.....	News

Buffalo (423,000)

*Express News (Sunday morning)
Courier..... Enquirer
Times (Sunday morning)
Commercial

San Francisco (416,000)

*Examiner News
Call Bulletin
Chronicle Post

Milwaukee (373,000)

Free Press Evening Wisconsin
Sentinel..... Sentinel
News
Journal

Cincinnati (363,000)

*Enquirer *Times-Star
Post

Newark, N. J. (347,000)

Star..... Star
News

New Orleans (339,000)

Times-Democrat Item (Sunday morning)
Picayune States (Sunday morning)
News

Washington (331,000)

Post Star (Sunday morning)
Herald Times (Sunday afternoon)

Kansas City (330,000)

Including Kansas City, Kas.

*Star..... Star
Journal Post (Sunday morning)

Los Angeles (319,000)

Examiner Express
Herald Record
Times

Minneapolis (301,000)

Tribune..... Tribune
Journal (Sunday morning)
News (Sunday morning)

Seattle (237,000)

Post Intelligencer Times (Sunday morning)
Star

Indianapolis (233,000)

*Star News
Sun

Providence (224,000)

Journal Bulletin
Tribune
News

Louisville (223,000)

Herald
Courier-Journal Post

Rochester, N. Y. (218,000)

Herald Post Express
Democrat-Chronicle Union-Advertiser

St. Paul (214,000)

Pioneer Press Dispatch
News (Sunday morning)

Portland, Oregon (207,000)

Oregonian Oregon Journal (Sun. morn.)
Telegram

Albany, N. Y.

Argus Journal
Knickerbocker-Press Times-Union

Atlanta, Ga.

Constitution Georgian
Journal

Augusta, Ga.

Chronicle Herald (Sunday morning)

American	Aberdeen, S. D. News
Statesman	Austin, Texas. Tribune (Sunday morning)
Age-Herald	Birmingham, Ala. Ledger News
Hawkeye	Burlington, Ia. Gazette
Telegram (No Sunday)	Bridgeport, Conn. Post
Idaho Statesman	Boise, Idaho. Capital News
Miner	Butte, Mont. News (Sunday morning) Inter-Mountain
State Journal	Columbus, Ohio. Dispatch News Citizen
Republican	Cedar Rapids, Ia. Gazette
Times	Chattanooga, Tenn. News
Observer	Charlotte, N. C. News (Sunday morning) Chronicle
News	Charleston, S. C. Post
State	Columbia, S. C. Record
News-Tribune	Duluth, Minn. Herald

	Dallas, Texas.
News	Times-Herald (Sun. morn.)
	Des Moines, Ia.
Register and Leader	Capital Tribune News (Sunday morning)
	Davenport, Ia.
	Democrat-Leader (Sun. morn.)
	Dubuque, Ia.
Times-Journal.....	Times-Journal Telegraph-Herald
	Denver, Colo.
News	Times
Republican	Post
	Elmira, N. Y.
Advertiser (No Sunday)	Star-Gazette
	Evansville, Ind.
Courier	Journal-News Press
	Fort Wayne, Ind.
Journal-Gazette	News Sentinel
	Fort Worth, Texas.
Record	Star-Telegram (Sun. morn.)
	Fargo, N. D.
News	Forum and Republican
	Grand Rapids, Mich.
Herald	News Press
	Galveston, Texas.
News	Tribune
	Guthrie, Okla.
Oklahoma State Capital	Leader

	Houston, Texas.
Post	Times Chronicle (Sunday morning)
	Hartford, Conn.
Courant (No Sunday)	Times Post
	Helena, Mont.
Independent	Montana Record
	Knoxville, Tenn.
Journal-Tribune	Sentinel
	Lincoln, Neb.
Nebraska State Journal	Star (Sunday morning) News
	Leavenworth, Kas.
Times	Post
	Little Rock, Ark.
Arkansas Gazette	
	Memphis, Tenn.
Commercial Appeal	News Scimitar Press
	Muskogee, Okla.
Phenix	Times-Democrat
	Macon, Ga.
Telegraph	News
	Montgomery, Ala.
Advertiser	Journal
	Nashville, Tenn.
Tennessean	Banner
	Norfolk, Va.
Landmark	Virginian-Pilot Ledger-Dispatch

Omaha, Neb.

Bee
World-Herald

Bee
News

Oklahoma City, Okla.

Oklahoman

Times
Oklahoma News

Ogden, Utah.

Standard

Standard

Peoria, Ill.

Herald-Transcript

Star (Sunday morning)

Portland, Me.

Eastern Argus (No Sunday)
Press

Express

Reading, Pa.

Times

Eagle
Telegram

Richmond, Va.

Times-Dispatch

Virginian
Journal
News-Leader

Roanoke, Va.

Times

Reno, Nevada.

Nevada State Journal

Gazette

Syracuse, N. Y.

Post Standard (No Sunday)

Herald (Sunday morning)
Journal

Scranton, Pa.

Tribune-Republican

Truth

South Bend, Ind.

Tribune

St. Joseph, Mo.

Gazette

News-Press

UNIV. OF
ALABAMA

Springfield, Mass.

Union
Republican

Union
News

Sacramento, Cal.

Star
Bee

San Antonio, Texas.

Express

Light (Sunday morning)

Spokane, Wash.

Inland Herald

Inland Herald
Press
Chronicle

Salt Lake City, Utah.

Herald Republican
Tribune

Telegram

Savannah, Ga.

News

Press

Sioux City, Ia.

Journal

Journal
Tribune
News

Sioux Falls, S. D.

Press

Argus-Leader

Troy, N. Y.

Record

Record
Standard
Times
Press

Toledo, Ohio.

Times

News-Bee
Blade

Terre Haute, Ind.

Tribune

	Tacoma, Wash.
Ledger	Tribune News Times
	Topeka, Kas.
Capital	State Journal
	Trenton, N. J.
True American State Gazette	Times
	Utica, N. Y.
Press	Observer Herald Dispatch
	Worcester, Mass.
Telegram	Gazette Post
	Wichita, Kas.
Eagle	Beacon
	Wheeling, W. Va.
Intelligencer Register	News (Sunday morning) Telegraph
	Wilmington, Del.
News	Journal Every Evening

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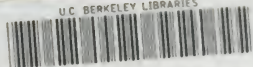
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