

THE BILLBOARD

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PER YEAR, \$1.00



PH. MORTON,
OF CINCINNATI, OHIO, PRESIDENT OF THE AMERICAN BILL POSTERS' ALLIANCE.



THE CONVINCING COMPARISON.

Contrasts, side by side, that point to a moral, even though they may not adorn a tale. The baleful influence of "Gang-Rule" on the Association forcibly illustrated.

FIRST LOOK ON THIS.

What "The Billboard" has done for the Association.

When the price scale was a flat scale of 2 cents in both large and small towns, "The Billboard" first proposed a graduated scale, which it advocated and supported until it was adopted at Detroit.

When Mr. Stahlbrodt, supported by Messrs. Pratt, Hotaling and Campbell, sought to rent a sincere for himself and confederates by having himself appointed the sole New York representative of the Association, thereby robbing all the commissions, "The Billboard" pointed out the danger, espoused Judge's cause and finally defeated Mr. Stahlbrodt's machinations.

"The Billboard" has tirelessly preached the gospel of the bill boards.

"The Billboard" advocated the incorporation and change of the tautological name of the Association.

"The Billboard" has always advocated more official solicitors.

"The Billboard" has provided the members of the Association with a good bill posters' paper. It is independent and fearless, outspoken and zealous in defense of bill posters' rights. It has championed the cause of all posting and has always spoken and stood for the cause of the members at large.

"The Billboard" has held its columns open to the members, so that they might have a place to voice their wrongs and thus protect themselves against injustice.

"The Billboard" has worked unceasingly to build up a big subscription list among advertisers and all classes interested in bill posting and bill posters.

OHIO BILL POSTERS.

The annual convention of the Ohio State Bill Posters' Association occurs at Xenia, O., May 8 and 9. A large attendance is expected. President O'Mealia will attend.

P. B. Oliver, President of the Ohio State Bill Posters' Association, was a "Billboard" caller April 14.

President Oliver and Secretary Terrill, of the Ohio State Bill Posters' Association, desire to impress upon the members of the organization that it is highly important to be on hand for the meeting at Xenia, May 8 and 9. Much business of great importance will be transacted.

The Ohio State Bill Posters' Association is the largest in point of membership in the country. Others may appear larger, but the lists are padded or they are carrying lots and lots of members who ought to have been dropped long since for non-payment of dues.

Every member of the Ohio Association is in good standing. Hurrah for Ohio!

An Official Billboard.

In this town there are bill boards and bill boards. They are of all kinds, colors and descriptions and are used for all kinds of purposes. They all convey some sort of information, yet there are none that tell as may tales of joy and sorrow as does the little blackboard that is located in a dark corner of the corridor on the main floor of the County Courthouse.

There is a law in Nebraska, and while it is not as old as the laws of the Medes and Persians, it is and has been obeyed just as faithfully. This law provides that every notice issued from the Probate Court shall be posted in four public places in the county. Three public places may mean upon telephone or telegraph poles, dry goods boxes, barns or back doors, but the fourth public place is the identical bill board place heretofore mentioned.

When this bill board was located in its present position, no man seems to know; still it is probable that it was put up soon after the completion of the Courthouse, nearly twenty years ago. Let this be as it may, the notices that are upon this bill board, and many of them have been there

THEN GLANCE AT THIS.

What the Association has done for "The Billboard."

At Detroit the Association contracted for 1,000 copies of "The Billboard" per month to be mailed to advertisers, agreeing to pay \$300 for the service. The copies were mailed, but the Association never paid the \$300.

In return for this service the Association, to oblige Mr. Stahlbrodt, assembled in special convention, abrogated the agreement by virtue of which "The Billboard" had represented it as its official organ, expelled the then editor, W. H. Donaldson, from membership and started a rival bill posters' paper.

The Association has tirelessly tried to kill "The Billboard."

The Association has never given "The Billboard" a line of paid advertising in its entire history.

The Association has forbidden its official solicitors to advertise in "The Billboard."

The Association has sunk large sums in papers started in opposition to "The Billboard," knowing full well that said papers were launched out of pure malice; that they stood for no good purpose, and that they voiced only the opinions of a favored few (the gang), whose ends they served.

The Association, through the influence of the gang, has declared "The Billboard" to be a paper inimical to the interests of bill posters, which is manifestly an untruth.

The Association has, under threat of expulsion, demanded that their members withdraw their advertisement from "The Billboard's" columns.

until they are brown with age and the writing upon them has become nearly obliterated by the ravages of time. There is no law compelling these notices, which include the appointment of guardians, executors and provide for the settling of the estates of dead men and women, to remain for more than six months at the longest, yet around them seems to linger a certain amount of sacredness, and as yet no hand has ever been lifted to tear one down.

Some of the notices run back and bear the date of 1886, when J. H. Mculloch was upon the Probate bench. Of these there are hundreds. Coming down to more recent dates, there are all kinds of notices affecting the estates of the dead. They are signed by George W. Shields, J. W. Eller, Irving Baxter and D. H. Vinsonhaler, all of whom have been upon the Probate bench to administer over the affairs of loved ones who have gone to that country from which none return, and nearly all of whom have left something behind in the way of worldly possessions.

In recent years there have been county officials mean enough to desecrate the sacred board by placing upon it notices of tax, Sheriff and other sales, but these are few, and, as a rule, when an official has approached the board with the idea of posting a notice of this character, he has turned away, and out of respect to the memory of the dead, has sought some other location for his notice to the public.

Of course, the little black board which is the subject for this effusion, is not large enough to carry upon its face all of the notices preferred to, but this obstacle has been overcome.

Long years ago and after the face of the board had become covered, some active brain conceived the idea of pinning a notice to the one beneath. This idea soon became popular, and pinning notices on, became the custom, and has continued until it is estimated that there are not less than 5,000 notices of one kind and another attached to a board that is four feet long by three wide.

TO BILLPOSTERS!

In obedience to the call of our friends and patrons we have decided to turn "The Billboard" into a weekly. The advantages to a bill poster of a weekly bill posters' paper over a monthly are self-evident. "The Billboard" will be published each Wednesday, the last form closing every Tuesday noon. Adver-

tisements desired to go in any issue should reach us on Saturday of the previous week.

The subscription price of the paper will hereafter be four dollars (\$4.00). All of the old subscribers who have paid for their papers in advance will receive the paper each week until the expiration of their time without additional charge, however, all those who are in arrears will receive a bill in full and a subscription blank calling for a renewal at the new rate.

The names in the bill posters' directory having contracted for one insertion a month will appear only in one issue each month in the first week's paper. However, those desiring to have their names appear in every issue can have it done by informing us of the fact. Those desiring to go in for three weeks out of the month, or every other week, can also obtain their desire. The insertion in four issues each month will cost \$1 per year, in three issues each month \$3 per year, in every other week \$2 per year, in one week out of the month, as at present, \$1 per year. The advertising rates will remain unchanged. They will be ten cents per square line single column, in each issue; no discount for either time or space will be given any one.

The increased expense of running a weekly over that attendant upon the publishing of a monthly can only be appreciated by those who have had experience in the newspaper business. The gathering of news and interesting matter makes quite an item, and is a very important and indispensable part of the workings of a paper. We solicit letters, news items and articles from all of the knights of the brush, and will be glad to receive photographs of boards and good showings at any time. At the start all of our lists will not be printed each issue, but will be run in sequence. The bill posters appearing the first week in each month, the entire far list the second week, the distributors the third week, the parks the fourth and the conventions the fifth week, which comes quarterly. Additions and corrections in the fair, park and convention lists will be published every week, and inserted in the big list when it is published.

Expressions Direct.

Opinions of Some Interested Ones.

A prominent member of the association, in speaking of the hundred cities plan, said: "There is a complication in this thing of which I can not see the end. Everything is not as clear as it should be. Though of one thing I am certain, not one cent of my money do they get. I have not as yet compromised myself in the least, and intend to steer clear of the whole thing. I am not afraid of opposition, and to me the only way to keep it out is to have good boards, locations and good work. Some may think that it is a good thing to have a wheel within a wheel, but in my mind it is very apt to cause too much friction at the hub and burn it up, and I may possibly be the 'hub.' Oh, no, New York wants too much—none of my money."

A member of the board of directors boasts about how Donaldson is to be done up: "The time ain't long now; in about July we will get Donaldson off the hip and do him up good and plenty. We will send out a lot of matter to the bill posters with a stern demand not to sell any more of Donaldson paper, and if it comes to a show down forbid them even to post it."

The question was asked him, will you post the paper that you get at present? "Oh, yes, that's all right now, but wait until after the next meeting."

An officer of the association holds forth: "Say, do you know what Will Donaldson has done now! He has had the whole board arrested for boycott. He shouldn't be so antagonistic, but we did do him up on Sam Hoke, though I sold a lot of paper for Donaldson, and do hope that he won't compel me to draw a tight line. His idea about an open association is wrong, for good service has done much for the printing business."

A well-known poster printer in a Northern city recently said:

"The bill posters are killing the business; twelve cents per sheet is too much. In consideration of money invested there is too much profit. Why, Pittsburg, the best town in the United States a few years ago, is now nearly the worst, and my men can't sell any more paper in that town. The thing we really want is lower prices and better service. The worst bill town in the country is Chicago, where there is nothing but trouble. Campbell should look to his own town first before bothering with others. If the association wants to put only good men in the field, I would recommend a good man in Chicago the first thing. Yes, sir, the business is had and is getting worse every

day. The one hundred cities plan will increase the price of posting inside of one year, and the advertisers won't stand it. The bill posters won't look any farther than the end of their noses. If they would they would see that the success of the poster printing business means success for them. The poster printers can not possibly cut their prices down any lower and continue in business, and if the price of bill posting goes up, and the advertisers balk, it will mean back pedal or the annihilation of the bill posting business.

No One Reads It.

Everyone Dissatisfied with Literary Soap Wrapper.

Last month there were rumors and rumors of rumors that Bob Campbell would again be the controlling spirit of the Bill Poster Display Advertising, that Stahlbrodt was to be dethroned and Campbell reinstated.

Of course, Campbell didn't say that he was going to have an organ of his own, and everybody knew that Eddie would not relinquish his graft without a struggle, yet things were moving restlessly, and with a lively imagination and a few "puffs at the pipe to aid it" almost any kind of a tale could have been "cooked up."

These rumors continued and have now taken a tangible form. Although it is not certain that Bob Campbell will get the paper, it is now definitely known that many of the most influential men in the association are greatly dissatisfied with the supposed official organ.

The claim is made that the paper is not up to the standard and that nobody reads it in his own interests. If these expressions were but the murmurings of a few disgruntled ones we would not give them any credence, but they are not. They voice the sentiments of almost the entire membership.

That there will be some change we have no doubt. What form the change will take is as yet a matter of conjecture. It will come though, and that before many moons. The factions are already lining up their forces for the coming fray at the convention.

There are many questions to be considered before the official organ will be taken from its present hands, and, judging from the names of those back of the movement, no action will be taken without due consideration. They must be sure not to jump from the frying pan into the fire. They must know whether Stahlbrodt will start a rival sheet if he is turned down. They must get take it as yet a matter of conjecture, a capable man to run the paper, and these are indeed troublesome questions. In the meanwhile "The Bill Boards," the independent bill posters, paper, sails smoothly along, enjoying the moral, if not the financial, support of nine-tenths—yes, ninety five hundredths—of the bill posters of the country.

Association members should bear in mind that for their own good the directors will be elected by ballot.

Clyde R. Van Meter, Caldwell, Kan., sends us a report of his work. He has been doing exceedingly well.

Secretary Terrill has got Hixon Bros., of Piqua, back into the Ohio Bill Posters' Association. He says they are doing good work and are willing to keep up the price.

The next annual convention of the Wisconsin Bill Posters' Association will be held at Milwaukee, Wis., on Wednesday, May 3. The meeting will take place at the Republican House Parlors at 1:30 p. m. The large advertisers are contemplating big billing for country routes this season and members should come prepared with a list of towns and diagram showing routes they can and will cover, that same may be apportioned to each bill poster, so as not to conflict with each other and cause a dispute for the advertiser to settle.

George Moels & Co., of Detroit, Mich., were heavy newspaper advertisers throughout the Middle and Western States. Last summer, however, they tried their famous "King Buffalo" Cigar on the boards, and immediately met with great success, and it is probable that they will keep right on sending out paper, being much pleased with the results of bill board advertising.

Jackson, lessee of the theater at Norwich, Conn., who also controls the theater at N. A. London, has put up several new boards and taken up some lately leased by the Norwich Bill Posting Company, because that company would not pay the necessary rent.



A Good Bulletin.

Our readers will not have to wait a month for their news now. "The Billboard" is a weekly.

Existing Facts.

Every member of the bill posting and distributing fraternity should subscribe for and advertise in "The Billboard." While it is true that the rank and file of the bill posters have been browbeaten into withdrawing their display advertisements from your columns, yet we ought to see to it that our names were kept in the various directories which you publish, and which are of great benefit to the craft.

While the official organ fills its columns with the doings of the board of directors, etc., or of matters of less interest to the bill poster, fearing that we lesser ones will find out who is placing paper, who contemplates trying the bill boards, who stands to help the individual bill poster member of the association, the good old "Billboard" stands bravely forth, voicing our righteous grievances, giving us tips, pointing the way in which we, the ignorant "Yahoos," the brawn and sinew of the association, may travel and be right, and finally achieving the grand result of making the Associated Bill Posters an association of the bill poster for the bill poster and by the bill poster. Watch "The Billboard." AJAX.

Cleveland Boards Safe.

During March the Cleveland Builders' Exchange and several other societies undertook a crusade against Bryan's big bill boards. They desired to regulate the size and compel the erectors to conform to certain rules. The newspapers, of course, took up the fight, and finally the Board of Control was forced to take up the issue. The board referred the matter to the city law department, with instructions to ascertain what legal steps could be taken to stop the so-called nuisance. Sad to relate, Corporation Counsel Beacom decided that the city had no redress in the matter, and that bill boards had the right of way as far as the law was concerned. The poor knockers were downed without even a chance to fight. It is a crying shame that the papers can not even get a run for their money. The Bryans should have the ordinance changed so that some of their boards could be cut down, or should give the papers some of their surplus advertising. Something must be done or the Bryans will before long be languishing in jail for conducting a trust.

Changes in the South.

On account of securing sole ownership of the Charleston Bill Posting Company's plant, his desire to give it and Savannah his personal attention, and to spend more time to contracting for his small town service and the Georgia & Alabama Railroad, Mr. Chas. Bernard made a transfer of his lease of the Tusdale Bill Posting Company at Montgomery, Ala. Mr. Burton L. Smith, who has been acting in the capacity of manager for Mr. Bernard, is the purchaser. He will have sole control and management, and will entirely remodel the plant. Mr. Bernard has also disposed of his interests at Brunswick, Ga. Mr. M. A. Baker, Jr. will in the future handle the commercial posting and become the association member at that point.

A Side Issue.

We are informed that Crain & Garrigan, bill posters at Bakersfield, Cal., will put up a stereopticon advertising plant in a short time. The idea of giving stereopticon views interspersed with advertisements is not by any means new or startling. But the fact that a bill posting firm has taken up the plan is worthy of note. Many bill posters, principally in small towns, could use a stereopticon to great advantage and profit. It would prove a great drawing card to get the local merchants to post if the posting and the pictures could be offered for one price. The bill poster could in truth contract to give a continuous showing, the posters by day and the views by night should make a very strong combination.

Lima, Ohio.

The following realties, owned by the Faurot estate, are to be sold at not less than two-thirds their appraised value. The Faurot Opera House building, \$140,000; Lima Electric Light and Power plant, \$150,000; shares of electric plant stock, \$125 75; six parcels of land, \$1,008.93. The total value of the property appraised is \$291,138.68. Each property will be sold separately, then a bid on the whole will be asked. If it exceeds the total of the individual bids the property will be let go to bidder on the whole.

St. Louis.

The following ordinance is worrying Chas. Hager at St. Louis. Hereafter no bill board shall be erected within the city limits without first securing a permit from the Commissioner of Public Buildings, for which a fee of one dollar for every twenty-five feet or fraction thereof shall be paid, and the manner of construction, location and dimension of such bill boards shall have the approval of the Commissioner of Public Buildings. No bill board shall be erected within

the fire limits which shall exceed fourteen feet high, but all bill boards shall have at least two feet of clear space from the lower edge of the board to the ground under said bill board. It shall be unlawful to place one bill board over another, thereby increasing the height of such bill boards.

Room for Two.

W. S. Jordan, Bellefontaine, O., and Newton & Mooman, London, O., who were association men in their respective towns, are now out. Either of these towns will support a good man.

NOTES.

The English Billposter for April has reached us. Its appearance is improved by a new colored cover.

L. H. Ramsey has leased the opera house at Paris, Ky., and will manage it in person. The bookings will be done through Klaw & Erlanger.

solved last month. Mr. C. H. Griebel purchased the interest of the Hoeffler Bros. and is now sole owner. Mr. Griebel will add some new boards and enlarge his plant in general. Mr. Griebel is also resident manager for the Mankato Theater, of which Mr. A. H. Bent, of Sioux City, Ia., and Mr. S. M. Bear, Sioux Falls, S. Dak., are lessees and managers.

At Hiawatha, Kansas, the bill posters are allowed to have a bulletin board in front of the post office, but they are requested not to place their advertisements anywhere else about the building.

The Kalamazoo Pure Food Company, of Kalamazoo, Mich., are using three-sheets and eight-sheets.

The members at large can't be put off this time—the board of directors will be elected by ballot.

T. J. Cassidy, of El Paso, Tex., has sold out his interest in the International Advertising Company to A. T. Samworth.

Fred. Gaster, Chillicothe, Mo., is going to start a bill posting plant in that city very shortly.

At the next convention the old question of "Who would you appoint if you were Presi-

find another location for their board, and the paper's exultant shout will have been for naught.

Hannon Bros., of Redding, Cal., have erected in a garden north of Redding a sign board eight feet high and forty-eight feet long. The advertisements of twelve Redding merchants will be painted upon it.

C. S. Houghtaling, of New York, purchased an advertising car April 4 from B. E. Wallace, Peru, Ind. The car is sixty feet long and is equipped with sleeping berths for sixteen men, has a kitchen and dining room, an office, a paste boiler and lockers for paper.

Heldman & Heldman, wholesale clothiers, 26 West Third street, Cincinnati, O., are using one-sheets and eight-sheets throughout the Middle West.

Martin & Hyatt, Flint, Mich., have secured and torn down the old boards formerly owned by the late H. A. Thayer, and have erected in their places new boards prominently placed. The new firm hold franchises in the Associated Bill Posters and the Michigan Bill Posters' Association.

W. C. Whitlock, proprietor and manager of P. E. Island Advertising Company, is a staunch friend of "The Billboard." He writes that he is going to have his "Billboards" bound and keep them in his office, so that he may refer to them at any moment. He also says "The spring work is coming in lively, thanks to the little ad. in "The Billboard."

After four years of opposition and partnership, Harry B. Hussing, of Norwalk, Ct., at last owns all of the boards in that town. He recently bought out the interest of his partner, J. F. Buxton.

Fred R. Corbett, Emporia, Kan., reports business good, having posted more paper during the last three months than his predecessors posted in a year. A large percentage of this work was local, which speaks well for Corbett's service.

The bill posting and distributing plant at Kenton, O., formerly owned by J. T. Warvel, has been purchased by Matthias & Co., who expect to increase the capacity and make general improvements.

E. E. Waltman and the Tri-county Advertising Agency of Clayton, D. T., have formed a partnership. Hereafter the business will be conducted under the style of the Eastern Oklahoma Advertising Company.

T. S. Simpson, bill poster at Astoria, Ore., writes: "Let 'The Billboard' keep coming I look for the paper for the first of each month as I do for my daily paper."

We can't give it to him daily quite yet, but you can see from the articles in another column that he is to get it weekly. He is but one among the thousands. All of our bill poster friends say the "oftener the better."

Harry C. Erniek, manager of the Fort Scott (Kan.) Bill Posting Company, gives us the following report: "I have up Geo. W. Child Export, Grand March and Fontella Cigars, Walter Baker Cocoa, Bill Burhan Tobacco Friends Oats, Wheatling and work for four local firms." Harry is a hustler and has a hustling town in which to work, and there you are.

Mr. M. W. Meehan, of Shelbourne Falls, Mass., has sold out his plant to Mr. Charles Perkins, also of Shelbourne Falls. The sale takes in the entire plant.

"Naked Truth" is the name of a very small but nice advertising magazine published by C. L. Clements, manager of the Pioneer Advertising Company, Honolulu, H. I. The Pioneer Company is interested in bill board advertising and in other forms of publicity. This company handles paper at the Bill Poster's Association rates, plus cost of laying down posters in the custom house Honolulu.

Mrs. Clara L. Gear, Paso Robles, Cal., tells us that she has been handling a great deal of paper lately. She says Owens, Vanney and Green are sending up lots of paper.

Dr. J. W. Griffith, who owns the bill board at Greensboro, N. C., is secretary of the North Carolina State Fireman's Association.

Karl Stussy, city bill poster and distributor at Eau Claire, Wis., has added a new bill posting wagon to his effects.

The firm of Burnett & Goodin, bill posters, McKinney, Tex., has been succeeded by Goodin & Warden. The new firm also do distributing and general advertising.

Mr. W. C. Tirrell, secretary of the Ohio Bill Posters' Association, says that he expects a very full attendance at their coming annual meeting.

A neat border around a bulletin greatly increases the beauty of the board.

FRED. COOMBS.



FRED. COOMBS, Adelaide, Australia.

The morning of April 6 found Walter Bryan and Andrew Wenzinger in the police court of Toledo. The history of the trouble, which resulted in Wenzinger being fined the costs, is as follows. It seems that Bryan secured a lease from the owner to erect a bulletin board above a certain building. Wenzinger secured a lease from the tenant for the same privilege. Bryan's forces started to build the board, when Wenzinger appeared upon the scene and proceeded to put a stop to the operations, and commenced upon Bryan, whereupon Bryan had Wenzinger arrested for assault.

"The Billboard" gives all the bill posting news and presents it, uncolored and unbiased by favoritism or influence.

The case of Wilshire against Garland at Los Angeles, has been decided in favor of Garland, but each side had to pay its own costs. The Wilshire Company was suing for the amount of \$125 and costs. The trouble arose out of a dispute over the location of a board. Wilshire built it, and Garland destroyed it. Hence the suit.

The firm of Griebel & Hoeffler, formerly the Mankato Bill Posting Company, was dis-

sent?" will no longer be in vogue. The President won't do any appointing.

The big posters for Dunlop Detachable Tires are going the rounds. Jan. W. Hoke sends them out.

Bill Posters' and Billers' Union, No. 1, of Chicago, A. F. of L., No. 7152, meets the second and fourth Sundays of each month from 4 to 6 p. m.

Mr. M. D. Neild, the huge bill poster of Vallejo, Cal., will make a six months' visit to his old home in England, which he has not seen for sixteen years. If friends wish for anything, Mr. Neild will have a pleasant visit abroad and a safe return to the States.

Churches in a number of towns are using the boards—mostly bulletins. This may develop into a new field for bill board solicitors.

The Mirror, a newspaper of Albion, Mich., rejoices over the fact that a board opposite the Hotel Albion is to come down, because the owners of the ground will not renew the lease. The Mirror really should not rejoice too greatly, for the bill posters are sure to

"The Billboard" takes pleasure this month in printing the picture of a diligent reader and staunch admirer of the paper who lives in far off Australia, and in introducing him to the members of the fraternity and readers of "The Billboard" in this country. In Australia, however, he needs no introduction, for Fred Coombs, of Adelaide, known there as one of the leading and most wide awake outdoor display advertisers, is the laud of the kangaroo. He conducts a large business and his plant is a model on and it is very probable that he can give pointers to more than one man in this country who thinks he knows all there is to know about outdoor display advertising. "The Billboard" is glad of the opportunity to wish Mr. Coombs as much success in the future as in the past.

WHAT THE DISTRIBUTORS ARE DOING

Traveling Distributors.

Will Local Men Force them to take a Back Seat?

The future of the traveling distributor has been the subject of some very interesting letters written by the agents of the Dr. Kilmer Company. Mr. W. D. Reddington has been acting as middleman, sending a copy of each letter as it came to him to all who had previously written and a few other interested ones. The discussion became so spirited and such a number of letters were received that we can not find space to print them. However, we will give the first letter, the one that opened the question, and a fair sample of the replies. Mr. H. E. Hehan, who is considered one of Kilmer's best traveling distributors, and who has covered the territory from Maine to California, expressed his opinion concerning the relative merits of the local and traveling distributors in the following letter to Mr. Reddington:

"The hell has rung on salesmen for our

the day after he did my work, and I saw the same man putting out advertising matter and samples for a different firm, and he was leaving them on the stoops and giving the people all they would take, so I am convinced that had I not been present, Swamp Root samples would have been put out in the same careless way. I think that it is necessary to send some representative from the house to put out the advertising matter whose job depends upon the way it is put out, and not the number of pieces he puts out in a day."

The discussion has brought out many interesting points, and if it continues in a friendly manner without the dragging in of personalities, it will likely prove profitable for all concerned. After all of his men have expressed their opinions, Mr. W. D. Reddington will probably give his upon the subject.

Another Scheme.

A new and elaborate advertising scheme has been evolved by R. D. McArthur, of New York. His idea brings the distributor into play, therefore we give it here:

The McArthur Company will issue regularly a booklet, all the left hand pages of which

have all of our teeth extracted? When a finger has to come off, do the surgeons amputate the whole arm? If the council found any undesirable features or evils in distribution, they should have corrected the fault by judicious rulings covering the points in question. Instead they displayed their narrow mindedness and smallness by penalizing one of the best and most profitable methods of advertising. We have heretofore considered the joke concerning the slowness of Philadelphia merely as jokes, but when we see them place a ban upon energy and legitimate business methods, we can almost believe all that the Gothamites say of them.

A Plea from Omaha.

Omaha, Neb., April 5, 1900.
To the Editor of "The Billboard"

The April "Billboard" came to hand to-day. I read with interest "Ramsey's Letter," and was still more interested as the morning papers report the destruction by fire of the only hall in the little convention city that is big enough to hold the convention of the I. A. of D., and if there is to be a change in the place of holding the annual meeting I want to put in a bid for the "Gateway of the West." We are not the wild and woolly West, but are beginning to get a little civilized in Omaha, and in spite of what little J. C. Read, of the Kansas City, may say of his borough, I will guarantee that the citizens of Omaha will extend the "glad hand" to the association and its members. They shall get a welcome from our Mayor, shall see one of the hardest towns in the whole West in which to distribute; shall see the largest smelter in the whole world (at least the outside of it) shall have a speech from the only Colonel C. F. Weller, vice president of one of the largest wholesale drug companies west of New York. The Colonel is a modest man, but he does like to say a kind word to the boys who distribute and work on the square, for he has been there himself. And Pymson, too, shall make his little speech and chronicle the I. A. of D. in his magazine, the "Omaha Druggist." I will show them two

board" is paid up will receive the paper regularly each week until their time expires without extra cost. All others will receive a bill in full and a renewal blank at the new rate.

The entire distributors' director will be published the third week of each month. Our price for running your name in the directory every week will be \$1 per year, for three weeks out of the month \$3, for every other week \$2, and in one issue each month \$1. Our advertising rates will remain the same as heretofore, namely, ten cents per square line each issue, with no discount for time or space. These rates will be absolutely impartially carried out.

Special news items, tips, photographs, etc., are solicited. We intend to serve all of the news and serve it while it is hot, and we ask you to aid us.

TIPS.

The following is a list of probable early spring distributing advertisers:

- Akron Cereal Co., Akron, O.
- J. W. Grant Co., Albion, N. Y.
- Winkelmann-Brown Drug Co., Baltimore, Md.
- Dr. Kilmer Co., Buchanan, N. Y.
- Dr. F. E. & J. A. G. Corp., Boston, Mass.
- Porter Drug & Chemical Co., Boston, Mass.
- E. C. Dowdy Co., Boston, Mass.
- Porter-McBurn Co., Buffalo, N. Y.
- Gerhard-Mennen Chem. Co., Buffalo, N. Y.
- Dr. Piero, Buffalo, N. Y.
- Hutton-Henry Co., Buffalo, N. Y.
- Newbro Drug Co., Butte, Mont.
- Pope's Med. Co., Charlotte, Mich.
- Thatcher Med. Co., Chattanooga, Tenn.
- New Spencer Med. Co., Chattanooga, Tenn.
- Chattanooga Med. Co., Chattanooga, Tenn.
- Providence Medical Institute, Chicago.
- Palst Chemical Co., Chicago, Ill.
- Hanson's Ready-Rex-Verity Co., Chicago, Ill.
- Hesler Med. Institute, Chicago, Ill.
- Roy Med. Institute, Chicago, Ill.
- Dr. W. S. Burkhardt, Cincinnati, O.
- Boyer & Spier Co., Columbus, Ill.



The I. A. of D. Crew at Indianapolis, Ind.

house and is ringing on distributors. Newspapers will in time lose part of their strength, but in place of distributors direct from the house the I. A. of D. men are sure to take their place, and why? Dr. Kilmer & Co., like every one else, are not paying from 25 to 40 cents per hundred besides salary, when 25 cents will on an average hire I. A. of D. men and I believe they are to be trusted as much as our own men, not that they are all perfectly honest, but the rules and laws of their order will hold them to good work.

The advertisers have yet to be educated on this point. I am only speaking from my observation. Most of these men I would trust with my pocket book. They are as honorable as any business men you meet. Dr. Kilmer & Co., with many more I could name, have yet to learn that the laborer is worthy of his hire, that \$2 and \$2.25 work can not be had for \$1.50 or \$1.75.

Most of these I. A. of D. members have entirely refused offers like the above and are holding out for \$2 for circular work, and do not do like distributors of past years have been doing (work according to the pay). It might be policy for me not to advocate the above, but I as being more and more convinced, regardless of personal effects.

Mr. Reddington forwarded a copy of the letter to all of his traveling distributors. The replies, many of them, were biased by the writer's position, and were with one exception strongly in favor of the traveling distributor. We herewith produce one of these answers, which is, however, somewhat less radical and bitter than many of the others. The writer is Mr. U. R. Seefeld.

In looking over the letters written by distributors employed by Dr. Kilmer & Co., I find that we have all had the same experience. I find that it is necessary to have my eyes upon every man that I have employed this winter. I thought I had found one man that was all right, but I had to stay in town

will be reading pages, containing timely brevities of things good to know; the right hand pages will be blank, each leaf will be separate and complete in itself, so the book may be of any size. McArthur's idea is to have a printer in each locality represent his system. The advertiser informs McArthur in what locality he wishes to advertise, and send him the copy for his notice. The matter is then sent to the printer, who fills the blank pages of the booklet with the ads sent him, and inserts the advertisements of as many local merchants as he can get. He then prints and binds the booklets and has them distributed in any way he sees fit throughout the territory allotted him. This system necessitates some little trouble for the printers, and it is very doubtful if any of the larger ones will bother with it. Again, it does not take much of an imagination to see that McArthur will continually be in hot water trying to make the printers get his books out on time. However, be that as it may, if the scheme pans out it will probably increase the work of the distributor. Most of the advertisers who would consent to use the system would be new advertisers, for it is certain that the old regular distributor firms would never allow their advertising matter to go out in connection with paper belonging to another concern.

Stopped at Philadelphia.

The distribution of samples, bills, booklets, in fact matter of any nature, has been stopped in Philadelphia. An ordinance to that effect was passed by the City Council and is being rigidly enforced. Distributors can not put out any advertising matter without being arrested. The prohibiting of all distributing is a most senseless and babyish proceeding. Because one tooth aches, do we

institutions for the education of the deaf and dumb. The longest river in the United States, for Omaha, as well as the little city on the Kansas, is situated on the banks of the Big Muddy. Will show you the second largest packing town in the United States. Will get you a good send-off in at least two out of three of our daily papers. We have a large wagon and plenty of halls for holding meetings, and our hotels are reasonable in their charges. If you must come West boys, come to Omaha. Come and see the city where was held the biggest exposition since the World's Fair in the Windy City.

I am not a member of the I. A. of D., but was one of the organizers and a charter member of the old I. A. of D. and have always been a warm friend to the association and having carried a bag for nearly ten years, can call myself a practical distributor. Although I do not as yet own the earth, I am always glad and willing to further the ends of honest distributing, and if any of you boys doubt my willingness to aid in every way the I. A. of D., why just ask the Secretary of the I. A. of D. he has a warmer friend than yours fraternally.

G. E. FISCHER

Distributors, Notice!

"The Billboard" is to hereafter be a weekly. It will be issued each Wednesday. Articles, letters, news items, advertisements intended for any issue, should reach us not later than noon of the Saturday previous to the week of publication.

The additional cost of a weekly, of course, necessitates the raising of the subscription price of the paper, and we have fixed the price at \$1 per year, \$2 for six months or \$1 for a trial subscription of three months.

All those whose subscription to "The Bill

- Acme Chemical Co., New Orleans, La.
- Peruna Drug Co., Columbus, O.
- Dr. Harter Medical Co., Dayton, O.
- The Spague Pub. Co., Detroit, Mich.
- Kennedy & Keegan, Detroit, Mich.
- J. C. Miles Med. Co., Elkhart, Ind.
- The Cooking Club Pub. Co., Goshen, Ind.
- La Roche Pharmacy Co., Grand Rapids, Mich.
- The Guaranty Medical Co., Hot Springs, Ark.

- Van Camp Co., Indianapolis, Ind.
- Dr. N. P. Day, Indianapolis, Ind.
- J. C. Hubinger & Co., Kokuk, Ia.
- Allen Olmstead, LeRoy, N. Y.
- S. F. Wells & Co., Le Roy, N. Y.
- Frank D. Reddish, Le Roy, N. Y.
- Wagon Drug Co., Lexington, Ky.
- Prigley's Chemical Co., Little Falls, N. Y.
- E. J. Hood & Co., Lowell, Mass.
- E. R. Puckham Med. Co., Lynn, Mass.
- Scientific Remedy Co., Mineral Springs, Ind.
- W. H. Donatuck, Morristown, N. Y.
- Raccoon Mfg. Co., Morristown, Tenn.
- Edwin Spies & Drug Co., Marietta, O.
- Abney-Elliott-Sweet Salt Co., New York.
- Dr. Redway & Co., New York City.
- Hamphreys Med. Co., New York City.
- Seely, Fitch & Co., New York City.
- A. M. Eminger & Co., New York City.
- Tarpley & Co., New York City.
- R. & G. Carter Co., New York City.
- Health Food Co., New York City.
- N. Y. Condensed Milk Co., New York City.
- Sam W. Hoke, New York City.
- Dr. Chase Co., Philadelphia, Pa.
- Eds & Co., Philadelphia, Pa.
- Dr. Hockley Co., Philadelphia, Pa.
- Hart Medical Co., Philadelphia, Pa.
- Dr. C. J. Sheop, Paeche, Wis.
- Miller Drug Co., St. Louis, Mo.
- Koska Mfg. Co., South Bend, Ind.
- Novelty Photo Works, Southfield, Mich.
- Dr. H. J. Kay, Saratoga Springs, N. Y.
- Quaver Med. Co., Toledo, O.
- Cheney Med. Co., Toledo, O.
- Mercantile Association, Williamsport, Pa.
- I. B. Ford Co., Wyandotte, Mich.

The Billboard now gives its tips fifty-two times a year instead of twelve.

Value of Distributing.

A well-known advertising man gives to "The Billboard" his opinion of wherein lies the value of advertising.

There is no medium of advertising that is more direct or that brings quicker or greater results for the money invested than distributing from house to house, when properly done. I mean by properly done that the reading matter should be truthful, well written, describing the article as near as it is possible to describe it. It should then be tastily gotten up, printed on good paper with good ink.

The distributor should look neat, be polite, going in and out without making noise. He must be honest and intelligent enough to realize that the printing costs money, and that if he wastes one piece he is wasting the advertiser's money. He should know the town, every street in it. He ought to know how many families live in each house, and know a "For Rent" sign when he sees it. He should put each piece in doors or fasten it high up in the jam of the door so that children can't reach it.

Leave one in a place, and besides placing the matter in each house in town, go in and tell the druggist about it, ask him how his stock it, and give him to understand that he will probably have calls for the goods and that he had better supply himself.

If all this were done I would call it properly done. If course, there are distributions that need special work and different treatment, such as samples. A sample of medicine should be handed to some grown person and not left unless some adult member of the family is present.

A sample of coffee or a washing compound should be delivered to the side door and the lady of the house asked for. This kind of distributing costs more than ordinary house-to-house distributing, and is worth more.

It is my belief that before long practically every advertiser in the country will set aside a certain portion of his advertising appropriation for distributing.

A Protest.

Slips containing reading matter similar to the following are being enclosed with the letters of several large patent medicine companies.

March 10, 1900, the United States Treasury had on hand, as shown by the official statement, a net cash balance of \$391,927,139.28. Government receipts, in excess of all expenses, for seven months prior to March 1, were as follows: August, 1899, \$4,475,861.58; September, 1899, \$7,731,772.99; October, 1899, \$4,535,561.87; November, 1899, \$6,175,721.68; December, 1899, \$7,613,411.91; January, 1900, \$8,221,068.00; February, 1900, \$7,892,792.88; total, \$64,075,333.97. This is an average of \$6,782,190.85 per month, or, at the rate of \$28,366,590.10 per year.

In his letter to Congress, January 10, 1900, the Secretary of the Treasury said: "The revenues are now largely exceeding disbursements from month to month, and seem likely to do so for an indefinite time. This condition would be a menace to the business world if assurances were not given that this surplus would be diverted from the treasury vaults to public depositories where, while secure to the Government, it would remain available to business use."

The existence of over \$200,000,000 cash in the treasury means that the Government not only has the required gold reserve \$150,000,000 under the law just passed, but that it also has on hand more than \$150,000,000 additional, available for any possible emergency.

With this enormous sum on hand, what possible excuse can there be for taxing the people \$80,000,000 per annum more than is needed to meet all public expenses?

What possible excuse can there now be for Congress, refusing to repeal the vexatious and unjust stamp taxes which harass the druggists and the manufacturers of medicinal preparations, perfumery, etc.?

If the entire tax levied under "Schedule H" of the war revenue act were repealed the annual reduction of revenue thereby effected would not equal the surplus for a single month.

Cross-Road Advertisers.

To the Editor of "The Billboard"

In the April number of "The Billboard" we see it is proposed to make a special directory for cross-road bill posters and distributors, and opinions and suggestions relative to the subject are asked for. We presume we have as large a route and as much and as varied experience as anybody, and "The Billboard" is entirely welcome to any ideas which we may have worked out.

We worked for four years on the route in Leon County alone, and last fall we enlarged our route to six of the best counties in Illinois. It costs no more to solicit work for our 195 towns than for one, and very small towns have work enough to keep a small boy busy, while a cross-road town can easily keep several people busy. Some of the largest advertisers have told us that our work is all O. K., and if we could cover all of Illinois, or even the United States completely, they would keep paper and wagons on all the time.

There should be as complete an organization as possible, and the work should be kept entirely separate from city work, for the two conflict too much to be under one management. There is enough work to pay one or two solicitors for their entire time hunting work. If we were so organized that any considerable portion could be covered. We recently received several letters from

firms saying that if we would give them good work and service, they would keep their traveling distributors out of our six counties and depend upon us alone.

Any person doing city work is equipped to do work only in from one to two counties. The same horse and wagon will do both. We have eight wagons, and while we do not keep all of them busy the whole time, we do keep some of them going all the time. A wagon suitable for one job is sometimes not suitable for all.

The greatest difficulty we have to encounter is that advertisers do not come promptly with work, and we seldom get over one-half of what is promised. I spent three weeks in Chicago arranging for summer work, and about one-half of it was here on time. Therefore, it does not do to give one firm exclusive privileges. It is liable to go back on you, and then you are left.

Distributors should arrange at once to cover all the country possible. This is done each year, and rallies will be held in nearly every town, besides county fairs, old settlers' reunions and old soldiers' gatherings, which will keep us busy, even if paper is always on hand. My idea is to devote a day at the annual meeting entirely to cross-road work, with a view of covering all possible points, and you should ask for a list of all cross road distributors, and be able to show to advertisers a map indicating the same. Put us down for Gazeview, Leon, Woodford, Livingston, Triquois and Ford Counties, Illinois—95 towns, 235,000 people.

Price distributing alone, \$5 per M.; price distributing with others, \$2 and \$3 per M.; pasting as chance may offer 5 to 8 cents per sheet. We use 30,000 circulars to distribute, and can paste 8,000 to 12,000, depending on size of stands.

ers, etc. The booklets are well gotten up, and with the dealer's name on them should make attractive ads. The company believes that the distributors, if they will, can become the salesmen for the booklets, and at the same time the people who buy the books will pay the distributors for placing them. This is a new wrinkle, and if practicable insures the distributor a double profit.

However, we believe that the books, as they are, will prove too costly for the small retailers, for whom they are intended.

NOTES.

Robert J. Wilson, Kewanee, Ill., tells us that work has been fair and that the prospects are good. He is contemplating applying for membership in the I. A. of D.

In 1898 Mr. W. B. Smith, of Gamesville, Ga., did some posting for the Acme Chemical Company of New Orleans, La. He reports that he has never been able to collect the bill for same, and advises distributors to demand cash in advance from this firm.

The Wide Awake Advertising Company gets out a blotter on which the printing is good, but about all the reverse side the blotter will do is to blot. It is our advice to distributors if they contemplate using the blotter method of advertising, to get a good blotter, something that can be used. To buy hard, shiny blotters is to throw your money away. There are so many blotters with good stock in them that come to the advertisers desks that any other style are immediately consigned to the waste basket, where they belong.

Flush in advance should be demanded from the Cold Water Soap Company, Mansfield, 11

Poster Printers

Advertisements under this heading will be published at the uniform rate of 10 cents per line per issue or \$1.00 per year.

- Boston Job Print. Co., 4 Alden, Boston, Mass.
- Brooklyn Daily Eagle Job P. Co., B'lyn, N. Y.
- Calboun Printing Co., Hartford, Conn.
- Calvert Litho Co., Detroit, Mich.
- Central City Show Print. Co., Jackson, Mich.
- Central Lith. & Eng. Co., 140 6th Ave., N. Y.
- Correspondent Show Printing Co., Piqua, O.
- Donaldson Lith. Co., Newport, Ky.
- Erie Show Printing Co., Erie, Pa.
- Enterprise Show Print, Cleveland, O.
- Forbes Lith. Co., 181 Devonshire, Boston, Mass.
- Free Press Show Print. Co., Detroit, Mich.
- Great Am. Eng. & Print. Co., 57 Beekman, N. Y.
- Great W. Print. Co., 511 Market, St. Louis, Mo.
- Greve Litho. Co., The, Milwaukee, Wis.
- Haber, P. B., Fond-du-Lac, Wis.
- Heneghan & Co., 127 E. 8th St., Cin'tl, O.
- Horse Show Printing Co., Atchison, Kas.
- Morgan, W. J. & Co., St. C. and Wod. Cdeve, O.
- Morrison Show Print, Detroit, Mich.
- National P. & Eng. Co., 316-3 Wabash, Chi., Ill.
- Pioneer Print. Co., 214 Jefferson, Seattle, Wash.
- Union and Advertiser Co., Rochester, N. Y.

Mr. W. L. Donaldson, of the Great Western Printing Company, of St. Louis, is back at his desk after a bad attack of the grip. Mr. Donaldson is enthusiastic over the new Show Printers' Association, of which he is Secretary, and he predicts that it will succeed and fill a long felt want.

The American Show Printers' Association recently organized in Chicago, is going to prove a boon to legitimate showmen as well as show printers. The main feature of the organization is a bureau of credits. It will be practically impossible for chronic defaulters to obtain paper on credit, and for this reason the fly-by-night shows will be few and far between. No one will regret the passing of the fly-by-night. It benefits nobody, but it does mess up the country and injure the business of legitimate attractions.

Death of Anthony O Russell.

Anthony O. Russell, president of the United States Printing Company, died at his home in Norwood, O., on the afternoon of April 8. The immediate cause of death was dropsy, with which he had been afflicted since last November. Mr. Russell was 71 years old, and had for many years been identified with the commercial prosperity of Cincinnati, and his death is without doubt a distinct loss to the whole community.

Up to within a week of his death, against which he fought with all the strength of his rugged constitution and indomitable will power, he maintained his interest in outside things and affairs of the world, and received his friends and acquaintances as usual. He even watched from his window through a pair of field glasses the work on the new factories which the United States Printing Company is putting up in Norwood. For a year past Mr. Russell had been unable to attend actively to his duties as president of the company, but he had directed its affairs from his home in Norwood.

The funeral, which was held on the afternoon of April 11, in the Scottish Rite Cathedral in this city, was largely attended and very impressive. Thousands of people, among them the employees of the printing company of which Mr. Russell was the head, thronged the streets in the vicinity of the Cathedral and the great building, which was literally a garden of flowers, was filled to overflowing. The services, at the request of the dead, were conducted solely by the member of Lafayette Lodge, Free and Accepted Masons. The casket was banked with flowers, and partly draped with the flag for which Mr. Russell had fought so well in the Civil War, and when the ceremony had been completed the casket was opened, and the thousands present filed slowly by to take the last look at the face of him they loved and honored. The burial took place in Spring Grove Cemetery, and owing to the unpropitious weather the service at the grave was short and simple, one prayer being offered by the chaplain of the Masonic Lodge.

Anthony Octavius Russell was born in Southington, Conn., December 4, 1826. His parents moved to Cincinnati in the fall of 1830, when he was only four years old, and it was in this city that young Russell first began to learn the trade which he was to follow through life. At the age of eleven he was apprenticed to W. H. Robinson, which apprenticeship he served several years, finishing his time as a printer in the office of a Cincinnati daily paper. Later he served as journeyman in Cincinnati, New Orleans, Louisville and Memphis. He was in Memphis at the time Fort Sumter was fired upon, and he immediately returned to Cincinnati and enlisted in the Sixth Ohio Volunteer Infantry, and was soon made Captain of Company G. Captain Russell took part in many battles with his regiment, and for his ability and courage was later promoted to the rank of Major. At the end of the war Mr. Russell returned to Cincinnati and in 1867, in connection with Robert J. Morgan, J. M. Armstrong and John F. Robinson, organized the firm of Russell, Morgan & Co., now the United States Printing Company. Success was with them from the start, and Mr. Russell held the office of President of the company until he died.



ANTHONY O. RUSSELL.
Died Sunday, April the 8th, 1900.

The trouble with the present system of solicitors is that they are all big jobbers themselves and work entirely for their own interests, and not for the interests of the members of the association. We need a change in this respect.

We should be in touch with large printing firms, which should give us tips of prospective bill posting work, distributing work and all other kinds in our line.

HILLON & FOULKE,
X-Road Advertisers.

All Through Distributing.

There is a patent medicine firm in Topeka, Kan., which has certainly a unique record in advertising. It is the W. W. Gavitt Company, which does an extensive business throughout the world, and the firm claims that it has never placed an ad in a newspaper, magazine or book of any kind. Its entire advertising is done through distribution, and the enormous business it does certainly speaks well for the cause of the distributor.

A New Wrinkle

The Booklet Publicity Company, 208 Summer street, Boston, has a new scheme for distributors. They have issued a series of ten attractive booklets on such subjects as "Shoe Science" for shoe dealers, "The Art Tonsorial" for barbers, "Dress" for tailors, "Why You Need a Piano" for piano deal-

A few others who should probably be dealt with in the same way are J. C. Hubinger, Marshall Remedy Company, Tolesha Starin Company, Hoffman Drug Company, Globe Medicine Company and Charco Food Company.

An extract from one of our distributors' letters says: "The value of circulars and booklets when properly distributed is never questioned by discreet advertisers. Circulars give more judicious circulation for the amount spent than any other medium of advertising when the work is properly done. Results are almost invariably forthcoming."

J. N. Schwartz, who covers South Bend, Mishawaka, Michigan City, Walkerton and North Liberty, has moved his office from Walkerton to South Bend. He is doing a good business and has a finely appointed office.

Mr. Ellis G. Kerr, manager of the Enterprise Printing Company, Cleveland, O., writes that business, both theatrical and commercial, has been booming for them since 1900 opened. He says further: "The ever welcome 'Billboard' can always be found on our desk and its interesting columns perused regularly each month. We note many improvements in handling advertising matter by the knights of the brush to the ways of doing so a few years ago. This means better results to advertisers and tends to increase advertising lines which is mutually beneficial to advertisers, bill posters and printers."

Tympalya is manufactured in Boston, Mass. The catch phrase "Saves make-ready," used in the company's booklet, explains the purpose of the invention.

Under the Tents.

He has gone where the clown and the king
 Meet under the canvas as brothers,
 Where no one need food in the ring
 To tickle the fancies of others.
 And if God loves the man who has curved
 People's lips into smiles, there's a nice
 Front seat that has long been reserved
 Over there for Jolly Dan Rice.

He marshaled no host on the plain,
 Nor rose above men as a leader,
 And thought that he did shall remain
 In the hand of the palm or the cedar
 But he made the world laugh in his day,
 And he put sorrow under a ban,
 So here is a parland to buy
 On the pier of jolly old Dan

Chicago Times Herald

Tent Shows.

This is a new department in "The Billboard." It is an experiment. If it pays we will continue it. If it does not, we will not. It is not an idea of our own. We have been importuned by many of our readers to devote some little of our space to tent show news. Of late these requests have multiplied to such an extent that it begins to look as if a department like this might be made to pay. Hence our decision to try it. This issue does not amount to much. We did not decide to make the attempt until late, and the matter has been hastily compiled slung together any old way, in fact. Each week hereafter will show a decided improvement, though.

We will be glad to have newsy letters and items of interest from correspondents. We will publish all news, but it must be news. All long sermons of self-adulation and personal puffery will be cut out.

Our circus route list will also be a feature of our columns hereafter. No routes ahead will be published without the sanction of the show, but we are at all times ready to forward letters to all shows.

We know all routes from two to fifteen days ahead. Our readers are invited to send letters in our care. We will not hold them for publication, but will forward them at once when their address is known. When the address is unknown the letter will be advertised and forwarded as soon as claimed.

One Paper for Ten Cents.

At this season of the year a great many letters enclosing ten cents are received asking for sample copies of "The Billboard." As these letters are opened wrappers are addressed to the persons whose names are signed and to the places designated. These papers are sent off together with a letter acknowledging the receipt of the order. No mistakes are made and no one is left out.

The papers in many instances are not handled by the Postoffice employees as quickly as the letters, and do not reach their destination at the same time as the letter. This is the cause of our receiving many letters asking, "Why has our paper not come, send us another," and many who travel from place to place give us only one address and leave before the paper has had time to reach them. This also causes many cards of inquiry. We wish to assure every one that if their letter reaches us with ten cents enclosed a paper will be mailed to them. If the name is not plain and the proper address is not given it is no fault of ours. We can only say that we are conducting a business upon business principles, that every man will get what goods he orders, and we feel justified in ruling that one paper and one only will be sent for one ten-cent piece. We can not agree to place the paper in your hands, we can only agree to place it in the mails addressed to you, with the address your yourself give us. It then lies between you and Uncle Sam, and we have every reason to believe that Uncle Sam will fulfill his part. See to it that you attend to yours.

Ringling Bros.

(Special by The Billboard)

WHEELING, W. Va., April 19.—Although the day dawned raw and chilly, the sun soon struggled through the clouds and we had typical circus weather by 10 a. m.

The parade proved bright and interesting. A new feature introduced by Fred Lamont found fine favor. It might be defined as a "tube" acrobat act on a hay wagon. It finishes the parade and provoked storms of laughter all along the route.

Every stitch of canvas was new, and the show looked beautiful on the lot. It was nicely flagged.

The side-show opening was big. The afternoon attendance was very big and the night, house capacity.

The big top had four poles up and the menagerie had six.

There are thirty-two cages in the menagerie, twenty-three elephants and eleven camels, besides minor led stock.

Despite the fact that only two rehearsals were had, the performance gave great satisfaction.

Strangely enough, it was the first time Messrs. Ringling Bros. had ever showed Wheeling. They used the lot on the island. Kerry Meagher is in the wagon. Chas. Andrews is claim adjuster. Lou Nichols is side show manager.

Advance Rosters.

WINTERMUTE BROS.' GIGANTIC SHOWS
 Agent—Halsey Wintermute.
 Bill Posters—Clarence N. Black, of Syracuse; Lew Comstock, Barrington, Ill.; A. T. Eads, Battle Creek, Mich.

PAWNEE HILL'S WILD WEST.
 General Agent—W. E. Ferguson.
 Contracting Agent—J. H. Rice.
 Assistant Contracting Agent—D. W. Mayon.
 Manager No. 1 Car—Thos. R. Perry and fourteen bill posters and lithographers.
 Press Representative in Advance—T. L. Nicodemus.
 Press Representative with Show—Frank Frost.
 Manager No. 2 Car— with ten bill posters and lithographers.
 Manager of Box Brigade—Elmer Hultzer, with four assistants.
 Route Riders—Harry Upham and John Brice.

G. W. HALL'S CIRCUS AND MENAGERIE.
 G. W. Hall, propr.
 General Agent—E. O. Ferguson.
 Bill Posters—D. Maloney, Ira Weirutan, Fred Knoll.
 Programmer and Lithographer—Fred Champion.

ELTON BROS.' 20c SHOWS.
 Wagon No. 1.
 Agent—H. O. Cunningham.
 Bill Poster—Callen.
 Lithographer—Moore.
 Wagon No. 2.
 Bill Posters, Programmers and Heralds—Joe McClary and Chas. Mitchell.

RENO'S ORIENTAL SHOWS
 Contracting Agent—W. B. Alvord
 Lithographer—King Solomon.
 Bill Posters—Chas. Arnold, "Swipes" Cone, "Smiler" Towne

BONHEUR BROS
 Contracting Agent—A. G. Bonheur
 Bill Posters and Programmers—J. A. Cannon, Marvin Melrose, James Lester.

MCCORMICK'S GREAT SILVER-PLATE SHOWS.
 Railroad Contracting Agent—Mr. F. E. Hadley.
 In Charge Advance Car No. 1—W. B. McCormick, with seven assistants: June Wart, Dave Ward, Jim Huscher, Albert Hecher, Joseph Ward, Alex. Meige, Alex. Hurton.
 In Charge of Car No. 2—W. B. Menifee, with six assistants: Jim Coal, Harry Wells, Ed. Patehell, Harry Wartz, Harry Charles, Perry Smith.
 Programmers and Lithographers, Car No. 1—Mr. Harry Sells, Mr. Frank Welsch, Mr. Edward Oskey, Mr. Howard Eddes.
 Programmers, Car No. 2—Mr. Frank Spence, Mr. John Sheets, Mr. Harry Haven

COL. PETE CONKLIN'S BIG SHOWS
 General Agent—Floyd C. Fox.
 Press Agent—H. W. Fox.
 Programmer—Percy Jenkins.
 Bill Posters—Charles Cox, Willie Morton.

BURK'S BIG UNCLE TOM'S CABIN
 Contracting Agent—C. T. Broekway.
 Assistant Contracting Agent—G. E. Bucey.
 Bill Posters—John Harpe, Will Smith.
 Programmer and Lithographer—Ray Post.

CULLINS BROS.
 Press Agent—D. G. Jarvis.
 Boss Bill Posters—C. Murphey, Joe Dawson, Earl Sage.
 Lithographer—Roy Colburn.
 Programmer—J. Heagerman.

CAPT. W. D. AMENT'S BIG CITY VAUDEVILLE CIRCUS.
 Contracting Agent—A. J. Sharply.

THE PAN-CONTINENTAL AMUSEMENT CO., OLEAN, N. Y.
 General Railroad Contracting Agent—J. Allen Barnaby.
 Car No. 1.

In Charge of Paper—Wm. Kirsch; two bill posters.
 Programmers—J. E. Dissenbaugh, Frank Stockdale.
 Lithographers—Louis Chesner, Homer Bradley.
 Advertising Solicitor—Herbert H. Black.
 Car No. 2.
 Agent—Philip Harris.
 In Charge of Paper—Michael Tobias; two bill posters.
 Programmers—Ed. White, Billy Marks.

WHITNEY'S ACROBATIC AND SPECIALTY COMPANY.
 General Agent—E. S. Murphy.
 Contracting Agent—J. F. Whitney.
 In Charge of Advance Brigade No. 1—L. P. Whitney.
 Lithographer—W. Walbourne.
 Bill Posters—Jas. Hardy, Fred James and Will Dugan.
 In Charge of Brigade No. 2—J. F. Whitney.
 Bill Posters—Art Johnson, Billy Sutton.

THE KEYSTONE SHOWS.
 Agent—Keller Isendinger.
 Bill Posters—Jos. Murray and Harry Illum

F. J. TAYLOR'S SHOWS.
 General Contracting Agent—J. A. Park.
 Press Agent—A. D. Funk.
 In Charge of Advance—A. D. Funk.
 Programmer—C. Levey.
 Bill Posters—Thos. Acton, P. A. Howard, Will Myers, J. Hurly.

LOUIS' CRESCENT SHOWS.
 General Agent—Thos. Ewers.
 Programmer—Ed. White.
 Lithographer—G. L. Gage.
 Bill Posters—W. H. Parker, H. A. Little.

FRED LOCKE'S SHOW.
 Contractor, E. A. Hill.
 Press Agent, A. O. Landiss.
 Programmer, C. Jones.
 Boss Bill Poster, Murphy Santrson, with four men.

ED. F. DAVIS' BIG 10-20c SHOW.
 Propr. and Mgr.—Ed. F. Davis.
 General Agent—DeForest Davis.
 Equestrian Director—Sam MacFlinn.
 Band Master—Hanks Baird.
 Master of Canvas—Chas. Watson.
 Master of Horse—Dr. Fowler.

TERRY'S METROPOLITAN UNCLE TOM'S CABIN.
 General Agent—W. G. Dickey.
 Bill Poster—Harry Cassel.
 Country Route of the No. 1 Advance—Chas. Parker.

STEWART FAMILY'S SHOWS
 Agent—Mr. F. W. Stewart.
 Bill Poster and Distributor—Dave Moyer.
JAZIE'S NEW ALL-FEATURE SHOWS.
 General Agent—J. P. Gallagher.
 Contracting Agent—J. W. Hutchinson.
 Bill Posters—Harry Ghosen, J. Ward, D. J. Sanford, C. A. Gillmore.
 In Charge of Second Advance—Claude Yerker, with Will Chase, T. J. Anderson and E. J. Warren.

WALTER J. McDONALD'S SHOWS.
 General Agent—Harry Bundy.
 Bill Posters—Wm. Hundy, Fred Jones, Spot Sikes, Frank Cunn, Joe Harris.
 Publisher Official Programmes—Chas. G. Johnson.
 Lithographer—Frank Searls.
 Programmer—E. G. Templin.

The following are in the roster of the advance of the great Wallace Circus: W. E. Franklin, general agent, E. M. Burke, railroad contractor; R. M. Harvey and D. F. Lynch, contractors; A. W. McPhail, special agent, W. R. Muskat, agent No. 1 advance car, with sixteen bill posters; R. P. Janette, agent No. 2 advance car, with fourteen bill posters; Frank Purcell, agent Brigade No. 1, with ten men; Harry Middleton, agent Brigade No. 2, with five men, W. W. Parnalee, program contractor.

The advertising department of the John T. Backman's Show consists of Will Z. Smith, agent, Frank Cook and F. R. Hlose, bill posters; Chris. Mayer, programmer, and Ray Pickrell, press agent.

The advance staff of the Sun Bros' Shows is: Pete Sun, manager, Albert Moore in charge of the big No. 1 wagon, Walter Epperson, No. 2 wagon, C. I. Smitt, No. 3 wagon, and Fred Haver, lithographer, with assistants.

Fred Darling is general contractor and advance representative of the Dixon, Howers & Dixon Big Shows. He has eight assistants. The show opens in Sydney, N. Y., May 1.

Harrington's Combined Shows open at Cook's Park, Evansville, Ind., May 6. Wm. Harrington will be in advance, with one assistant and two bill posters.



Riding the Elephant.

We are going to make our Circus Department "the best ever."

THE BILLBOARD



CHARLES H. DAY.

Everyone that follows the white tents knows "the old circus man" either personally or by reputation. In fact, there is no man in the show business who was ever better or more favorably known than is Mr. Charles H. Day, whose portrait appears in this number of "The Billboard".

Mr. Day's new serial story of circus life, "The Van Amburgh, Elephant Performer and Lion Trainer," is now running in "Golden Hours," and judging from the complimentary notices, it will prove the best thing that Mr. Day has yet done in a literary way. No one is better fitted to write of circus life than "The Old Circus Man," and that his new story deserves all the attention it is receiving, goes without saying.

The Old and the New Paste.

Since Arthur S. Hoyt, of New York, introduced his novel cold water paste, the bill-posting world has been asking, is it as good as the old kind? Is it cheaper to use the new paste?

Hoyt claims that his paste contains no lye, acid or chemicals of any kind. In fact, he says that it can be eaten without the gum in it, and that it will not turn the colors on the posters. This would indicate that there is merit in his article.

The cost of the cold-water paste, figuring at the regular rate, f. o. b. at New York, not counting labor—when compared to the old paste, amounts to about 25 per cent more. But considering the labor in preparing the cooked paste and the delay incidental to its use. The two will be found to about on an equal basis. The plan of mixing your paste where and when you need it is of inestimable value, especially to cross road and circus bill posters, for it enables them to do more work and to cover more ground on account of the convenience of preparing.

Routes.

Campbell Bros. United Shows will open at Fairbury, Neb., April 26. It is a neat two-ring show, and it promises to have its best season yet this year.

The Buffalo Hill Wild West Show opened at Madison Square Garden, New York City, April 25, for a season of two weeks. Brooklyn, May 7, for one week. Philadelphia, one week, beginning May 17.

Harrison and Hubley, Limited, opened at Hamburg, Germany, April 15, Easter Sunday, for a run of four weeks.

The Brewster Higgins Pavilion Shows, of which Frank Dillon is general agent, have been wintering at Papillion, Neb. They open their season May 9, at Fremont, Neb.

Buckskin Hill's Wild West opens Paducah, Ky., May 5.

Wallace Shows opened at Peru, Ind., April 28, and showed at Indianapolis April 30. They will then follow to Anderson, Ind., May 1; Marion, Ind., May 2; Muncie, Ind., May 3; Dayton, O., May 4, and Chillicothe, O., May 5.

Ringling Bros. showed in Trenton, N. J., April 25; New Brunswick, N. J., April 26; Newark, N. J., April 27; Paterson, N. J., April 28, and Westfield, Conn., April 29. They will show at Bridgeport, Conn., New Haven, Conn., and Hartford, Conn., on May 2, 3 and 4, respectively.

Forepaugh Sells Shows were at Baltimore, Md., April 23 and 24; Washington, D. C., April 25 and 26; York, Pa., April 27, and Westchester, April 28. They will appear at Reading, Pa., May 1, and Williamsport, Pa., May 3.

The John Robinson Shows opened at Columbia, Tenn., April 28, and appeared at Richmond, Ind., April 30, Spring field, O., has them on May 1 and Columbus, O., May 2.

The Sells-Gray Show was reported at Elwood, Ind., April 28, and Alexandria, Ind., April 30.

Pawnee Bill Shows will be at Chester, Pa., May 5.

Morris & Rowe Shows were reported as follows: Reno, Cal., April 25; Truckee, Cal., April 26; Marysville, Cal., April 27; Oroville, Cal., April 28; Chico, Cal., April 29. They show at Red Bluff, Cal., May 1; Redding, Cal., May 2; Yreka, Cal., May 3; Ashland, Ore., May 4; Medford, Ore., May 5.

The Jas. W. Goodrich Shows opened at Weston, W. Va., April 28, and appeared at Clarksburg, W. Va., April 30. Following Grafton, W. Va., May 1; they show at Newburg, W. Va., May 2; Kinwood, W. Va., May 3; Oakland, Md., May 4; Western Port, Md., May 5.

Welsh Bros. kept things lively at Reading, Pa., April 23 to 28, inclusive.

Cullins Bros. Wagon Shows open at Concordia, Kas., May 3.

The Great Syndicate Shows were seen at Centropolis, Mo., April 28.

Nickel Plate Shows made Chicago, Ill., April 28.

The James & Lass opened the tenting season April 26 at Lafayette, Ind.

The Canton Carnival Company opens at Chattanooga May 7, and will be at Birmingham, Ala., the following week. They show at Charlotte, N. C., May 21.

Elton Bros.' circus opened at Smithfield, Pa., May 1.

Pawnee Hill's Wild West will show at Chester, Pa., May 5.

Kennedy Bros.' Circus and Vaudeville Shows opened at Bloomington, Ill., April 25, 26 and 27, and followed to El Paso, Ill., April 28; Mionk, Ill., April 29. They make Rutland, Ill., May 1; Toluca, Ill., May 2, and Streator, Ill., May 3, 4 and 5.

Rheda Royal Shows open the season at Geneva, O., April 28.

Tuttles Olympic Shows take the road May 1.

The Barlow's Refined Wagon Show began the season at Syracuse, Ind., April 28. The following route was so far arranged: New Paris, Ind., April 30; Benton, Ind., May 1; N. Webster, Ind., May 2; Cromwell, Ind., May 3; Wawaka, Ind., May 4, and Wolcottville, Ind., May 5.

Notes.

Capt. W. D. Ament's Big City Vaudeville Circus will show at Muscatine, Ia., April 21 to 28.

Hasel McHenry will do the contracting for the Gollmar Bros. this season.

Wm. Powley will not go with the Wallace Shows. He will probably be found with the Sells-Gray Show.

J. P. Harris, McKeesport, Pa., will not open until the middle of June, and will then play the towns surrounding Pittsburgh.

Mr. L. F. Nicodemus, 165 E. Randolph Street, Chicago, has the advertising program of the Pawnee Hill Shows.

Sam Dock's Keystone Show and E. G. Smith's Imperial Show have combined.

The Harrington Wagon Show will tour Indiana, Illinois, Missouri and Kentucky this year.

A Wilson Show will probably run out a big 10, 20 and 30-cent show under canvas.

Ringling Bros. are nothing if not spectacular. Their astonishing jump from Baraboo to Wheeling to open (seven hundred and eighty-five miles), had no sooner been announced than their contracting agents appeared in Jersey City at the very gates of New York. This remarkable maneuver was succeeded by another equally surprising when Westfield, Conn., was announced as the next town on the list.

Bill posters have never been as scarce in the history of show business as they are this spring. From every direction reports are coming in of advance cars starting out short handed.

The New York yellow journals did not treat the Forepaugh-Sells show overkindly, but the public was more discriminating and appreciative. In other words, the Garden was packed at every performance.

F. J. Taylor, of Creston, Iowa, will try it again this season under the style of the Great F. J. Taylor's Shows (Incorporated).

We will be glad to publish rosters, but they must not be padded with fictitious names.

Ed F. Davis' school of trained barnyard quadrupeds will make a big hit, or "The Billboard" will miss its guess.

We want to be able to say always, "If you see it in 'The Billboard' it's so." Our correspondents will please confine themselves to facts and avoid exaggeration.

The Robinson Show parade this season is a revelation. The cages are not only very handsome, but unique. They are odd, original and out of the ordinary in style and design. This is one parade that will make a hit this year.

Circus bill posters are invited to have their mail sent in our care. We have special advantages which enable us to forward it more promptly than any other publication. We do not hold mail to advertise it, but send it forward the day it is received.

We want a correspondent with every tent show. We offer real and substantial inducements for a weekly letter containing real news. Write to us. There is money in it, but no press agents need apply.

Gil Robinson went all the way to Egypt this past winter to buy camels for the John Robinson Shows. He bought thirty, all young and strong. Despite great care fourteen of them died on the vessel on the way over. This is one of the reasons that the price of camels in America is high.

This department does not amount to much this issue. It is not nearly as good as we intend to make it, but even this issue contains more real circus news than any other paper prints. There is a field for us.

The new feature with Harris' Nickel Plate Shows this season is a team of six camels harnessed two abreast to a handsome open den of lions, on top of which is seated a band of ten mouth pieces.

The Reno & Alvord Show opens at Aurora, Neb., April 28. Over \$2,500 has gone into the show this winter, but they don't owe any one a dollar. W. B. Alvord will be ahead of the show as usual.

Geo. Peck, formerly of the firm of Peck & Furman, has the sideshow with Buckskin Hill's Wild West this season.

Doc Parkhurst, the boss canvasman, writes that Norris & Rowe are carrying a ten-car show on six cars. He says it is the biggest six cars of stuff he ever handled.

Denny Lynch, contracting agent of the Wallace Shows, is out for a record this year. His first town was Indianapolis. He got the lot for \$30 (the first time the price has been broken in twelve years), and he made the county license for \$10, which is better than any of the high-priced fixers have ever succeeded in doing.

J. R. W. Hennessey, proprietor of Cooper & Co.'s circus, was in Cincinnati April 16.

We want everybody in touch with the tent show business to feel that "The Billboard" is published in their interests. Bosses, performers and musicians, as well as bill posters.

H. E. Wallace has six of the prettiest hippopotamus cages for the children's department that ever went in a parade. Each is hauled by four shetland ponies, and the color of the harness and plumes matches the color of the cage.

F. E. Davis is ahead of the Cooper & Co. show.

Dan R. Robinson, general agent of Buckskin Hill's Wild West, was a "Billboard" caller April 16.

The Jas. W. Goodrich Shows will be a two-car railroad show this year. It opens at Weston, W. Va., April 28.

The old Protective League of American Showmen is as dead as a door nail. It can not be revived, but for all that, there is a crying need of a similar organization.

The Cooper & Co. Show cleaned up \$1,500 on the Key West engagement, and made money in the southern towns of Florida. Commencing at Jacksonville, however, business fell off and has been bad ever since. Pensacola was simply vile. Even ten-cent cotton can not make the South good country in the spring.

Clint Worrall is with Frank A. Robbins street fair company.

The inconsistency of municipal authorities is nowhere more apparent than in the relative treatment accorded circuses and street fairs. A street fair promoter gets free license, free water, free light and closes up all fences in important streets in the center of the town. In addition, merchants go down in their pockets and dig up big money in the shape of subscriptions to help the fair along and draw people into town. The circus draws, as many people, pays for all it gets, and taxed outrageously into the bargain.

Any show needing a good, first-class fixer will find one in John Griffen. He is at Liberty, His address is No. 27 Bank st., Toronto, Ontario.

It is high time that the circus managers got together and formed an association which would enable them to resist the steady encroachments of hostile legislation and unjust exactions of railroads.

Every circus license in the United States is illegal. This is a fact. It is an opinion held by dozens of eminent lawyers of the State, county and municipal licenses are a hindrance of inter-state commerce and consequently invalid.

If circus men would get together, create fund and secure counsel and enroll a test case to the Supreme Court of the United States, they would win as completely as emphatically as did the drummers in the fight against the drummers' tax.

Dan Robinson is general agent of the Buckskin Hill Wild West. Dan says the show boasts of seventeen cars with the show at two ahead.

Choosing Day with the Wallace Shows fall on April 29 this year.

Mrs. Ephraim Sells died April 8 at his home in Columbus, O. Her children were present, as was also Mr. Peter Sells.

John Hamilton "gets the train over the road" this year with the Wallace Shows.

The Norris & Rowe Shows cleared \$10,800 in fifteen days at the Mechanics' Pavilion, San Francisco. This is no pipe story, either, but the result of heavy billing and faithful conscientious house-to-house program. The put up 10,000 sheets of wall work, 900 window lithos and distributed 65,000 couriers.

Leon Washburn will put out a Tom Show under canvas, opening his season at Haydel trace, Md.

The Welsh Brothers, proprietors of the big Welsh Brothers' Circus, have started a second enterprise, to be known as the Welsh Wagon Show.

Bill Doris, the side-show man and his wife closed with the Cooper & Co. Shows at Jackson, Tenn., April 14.

The larger shows have now and then argued against fighting excessive licenses. They have asserted that they could afford to pay them, because they kept down the number of small shows. The fallacy of this argument is demonstrated by the large number of tent shows that take the road this season. There are BS—think of it!

The new circus rate on the Southern Railroad is a ripper. Just to ascertain what the new order meant, a prominent circus agent asked for a rate from Memphis to Chattanooga on a one-section show making four stops. He was informed that it would be \$1,525. The South will not be so good next fall, even if cotton is ten cents, at this rate.

Texas, North Carolina and Tennessee are the worst offenders of all the States in the matter of high circus licenses.

Jim Sturgis sold his sixty-foot sleeping car to J. R. W. Hennessey, April 16. The latter will place it in his train, remodeling the one he is at present using, and sending it ahead for an advance car.

Geo. Aiken has proved his ability to keep a route buried about as well as the next one. The Robinson Show stands work an unknown quantity up to the time the contracting agents started out.

They are still talking of the great opposition work that G. H. Hartford did at Staunton, Va., last year with the Wallace Shows.

The Orton Family is with the Cullins Bros. Shows this season, as is also Tony White. Davie Jarvis is looking out for the transportation for the Cullins.

TENT SHOW FACTS.

Total number	165
Railroad shows	10
Wagon shows	10
Circuses with menagerie	1
Circuses with riding	1
Circuses without riding	7
Wild Wests	1
Variety shows	1
Burlesque shows	1
Uncle Tom shows	2
Repertoire shows	1
Dog and Pony shows	1
Minstrels	1
Advertising circuses	1
Concert companies	1
Negro shows	1
Horse shows	1

Room for Good Billposters!

There is room for a few more first class experienced Billposters with Buckskin's Wild West. Applications should be addressed to

DAN. R. ROBINSON, PADUCAH, KY.

BILLPOSTERS WANTED

I can use a few more good, seasoned Billposters—but they must be "cracker-jacks" and thoroughly experienced.

WRITE OR WIRE.

W. E. FRANKLIN, TERRACE PARK, O.

Send in your routes—we publish them only with your consent.

THE BILLBOARD.

Published First of Every Month, at
127 East Eighth Street, Cincinnati, O., U. S. A.
Address all communications
For the editorial or business departments to
THE BILLBOARD PUBLISHING CO.

Subscription, \$1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; no discount for time or space. Copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

The Billboard is sold in London at Lord's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave. W. In Paris, at Brentano's, 37 Avenue de l'Opera. The trade supplied by the American News Co. and its branches. Remittance should be made by post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor can not undertake to return unsolicited manuscripts; correspondents should keep copy. When it is necessary to advise us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

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

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MAY, 1900.

Appreciating the fact that the needs and interests of our readers and advertisers can better be served through a weekly paper than a monthly magazine, we have decided to bring about a transformation in The Billboard. The paper will hereafter be published every week. Definite information concerning the change will be found in each of the principal departments of this issue.

The character and appearance of the paper will undergo but a slight change, while the purpose will in no way be affected.

The Billboard will continue to be known as the advocate of all that is good in the fields which it covers.

The announcement of the change, in frequency of issue, will be received with joy by ninety-nine out of every hundred of our readers; of that we are certain.

Daily letters come to us which voice expressions similar to these—"We watch impatiently for every issue of The Billboard," or "We wish The Billboard was a daily instead of a monthly." Making due allowance for blarney and jollies, enough communications containing truth and honest opinions reach us to make us feel that the energy and time expended in building up the paper to its present standard is greatly appreciated and to convince us that our efforts in behalf of the causes in which they are enlisted will be supported and upheld.

This issue sees the opening of a new department in The Billboard—The Circus Department. It is our intention to publish in this column news of the tented world in general; the wagon show and the greatest of them all alike, will find a home. In making a place for the tent shows, we have in no way left our field or divided our interests, but have merely

brought in another atom which goes to make up the great whole. We are drawing together and binding closer lines which are already inseparably allied. "The Bill Posters are unquestionably interested in the travels of the circuses, likewise are the distributors. The Poster Printers must know at all times the whereabouts of the shows. The Advertisers, the Fair managers, in fact, everyone of our readers, will be profited by this addition. On the other hand we are giving the circus men and followers a place in a paper, every feature of which is of vital interest to them. Our fair list, convention dates, bill posters' and distributors' directories will be of inestimable value to the circus agents in routing their shows and will inform them in what towns reliable and experienced men are to be found. Harmony exists between every calling represented in The Billboard, and we will do everything in our power to maintain the present friendly feeling.

The best and surest way to forcibly impress a truth upon a person's mind, is by telling it over and over. If we did not believe that there is strength in repetition, we could not conscientiously proclaim the value of poster publicity. There is a point which we feel should be impressed upon the Billposters of the country. A flaw is evident in the system of governing the Associated Billposters' association. The weak point has been pointed out before, but it still exists, and as long as it does exist, we will continue to call attention to it. We do not wish to be thought harping, for harping carries with it the idea of hobby or of persistence in behalf of something unworthy, but we do desire to have people know that we are persevering and persevering in a good cause—the highest human principle—that of liberty.

Often have we said, the government of the association should be in the hands of the members.

The members should elect their own directors. Every just and honest man knows this. It is right that the power of the association should be given to the representatives of the entire membership, and not vested in a body, appointed by one man, no matter who he may be. It is in the hands of the members at large to demand their rights, and they will demand them—just wait and see.

The barbers of the ancient and honorable borough of Brooklyn are in trouble. Distress has come upon them, and there is weeping and wailing and gnashing of teeth. They have been trodden under foot, and their ancient rights taken from them. That band of Amazons, the "Women's Protective Association," protested against the barber poles. The ladies objected to the poles on aesthetic grounds, because of their ugliness, and on legal grounds because they were obstructions within the intent and meaning of the law; and, furthermore, they said the poles must go. What the ladies say usually goes—in a word, the ladies prevailed. Meanwhile, the barbers of the ancient and honorable borough of Brooklyn are without poles, and the citizens of the ancient and honorable borough are wondering what in Brooklyn the Women's Protective Association is going to do next. Who can tell?

It Won't Go.

One-Hundred-Cities-Plan likely to be Stalled in the West.

It looks very much as if the hundred cities plan, which apparently started in a most promising manner, is to take a course very similar to that of a skyrocket, and a penny one at that.

Contrary to the prophecies and hopes of the great Eastern powers, the bill posters of the West did not jump at the bait and fall over one another in a wild rush to get in first; quite the opposite, they have up to the present time secretly but firmly refused to "walk into their parlor." It was too much like playing blindman's buff with the other people buff. The great cities of the Middle West, reaching thirty million buyers or more, have all steadfastly refused. When they act they will all act together. A meeting of the Western members has been called, and if this meeting is held adverse action will very likely be taken, for there is a great preponderance of sentiment unfavorable to the project. The meeting in all probability will not take place before the return of Bob Gunning, who is now in the East, and whose presence there at the time set for the meeting at Jersey City is certainly significant. Why should there be any hundred cities scheme? If the old association is what it pretends to be, there is no need, no possible excuse, for starting another association as a part of the old. The Protective Company will prove a good thing for some one or ones is undeniable. Fitch, for instance, would be lucky, drawing a nice large salary and conducting an office, the running expenses of which will amount to not less than \$15,000 per year. He would be doing well. Who is to meet this expense? Will the members pay out their money when they get no return? Is not every bill poster in the country hustling for work? Are there not hundreds of solicitors and poster salesman already digging up new business? Will not the bill posters belonging to the association get the work the same as if they were members of this certain division of the whole body? Does one man have to put up his good money to help kill opposition in some other town when it will not benefit him one cent's worth, and when there is no possible chance for opposition in his town? The Protective Company is full of flaws. It can not stand the scrutiny of a close examination. It is a pure invention of the gang. They know and feel that they are fast losing their strength, and, like a drowning man, grasp at anything, no matter what, with the hope of saving themselves.

They have endeavored to band themselves together and to draw others in with them, so that they might have a place of refuge when the exposure came. If this, their last resort, fails they have nothing left but to surrender. And it should fail. It is high time that the bill posters throw off the tyrannical yoke of the gang, make way for honest and upright dealings, and true and unimpeachable principles.

The Billboard's Policy,

And its Attitude toward Billposters and their Various Associations.

"The Billboard" believes in the efficacy of the poster, and in that belief puts forth every effort to popularize it in the estimation of advertisers. It constantly teaches, tirelessly preaches, in fact, fairly screeches, these advantages and peculiar merits in issue after issue. This is its particular mission, but it has others.

Prominent among them is the improvement of all methods, customs and usages which obtain in connection with bill board advertising. It advocates better posters, and along with them better bill boards on which to post them. It seeks to bring about improvement by advice and suggestion, and these it endeavors to bring out by discussions, arguments and essays by practical bill posters.

Bill posters' associations have an important bearing on the business of bill posting, and on that account come within the scope of "The Billboard's" province.

We have been compelled to devote considerable attention to the various organizations on this account. We believe, like all human institutions, they are neither infallible nor perfect.

We are optimistic, however. We think they are capable of being improved. We think that if they are criticized, if their weak points are laid bare, that it will result in better associations.

We also think, among other things, that an American Bill Posters' Association ought to be based upon the control of all of its members by the voice of the majority. Rightly comprehended, almost any one is compelled to concede that this is a sound basis. We do not believe that the voice of the people is always the voice of God, but we do stoutly maintain that the voice of the majority, though it may not be sound for eternity, will at least answer for the time being.

But it is not always easy to get an expression of opinion of the majority. It can not be done at the conventions, for only a comparatively few members of the organization attend them, and the immense press of business requiring attention, and the rush to get through with it, preclude deliberate discussion and careful consideration.

Quite often on this account the conven-

tions are carried by the sudden unreflecting judgment of those who are merely glib of tongue or noisy. On other occasions men have been known to offer arguments that were both specious and misleading in order to pass a measure that they might gain some private end.

Hence, we believe in a conservative association, one which will provide for the full and free discussion of all questions. The members would thus be given time to reason and an opportunity to save themselves from being carried away by sudden clamor.

For this reason we throw the columns of "The Billboard" open to all members of the organization and invite the interchange of ideas and arguments relative to all association matters.

On the other hand, we feel called upon from time to time to exercise restraint. One would suppose that the doctrines of liberty inculcated in every American would lead to greater individual independence, larger toleration and more freedom of action, but the history of associations shows that such is not the case. Reliance upon members rather than upon strength of argument has grown with the growth of the organization.

We endeavor to restrain this tendency in so far as is in our power, and encourage members of sound judgment to dissent from opinions which may be only temporarily popular.

Thus, then, is the policy of "The Billboard"—to advance the interests of bill posters and to improve their associations—you have it there in a very few words. You may also find therein the reason that "The Billboard" speaks for the many, while the official organ is only the mouthpiece of the gang.

You may also find the source of the gang's antagonism in the fact that "The Billboard" is strictly independent. It reserves the right to print all the news without color or bias, to comment upon same from an impartial standpoint, and to accept advertising from any source it sees fit.

It has always refused to represent any little clique or coterie to the exclusion of all others. Any bill poster, no matter how humble, may secure space to express an opinion or voice a wrong.

It matters not how prominent his antagonists may be, if he has suffered injustice "The Billboard" will obtain for him a hearing. He may differ from the majority, he may hold views from which we ourselves dissent, but if he is a bill poster he gets space sufficient for his needs.

"The Billboard" entertains opinions and holds convictions of its own. It claims the right to express them whenever it shall seem either timely or expedient. When, in our minds, a movement or act is commendable we give it all the praise that is due; also, when anything meets with disapproval our readers soon know of it. The editorial columns are set aside for the proclaiming of our personal views, the other columns of the paper are an open court, but we retain the privilege cherished by all men to speak our minds frankly and freely.

One of the principal features at the great International Advertisers' Exhibition, held at the Crystal Palace, London, from April 28 to May 26, is a display of designs for posters. There will be twenty-four classes in all, embracing kinds possible for nearly every purpose to which a poster can be put.

Read "The Billboard" if you desire to keep posted on what is going on in the advertising world. It is the greatest all around paper for the advertiser.

Mr. J. E. Garratt, of 121 Southwork Street, London, S. E., sends a circular to American advertisers. Under the title of "Another America For You," he exploits the advantages of England as a field for advertising proprietary articles, and, incidentally, the benefit of making him British agent.

The Illinois flag law has been declared unconstitutional by the Supreme Court. The law was to prevent the use of the flag for advertising or decorative purposes.

Southeastern States Convention.

The Southeastern States Bill Posters' Association will hold its annual convention at Savannah, Ga., Monday, May 21. Every bill poster and distributor in the United States and Canada and John Moore's country is cordially invited to be on hand and see how the southeastern bill posters transact their business.

PHIL MORTON.

"The Billboard" prints this month, as frontispiece, the portrait of Phil Morton, the well known Cincinnati art bulletin man, sign painter and bill poster. Mr. Morton, whose boards and work are prominent in all parts of the city and suburbs, has been in Cincinnati fifteen years, and in that time he has built up a business in which he may well take pride. His great scenic studio at "Morton's Corner," Gilbert Avenue and Pipe Street, is a model, and one of the largest in the West.

Mr. Morton is promoter and president of the American Bill Posters' Alliance. He also does a good bill posting business, and sends out a large quantity of paper. His art bulletin system is an extensive one, and he has boards in Baltimore, Washington, Pittsburg, Indianapolis, Columbus, O., and Louisville, Ky.

He is thirty three years old, and for so young a man, has made a phenomenal success in his line of work.

Every department in The Billboard is of interest to each and every reader.

AMONG THE ADVERTISERS

Business Bringers.

Of all the advertising matter, booklets, pamphlets, etc., that come regularly to this office, none have the characteristic originality and force displayed by those which come from the Gunning System, of Chicago. We are in receipt of two new pieces, a folder and a booklet, both of which are interesting and convincing. In the folder advantage is taken of the South African situation in a unique manner. It is exceedingly clever and timely. On the front are eleven mountains, all of which have names. The largest is labeled Chicago-kop and the smallest Louisville-kop. The following reading matter appears beneath: "You can capture the kopjes of the Big Eleven circuit with least effort and resistance by using the Gunning System of powerful long-range bulletins, strategic locations, smokeless designs, Lyddite impressions; six million prosperous buyers waiting to surrender. Will you negotiate for a capitulation?" The reading matter on the inside thoroughly explains the system. Copies of the booklet received are being mailed to the general tobacco dealers of Iowa, in which State a thorough test is being made for Durham Tobacco by the American Tobacco Company. It gives some points as to Gunning's past work for Durham, which dates back to the time of the organization of the Gunning Company.

Means Failure.

The Memphis Standard says that five Eastern firms, with a combined capital of \$8,000,000, have organized to fight the tobacco trust on the Pacific coast. They will discard bill board advertising, and use newspapers exclusively. If this be true, we have only pity for the newcomer. Had they double the capital announced, the combine could not hope to successfully compete with the trust, if old-fogy methods of advertising are employed. The fight will be like that of two armies, equal in number, with the same amount of ammunition, but one furnished with muzzle-loading shotguns, the other with the latest improved repeating rifles. Would it be hard to pick the winner?

Distribution at the Paris Exposition.

The following ruling concerning the distribution of printed matter at the Paris Exposition has been announced by the director-in-chief of the exhibit department of the United States Commission. Exhibitors will be at perfect liberty to distribute free of charge their printed matter—circulars, catalogues, etc.—at the Paris Exposition, with probably the only provision that they submit such printed matter to the United States Commissioner-General, and this may not be necessary. After specific effort on the part of the United States Commissioner-General, through the Department of State also, the French administration waived the duties applicable to printed matter advertising individual exhibitors.

In Advertising World.

Out-door display greets the eye on every hand, at every corner, every crossing. If the display is a good one it tells its story at a glance, and this ceaseless, tireless, persistent repetition accomplishes the purpose of the advertisement. Cheapness, too, is an important consideration in these days of close figuring. That method of advertising is the cheapest which will put the most money in your pocket at the least cost. There is only one thing to do, and that is to advertise that way.

There are many ways of advertising, but no doubt of it bill posting influences business. Every bill is a stereoscopic, blazing a perpetual picture in bright colors and great letters on the eye and brain of every passer-by, old or young, grave or gay, willing or unwilling, by night or by day, consciously, everywhere. The whole population is its audience. Its circulation is always on the move, the active, busy, throbbing community sees it. It costs them nothing. The human tide on the streets is the circulation, and it ebbs and flows and never sleeps, for posted bills are never folded and never pocketed. They are always talking, and talking loud, for 24 hours a day, and never talking to empty benches, for they are up before us in the morning, for they have been out all night, but they are, nevertheless, always ready for a hard day's work, bright-faced and smiling. And even in their ragged, tattered fragments, fluttering in every vagrant breeze, like the grimy garments of the diamond digger, they are eloquent of much activity and many golden dollars earned.

In advertising, the main, the only thing, is

to reach an audience—the public. All methods have that one point in common, but some are and must be better than the rest. Some methods discharge many blank shots, and worse still and more of it, at no targets at all. Bills are dead shots; they never miss. The public must stop, look, listen to the story of the bill board, and if an objectionable bill is posted, how very soon do the guardians of the peace discover it. There are some things that are never seen, but it is not the poster. There are some things that you need not see, but it is not the poster. There are some things that you can dodge, avoid, escape, or turn away from, but not the poster. It is unavoidable as death and taxes, and, like the atmosphere, it is all-pervading, universal.

Peru, Ind. CHAS. W. STUTESMAN.

Fame.

Last month the copy of our contemporary, "Fame," published by Artemus Ward, reached us as usual. It contained a great deal of matter concerning street car advertising, and especially the advertisements of Ward & Gow. The paper was interesting. From the way in which the April number reached us we judge that even Uncle Sam was interested in the issue. A two-cent stamp, duly canceled, came with the last. Artie either has too many stamps, or he is in trouble.

New Chicago Daily.

Chicago has a new one-cent afternoon daily. Mr. R. F. Paine is the publisher. The new paper secures its outside news through the Scripps-McLae Press Association. The appearance of the first issue was a surprise, for not a single advertisement appeared. An editorial explained the fact by announcing that during the time the introductory copies were being put out its paid circulation would probably not be worth to the advertiser its minimum rate per inch. The unique announcement is also made that the bigger the advertisement the higher the rate—and no advertiser can have more than forty inches in any one issue—a rule which is probably not in force in the conduct of any other paper in America.

Advertisers and the Circus.

Advertisers should be especially interested in our new circus department. The routes of all of the tent shows will be given each week. By following these dates the advertisers will be able to tell just when they can get a big showing in many different towns. When a circus intends to visit a town it has the boards engaged and uses an immense lot of space. When it leaves, this space is often free. There is the advertisers' chance.

Novel Idea.

For some time past it has been under contemplation to organize a strong company at San Diego, Cal., to advertise Southern California on a new and novel method. The originator of the idea is Mr. Quince C. Crane, of San Diego, and his plan seems both new and attractive, and withal, profitable.

The Citrus and Commercial Advertising Company of Southern California is organized for the purpose of advertising the citrus belt and the introduction and sale of its products throughout the United States. The company says:

"It is proposed by this company to issue a 200-page descriptive souvenir of Southern California, illustrated with half-tones of buildings, hotels, and places of amusement. It is proposed to give detailed statistics of all matters of importance, dwelling at length upon the charms and gentility of the climate, the advantage to home seekers, etc., showing the past, present and probable future development of this section of California, giving reasons for capitalists to seek investments within the limits of the citrus belt."

"It is further proposed to have printed on heavy paper handsome three-colored half-tone pictures of California scenery suitable for framing. These pictures in connection with the souvenir are to be termed a combination. It is the plan of this company to establish agencies in each county throughout the United States for the sale and distribution of these in series of 1,000 combination to each series, two complimentary round trip excursion tickets from any part of the United States to Los Angeles and San Diego are to accompany each series; these to be offered as inducements in the sale of the combination, each purchaser having one chance in 500 of receiving the excursion ticket. These combinations are to be sold under contract to various agents and dealers at sixty-five cents each, and retailed at one dollar,

accompanied by one dollar's worth of assorted California citrus products gratis, consisting of a choice assortment of lemon and orange extracts, olive oil, Cream of Lemon, etc. One quarter of the gross receipts of each series is to be appropriated in advertising the sale of the combination, also the introduction and sale of citrus products in each county.

"It is finally proposed by this company to ask the co-operation of the Board of Supervisors, City Council and Chamber of Commerce, of both Los Angeles and San Diego, to hold a mid-winter citrus carnival in both cities in January, 1901, having in Los Angeles a grand industrial exposition and parade to be followed by a brilliant water carnival in San Diego Bay."

"This company affirms that after complete organization and six months of operation with \$50,000 capital, they can bring 10,000 free excursionists from all parts of the United States to this grand celebration, these combined with what should be obtained by the co-operation of the different railroads in giving excursion rates would probably aggregate 30,000 people, who would spend no less than \$1,000,000 in Southern California, at the same time this section would receive the benefit of over \$500,000 expended in advertising by this company."

This is the scheme in detail. The careful estimates the company will receive a net income of from \$100 to \$500 on each county in the United States where the plan is introduced. The company expects to make from \$200,000 to \$500,000 profit on the enterprise.

Advertisers' Notes.

The Osgood Art Colortype Company, of Chicago has decided to establish a plant in New York City. The new plant will be in operation about May 1.

Talk to the consumers through posters, and the retailers will be compelled to handle your goods.

The "I-don't-believe-in-advertising" man is now a relic—you hear of him now and then, but you don't run across any.

You can better acquaint buyers with your goods through pictorial posters than by any other method of advertising.

Vernone Biscuits are being advertised in New York. The article is controlled by the proprietors of the Uneseda Biscuit Company.

The Gabel Manufacturing Company, of Pittsburg, manufacturers of waters, are new advertisers. They rely mostly upon papers.

At a recent meeting of the Binghamton (N. Y.) Advertisers' Association, the advertising schemes of societies, etc., were discussed. It was decided that no member should patronize anything of the kind. The dry goods house had had seventeen requests in one day to place paid advertisements in church programs, etc.

The majority of successful advertisers have not been the plungers, but the systematic, persevering plodders—the men who had the courage to put back in advertising a certain per cent of the profits of the business.

It's true that advertising costs money, but it makes a strapping offspring.

Advertisers are fast learning the value of big space on the bill boards. Commercial posters are increasing in size every day.

Posters, posters, posters, is the burden of "The Billboard's" song, not because it is a bill posters' paper, but because it believes that posters are the best all-around medium extant.

The Nashville Banner sends out a circular which offers to back up their circulation statements to the extent of \$1,500.

In the newspapers an ad. is seen but once, then the paper is thrown away. Place an ad. upon the boards, and it is there day after day—just stop and think about this point.

William Keys, a Canadian, is the inventor of a novel idea for street car advertising. The advertisements are arranged upon an endless band, which is given a vertical motion, no matter in what direction the car travels. The motion of the hand is intermittent, thus giving the passengers ample time to read the advertisements if they desire to do so.

The best argument in favor of a medium that can be offered to a man is proof that the medium pays others. Bill posting and distributing both pay others.

A catarrh balm is being advertised by Pretzinger & Bro., Dayton, O.

Don't sit and dream of what you might do, but get up and advertise.

A novel scheme for advertising a certain make of steel ranges was given a test recent-

ly by a furniture and stove dealer at Indianapolis. A prize of a miniature range which, though intended as an article of furniture for a doll's house, is quite equal to the task of cooking little pies and cakes, and hangs to the little girl proving herself the best cook in a biscuit baking contest. About 250 little girls enlisted in the contest. A large show window of the store was fitted up and the contest attracted large crowds of people.

The Baldwin Piano Company, of Cincinnati, take advantage of their exhibit at the Paris Exposition, and send out a very official-looking document telling about their exhibit and their pianos.

Freight cars, nicely painted, of standard size, and carrying the names and advertisement of a city, is a late suggestion for advertising a town. The cars would probably pay for themselves in mileage, and perhaps yield a profit. But even if they didn't, the city would be well advertised.

The Rubber Tire Company of America will probably be heavy advertisers after a time. The capital is \$5,000,000.

The big posters used to advertise Red Raven Splits are cheap, but nevertheless effective. The army of Red Ravens are all gunning for trade.

Pure Gluten Food Company, 30 West Broadway, is a new advertiser in New York.

Don't listen to what all of the advertising agents tell you, but consult your common sense. Look around and see the methods employed by successful advertisers.

Morrows Kidnoids are advertised principally in the Western cities. Distributing is done to a great extent.

Thomas A. Wood & Co., State Street, Boston, is reported to be preparing to advertise a special brand of coffee. It has not been decided what medium will be used.

Lekko is the name of a new scouring compound, which will likely be advertised heavily.

The Keever Starch Company, of Columbus, O., will do more advertising this year than heretofore.

The Chicago Stock Company has a very attractive and unique advertising sign located at the Opera House corner. A large poster advertising the company, surrounded by eight incandescent lights, is attached to a telegraph pole, and by the lights the poster can easily be seen and read.

The popularity gained by bill posting during the past five years has been remarkable. If it continues to increase in favor at the same rate, it will in a few years be practically the only medium used for certain lines.

The ads. for the Preferencia cigar which are appearing in dailies are both striking and original.

The Barker Collier people stick to the boards with their unique black and white poster.

The New York Journal used the bill boards to advertise its Easter number. When a newspaper takes to the boards, you must know that bill posting pays.

Victorine is the name of a washing compound manufactured by W. C. Caden & Co., of Montreal.

One of the first rules affecting advertisers laid down by the Rev. Mr. Sheldon, in his experiment with the Topeka "Capital," was that advertisements from Kansas City merchants should be refused, his idea being that a newspaper must first of all stand by its home merchants.

On March 22 the Minneapolis Times issued a "Northwest Orient Edition," a record of the great West and Northwest worth preserving. This edition, fully and handsomely illustrated, is a mammoth compilation of facts and figures connected with the cities of the Northwest and with the Pacific coast and its Orient shipments. It must be seen to be appreciated.

On April 10 a conference between the executive committee of the American Association of Advertising Agents and a committee from the American Newspaper Publishers Association was held in New York City. The object of the meeting was to come to some understanding as to what qualifications were necessary for an agent to be recognized by the publishers. The agents desire the publishers to accept their definition of a reliable agent. If this be done, all those agents who have no offices and no financial standing will have to hunt another occupation.

The debate was informal, and the committee members of both organizations were well pleased. The A. N. P. A. committee will hand in their report at the next meeting of the directors of that organization, at which time a decision will be rendered.



One of Ed. Harter's Boards at Huntington, Ind.

"The Billboard" is a unique weekly, with a field of its own.



Benefit Street Fairs.

potent means for raising money for hospitals and kindred institutions.

(By Will S. Heck.)

Unless they possess a liberal endowment and, hospitals, asylums and kindred charitable institutions often find themselves in a cramped financial condition, from which they strive in vain to extricate themselves. Every resource is exhausted, and still the institution continues to be in a bad way financially. Those who would naturally be expected to contribute are found wanting. The widow, indeed, is ever ready to give her mite, but those who have been blessed with this world's goods are singularly retentive, and so the institution flounders along through the mire of debt as best it can.

The trouble lies, not so much, however, in the fact that the world is uncharitable, as that it is careless and indifferent. People as a rule are charitably disposed enough, but, unless the necessity for the exercise of their charitable instincts is brought home to them by the rude shock of some sudden disaster, like the Johnstown flood or the Chicago fire, they continue heedless. Under these circumstances, what is the best thing to do? Obviously, the institution, woman's hospital, orphan asylum, or whatever it may be, must

GO INTO BUSINESS FOR ITSELF.

Thus, it will receive assistance from three classes:

First—Those who are its friends and supporters, and who not only assist in organizing and conducting the business, but also convert themselves into its patrons.

Second—Those whose charitable motives are subordinate to their selfish instincts, and who, while they will not give a voluntary contribution, will patronize an enterprise often up for the benefit of the institution, because by so doing they kill two birds with one stone. They feel that they are aiding a worthy cause and at the same time realize that they are getting something in exchange for the expenditure of their time and money.

Third—Those who are inspired by no motive save and except the desire to enhance their own interest, to gratify their own pleasure. By a system of soliciting voluntary contributions, only the first class is reached. By going into business for itself, by giving time entertainment—anything from an ice cream social to a street fair or carnival—the institution reaches all three classes and receives their support. By soliciting voluntary contributions would flow into the coffers of a mendicant asking for alms. By going into business, it is placed on a par with any other business institution. It may take a pardonable pride in the statement that it is giving everybody their money's worth—that for every dollar received for purchases or admission fees the one spending it gets all value received. Of course, it would all be very pleasing and millennium-like if there was such a broad spirit of philanthropy diffused throughout the world that voluntary contributions would flow into the coffers of charitable institutions, to a sufficient degree to adequately support them. But, the reverse being true, the only thing left to do is to go into business, and I know of no enterprise that promises so much in behalf of institutions undertaking it as the modern

STREET FAIR OR CARNIVAL.

For such an enterprise we have numerous precedents. Many remember the great success of the Sanitary Fairs held during the war, the object of which was to secure needed supplies for our sick, wounded and suffering soldiers at the front. All kinds of articles, useful and ornamental, were sold; raffles were held, and novel amusement features were introduced. The Humane Bazaar is a familiar feature of every large city. Innumerable instances might be added in support of the absolute legitimacy of fairs and amusements conducted for the benefit of benevolent institutions.

The modern street fair or carnival is just what the land. It may be given either in the summer or fall. In either case it will be successful, for nothing in the history of open-air amusements in the past twenty years has created such a furore as the street fair or midway and carnival. This form of amusement has developed within the past three years, though it undoubtedly has its inspiration in the ever memorable Midway Plaisance of the World's Columbian Exposition. That picturesque street, with its myriad strange sights and sounds, brought us into contact with the peculiar people of the Orient, saunter between its villages and theaters taught us more about the ancient civilization of the East than poring over dozens of volumes of history, and ever since the World's Fair, the Midway, with its Turkish Mu-

sicians, its Japs and Arabs, its graceful, dark-eyed dancing girls, its Gypsies, its camels, its elephants and its host of other features, has never lost its charm, and during the coming season its attractions will be as potent as ever. Right here I would like to refer to the objection of those who claim that Midways and carnivals are immoral and indecent. They are not so, unless in the hands of incompetent and conscienceless managers. Conducted properly,

MIDWAYS ARE EDUCATIONAL.

as well as amusing. It is just as easy to put on a respectable Midway as it is to construct one of a questionable character. The feature which is responsible for the bad impression of the Midway which has been formed in the minds of some people is the muscle dance, or "danse du ventre," which was unknown in this country before the Chicago Fair. This dance has been much abused. As originally given at the World's Fair and presented in moderation, it consists merely in graceful, sinuous movements on the order of the gyrations of the Spanish dance, and is really interesting, because of the fact that it is pleasing to the eye and is characteristic of the Orient. What has made the dance execrable is the disgusting variations and suggestive exaggerations presented under evil tutelage, by American girls—mere imitators of Turkish dancers. It is a dance which many consider inseparable from the Midway; but, in reality, it matters little whether it is introduced or not, and fair committees may use their own judgment in the matter. If introduced, it should be confined to one tent strictly, and made a special feature of the Orient.

Having decided to hold a fair or carnival, the first thing to do is to

ENLIST PUBLIC SENTIMENT.

Get the newspapers interested in it. Make overtures to the business men, who will be, or should be, glad to lend their aid to an enterprise which will crowd the city with thousands of visitors and give them the indirect profits, while its direct profits are devoted to the cause of charity. Having succeeded in arousing public interest in the matter, you will have no trouble in getting the consent of the City Fathers to block off the streets necessary for the merchants and manufacturers' exhibitions and the Midway. You will derive your revenue from the sale of admission tickets, privileges, program advertising, sale of booths, etc. Having secured

your concession of streets, decide upon the location of your entrance, which should be a mammoth wooden structure of pleasing architecture. In some cities I have seen a band stand combined with the entrance. Ten cents admission is charged, and this brings you into the exhibition street crowded with merchants' booths on either side. You can rent the lumber for the construction of these booths, have them erected and realize a handsome sum by renting them to the merchants for from \$1 to \$2 per foot, according to the location. The midway or amusement street is a continuation of the exhibition street. Here another mammoth entrance is erected and another admission fee of ten cents is charged. There are usually from ten to twenty shows on the midway, each charging an admission fee of from ten to twenty-five cents. As may be imagined, the receipts from all these different shows aggregate quite a sum of money. A contract is made with some one making a specialty of putting on midways, who allows the association a percentage on the gate receipts of the midway and the receipts of the various shows. Space is insufficient, however, to go over the project of a street fair or carnival in detail. But I have said enough, I think, to convince any one that it is logical, practical and thoroughly legitimate for the managers of a benevolent institution to go into the street fair or carnival business. Properly advertised, such an enterprise in any good, first-class city should be immensely profitable.

WILL S. HECK.

Paris Exposition Opens.

As announced, the great "Exposition Universelle de 1900" opened April 11 at Paris. The day's ceremonies were a peculiar mixture of sumptuous splendor and widespread confusion. The weather was perfect; 14,000 invited guests witnessed the ceremonies, besides the hosts of Parisians and country people who flocked in thousands to the grounds. Although the exposition is now open, it will be a month yet before many of the buildings and exhibits are complete and everything is ready. The opening ceremonies were simple. President Loubet and suite were received at the entrance of the Salle des Fetes, and upon entering, M. Millerand, the Minister of Commerce, immediately delivered his address, which was especially fine, and handed over the exposition to the Chief of State. President Loubet replied in suitable terms, and the speaking part of the function was over. The group among the great assembly which was most attractive was the body of foreign representatives. Since Victoria's jubilee or the Czar's coronation no such congress of strange and gorgeous national costumes has been brought together. The 11th was a holiday in Paris, and she was in gala attire, and when night came the city was literally a blaze of lights.

The Charlotte, N. C., Celebration.

The Charlotte (N. C.) Elks' Carnival and International Firemen's Tournament is coming along nicely. It opens on May 20, and continues for five days, and during that time all Charlotte will be arrayed in its best bib and tucker, and the whole town will be in gala attire. Mr. H. Campbell, who is head of the committee, has arranged the following program:

- First day—Exercises commemorative of the Mecklenburg Declaration of Independence.
 - Second day—Firemen's Day.
 - Third day—Elks Carnival.
 - Fourth day—Athletic Day.
 - Fifth day—Colored People's Day.
- On Athletic Day—Friday—the program will be of unusual interest. Amateur, or collegiate, athletics will be especially emphasized.

American Horses to Compete.

At the Royal Horse Show to be held at Richmond, England, next June, there will be a special class for American-bred horses imported into London from any port in the United States during the twelve months preceding the show. The horses will be exhibited in single harness. The first prize will be a 50-guinea silver cup, presented by the American Transport Line, the second prize, a 20-guinea cup, and the third prize a 10-guinea trophy.

A Brief Billboard Ballad.

Never worry, fret or frown,
But bill your fair in every town—
Never frown or fret or worry,
But bill and watch the people scurry.
Never worry, frown or fret,
But bill your fair—you'll get there yet.



A Typical Street Fair Scene.

Subscribe for The Billboard now, a billposters' paper for billposters.

Death Blow Dealt.

As "The Billboard" goes to press, it looks as if the death blow had been given to the Ohio Centennial and Northwest Territory Exposition, better known as the Toledo Centennial. The Griffen bill, which originally provided for State aid to the amount of \$1,000,000, is dead, and on the night of April 11 the Senate rushed through a resolution authorizing the Governor to appoint a new commission to spend the \$500,000, to which amount the State appropriation had been reduced. The appointing of a new Centennial Commission on top of the reduction of the appropriation is going to be the straw that breaks the camel's back. It is what the friends of the centennial, who have been trying to keep politics out of centennial affairs, have been fighting against, and they predict the worst.

"There will be no centennial now," said Hon. George Hull, of Toledo, when seen in regard to the matter. "Dirty politics has killed it."

The commission of twenty-one gentlemen who have heretofore watched over the Toledo Centennial, was appointed by ex-Governor Hushnell, and its members were not closely allied with the present chief executive. Mayor Sam Jones, of Toledo, former Mayor Guy Major, Representative Charles P. Griffen, Colonel Kent Hamilton and many others who were conspicuous in connection with the exposition, were regarded as somewhat inimical to Nash's future; indeed, with Mayor Jones as a possible opponent for re-election, and such an event as the centennial celebration in progress, it was especially desirable for Nash that its management be closely identified with his political ambitions and interests. The threats by the old Commissioners that they would resign if the Legislature did not allow the appropriation of \$1,000,000 were just what Governor Nash wanted. The appropriation was cut. Governor Nash can now go ahead and appoint the members of the new commission, which will consist of eleven men, to suit himself.

The Kurtz-Hushnell men are enraged at the result of the fight. They regard it as made by Nash against the old Commissioners because they were appointed by Governor Hushnell, and take it as an insulting reflection on their chief.

Governor Nash is unfeignedly pleased with the result, but when approached by "The Billboard" he refused quietly but firmly to say anything for publication in regard to the matter. Mayor Sam Jones, however, was more outspoken, although he declined to say very much.

"It's dirty politics," he remarked, in a resigned manner. "You can't guess what turn factional politics will take next. Between Nash, Hanna and the Legislature, the centennial is about ruined."

Such is the opinion of the real friends of the centennial, and there is condemnation on all sides that politics should have been dragged into the centennial affairs to such an extent that the success of the great historical event is more than jeopardized. The conspiracy of the administration and of a partizan, selfish and narrow-minded legislature against the Ohio Centennial will leave an impression over the entire State that will not soon be forgotten.

Sawyer, on Fairs.

Speaking of fairs, and the street fairs in particular, while awaiting the arrival of committeemen this morning, somebody asked, "For what? What good does it do? Who gains?" etc. This brought Doctor Sawyer to the front. "Humanity has always had fairs," he said. "It began in the Garden of Eden with a fair. They had apples, snakes, beautiful women and raised Cain. Fairs came along regularly with the development of every race and nationality. The Egyptian hieroglyphs show that there were several perennial fairs where the people got together, got acquainted, showed themselves. And what they could grow, make and do. Caesar, Napoleon, Peter the Great, and all those moguls, celebrated their conquests and their greatness with fairs. There have always been fairs. The Pueblo Indians have their settled and their extraordinary fiestas (fairs). And the Centennial, the Columbian and the great coming French Exposition are the outgrowth of the definite desire of all people to show, to see a show, and to be shown. It is an inborn instinct, as true as the passion of love or the desire for revenge.

"Simple Simon met a pishman, going to the fair. Of course he did. Now, everybody is Simon, and as simple and as purely human Simon had to go to the fair. If there had not been a fair, there would have been no pishman. There would have been no fair, and if the whole world had not been Simon's (sim) pish there would have been neither pishman nor fair. So there you are. If you sit still and vegetate in a little vegetable pot all the days of your life, you will be and become only a little, undersized, dwarfed excuse for a potato or a turnip. If you reach out into the sunlight of the world's gaze, enjoy its beams, take in its renewing moisture of appreciation, submit yourself to pruning, criticism and friendly comparison, you may become a navel orange. And so I say a fair is all right, and am thoroughly in for it." Riverside (Cal.) Press.

The Warren County Fair.

At the annual meeting of the Warren County, O., Fair Association, lately held, H. Itone was elected President, J. M. Hayner, Vice President, F. M. Cunningham, Treasurer, George W. Carey, Secretary. The date

of the next fair was set for Sept. 18 to 21, at Lebanon, O. The association has one of the best half-mile regulation tracks in Southern Ohio, and all horsemen will receive a cordial welcome and good treatment.

Mr. Carey's re-election to the Secretaryship of the fair certainly goes far to insure another fine showing this season. He is Secretary also of the Ohio State Association of Presidents and Secretaries, and is one of the best-known and most experienced fair Secretaries in Ohio. He is perhaps best identified as Secretary of the Warren County Fair Association, which position he has held since 1885, a record of which to be proud. He has, however, also served in various capacities with other fairs at the same time as with his own, such as with the Dayton Fair, the Ohio State Fair, the Carthage Fair and the Mid-Continental Fair at Oakley, and his advice and experience is always sought after.

Congresses at Paris.

Many congresses are to be held this year at Paris in connection with the exposition. Among them are:

- Congress of Stock Companies, June 8 to 12.
- Mineral and Metallurgy, June 18 to 23.
- Accidents to Workmen and Insurance, June 25 to 31.
- Aeronautics, June 25 to 30.
- Commercial Travelers and Representatives, July 8 to 11.
- Automobiles, July 8 to 11.
- Strength of Materials, Methods of Testing, July 9 to 11.
- Steam Apparatus, Surveillance and Security, July 16 to 18.
- Applied Mechanics, July 19 to 25.
- Commerce and Industry, July 23 to 28.
- Photography, July 23 to 28.
- Proprietary Rights, Trademarks, etc., July 23 to 28.
- Applied Chemistry, July 23 to 31.
- Electricity as Applied to Medicine, Radiography, etc., July 16 to Aug. 1.
- Navigation, July 28 to Aug. 2.
- Architects, July 30 to Aug. 4.
- Custom House Regulations, July 30 to Aug. 4.
- Chemistry, Aug. 6 to 11.
- Technical, Commercial and Industrial Education, Aug. 6 to 11.
- Mathematics, Aug. 6 to 11.
- Physics, Aug. 6 to 11.
- Bibliography, Aug. 16 to 18.
- Electricity, Aug. 18 to 25.
- Gas, Sept. 3 to 5.
- Railroads, Sept. 20 to 26.

Southern Inter-State Fair.

Plans for additional features to the big Southern Inter-State Fair, to be held at Atlanta, Ga., Oct. 10 to 27, are still being perfected.

It has now been decided that racing and a poultry show will be added to the attractions, and though the racing dates have not yet been fixed, they will be held for one week during the period of the fair. The dates of the poultry show will probably be October 12 to 19, though this also is not yet definitely settled. A large horse show, modeled somewhat after that held in New York and other large places annually, is planned for the last week of the fair. In a word, the management is sparing neither pains nor expense to make the fair one of the biggest and finest ever held.

The New Orleans Fair.

The Second Annual Louisiana Industrial Exposition, which opened on April 11, and will continue to May 6, at New Orleans, is proving, and will prove, to be one of the best expositions given in the South. Large crowds have been in attendance, many people coming in a body from neighboring places to visit the fair. On April 23, Military Day, an excursion of over 1,000 people came from Bayou Sara to witness the exercises, and that is only one instance.

Following is a list of some of the leading features of the fair:

The great Trades Display and the Trades Parade, Military Day, with its cavalry and artillery drills and exercises; the Horse Show, under the charge of J. R. Gentry, which has many fine entries and is proving one of the best shows seen in the South; the Dog, Live Stock and Poultry Shows; the Midway, which is very large and complete and very popular; Children's Day; Orphans' Day; "Society in the Saddle," and the Flower Parade. These are a few of the many attractions at the fair.

The Topeka Street Fair.

Preparations for the Topeka Street Fair and Carnival, to be held May 23 to June 2, are progressing favorably. A large amount of work has been done by the Executive Committee in charge, and everything is propitious for a great fair. The citizens and business men of Topeka are doing all they can to aid in forwarding the cause, and Dr. C. D. Gray, of the International Exhibition Company, has been working hard to make the fair a success. President Holman, of the Commercial Club, some time since appointed the committees, which are now co-operating with the Executive Committee in the arrangements for the fair. The chairmen are: Promotion and Publication—Chas. P. Adams; Exhibits and Booths—Otto Kuehne; Construction and Decoration—M. Heery; Music—J. B. Marshall; Press and Reception—Dell Keizer; Entertainment and Midway—J. S. Coe; Electrical Parade—Albert M. Patten; Transportation—W. A. L. Thompson; Finance—R. S. Brigham; Auditing—William Green.

Sportsmen's Shows.

It is only five or six years since the first "Sportsmen's Show" was held in New York. There was a small collection of live game, and a large one of dead game; but firearms, fishing tackle, new and powerful powders and the latest thing in bullets were the most noticeable features.

The most recent exhibition of this sort disclosed a radical change. It contained a small display of firearms and a large collection of living animals. There were moose, elk, deer, bear, wild boar, Rocky Mountain goats, coons, beaver, muskrats, mink, squirrels, rabbits, birds of many sorts and all the principal game fish.

Thousands of visitors came to see these interesting children of the woods and waters, and the majority of them undoubtedly went away with more desire to know and less desire to kill. The number of those who lingered before the pictures of wild animals was also a significant and encouraging sign.

Mr. Ernest Seton-Thompson, whom every wild animal in America regards as his personal friend, lately told of a Western guide who has laid aside the rifle for the camera. His pleasure in this more difficult kind of hunting is as keen as was his former satisfaction in shooting; nor does he feel himself any the less a man because his trail is no longer marked by bleaching bones and the scent of carrion.—Youth's Companion.

The greater the exposition the more potent its influence upon the future. World's Fairs are indeed peaceful competitions. As such the results of the Paris Exposition of 1900 awaited with interest and impatience. But, on the other hand, peace permeates the entire fabric of an exposition, and throughout its formative period we acknowledge with the utmost satisfaction that the Paris Exposition with millions of dollars staked upon its success, has appeared constantly amid dark and troubled scenes as a blessed peace factor in the recent history of France.—North American Review.

Send Them In.

Managers who are sending out catalogues and booklets descriptive of their parks and fairs, should not forget to mail copies to "The Billboard." A well printed, artistically arranged and prettily illustrated booklet always attracts attention—and the attention of "The Billboard" is worth having. What kind of park or fair are you going to have this season? Let "The Billboard" know!

Bigger and Better.

As announced elsewhere in these columns "The Billboard" is to change to a weekly, and become bigger, brighter, better and more essentially the fair paper for the fair market than ever. Issued weekly, with improved and greater facilities for getting all the fair news, park news and all the happenings in the great outdoor amusement world, "The Billboard" will be without a rival in this line, and will no doubt win on its own merits even more recognition than it has heretofore. The paper is now read by practically every fair manager, circus, park and outdoor amusement man in the United States and Canada, but in its new form, with its new service, and its new position as the great outdoor amusement journal, it should be on the desk of every manager, promoter and advertising man, and in the hands of every outdoor amusement follower in the country.

The subscription price will be \$4.00 per year, \$2.00 for six months, and \$1.00 for a three months' trial subscription, and the paper will be found to be well worth the money. The advertising rates will remain the same, ten cents per agate line each issue, with no discount for time or space. Advertisers in the future will find "The Billboard" an even better medium in its field than it has been heretofore, and that is saying enough.

The full list of fairs will be printed on the second week of every month; but additions and corrections will be published weekly and inserted in the full list when it is printed. The list of parks, pleasure resorts, etc., will be handled in the same manner, except that the full list will be printed on the fourth week.



A Familiar Street Fair Scene.

Fair Notes.

The Pioneer Home Company, of Riverpoint, will hold a fair in Clyde, O., at an early date.

The Elks at Ashbach, Wis., have planned their picnic fair for a street fair in August, as mentioned in the last issue of The Billboard. The business men and merchants of Ashbach, however, have got together, and it is probable that the fair will be pushed by them.

The Martin County Fair will be held on Sept. 10 and 12 at Fairmount, Minn. Last year the association was handicapped by debt, but now there is money in the treasury and the fair will be made a big thing.

The Union Triphons' Fair, which was to have been held in the Seventy-first Assembly, New York City, for two weeks, beginning April 16, took place, instead, at the Metropolitan Opera House, and lasted only one week.

The Albert Lea (Minn.) street fair is to be held Sept. 11 to 13, and plans are being perfected for a much better and larger fair than the one held last year. A track has been built, and races will be added to the attractions.

The St. Paul Elks have decided in connection with the street fair they are to hold, to make June 21 St. Paul Day, and June 23 Minnesota Day.

The Louisville and Jefferson County Agricultural and Mechanical Fair Association will give a fair at the Jockey Club grounds Aug. 11.

The Milton Driving Park and Fair Association is already making preparations for next fall's meeting. The management is largely composed of experienced and practical fair men and President Hart, who has been identified with the institution since its organization, knows well how to make the thing a success. Many improvements have been made in the track and grounds, and new and novel attractions are now being sought for.

The Grand County (Mich.) Agricultural Society will hold a fair this year, Oct. 2 to 5.

The proprietors of the Western Missouri Fall and racing circuit have arranged their dates for 1900 as follows: Nevada, July 31, Holden, August 7, Rich Hill, August 11, Harrisonville, August 21, Springfield, August 28. This makes the eighteenth annual meeting of the Holden fair.

Hicksville, Cal., is thinking of holding a county fair in October, with five days racing and exhibits of all sorts as the attractions.

The South Dakota State Fair will be held at Yankton again this year. The probable dates are Sept. 10 to 15, and preparations are beginning on a large scale to make it the biggest and best fair held yet.

The Oakland County Agricultural Society is already preparing for their annual fair, to be held at Pontiac, Wis., next fall. A. H. Donelson has been elected a director in place of J. H. Noble resigned.

The next Utah State Fair is to be held at Salt Lake, probably from Oct. 2 to 6, in June.

The street fair committee at Emporia, Kas., has decided to hold the fair this year Sept. 6 to 8, and it will begin at once to raise \$500 for expenses.

Interest in the Oregon State Fair for 1900 increases as plans for its success are more fully developed. One thing seems certain at all times a State Fair worthy of the name. The live stock feature will eclipse anything of that kind, and will be a big thing this year. The fair will be held in Portland.

It has now been definitely settled to hold a county fair at Ephraim, Utah, next September.

The exact dates have not yet been fixed, but the fair will last ten days, and it will be held a short time before the State Fair, so as to give exhibitors an opportunity to show their stuff in both places.

The St. Louis County, Mo., will have a fair this year. The total amount of capital stock was subscribed in two days.

The Welsh Hospital Association of Raleigh, Wis., has decided to give a street fair on the main street July 23 to 28. It is intended that the cost of expenses shall be spared to make the fair a big and successful one.

The Elks (Minn.) district fair directors have fixed upon Oct. 2 to 5 for their fair, to be held at Fairmount, Minn., directly after the State Fair.

The despatch exchange (N. H.) will hold a fair Sept. 18.

The directors of the Hardeman County Fair Association have decided to have their fair this year Sept. 4 to 7. There will be between \$2,500 and \$3,000 offered in prizes.

The Clinton County (Tex.) Blooded Stock and Fair Association has decided that its fair will last four days, Sept. 19 to 22, and there will be four races each day, with \$3,000 in purses. A four and a half furlong two-year-olds for a purse of \$800, and a merchandise handicap three-fourths of a mile, with the same odd purse, are features of the racing program.

The Birmingham (Ala.) Elks will at an early date give a street fair. The city council has given the privilege to close Second Avenue from Jefferson Theater four squares outward. The object is to procure funds to build an Elks Hall in Birmingham. Grand called Luther B. Allen, who is a citizen of Birmingham, is at the head of the proposed event.

Advertising will bring the people, the people will bring the money, the money will bring prosperity, and prosperity will bring a better fair next year. Moral, Advertise!

Brunswick, Ga., will have a mid-summer carnival this year, lasting a week, one day of which will probably be the Fourth of July. Ryegatan, in which will be entered all classes of racing boats, will be one of the chief attractions.

The Red Wing (Minn.) Free Street Fair and Agricultural Society met not long ago, and decided to hold a street fair or fall festival this year. President C. A. Rasmussen presided at the meeting.

Silverton, B. C., will this year celebrate the birthday of Queen Victoria in a fitting way.

Large preparations are already under way at Fresno, Cal., to make the Fourth of July celebration one to be remembered.

The citizens of Willow, Cal., have lately been discussing fair, as have also those of Bakersfield, Cal.

Nicholasville, Ky., is also in line, and preparing for a street fair, to be given there in June.

The El Paso (Ill.) fair uses 1,000 premium bids.

Fair managers will find that it will pay to use more big paper than they do at present. What is needed is twenty and twenty-four-sheet stands.

The Past Chancellors' Association, composed of the past officers of the Knights of Pythias Lodges of Maine, contemplate giving a mammoth street fair in Portland, Me., about August 5 to 12. Committees have been appointed, and money is about to be raised and the movement is well under way. The citizens of Portland will find, if the thing is pushed to success, that they have done one of the best things possible to advertise and boom their city. The following gentlemen compose the special executive committee: Hon. Edward C. Reynolds, George T. Spurr, Charles A. Strout, Hon. A. E. Moulton, L. A. Gould, Sewall C. Ripley and Gen. Wesley G. Smith, who is Secretary and general manager.

The people of Arlington, Minn., have raised the required amount of funds with which to secure land for a fair site. There are no shareholders, and they have organized as the Arlington Park Association, with a capital of \$2,500. H. M. Nook and August Hakenpoehler are President and Treasurer, respectively.

There will be a change in the amusements at Layla Rock, the Poney Island of New Haven, Conn., this coming season. The shows will not be given in the open air in the grove, as heretofore, but in an elaborate theater now being built at the edge of the ocean, on a base formed by over 3,000 piles. The amusements will as usual be conducted by the Winchester Street Railway Company, which also directs an enclosed park for outdoor sports, games, spectacles and exhibitions.

Much interest is taken among the people of Andover, Mass., in the Academy Fair, which is to be held in August.

It was unanimously decided not long ago by the citizens of Farmville, Va., to hold a large fair next fall. The Ladies' Confederate Memorial Association will erect a monument to Prince Edward's Confederate dead in front of the Normal School, which will be unveiled during the fair.

President Chas. H. John, of the Wichita (Kas.) big street fair, which is to take place in the fall, spent several weeks in the East this spring, looking for features and attractions. Mr. John says that the fair will be a hummer this year, more parades, more free attractions, and better, more and better everything else, in fact.

Very often fair advertising is woefully neglected. A moderate use of the papers and a generous use of posters, streamers, hand bills, etc., is just what you need to bring very often, surprising results. Whatever else is left undone, there should be no stint in the matter of advertising the fair.

The business men of Fremont, Neb., have caught the fever and are already making plans for a street fair in that city next fall. To raise the money and boom the fair, they have founded an organization along the same lines as the Knights of Ak Sor Ben, of Omaha, to be known as the Knights of St. Rebragis. Spelled backwards, it makes "Sugar beets," a great feature at Fremont.

The date of the Saybrook (Conn.) fair, which was set to begin August 21, has been changed to August 27, as the first date conflicted with the Labor Day.

The Winnipeg Industrial Exhibition is likely to have a new feature added to its permanent attractions. The subject of erecting a special building entirely of British Columbia woods on the grounds of the Winnipeg Association, is under discussion. The building would contain samples of the products and manufactures of the province.

The Sacramento (Cal.) street fair and carnival which lasts from April 20 to May 5, seems to have carried that city by storm, and will be one of the most successful affairs of this nature ever attempted on the Pacific slope.

A great World's Fair to be held in Los Angeles, Cal., on the completion of the Nicaragua Canal is proposed. The idea is gaining ground, and it is to be hoped that something will come of it.

The Concord (N. H.) fair project is rapidly assuming large proportions. The Capital City Driving Park will probably be the location

for the fair. An option of five years thereon at an annual rental of \$600 has been secured. It is now proposed to incorporate the Concord State Fair Association, under the general laws of New Hampshire, with a capital stock of \$15,000, divided into \$25 shares.

Mr. M. H. Wright, who for several years has served with such efficiency as President of the Pasadena Tournament of Roses Association, was a short time ago presented with a handsomely engraved, diamond-studded locket, by the directors of the association, in recognition of his valuable services. The presentation took place at the Board of Trade rooms, Los Angeles, Cal.

The managers and directors of the New London County Agricultural Society, Norwich, Conn., intend to make their fair this year one of the best in the State.

Send news of your fair, and your fair dates, to "The Billboard."

At a recent meeting of the Harrisburg, Ill., City Council a committee from the Business Men's Association presented a request for the use of the streets of that city next October for the purpose of holding a street fair. The request was granted, and the association was also given the use of the City Hall building for holding its regular meetings. If such encouragement was given everywhere to those who see the wisdom of holding street fairs and carnivals, there would not be so much talk among merchants and business men of lack of boom and dull trade.

There is talk at Lockport, Ill., of organizing a country fair to be held next fall. It is a step in the right direction.

The dates of some of the Western Illinois fairs as reported to the State Board of Agriculture are:

Adams—Camp Point, Sept. 4-7.
 Atwood—Mt. Sterling, Aug. 27-31.
 Be Kall—Sandwich, Sept. 11-14.
 Fulton—Avon, Sept. 4-7.
 Hancock—La Harpe, Aug. 20-21.
 Henry—Cambridge, Aug. 20-21.
 Henry—Kewanee, Sept. 10-14.
 Knox—Knoxville, Sept. 4-7.
 LaSalle—Mendota, July 17-20.
 McDonough—Hushnell, Aug. 28-31.
 McDonough—Macomb, Aug. 13-17.
 Mercer—Aledo, Sept. 18-22.
 Peoria—Elmwood, Aug. 21-24.
 Pike—Griggsville, Aug. 7-10.
 Schuyler—Rushville, Sept. 3-7.
 Stark—Wyanong, Aug. 28-31.
 Tazewell—Bellevue, Aug. 27-31.
 Warren—Moulton, Sept. 11-14.
 Whiteside—Sterling, Aug. 28-31.
 Whiteside—Morrisen, Sept. 4-7.
 Winnebago—Rockford, Sept. 3-7.

It has been decided to hold a county fair at Frankfort, Ind., August 27 to September 1.

The Federation of Labor at Decatur, Ill., is making preparations for a Fourth of July celebration, and are trying to secure Gompers as the orator.

The annual fair of the Columbia County (N. Y.) Agricultural Society will be held at Chatham, September 4 to 7.

An effort has been made towards organizing a permanent fair association at Athens, Pa. The object is to make it strictly a farmers' fair, and the committee on further progress is Frank Morely, Dr. Crawford, P. E. Maynard, George Drink and J. K. Mum.

"The Billboard" is read by practically every fair manager and fair follower in the country. It is the great and only fair paper.

The food fair at Infantry Hall, Providence, R. I., was a flattering success, the many fine displays drawing out a large number of people.

The Brooklyn Elks are certainly to be congratulated on securing Mr. Victor B. Levitt as general manager of the Elks' Industrial Exposition, which is being held in Brooklyn from April 16 to May 5. Mr. Levitt, who has been identified with amusements at Coney Island for a number of years, is making a sure success of the exposition.

The Masonic fair which was to have opened in Savannah, Ga., on April 16, has been postponed until May 7. The many lavish preparations which are being made make it impossible to complete the arrangements in time. The fair will be bigger and better for the delay, however.

The scheme to hold a street fair in Macon, Ga., next fall has met with popular favor, and is being discussed with enthusiasm. It is now settled that the fair is to be an assured thing, and the dates fixed upon are September 25 to October 5. Mayor Smith, of Savannah, is devoting much of his spare time to arranging for the big event, and the present prospect is that it will be a memorable occasion.

At the annual meeting of the Agricultural and Horticultural Association of Berks County, Pa., the following officers were elected for 1900: President James McGowan, vice presidents, R. W. Scherer, H. H. Strzel, W. R. Davies, E. M. Zerr, A. H. Kretz secretary, V. T. Fox, corresponding secretary, S. M. Meredith treasurer, M. H. Ritter auditors, A. J. Brumbach, W. Van Reed. October 2 to 5 were the dates selected for the great Reading Fair given by the association.

Anderson, Ind., may have a street fair.

George McKerron, the acting President of the board has the matter under consideration. At the Minnesota Fair last fall he saw how the grounds and buildings there were lighted with electricity and acetylene gas, and believes with night attractions the attendance can be increased one-half.

A definite date has been fixed for the Southern Interstate Fair. The big fair will open October 10 and close October 27. This will give fifteen days for the fair.

Orange County will hold a Carnival during the latter part of the year, which promises to be one of the best things of the kind ever given in Southern California. It was decided to use the appropriation from the State in giving an agricultural and horticultural carnival, and a committee, composed of Geo. W. Minter, Dan Aaron Foster, John Suover, H. M. Baker and E. S. Wallace, was appointed to attend to the arrangements.

The city of San Luis Obispo, Cal., expects to entertain a big crowd of delegates at the joint celebration of the G. A. R. and F. of A., which is to be held there the first week in May. If possible, a barbecue will be given.

The prospects for a fair at North Yakima, Washington, next fall are good. Money is being raised for the purpose.

The Holstein Fair will be held September 3, 4, 5 and 6 this year.

The Directors of the Clifton (Ia.) District Fair Association have decided on September 11, 12, 13 and 14 for the date of the third annual district fair, to be held at the grounds in Lyons.

With apologies to Kipling:
 Cook's job, duke's job, any old job at all,
 Its good to post them every one on the bill-
 boards bright and gay
 If you do the same with your fair you'll find
 that Fortune will pay a call.
 So post your fair for your credit's sake—it
 will pay, pay, pay.

The Riverside Fair.

The great free Riverside (Cal.) Street Fair, which has been the talk of that city for so many weeks, is at last done and over, and Riverside is resting on her laurels, which were indeed well won. The fair was a success in every way, and, for one, the city of Riverside will aver that the free street fair is a great institution. The following is the week's program, as carried out:

Saturday, April 14—Riverside vs. Santa Barbara, Polo Game, Indian Band, Vaudeville, Opening Addresses, etc.
 Sunday, April 15—Easter Cantata, Solists and 100 Choirsters, Orchestra, in A. S. White Park.
 Monday, April 16—Riverside Gentlemen's Driving Park Races, Free Vaudeville Shows, etc.
 Tuesday, April 17—Firemen's Tournament, Municipality Day, Los Angeles Chamber of Commerce Day, Free Exhibitions, etc.
 Wednesday, April 18—Old Country Sports, Tug of War, Belgian Horse Judging, Fraternal Day, G. A. R. Day, etc.
 Thursday, April 19—Bicycle Races, Games, Basket Ball, Citrus and General Judging, etc.
 Friday, April 20—Floral Parade, Automobile Race, Baby Cosh Parade, Baby Show, Bicycle Parade, San Bernardino and Redlands Day, etc.
 Saturday, April 21—Bear Flag Day.

Non-Partisan.

General James F. Wade, Commander of the Departments of the Lakes and the Dakotas, accepted the position of chief marshal of the parade given in honor of Admiral Dewey on May 1, at Chicago, only after being assured the celebration was to be entirely non-partisan in character.



FRANK W. GASKILL.

The accompanying picture is a good likeness of Mr. Frank W. Gaskill, manager of the Clanton Carnival Company of Clanton, Ill., and one of the most live and wide-awake street fair managers in the country.

The Clanton Carnival Company, which owes its success to Mr. Gaskill's energy and experience, is one of the best known outdoor amusement organizations in the business, and the half-tones printed herewith picture several features which bear witness to Mr. Gaskill's enterprise.

American Billposters' Alliance

Of the United States and Canada—Constitution and By-Laws.

ARTICLE I.

Section 1. The name of this organization shall be the American Bill Posters Alliance.
 Sec. 2. Its object shall be to promote a more friendly and intimate relationship between its members, to protect them against unscrupulous or irresponsible customers and hostile legislation; and to better existing trade conditions by establishing and maintaining a just and equitable code of ethics, and by determining all customs and usages, which shall prevail and obtain in the business of bill posting throughout the United States and Canada.
 Sec. 3. Its authority shall be absolute and its mandates final.
 Sec. 4. It shall have the sole power to establish and charter minor organizations of bill posters when such shall seem necessary or expedient for the proper government of territory, provinces, districts or States. All such subordinate associations shall be clothed only with such authority as the American Bill Posters' Alliance may grant.

ARTICLE II.

Qualifications of Members.

Section 1. Any firm or corporation of employing bill posters or sign or bulletin painters of good reputation resident in the United States, Canada, Hawaii, Cuba, Puerto Rico or the Philippine, who will sign an instrument in writing, agreeing to be governed and abide by the rules and regulations of this association shall be eligible to membership therein.
 Sec. 2. Any firm or person eligible for membership may become a member upon application, provided said member is elected unanimously at a regular meeting of the association.
 Sec. 3. The Executive Committee shall have power to pass on any applications for membership made during the intervening time between regular annual meetings, but the action of the Executive Committee on all such cases shall be reported at the next regular meeting for ratification or rejection.
 Sec. 4. But one representative of each firm belonging to the association shall be entitled to vote on business measures.
 Sec. 5. Additional representatives of each firm may attend meetings and participate in the proceedings, deliberations and discussions of the organization on payment of \$5, provided they are either partners in a firm or responsible officers of a corporation holding membership in the association.

ARTICLE III.

Officers and Executive Committee.

Section 1. The officers of the association shall consist of a President, Vice President, Secretary and a Treasurer.
 Sec. 2. The Executive Committee shall consist of the President and Secretary and three other members elected by the members.
 Sec. 3. The officers of the association shall be elected for a term of one year.
ARTICLE IV.
Board of Judicature and Its Powers.
 Section 1. The Judiciary Board shall consist of three members in good standing to be elected by the members.
 Sec. 2. At the beginning one member shall be elected for one year, another for two years and the third for three years, each year thereafter the retiring member shall be replaced by one elected for three years.
 Sec. 3. The senior member shall be Chairman.
 Sec. 4. The members of the board, individually or collectively, shall have sole power to hold trials, when members are charged with infractions of the rules and laws of the association. They alone shall sit in judgment, hearing witnesses, weighing evidences, determining guilt or innocence and pass sentence.
 Sec. 5. The board as a whole shall determine the time and place at which all trials shall occur and which particular member shall hold them.
 Sec. 6. Appeal may be taken from the finding of an individual judge, and if sustained by the board as a whole, will be either retried back for retrial or a new trial ordered, at which all three members of the board shall preside.
 Sec. 7. There shall be no appeal from the decision of the board as a whole.
 Sec. 8. Impeachment proceedings against officers will be heard by the whole board.
 Sec. 9. The board shall be the sole authority on the constitution and by-laws, and its interpretations will be accepted as final and conclusive.
 Sec. 10. The board as a whole shall have the power to determine the constitutionality of all legislation.
 Sec. 11. The senior member of the board shall administer the oath of office to all newly elected officers during the installation ceremonies.
 Sec. 12. The following shall be the form of obligation to be taken by each officer before being installed in his office:
 I, _____, do solemnly promise that I will discharge the duties of the office of _____, into which I am about to be inducted, to the best of my ability. I will support and defend the Constitution and By-laws of the American Bill Posters' Alliance to the best of my ability. I will do all in my power to promote the growth of the organization and protect the interests of its members. I will zealously guard and care for all property belonging to the Alliance entrusted to my care, and will deliver same to my successor in office. To all of which I pledge my sacred honor.
 Sec. 13. The board shall bring to trial any member or officer of the association against whom charges have been duly preferred by a member in good standing, or other person under oath.
 Sec. 14. The board shall notify the Secre-

tary of all official acts and inform him of all sentences imposed, and the Secretary shall execute same.

ARTICLE V.

Conventions and Meetings.

Section 1. The regular meetings or conventions of the association shall take place annually on the second Tuesday in July.
 Sec. 2. They shall be held at such places as the Executive Committee shall designate.
 Sec. 3. Special meetings shall occur at such time and place as the President may direct.
 Sec. 4. No one shall be admitted to the regular meetings save representatives and members in good standing.

ARTICLE VI.

Quorum.

Section 1. A quorum at the annual meeting shall consist of three-fourths of the members in attendance who have qualified before the Committee on Credentials.
 Sec. 2. At special meetings a quorum shall consist of ten members in good standing.

ARTICLE VII.

Duties and Powers of the President.

Section 1. It shall be the duty of the President to preside at all meetings, to preserve good order and to enforce all laws and rules of the Alliance.
 Sec. 2. He can divide the members into various committees. At the request of any ten members he shall at any time call a special meeting, by giving one month's notice, said notice to be published in an independent bill posters journal. He shall sign all contracts or necessary papers, and conduct all correspondence except that of a purely routine nature unless otherwise provided.
 Sec. 3. He shall exercise a general supervision over the officers of the association, and conduct its business and direct its affairs, consulting the Executive Committee whenever occasion requires.
 Sec. 4. He shall have the deciding vote in all meetings whenever the association or the Executive Committee shall be equally divided.
 Sec. 5. He shall have power to pardon and re-appoint expelled members, subject to approval of the Executive Committee.
 Sec. 6. He shall prefer charges against members for infraction of the laws and ethics of the Alliance.

ARTICLE VIII.

Duties of the Vice President.

Section 1. The Vice President shall preside at meetings in the absence of the President, and shall perform all of the duties of the President during such absence. He shall succeed the President in the event of the latter's death or removal.

ARTICLE IX.

Duties of the Secretary.

Section 1. It shall be the duty of the Secretary to keep the minutes of the proceedings of the association and the Executive Committee, and to keep the accounts of the association. At the annual meeting he shall inform the members how much money has been received and from what source derived, how much money has been paid out and how expended. He shall sign all orders with the President. He shall preserve all books and papers pertaining to his office, and shall deliver them over to his successor. He shall balance his books every six months.
 Sec. 2. He shall collect all dues and moneys and receipt for same, and pay over all moneys he receives to the Treasurer monthly, taking his receipt for same.
 Sec. 3. He shall issue all certificates, charters and warrants when ordered to do so by the President or the Executive Committee.
 Sec. 4. He shall serve all notices, issue all calls and conduct all routine correspondence.
 Sec. 5. He shall ascertain the financial standing and reliability of all agents and advertisers and acquaint all members therewith.
 Sec. 6. When he shall ascertain that the standing of an advertiser or agent dealing with members of the Alliance is doubtful, even though it be a member of the Alliance, he shall so report to the Executive Committee.
 Sec. 7. He shall be empowered to grant special dispensation to members in the matter of prices.

ARTICLE X.

Duties of the Treasurer.

Section 1. The Treasurer shall receive and receipt for all moneys paid him, and pay all orders signed by the President and Secretary.
 Sec. 2. Whenever the Treasurer fails to perform his duties he shall, at the request of the Executive Committee, immediately deliver up his books, papers and moneys to a substitute pro tempore. In like manner he shall at the expiration of his term of office deliver up all books, papers and moneys of the company of which he is custodian to his successor in office.
 Sec. 3. He shall give bond in such a sum as shall be determined by the Executive Committee.

ARTICLE XI.

Duties and Powers of the Executive Committee.

Section 1. It shall be the duty of the Executive Committee to advise and confer with the President, and aid him in the active conduct of the affairs of the association.
 Sec. 2. It shall fix the amounts and conditions of all bonds required by the Alliance.
 Sec. 3. This committee shall be and hereby is clothed with the power of the Board of Arbitration, and shall endeavor to adjust all disputes among members or advertisers or agents. The Executive Committee is empowered to collect bad debts for members, and to contract for legal services or advise when necessary.

ARTICLE XII.

Duties of Members.

Section 1. It shall be the duty of each and

every member to report to the Secretary weekly the names of all advertisers or agents who are in the default or delinquent.

Sec. 2. To resist and report unfair claims and demands for allowances and commissions.

Sec. 3. To maintain the price schedule adopted by the association, except when granted a special dispensation.

Sec. 4. To recommend the service of Alliance members only.

Sec. 5. To refrain from encroachments upon the city, town or territory pre-empted and occupied by another members of the association, and to refuse to hire the employees of Alliance members without first obtaining said members' consent.

Sec. 6. To aid and sustain as far as possible any member afflicted with opposition, a labor strike, cyclone, sickness or other calamity.

Sec. 7. To attend all meetings of the association.

Sec. 8. To abide by the voice of the majority.

Sec. 9. To obey the officers in authority.

Sec. 10. To use the emblem of the Alliance on all stationery.

Sec. 11. To file with the Secretary a bond for the faithful performance of all advertising contracts.

ARTICLE XIII.

Revenues.

Section 1. The revenues of this association shall be derived solely from initiation fees, dues, fines and fees for certificates, etc.

Sec. 2. No special assessment shall be levied unless authorized by special act, duly passed by the members in convention assembled at the annual meeting.

ARTICLE XIV.

Initiation Fees.

By-laws. The initiation fee shall consist of a sum amounting to one cent per hundred inhabitants of each municipality, for which franchise is asked, and must accompany the application for membership. The initiation fee covers the dues of application to the first of July following.

ARTICLE XV.

Dues.

By-laws. The annual dues shall be one cent per hundred or fraction thereof of inhabitants of the town in which he operates. All populations to be determined by the United States census. All dues are payable in advance, and cover the year beginning July 1 and ending June 30.

ARTICLE XVI.

Expenses.

Section 1. The officers of the Alliance and the members of the Executive Committee and the Board of Judicature shall be allowed their actual traveling expenses and hotel expenses incurred in attending special meetings, or making other necessary trips in interest of the Alliance. (All members and officers attend the annual meeting at their own expense.)
 Sec. 2. Expense accounts, when presented to the Secretary, must be itemized and accompanied by vouchers or receipts showing how, where and when each item was expended.
 Sec. 3. A reasonable sum shall be allowed the President and Secretary to cover the expense of postage and stenographer hire, which will be fixed by the Executive Committee.
 Sec. 4. All bills for stationery printing, counsel fees, etc., must be approved by the Executive Committee before being paid.
 Sec. 5. An allowance for services rendered may be made to a retiring Secretary.
 Sec. 6. An appropriation covering the cost of a medal or memento for a retiring President is permissible.

ARTICLE XVII.

Legislation.

Section 1. The sole power of legislation is hereby vested in the members at large in convention assembled. They alone shall have the power to amend the constitution, pass new laws and amend old ones.
 Sec. 2. All acts passed by the assembly shall be added to the by-laws and published annually.

ARTICLE XVIII.

Trade Mark and Motto.

Section 1. The emblem or trade mark of the association shall be a heraldic lucky clover, which shall be used on all stationery of all members.
 Sec. 2. The motto shall be, "We Keep the Public Posted," which shall be used on all stationery of all members.

ARTICLE XIX.

Order of Business.

1—Call to order.
 2—Appointment of Sergeant-at-arms.
 3—Appointment of Committee on Credentials.
 4—Report of Committee on Credentials.
 5—Appointment of Auditing Committee.
 6—Appointment of Committee on Rules.
 7—Roll call of officers and members.
 8—Reading of minutes of preceding meeting.
 9—Report of the President.
 10—Report of the Secretary.
 11—Report of the Treasurer.
 12—Report of the Board of Judicature and Executive Committee.
 13—Unfinished business.
 14—Report of Auditing Committee.
 15—Election of officers.
 16—Installation ceremonies.
 17—President's address.
 18—Report of Committee on Rules.
 19—New business.
 20—Miscellaneous business.
 21—Adjournment.

ARTICLE XX.

Section 1. An amendment to the constitution or by-laws must be offered in writing at a regular meeting of the association, and must receive the unanimous vote of all members before they become operative or effective.

BY-LAWS.

NUMBER I.

The following rules of debate are hereby adopted, viz.:

No. 1—At any meeting of the association no matter shall be debatable unless it meet a second, and is brought before the meeting by the presiding officer.

No. 2—No member shall occupy more than ten minutes in his argument upon any pending question, nor shall he be entitled to speak more than twice upon the same subject, unless by special leave.

No. 3—Members desiring to address the Chair are required to stand up. Whenever there are two or more desiring to speak, the presiding officer shall designate the speaker first in order.

No. 4—Any person desiring to bring charge against another member must reduce same to writing, and send or hand same to the Chairman of the Board of Judicature.

For the rest Cushing's Manual of Parliamentary Rules and Practices shall govern debate.

NUMBER II.

The following rules governing dealings between members and advertisers or agents are hereby adopted:

No. 1—Answer all letters requiring a reply within twenty-four hours from the time they are received.

No. 2—Acknowledge the receipt of all paper within twenty-four hours.

No. 3—Mail bills only after the showing contracted for has been completed.

No. 4—Mail lists within forty-eight hours from the time the posting is completed.

No. 5—Listed paper washed down must be renewed within forty-eight hours when renewal paper is furnished.

NUMBER III.

ORDINARY SERVICE.—Which is to be paper posted as chance may offer, either on leased boards or pre-empted spots and daubs but unprotected and not guaranteed a showing of any specified duration, three cents per sheet, in town or country.

GUARANTEED, LISTED AND PROTECTED SERVICE.—By which is meant protected service and a guaranteed service with the location of each poster clearly specified in a list which is mailed to the advertiser or his agent within forty-eight hours from the completion of the posting:
 (Cities of 1,000 to 2,000, 4 cents per sheet for four weeks.
 Cities of 2,000 to 5,000, 5 cents per sheet for four weeks.
 Cities of 5,000 to 10,000, 6 cents per sheet for four weeks.
 Cities of 10,000 to 50,000, 7 cents per sheet for four weeks.
 Cities of 50,000 to 100,000, 9 cents per sheet for four weeks.
 Cities of 100,000 to 500,000, 3 cents per sheet per week.
 Cities of 500,000 to 2,000,000 3 1/2 cents per sheet per week.
 Cities over 2,000,000, 4 cents per sheet per week.
 The week's listed service in all cities of 100,000 to 500,000, 4 cents per sheet; in cities of 500,000 or over, 5 cents per sheet.
 per cent discount, on all straight six month contracts 10 per cent discount.

These prices do not apply to purely local work. Renewal paper to be furnished by the advertiser or his agent.

SELECTED SERVICE GUARANTEE AND PROTECTED.—By which is meant posting on choice locations personally selected in advance by the advertiser or his agent, and protected from the ravages of the weather when renewal paper is furnished on boards not less than 10 1/2 feet high; Or week, 6 cents per foot; two weeks, 11 cents per foot; three weeks, 15 cents per foot; four weeks, 18 cents per foot.

On all straight three months' contracts. In the event that it becomes necessary to advance the above prices, advertisers and advertising agents shall receive three months' notice of the advance.

NUMBER IV.

The following action regarding agents and commissions is adopted: Any advertiser agent or poster printer, who solicits business for the members of this association by influencing advertisers to try or to continue the use of posters or painted or bulletins, and who works out the detail incident to distribution, may have his name enrolled as an authorized solicitor, by satisfying the Secretary that he is financially responsible and of good credit, and paying into the treasury the sum of \$5. Certificates of enrollment \$1 extra.

Authorized solicitors shall be entitled to commission of 16 2/3 per cent on all business which they send to the members of this association. Members are prohibited from paying commissions to agents unless they have been authorized, and from extending credit to either advertisers or agents without first consulting the Secretary.

NUMBER V.

The following guarantee system is hereby adopted:

Section 1. The President of the association is empowered to guarantee, in the name of the association, the service of any or all its members, who shall file with the Treasurer a good and sufficient bond, a demand not duly indorsed, cash or securities as a pledge that he will abide and be governed by the Constitution and By-laws.

Sec. 2. Said bond, note, cash or securities shall be in a sum equivalent to one dollar for each thousand inhabitants, or fraction thereof, in the cities or towns said member controls.

THE BILLBOARD.

Sec. 3. Certificates of guarantee will be issued to advertisers and agents at the rate of \$2 per month, \$5 per quarter or \$15 per annum, and such certificates shall be a guarantee to person or firm to whom issued for all members in good standing.

Sec. 4. Advertisers or agents unprovided with certificates can not recover from the association. They enjoy the personal guarantee of the individual member only.

Any advertiser holding a certificate of guarantee from the Alliance, upon proving breach of contract on the part of the guaranteed members of this association, shall be reimbursed out of the funds of the association. Any money he has paid for the postage shall be returned, together with an additional sum sufficient to cover cost of the paper unrecovered. The President shall then immediately declare the offending member's bond or deposit forfeited, and shall bring charges against him of unmercantile conduct.

NUMBER VI.

The following scale of fees and charges are herewith adopted for the guidance of the secretary, viz:

Membership cards, each.....	\$.10
Certificates (framing each).....	1.00
Barbers, each.....	5.00
Agents' certificates.....	1.00
Fee for enrolling and agents.....	5.00
Certificates of guarantee one month.....	2.00
Certificate of guarantee one quarter.....	5.00
Certificate of guarantee one year.....	15.00

NUMBER VII.

The following schedule of primitive fines and penalties is hereby adopted, viz:

- No. 1.—Failure on the part of the members to report customers, who are in default or delinquent, shall be punished by a fine of not more than \$5 and not less than \$1, at the discretion of the Board of Judicature.
- No. 2.—Failure to resist and report unreasonable claims and demands for allowance shall be punishable by a fine of not more than \$5 and not less than \$1.
- No. 3.—Any member encroaching upon the domain of another member shall be fined not more than \$100 nor less than \$25.
- No. 4.—Any member who shall hire or engage an employee of another member, without first obtaining said member's consent or sanction, shall be fined not more than \$25 and not less than \$5.
- No. 5.—Any member failing to sustain another member inflicted with opposition, a labor strike, fire or other calamity, shall be fined not over \$20 and not less than \$5.
- No. 6.—Any member failing to be represented at a regular meeting of the association shall be fined \$1.
- No. 7.—Any member failing to abide by the voice of the majority, or to obey the officers authority, or who persistently and repeatedly violates the rules of order, shall be fined cents for each offense.
- No. 8.—Any member guilty of unfraternal conduct shall be fined not less than \$2 and not more than \$50, or expelled.

No. 9.—Any member failing to mail lists to advertisers within the prescribed limit of forty-eight hours shall be deemed guilty of unmercantile conduct.

All members shall stand suspended until fines are paid.

NUMBER VIII.

Members may be absolved from the strict adherence to the price schedule as set forth in No. 3 of the By-laws, and the provision regulating commissions set forth in No. 4, by special dispensation granted by the secretary, but only in case that said member is inflicted with opposition.

NUMBER IX.

Any member being unable to collect an account against an advertiser or agent is entitled to call upon the Executive Committee for aid. Collections will be made for members by the Executive Committee for absolute cost.

NUMBER X.

But one member shall be accepted from any one city, town or village. In other words, the Alliance is a close association, whose franchises are exclusive.

NUMBER XI.

New by-laws may be added to the list by a simple majority vote, provided said laws do not conflict with existing laws.

It shall require a three-fourths vote to amend or annul any existing by-laws.

Exchanges.

"Advertising by sample is invaluable," said Mrs. S. T. Rorer, at the close of the recent Philadelphia food show. "If, however, exhibitors would follow up this sampling through co-operation with the retail dealers the results would be more satisfactory. Last year there was an orange peeling knife exhibited—the best I had ever seen. After the show had closed I tried to buy that knife at twelve different Philadelphia stores and failed to find it at any one of them. Since then I have had over twenty orders for one, all of which remain unfilled. As a food show is designed as an advertising medium, and people visit them to see goods with a view of purchasing, why should not the manufacturer present opportunities for their purchase?"

"The graph for samples," continued Mrs. Rorer, "is not so much that women want so much for nothing. It is due rather to the fact that they are put up in attractive packages. You know that you can't buy the little bottles and barrels and bags anywhere at a store. At the '76 exposition I stood in line three hours to get a small brick. I have it yet, advertisement side up. At the food show last year a small preserve bottle set the people wild, while 5,000 small barrels were given away last night.

"A good show is in a large sense an educator. It brings the housewife into closer contact with the best of everything.—Printers' Ink.

Among the exhibits of the United States at the Paris Exposition will be one that, after much heated discussion, was emphatically rejected by our own Exposition at Chicago. The exhibit we refer to is a compound of superstition and bigotry, now happily almost extinct in our own country. At the request of the American Sabbath Union, President McKinley has ordered that the United States buildings at Paris be closed on Sunday. Of course if the Exposition were to be held here public opinion would deter him from giving any such order. It would have to be open on that day as on other days, for the benefit of those who have but the seventh day for rest and recreation. But the President has doubtless reasoned that Paris is too far away for this public opinion to be stirred over the matter; and that so, while he will lose nothing, he may save himself a few votes of the Sabbatharian fanatics. Thus we shall be advertised to the world as still holding a silly and outworn belief which in fact we do not hold and do not practice. But a Presidential election impends, and every vote counts.—Puck.

The New England small boy generally shows business capabilities at a tender age, if he is ever going to have them. I have heard of a certain small Boston boy, who got into the habit of-teasing his mother for pennies, until at last she said to him:

"Now, Willie, I don't like to give you pennies; if you want money, you should go to work and earn it."

The boy remained thoughtful for some time. Then, within a few days, the mother perceived that Willie had plenty of pennies. She wondered a bit where he got them, but did not question him. But one summer day she noticed that some sort of a hullabaloo was going on in the backyard. Looking out, she saw Willie surrounded by a mob of boys, who were yelling with delight. She went down into the yard to see what was going on, and, as she passed out, she saw, stuck up on the back wall of the house, this poster, quite "neatly" printed out with a pencil:

WILLIE JONES WILL EAT

1 small green worm, for.....	1 cent
1 large green worm, for.....	2 cents
1 small fuzzy worm, for.....	3 cents
1 large fuzzy worm, for.....	5 cents
1 small green toad, for.....	25 cents

Willie was apparently doing a thriving business. His mother interrupted it—at any rate in her own backyard. I don't suppose that she had any assurance that he wasn't still carrying it on somewhere else.—Boston Transcript.

If magazine advertising increases at the present ratio the next few years it is evident that publishers will have to adopt some method of inducing readers to examine the ad pages. The modern monthly has evolved into a veritable sandwich, the middle portion of reading matter standing for the meat, and as the other two-thirds is of but secondary import to the reader it stands to reason that only a certain percentage of buyers look through the ads.—Ad Sense.

Advertising is the key that opens the otherwise tightly barred door leading to success. There is no mistaking this fact, as thousands of successful advertisers will testify.

There are not a few men who attribute their success entirely to the liberal use of printers' ink. By the word "liberal" is not meant a waste of money, but a carefully planned and earnestly carried out line of advertising.

You can not rub a lamp and expect the advertising genie to appear on the spot, and many an advertiser has learned this lesson through bitter experience. It takes time, money and brains to successfully conduct any business, be it small or large, and it is a woeful mistake to think otherwise.

Seek and ye shall find, was the command of old, and it is just as true to-day as it was when it was uttered. The old saying was, Fortune smiles but once on every man, but that this is not borne out by fact is evidenced by the experience of some of the best advertisers of to-day, who, a few years ago, were failures.

The key of success is within reach of everyone, but it must be sought, and by earnest, persistent endeavor.—The Advisor.

OFFICIAL CALL!

The Ninth Annual Meeting of the....

OHIO
BILL POSTERS'
ASS'N

will be held at Xenia, O., MAY 8th and 9th. Every member is requested to be present, also any other Bill Poster in the country, as matters of great importance will come before this meeting.

Yours truly,
P. B. OLIVER, Pres't.
W. G. TIRRILL, Sec'y.

4th of July

PRINTING!

EVERYTHING NECESSARY TO BILL A CELEBRATION.

ten New One-Sheets. Everyone a Crackerjack. Printed in from 2 to 5 Colors.
Prices, including printing of advertising matter
.....\$2.50 50.....\$3.50 100.....\$5.50 200.....\$8.50 300.....\$11.00 500.....\$16.00 1,000.....\$26.00
Three-Sheets, in Red and Blue.
50.....\$5.00 100.....\$7.00

Stands, Red and Blue Letters, Stars and Stripes Border. Any Size. 3 Cents per Sheet.
Pictorial Dodgers and Hand-Bills. Samples on Application.
Posters for Street and County Fairs. Send for Special Catalogue.

HENNEGAN & CO.,

POSTER PRINTERS,

3th St., near Main,

CINCINNATI, OHIO.

No matter what you may want, an ad in The Billboard will procure it.

LIST OF FAIRS.

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

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ARKANSAS.

LUXORA, ARK.—Carnival and Free Street Fair June 28 to 30. Will A. Smith, mgr., Lock Box 5.

CALIFORNIA.

FERNDALE, CAL.—Ferndale Fair Association, Sept. 4 to 8, 1900. E. B. Carr, Ferndale, Cal., pres.; W. H. Roberts, Ferndale, Cal., secy.

SACRAMENTO, CAL.—California State Agricultural Society, Sept. 3 to 15. A. J. Spruells, San Francisco, Cal., pres.; Peter J. Shields, Sacramento, Cal., secy.

WILLOW, CAL.—Agricultural Association, July 20 to Aug. 4, 1900.

COLORADO.

LOVELAND, COL.—Loveland Free Street Fair and Northern Colorado Exposition, Last of September. W. C. Stiles, pres.; G. H. Patterson, secy.; R. S. Coe, treas.

CONNECTICUT.

BRANFORD, CONN.—The Branford Agricultural and Horticultural Society, Sept. 18 to 20. E. Donahue, pres.; J. P. Callahan, secy. W. B. Fouts, treas.

DANBURY, CONN.—Danbury Agricultural Society, Oct. 1 to 6, 1900. S. H. Rundal, pres.; J. W. Bacon, treas.; G. M. Rundal, secy.

NANGATUCK, CONN.—Beacon Valley Grange Agricultural Society Sept. 18 and 19. T. S. Truesdell, pres. F. M. Cander, secy.; E. A. Hotchkiss, treas.

NEWTOWN, CONN.—The Newtown Agricultural Fair Company, Sept. 25 to 27, 1900. T. E. Platt, Redding Ridge, Conn., pres.; S. J. Botsford, Newtown, Conn., vice pres.; H. G. Curtis, Sandy Hook, treas.; P. H. McCarthy, Newtown, Conn., secy.

FLORIDA.

DE FUNIAK, FLA.—De Funtak Street Fair Association, Sept. 20 and Oct. 1, 1900. W. L. Couthen, De Funtak, pres.; W. I. May, De Funtak, vice pres.; R. W. Stows, De Funtak, secy.-treas.

GEORGIA.

ATLANTA, GA.—Southern Interstate Fair, Oct. 10 to 27. T. H. Martin.

ATLANTA CITY, GA.—Masonic Fair Association, May, 1901. J. L. Mayson, pres.; Mrs. J. S. Higby, vice pres.; H. M. Wood, treas.; Porter King, secy.

GAINSVILLE, GA.—The fourth annual session of The Gainsville Chataouche, June 24 to July 6. A. W. Van House, pres.; H. H. Dean, secy.

MAUD, GA.—Macon Street Fair and Carnival, Sept. 25 to Oct. 5. W. H. Nesbitt.

ILLINOIS.

ALEDO, ILL.—Mercer County Agricultural Society, Sept. 18, 19, 20 and 21, 1900. G. W. Williams, Box 346, Aledo, Ill., secy.

ATLANTA, ILL.—Atlanta Union Fair, Sept. 4 to 7, 1900. Ed. Stubblefield, McLean, Ill., pres.; J. P. Hieronymus, Atlanta, Ill., treas.; W. B. Stroud, Jr., Atlanta, Ill., secy.

AVON, ILL.—Avon Fair and Improvement Association, Sept. 4 to 7, 1900. G. W. Shinkel, Avon, Ill., pres.; E. C. Woods, Avon, Ill., treas.; Julian Churchill, Avon, Ill., secy.

BATAVIA, ILL.—Kane County Fair, Aug. 28 to 31, 1900. H. T. Hunter, secy.

BELLEVIEW, ILL.—Street Fair Committee, Belleville Commercial Club, Sept. 10 to 15, 1900. Albert Hucks, Belleville, Ill., pres.; A. S. Halstead, Belleville, Ill., treas.; Chas. P. Flisbush, Belleville, Ill., secy.

BELVEDERE, ILL.—Boone County Agricultural Society, Sept. 4 to 7. John Hannah, pres.; W. D. Swall, treas.; M. D. Perkins, secy.

BUSHNELL, ILL.—The Bushnell Fair Association, Aug. 28 to 31, 1900. C. C. Chain, Bushnell, Ill., pres.; James Cole, Bushnell, Ill., treas.; J. H. Johnson, Bushnell, Ill., secy.

CAMBRIDGE, ILL.—The Forty-third Annual Fair of the Henry County Agricultural Society, Aug. 20 to 24, 1900. L. J. Wilkinson, pres.; Theo. Boltenstern, secy.

CARMI, ILL.—White County Agricultural Board, Sept. 4 to 8, 1900. Elvis Stinnett, Carmi, Ill., pres.; J. W. McHenry, Carmi, Ill., vice pres.; R. L. Organ, Carmi, Ill., secy.

CHAMPAIGN, ILL.—Champaign County Agricultural Board, Aug. 28 to 31, 1900. H. H. Harris, pres.; J. M. Clark, treas.; J. N. Beers, secy.

CLINTON, ILL.—DeWitt County Agricultural and Mechanical Association, Aug. 5 to 10. J. Fuller, pres.; Thos. Ewing, treas.; F. McCuddy, secy.

DELAVAN, ILL.—The Twenty-second Annual Fair of the Tazewell County Agricultural Board, Aug. 28 to 31, 1900. J. W. Crabb, pres.; J. O. Jones, secy.

ELMWOOD, ILL.—The Elmwood Fair Association, tenth annual fair, Aug. 21 to 24. M. R. Sturtevant, secy.

EL PASO, ILL.—The Twentieth Annual Fair, Woodford County Agricultural Board, Sept. 10 to 14. E. A. Childs, pres.; Geo. R. Curtiss, secy.

FREEMONT, ILL.—Northern Illinois Agricultural Association, Sept. 11 to 11. J. E. Taggart, Rtd. 3, Ill., pres.; W. H. Foll, Freemont, Ill., secy.

GALENA, ILL.—Jot. Davless County Agricultural Society, Sept. 25 to 28, 1900. Wm. T. Hodson, Galena, Ill., pres.; H. B. Chetlain, Galena, Ill., vice pres.; John J. Gray, Galena, Ill., treas.; Wm. Barner, Galeua, Ill., secy.

GRIGGSVILLE, ILL.—Illinois Valley Fair Association, Aug. 7 to 19. C. M. Simmons, pres.; J. S. Feimley, treas.; J. F. Hatch, secy.

HOOPESTON, ILL.—Hoopeton District Agricultural Society, Twenty-fifth Annual Fair, Aug. 20 to 24. Dale Wallace, secy.

LA HARPE, ILL.—La Harpe Fair Association, Aug. 20 to 24, 1900. E. A. Wilcox, Durham, Ill., pres.; Geo. Coulson, La Harpe, Ill., vice pres.; John R. Roberts, La Harpe, Ill., secy.; C. H. Ingraham, La Harpe, Ill., treas.

LE ROY, ILL.—Le Roy Fair and Agricultural Association, Aug. 21 to 27, 1900. John Baremore, Dawnes, Ill., pres.; Ed. Langdon, Le Roy, Ill., secy.

LIBERTYVILLE, ILL.—Lake County Agricultural Society, Sept. 11 to 14, 1900. Wm. E. Miller, Libertyville, Ill., pres.; E. W. Parkhurst, Libertyville, Ill., treas.; O. E. Churchill, Libertyville, Ill., secy.

MACOMB, ILL.—McDonough Stock Agricultural Association, Aug. 13 to 17, 1900. W. O. Blandell, pres.; A. K. Lodge, vice pres.; Geo. Gadd, treas.; F. R. Kyle, secy.

METROPOLIS, ILL.—Free Street Fair, Sept. 18 to 22, 1900. C. P. Treat, pres.; W. A. Fitch, treas.; Frank Adams, vice pres. and secy.

MONTICELLO, ILL.—Piatt County Agricultural Society, Aug. 13 to 17, 1900. Wm. H. Kratz, Monticello, Ill., pres.; C. V. Lodge, Monticello, Ill., vice pres.; C. A. Tatman, Monticello, Ill., treas., mgr. and secy.

MT. CARMEL, ILL.—Carroll County Agricultural Board, Aug. 21 to 24. G. M. Wherritt, pres.; G. C. Kenyon, secy.; A. A. Foster, treas.

MURPHYSBORO, ILL.—Jackson County Fair Association, Sept. 25 to 28. P. H. Elson-mayer, pres.; Willard Wall, treas.; J. J. Penny, secy.

QUINCY, ILL.—Baldwin Park Driving Association, July 17 to 20. T. S. Baldwin, mgr.

ROCKFORD, ILL.—Winnebago County Agricultural Society, Sept. 3 to 7, 1900. A. J. Lovejoy, Roscoe, Ill., pres.; E. S. Bartholomew, Rockford, Ill., vice pres.; Chardier Stan, Rockford, Ill., treas.; J. P. Whitehead, Rockford, Ill., mgr. and secy.

RUSHVILLE, ILL.—Schuyler County Agricultural Association, Sept. 3 to 7, 1900. Chas. M. Doyle, Rushville, pres.; J. H. Thompson, Rushville, vice pres.; A. H. Clarke, Rushville, treas.; Jas. S. Cowen, Rushville, mgr.; Howard P. Dyson, Rushville, secy.

SAYBROOK, ILL.—McLean County Fair Association, Aug. 21 to 24, 1900. W. W. Dutlaw, Saybrook, Ill., pres.; John Bouchrean, Saybrook, Ill., vice pres.; C. P. Easterbrook, Saybrook, Ill., secy.; James Ruglers, Saybrook, Ill., treas.; Jas. McKumey, Saybrook, Ill., mgr.

SPRINGFIELD, ILL.—Illinois State Fair, Sept. 21 to 29, 1900. W. C. Garrard, secy.

SWANEETOWN, ILL.—Gallatin County Agricultural Board, Aug. 28 to Sept. 1, 1900. Charles Canoll, Swanecetown, Ill., pres.; R. E. Lawler, Equality, Ill., vice pres.; John McKellogg, Swanecetown, Ill., treas.; Martin Doherty, Swanecetown, Ill., mgr.; Marsh Wischert, Swanecetown, Ill., secy.

WAIREN, ILL.—Union Agricultural Society, Sept. 4 to 7, 1900. W. L. Gale, secy.

WATSEKA, ILL.—Watseska Fair, Sept. 4 to 7, 1900. H. H. Hotelling, pres.; Thos. John, vice pres.; L. D. Watson, treas.

WATSON, ILL.—Effingham County Agricultural Board, Sept. 11 to 14, 1900. Wm. Voelker, Altamont, Ill., pres.; W. M. Abraham, Watson, Ill., treas.; L. P. Mantz, Elliotstown, Ill., secy.

WHEATON, ILL.—Dupage County Agricultural Society, Sept. 5 to 8, 1900. John Christie, Wheaton, Ill., pres.; Wm. W. Steven, Wheaton, Ill., treas.; N. E. Matter, Wheaton, Ill., secy.

WOODSTOCK, ILL.—McHenry County Fair, Aug. 28 to 31. M. Zimbleman, pres.; A. S. Wright, secy.

INDIANA.

BOURBON, IND.—Bourbon Fair Association, Oct. 2 to 5, 1900. Robert Erwin, Bourbon, Ind., pres.; L. Johnson, Bourbon, Ind., treas.; H. W. Parks, Bourbon, Ind., secy.

BREMEN, IND.—Twelfth Annual Fair, Oct. 9 to 12, 1900. Bremen Agricultural Society, John Huff, pres.; John T. Wells, treas.; Edward Heckman, secy.

CHRISNEY, IND.—Spencer County Fair, Aug. 20 to 25. J. C. Haines, Lake, Ind., pres.; J. P. Chrisney, Chrisney, Ind., secy.; F. Jones, Pigeon, Ind., treas.

CORYDON, IND.—Harrison County Agricultural Society, Aug. 27 to 31. J. W. McKinster, pres.; J. C. Sieg, treas.; E. S. Tuell, secy.

CROWN POINT, IND.—Lake County Agricultural Society, Aug. 28 to 31. A. A. Bibler, secy.; Crown Point, Ind.

EAST ENTERPRISE, IND.—Switzerland and Ohio Counties Agricultural Society, Aug. 28 to 31. R. W. Galbreath, North, Ind., pres.; E. L. Turner, Bear Branch, treas.; J. R. Elder, Bear Branch, secy.

ELWOOD, IND.—Elwood Driving Park and Fair Association, Aug. 21 to 24. N. J. Lelaure, pres.; Frank E. DeHoritz, secy.; Jos. A. DeHoritz, treas.

EVANSVILLE, IND.—Tri-State Fair, Sept. 17 to 21. W. M. Akin, pres.; W. L. Swormstedt, treas.; R. L. Akin, secy.

FAIRMOUNT, IND.—Fairmount Fair, Aug. 6 to 10. Henry Davis, pres.; Wm. Lucas, secy.; J. B. Wright, treas.

FLORA, IND.—Flora Agricultural and Horticultural Association, Sept. 10 to 14, 1900. J. T. Gillum, pres.; Wm. R. Myer, treas.; Wm. H. Lesh, secy.

FRANCESVILLE, IND.—Francesville Street Fair Association, Oct. 2 to 5. E. D. Knotts, pres.; Guy D. Brewer, secy.; J. W. Burgett, treas.

FRANKLIN, IND.—Johnson County Agricultural, Horticultural and Park Association, Aug. 28 to Sept. 1. Wm. A. Bridges, Trafalgar, pres.; Wm. S. Young, secy.; Samuel Harris, treas.

HAGERSTOWN, IND.—Wayne County Fair Association, July 31 to Aug. 3. L. M. Pierce, pres.; L. S. Bowman, secy.; Knobe Porter, treas.

HUNTINGBURG, IND.—The Fourteenth Annual Dubois County Fair, Sept. 10 to 15, 1900. H. C. Ithobert, secy.

INDIANAPOLIS, IND.—Indiana State Fair, Sept. 17 to 21, 1900. Aaron Jones, pres.; Chas. Downing, Indianapolis, Ind., secy.

LA PORTE, IND.—La Porte County Agricultural Society, Sept. 11 to 14. J. Vene Dorland, La Porte, Ind., secy.

LAWRENCEBURG, IND.—Lawrenceburg Fair Association, Aug. 21 to 25. Wm. H. O'Brien, Lawrenceburg, Ind., vice pres.; Victor Ohlting, Lawrenceburg, Ind.; H. L. Nowlin, Guilford, Ind.

MARION, IND.—Elks Street Fair and Carnival, June 4 to 9. E. L. Kinnema, chairman.

MONTPELLIER, IND.—Montpelier Street Fair Association, Aug. 15 to 18. Harry A. Dudge, Montpelier, Ind., pres.; J. W. Crosbie, Montpelier, Ind., vice pres.; D. A. Bryson, Montpelier, Ind., treas.; C. L. Smith, Montpelier, Ind., mgr.; C. L. Smith, Montpelier, Ind., secy.

MUNCIE, IND.—Muncie, Ind., Fair, Aug. 14 to 17, 1900. Wm. H. Wood, Muncie, Ind., pres.; C. H. Anthony, Muncie, Ind., vice pres.; B. C. Bowman, Muncie, Ind., treas.; E. J. Claypool, Muncie, Ind., mgr.; M. S. Claypool, Muncie, Ind., secy.

NEW ALBANY, IND.—Floyd County Live Stock and Driving Association Fair, Aug. 20 to 24. Geo. W. Strack, pres.; Louis Strack, secy.; Edward Stoerner, treas.

NEW LARISLE, IND.—St. Joseph County Agricultural Society, Sept. 19 to 21. L. C. Echert, pres.; A. H. Compton, secy.

NEW HARMONY, IND.—Posey County Agricultural Society, Aug. 22 to 25, 1900. Alfred Ribyre, New Harmony, Ind., pres.; Henry Bailey, New Harmony, Ind., vice pres.; W. W. Robb, New Harmony, Ind., treas.; Geo. C. Taylor, New Harmony, Ind., mgr.; Geo. C. Taylor, New Harmony, Ind., secy.

ROCHESTER, IND.—The Fulton County Agricultural and Mechanical Association, Sept. 12 to 15. N. A. McClung, pres.; J. Dawson, treas.; E. F. Moore, secy.

ROCKPORT, IND.—The Rockport Fair Association, Aug. 14 to 18. B. F. Bridges, pres.; Jas. A. Payne, secy.; T. E. Snyder, treas.

SHELBYVILLE, IND.—Shelby County Joint Stock Agricultural Association, Sept. 4 to 8, 1900. Sidney Conger, Flat Rock island, pres.; Geo. H. Dunn, Shelbyville, treas.; C. E. Ameden, Shelbyville, secy.

STENDALLVILLE, IND.—Eastern Indiana Agricultural Association, Sept. 24 to 28. O. F. Johnston, pres.; G. P. Alexander, secy.; John Mitchell, treas.

SWAYZEE, IND.—The Swayzee Tri-County Agricultural Association, Aug. 14 to 17, 1900. Wm. Hartley, pres.; E. C. King, secy.

VALPARAISO, IND.—Porter County Agricultural Society, Sept. 4 to 7. J. W. Halladay, Valparaiso, Ind., secy.

VINCENNES, IND.—The Knox County Agricultural and Mechanical Society, Oct. 8 to 13. M. J. Niblack, pres.; J. M. House, secy.; H. A. Foulks, treas.

WINCHESTER, IND.—Third Annual Greeting, Aug. 20 to 24. A. C. Green, pres.; Perry Leavell, secy.

IOWA.

ALGONA, IA.—Kossuth County Agricultural Society, Sept. 25 to 28, 1900. C. A. Lewis, Algona, Ia., pres.; E. P. Keith, Algona, Ia., vice pres.; W. H. Bailey, Algona, Ia., treas.; G. F. Peck, Algona, Ia., secy.

ATLANTIC, IA.—Agricultural Society of Case County, Sept. 3 to 6, 1900. C. R. Hunt, Atlantic, Ia., pres.; J. B. James, Atlantic, Ia., vice pres.; S. Stralght, Atlantic, Ia., secy.; F. H. Crombin, Atlantic, Ia., treas.

AUDUBON, IA.—Audubon County Agricultural Society, Sept. 18 to 21. G. W. Hoover, pres.; R. C. Spencer, secy.; H. W. Wilson, treas.

AVOCA, IA.—The Pottawattamie County Fair Association of Avoca, Ia., Sept. 11 to 14, 1900. G. Dredrick, Avoca, Ill., pres.; F. G. Hietzel, Avoca, Ia., vice pres.; J. H. Jenks, Avoca, Ia., treas.; Board of Directors, mgrs.; Roscoe Barton, Avoca, Ia., secy.

BELLE PLAINE, IA.—Big Four District Association, Sept. 11 to 14, 1900. Sally Wertheim, Belle Plaine, Ia., pres.; L. T. Sweet, Belle Plaine, Ia., treas.; C. Washburn, Belle Plaine, Ia., secy.

BLOOMFIELD, IA.—Agricultural Society of Davis County, Sept. 11 to 14. D. O. Harris, pres.; J. C. Broward, secy.; J. R. Sheafor, treas.

BRITT, IA.—Hancock Agricultural Society, Sept. 11 to 13. John Hammill, secy.

CARROLL, IA.—Carroll Fair and Driving Park Association, Sept. 10 to 13. Wm. Trowbridge, pres.; Geo. Selzer, secy.; J. P. Hess, treas.

CEDAR RAPIDS, IA.—Carnival and Street Fair, Oct. 1 to 6. Geo. K. Barton, pres.; C. L. Miller, treas.; Alex. Charles, secy.

CENTERVILLE, IA.—Appanoose County Fair, Sept. 18 to 21, 1900. R. M. Hicks, pres.; J. C. Ashby, treas.; H. A. Russell, secy.

CENTRAL, IA.—Wapsie Valley Fair Association, Sept. 11 to 14. X. N. Kemp, Marion, pres.; Fred. McLeod, treas.; P. O. Clark, secy.

CLARION, IOWA.—Wright County Agricultural Society, Sept. 18 to 21, 1900. W. C. Brown, Clarion, Iowa, secy.

CLINTON, IA.—Clinton District Fair, Sept. 11 to 14, 1900. Hon. G. D. McDavid, pres.; C. D. May, treas.; C. L. Root, secy.

COLUMBUS JUNCTION, IA.—Columbus District Fair Association, Aug. 28 to 31. O. P. Wilcox, pres.; R. S. Johnson, secy.

CRESCO, IA.—Howard County Agricultural Society, Sept. 4 to 7, 1900. James McArthur, Cresco, Ia., pres.; G. R. Story, Cresco, Ia., mgr.; A. C. Campbell, Cresco, Ia., secy.

DANBURY, IA.—Danbury Jockey Club, May 20 to June 1, 1900. J. H. Crilly, pres.; J. Conway, treas.; Dr. C. H. Ledue, secy.

DES MOINES, IA.—Iowa State Fair, Aug. 2 to 31. G. H. Van Houten, Des Moines, Ia., secy.

DE WITT, IA.—Clinton County Agricultural Society Fair, Sept. 11 to 14, 1900. L. S. Harrington, secy.

DONNELSON, IA.—Lee County Fair, Aug. 29 to 31. D. McCulloch, pres.; E. P. Arin knecht, secy.; B. T. Ketham, treas.

ELDON, IA.—Big Four Fair, Sept. 4, 5, and 7, 1900. W. F. Reed, pres.; H. R. Baker, secy.

ELDORA, IA.—Hardin County Agricultural Society, Sept. 4 to 7, 1900. Robert Smith, pres.; W. A. Doron, secy.; E. D. Robb, treas.

ELKADAR, IA.—Elkadar Fair and Wack Association, Sept. 11 to 14, 1900. Joseph Lamm, Elkader, Ia., pres.; P. J. Cain, Elkader, Ia., vice pres.; Chas. Johnson, Elkader, Ia., treas.; J. D. Brownson, Elkader, Ia., mgr. and secy.

EMMETTSBURG, IA.—Palo Alto County Fair, Sept. 12 to 14. H. C. Shadoli, pres.; J. C. Bennett, secy.; M. L. Brown, treas.

FOREST CITY, IA.—Winnebago County Fair and Agricultural Society, Sept. 11 to 13, 1900. P. D. Koto, pres.; J. A. Peters, secy.; W. Secor, treas.

GREENFIELD, IA.—Adair County Fair Association, Sept. 26 to 28, 1900. G. F. Morris, pres.; D. Henton, treas.; J. E. Brooke, secy.

HAMBURG, IOWA.—Hamburg Harvest Home Aug 7 to 10, 1900. M. F. Phillips, manager

HOLSTEIN, IA.—Holstein Dist. Agricultural Society, Sept. 3 to 6. J. C. Kuebel, pres. T. Indorf, treas.; W. F. Hutton, secy.

LA PORTE CITY, IA.—La Porte City District Fair Association, Sept. 4 to 7. J. Hustman, pres.; L. H. Camp, treas.; H. G. Conger, secy.

MANCHESTER, IA.—Delavan County Agricultural Society, Sept. 25 to 28, 1900. A. S. Coon, Manchester, Ia., pres.; J. W. Reector, Oneida, Ia., vice pres.; L. J. Gates, Manchester, Ia., treas.; E. J. Conger, Manchester, Ia., secy.

MAPLETON, IA.—Maple Valley Fair Association, Sept. 4 to 6. F. Griffin, pres.; E. Quick, treas.; J. E. Jerome, secy.

MONTICELLO, IA.—Jones County Fair, Aug 7 to 10, 1900. E. G. Hicks, pres.; Geo. Davidson, vice pres.; O. R. Ricker, secy.; H. L. Bigley, treas.

MT. PLEASANT, IA.—Henry County Agricultural Association, Sept. 4 to 7. J. W. Palm, pres.; W. D. Worthington, treas. W. H. Virden, secy.; J. D. Dugdale, privilege mgr.

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NEW HAMPTON, IA.—Chickasaw County Agricultural Society. Aug. 21 to 24. H. H. Bailey, pres.; Paul Brorby, secy.; W. L. Turner, treas.

NEW SHARON, IA.—New Sharon Agricultural and Fair Association. Sept. 11 to 13. J. Adkisson, pres.; C. E. Wallace, secy.; Jas. G. Hammond, treas.

NEWTON, IA.—Jasper County Agricultural Society. Sept. 10 to 13. H. D. Parsons, pres.; C. Greibling, treas.; H. C. Korf, secy.

OGDEN, IA.—Boone County Agricultural Society. Sept. 11 to 14, 1900. F. M. Lorenzen, Ogden, Ia., pres.; Mc. P. Bass, Ogden, Ia., vice pres.; G. R. Sucher, Ogden, Ia., treas.; E. H. Graves, Ogden, Ia., secy.

OSAGE, IA.—Mitchell County Agricultural Society. Sept. 5 to 7. Byron Leighton, pres.; W. H. Gable, secy.; J. T. Sweeney, treas.

OSCALOOSA, IA.—Mahaska County Fair Association. Sept. 4 to 7, 1900. D. A. Himes, pres.; C. E. Lofland, treas.; C. E. Monroe, secy.

RHODES, IA.—Eden Dist. Agricultural Society. Sept. 18 to 20. W. A. Nichols, Water Center, pres.; W. N. Masou, Melbourne, treas.; H. M. Weeks, secy.

SAC CITY, IA.—Sac County Agricultural Association. Aug. 14 to 17. T. G. Keir, pres.; Edw. Dreyway, treas.; Frank E. Briggs, secy.

SHENANDOAH, IOWA.—Agricultural Exhibition and Race Meeting. Aug. 14 to 17. Chas. A. Frick, pres.; C. F. Crose, secy.

TIPTON, IA.—Tipton Fair Association. Aug. 21 to 24, 1900. F. H. Milligan, Tipton, Ia., pres.; John T. Moffit, Tipton, Ia., vice pres.; L. J. Rowell, Tipton, Ia., treas.; H. Pratt, Tipton, Ia., secy.

TOLEDO, IA.—Tama County Fair. Sept. 25 to 28, 1900. W. J. Malin, pres.; A. G. Smith, secy.; H. G. Shanklin, treas.

WINTON, IA.—The Benton County Agricultural Association. Sept. 18 to 21, 1900. Watt Gaasch, pres.; J. B. F. Buntin, vice pres.; G. D. McElroy, treas.; J. E. Marietta, secy.

WAPELLA, IA.—Louisa County Agricultural Society. Aug. 21 to 24, 1900. M. J. Deihl, Wapella, Ia., pres.; John G. Keck, Wapella, Ia., secy.

WAUKON, IA.—Allamakee County Agricultural Society. Sept. 18 to 20, 1900. S. H. Opper, Waukon, Ia., pres.; P. S. Narum, Waukon, Ia., vice pres.; T. J. Kelleher, Waukon, Ia., treas.; Carl M. Beeman, Waukon, Ia., mgr. and secy.

WEST POINT, IA.—West Point District Agricultural Society. Aug. 21 to 24, 1900. Wm. R. Thumpe, Ft. Madison, Ia., pres.; Herman Lohman, West Point, Ia., vice pres.; John Walljasper, West Point, Ia., secy.; Henry Jansen, West Point, Ia., treas.

KANSAS.

BURLINGAME, KAS.—The Osage County Fair Association. Sept. 4 to 7. Chas. Lyons, pres.; H. D. Shepard, treas.; C. Curtis, secy.

CULLINGTON, KAS.—Coffey County Fair Association. Sept. 25 to 28. J. B. Sweet, pres.; S. D. Weaver, treas.; J. E. Woodford, secy.

CHANUTE, KAS.—Chanute Fair, Park and Driving Association. Sept. 4 to 7. A. E. Timpane, Chanute, Kas., secy.

COFFEYVILLE, KAS.—Coffeyville Fair and Park Association. Aug. 14 to 17. R. Y. Kennedy, Coffeyville, Kas., secy.

EMPORIA, KAS.—Emporia Street Fair. Sept. 26 to 28. E. E. Pawcett, secy.

ERIE, KAS.—Neosho County Fair Association. Aug. 28 to 31. H. Lodge, Erie, Kas., secy.

FREDONIA, KAS.—Fredonia Agricultural Association. Aug. 21 to 24. J. T. Cooper, Fredonia, Kas., secy.

GARNETT, KAS.—Anderson County Fair Association. Sept. 12 to 15. C. H. Rice, Garnett, Kas., secy.

HAWATHA, KAN.—The Brown County Fair Association. Sept. 5 to 7. G. Y. Johnson, pres.; Willis, Kan.; John H. Meyer, secy., Hawatha, Kan.

OLA, KAS.—Allen County Agricultural Society. Sept. 10 to 13. Lew Ilorville, pres.; M. P. Jacoby, treas.; C. H. Wheaton, secy.

OTTAWA, KAS.—Franklin County Agricultural Society. Sept. 18 to 21. B. C. McQuesten, Ottawa, Kas., secy.

POPEKA, KAS.—Home Products Exposition and Great Street Fair and Carnival. May 28 to June 2. W. H. Sitter, secy.

NICHITA, KAN.—Carnival and Fall Festival (street fair). Oct. 1 to 6. H. C. Lockwood, secy.

KENTUCKY.

BARBOURVILLE, KY.—Knox County Fair Association. Sept. 5 to 7, 1900. J. S. Milten, pres.; T. R. Barnen, treas.; W. W. Tinsley, secy.

BARDSTOWN, KY.—Nelson County Fair Association. Sept. 4 to 8, 1900. Ben Johnson, Bardstown, Ky., pres.; I. B. Bowles, Bardstown, Ky., secy.

CYNTHIANA, KY.—Harrison County Agricultural and Live Stock Association, auspices of A. O. U. W. July 30 to Aug. 2, 1900. A. S. Ashbrook, Cynthiana, Ky., pres.; J. M. Allen, Cynthiana, Ky., treas.; James W. Murtry, Cynthiana, Ky., secy.

EWING, KY.—The Ewing Fair Co. Sept. 5 to 8, 1900. C. W. Williams, Peed, Ky., pres.; J. G. Collins, Ewing, Ky., treas.; S. H. Price, secy.

LORENCE, KY.—Fifth Annual Fair of the North Kentucky Agricultural Association. Aug. 29 to Sept. 1, 1900. B. F. McGlasson, Ludlow, Ky., pres.; E. H. Blankenbecker, Florence, Ky., vice pres.; R. J. Perry, Independence, Ky., secy.; J. M. Lassing, Burlington, Ky., treas.

HENDERSON, KY.—Tri-County Fair Company. Sept. 25 to 29. Jacob Zimbro, Jr., secy.

LAWRENCEBURG, KY.—Lawrenceburg Fair Association. Aug. 21 to 24, 1900. W. T. Bond, Lawrenceburg, Ky., pres.; L. W. M. Kee, Lawrenceburg, Ky., vice pres.; Monroe Walker, Lawrenceburg, Ky., treas.; G. G. Speer, Lawrenceburg, Ky., secy.

LEXINGTON, KY.—Lexington Horse Show, Fair and Carnival. Aug. 13 to 18. S. T. Harrison, pres.; E. W. Shanklin, secy.; W. F. Warren, treas.

PADUCAH, KY.—The Commercial and Manufacturers' Association. Oct. 9 to 12. Geo. H. Dains, secy.

LOUISIANA.

NEW ORLEANS, LA.—Second Annual Louisiana Industrial Exposition. April 14 to May 6. C. L. Brackett, New Orleans, secy.

MAINE.

EXETER, ME.—West Penobscot Agricultural Society. Sept. 25 to 27, 1900. B. P. Hubbard, Stetson, Me., pres.; J. E. Jewett, Exeter, Me., secy.

FRYEBURG, ME.—West Oxford Agricultural Society. Sept. 25 to 27. D. A. Ballard, pres.; W. R. Tarbox, treas.; T. L. Eastman, secy.

GRAY CORNER, ME.—Gray Park Association. Aug. 28 to 30. B. T. Skilling, pres.; J. W. Stevens, secy.; J. W. Stevens, treas.

UPPER GLOUCESTER, ME.—New Gloucester and Danville Agricultural Association. Sept. 26 and 27. A. C. Frank, pres.; F. W. Berry, New Gloucester, secy.; Geo. C. Jordan, treas.

MARYLAND.

EASTON, MD.—Talbot County Fair Association. Aug. 28 to 31, 1900. Dr. Charles Lowndes, Easton, Md., pres.; Edward Wordall, Royal Oak, Md., vice pres.; Jos. B. Harrington, Easton, Md., secy.-treas.

BALTIMORE, MD.—Maryland Sportsmen's Exposition Association. Electric Park. May 14 to 26. H. M. Gilbert, secy.

FOLCHESTER BEACH, MD.—Kent and Queen Anne's County Fair. Aug. 28 to 31, 1900. G. E. Noland, secy.

FREDERICK CITY, MD.—The Frederick Fair. Oct. 9 to 12, 1900. Harry C. Keefer, Frederick City, secy.

HAGERSTOWN, MD.—Hagerstown Fair. Oct. 16 to 19, 1900.

MASSACHUSETTS.

BARRE, MASS.—Worcester County West Agricultural Society. Sept. 27 and 28, 1900. Austin F. Adams, Barre Plains, Mass., pres.; Jesse Allen, Oakham, Mass., vice pres.; Charles N. Follansby, Barre, Mass., treas.; Matthew Walker, Barre, Mass., secy.

BOSTON, MASS.—Elks' Carnival. Aug. 6 to 11, 1900. Combination Park.

BROCKTON, MASS.—Brockton Agricultural Society. Oct. 2 to 5, 1900. Hon. H. W. Robinson, Brockton, Mass., pres.; B. B. Grover, Brockton, Mass., vice pres.; E. M. Thompson, Brockton, Mass., treas.; Baalis Sanford, Brockton, Mass., secy.

CLINTON, MASS.—The Worcester East Agricultural Society. Sept. 12 to 14, 1900. Col. John E. Thayer, Lancaster, Mass., pres.; Warren Goodale, Clinton, Mass., vice pres.; Hon. Lucius Field, Clinton, Mass., treas.; O. L. Stone, Clinton, Mass., mgr.; Wm. A. Kilbourn, South Lancaster, Mass., secy.

GREAT BARRINGTON, MASS.—Housatonic Agricultural Society. Sept. 26 to 28. Edward L. VanDeusen, pres.; Frank H. Briggs, secy.; Orlando C. Bidwell, treas.

HINGHAM, MASS.—Hingham Agricultural and Horticultural Society. Sept. 25 and 26, 1900. Ebed L. Ripley, Hingham Centre, pres.; Hon. John D. Long, Washington, D. C., vice pres.; Reuben Sprague, Hingham Centre, treas.; Ebed L. Ripley, Hingham Centre, mgr.; William H. Thomas, Hingham, Mass., secy.

LOWELL, MASS.—Middlesex North Agricultural Society. Sept. 13 to 15, 1900. Henry S. Perham, Chelmsford, Mass., pres.; Geo. S. Coburn, Lowell, Mass., secy.; S. Drewett, Lowell, Mass., treas.; E. J. Noyes, Lowell, Mass., mgr.

PEABODY, MASS.—Essex Agricultural Society. Sept. 15 to 20. G. L. Meyer, Hamilton, Mass., pres.; J. M. Danforth, Lynnfield Centre, secy.; G. L. Streeter, Salem, treas.

PITTSFIELD, MASS.—Berkshire Agricultural Society. Sept. 11 to 13. Martin T. Coleman, Richmond, Mass., pres.; Charles H. Wright, secy.; Wm. P. Wood, treas.

TAUNTON, MASS.—Bristol County Agricultural Society. Sept. 18 to 21, 1900. Edward H. Temple, Taunton, Mass., pres.; Horatio H. Hall, Taunton, Mass., vice pres.; E. Clarence Holt, Taunton, Mass., treas.; Gertrude Williams, Taunton, Mass., secy.

WINSTON, SALEM.—Piedmont Park Company. Oct. 30 to Nov. 3, 1900. J. L. Patterson, pres.; Thos. Maslen, treas.; G. E. Webb, secy.

MICHIGAN.

ARMADA, MICH.—Armada Agricultural Society. Oct. 3 to 5. John McKay, Romeo, Mich., pres.; R. V. Edwards, Armada, Mich., treas.; A. J. Freeman, Armada, Mich., secy.

HAD AXE, MICH.—Huron County Agricultural Society. Sept. 25 to 28. John Hunt, Virona Mills, Mich., pres.; Geo. W. Clark, secy.; C. E. Thompson, treas.

CALEDONIA, MICH.—Caledonia Union Fair Association. Oct. 3 to 5. Wm. McCrodon, pres.; Charles H. Kinsey, secy.; D. P. Hale, treas.

CASS CITY, MICH.—Tuscola, Huron and Sanilac Fair Association. Oct. 2 to 5, 1900. Henry Dodge, Elmwood, Mich., pres.; Wm. J. Campbell, Cass City, Mich., treas.; A. N. Ale, secy.

CHARLOTTE, MICH.—Eaton County Agricultural Society. Oct. 2 to 5. Geo. A. Perry, secy.

FOWLerville, MICH.—Fowlerville Agricultural Society. Oct. 2 to 5, 1900. C. L. Gordon, Fowlerville, Mich., pres.; D. C. Carr, Fowlerville, Mich., secy.; Fred. Cuhn, Fowlerville, Mich., treas.

GRAND RAPIDS, MICH.—The Michigan State Fair. Sept. 24 to 28, 1900. M. P. Anderson, pres.; I. H. Butterfield, secy.

HILLSDALE, MICH.—Hillsdale Fair. Oct. 1 to 5. C. W. Terwilliger, secy.

HOLLAND, MICH.—South Ottawa and West Allegan Agricultural Society. Oct. 9 to 12. H. Kovler, pres.; L. T. Kanter, secy.; H. Lindens, treas.

INLAY CITY, MICH.—Inlay City Agricultural Society. Oct. 2 to 4, 1900. M. J. Haskin, Inlay City, Mich., pres.; Dr. G. W. Jones, Inlay City, Mich., treas.; F. Rathsburg, Inlay City, Mich., secy.

MARSHALL, MICH.—Calhoun County Agricultural Society. Oct. 2 to 5. Wm. Foster, Bante Creel, Mich., pres.; Wm. H. Arthur, secy.; T. J. Shipp, treas.

MARQUETTE, MICH.—Marquette County Agricultural Society. Sept. 26 to 28, 1900. E. B. Palmer, Marquette, Mich., pres.; M. E. Asire, Marquette, Mich., secy.; C. H. Call, Marquette, Mich., treas.

MILFORD, MICH.—Milford Fair Association. Sept. 25 to 28. H. T. Bridgman, pres.; J. Fieldon, secy.; J. T. Watkins, treas.

PONTIAC, MICH.—Forty-eighth Fair of the Oakland County Agricultural Society. Sept. 18 to 21. E. Howland, pres.; F. W. Burch, secy.

MINNESOTA.

AITKIN, MINN.—Aitkin County Agricultural and Stock Breeders' Association. Sept. 14 and 15. J. S. Campbell, pres.; T. P. McQuillin, secy.; T. E. Kreech, treas.

CURRIE, MINN.—Murray County Agricultural Society. Oct. 4 and 5. W. H. Mellen, pres.; A. Currie, Sr., treas.; N. Currie, secy.

FAIRMOUNT, MINN.—Martin County Agricultural Society. Sept. 10 to 12. J. G. Mitchell, pres.; Cecil Sharpe, treas.; Edwin Wade, secy.

GARDEN CITY, MINN.—The Blue Earth County Agricultural Society. Sept. 12 to 14, 1900. W. H. Over, Garden City, Minn., pres.; E. N. Parker, Garden City, Minn., treas.; S. M. Dickinson, Garden City, Minn., secy.

HAMLIN, MINN.—Minnesota State Agricultural Society. Sept. 3 to 8, 1900. John Cooper, St. Cloud, Minn., pres.; T. J. Wilcox, Northfield, Minn., treas.; E. W. Randall, Hamlin, Minn., secy.

HUTCHINSON, MINN.—McLeod County Agricultural Society. Sept. 11 to 13, 1900. Sam W. Stocking, Hutchinson, Minn., pres.; Ed. A. Temes, Hutchinson, Minn., vice pres.; L. A. Ritter, Hutchinson, Minn., treas.; L. P. Harrington, Hutchinson, Minn., secy.

MORA, MINN.—Kane County Agricultural Society. Aug. 31 and Sept. 1. O. Struble, pres.; C. F. Serline, secy.; G. H. Newbert, treas.

SLEEPY EYE, MINN.—The Sleepy Eye Street Fair Association. Last week in September, 1900. A. C. Von Ilagen, pres.; J. P. Bertrand, treas.; H. G. Hays, secy.

ST. PETER, MINN.—Nicollet County Agricultural Society. Sept. 12 to 14. D. T. M. Lambert, pres.; J. A. Johnson, secy.; H. S. Sackett, treas.

WINNEBAGO CITY, MINN.—Fairhault County Agricultural and Joint Stock Company. Sept. 13 to 15. W. D. Richards, pres.; L. C. Stebbins, secy.

MISSOURI.

CARROLLTON, MO.—Carroll County Fair Association. Aug. 21 to 24, 1900. F. J. White, Carrollton, Mo., pres.; D. D. Betzler, Carrollton, treas.; D. D. Thomas, secy.

COLUMBIA, MO.—Boone County Agricultural and Mechanical Society. July 31 to Aug. 3. J. Burruss, pres.; N. D. Robnett, secy.; W. J. Carter, treas.

DENTER, MO.—The Stoddard County Agricultural Society. Sept. 25 to 29, 1900. L. P. Jeffers, secy.

HOLDEN, MO.—Johnson County Agricultural and Mechanical Fair Association. Aug. 7 to 10. Wm. Steill, pres.; T. C. Hornbuckee, secy.

LEE'S SUMMIT, MO.—Jackson County A. and M. Society. Sept. 11 to 14, 1900. E. S. Browning, Lee's Summit, Mo., pres.; W. H. Noland, Lee's Summit, Mo., vice pres.; J. C. White, Lee's Summit, Mo., treas.; Lewis Lamkin, Jr., Lee's Summit, Mo., secy.

NEVADA, MO.—Vernon County Fair Association. July 31 to Aug. 4, 1900. N. L. Winston, Nevada, Mo., pres.; H. M. Duck, Nevada, Mo., treas.; W. E. Clark, Nevada, Mo., secy.

PLATTE CITY, MO.—Platte County A. M. & S. Association. Aug. 28 to 31. C. B. Cockrill, pres.; Wm. Forman, secy.; A. R. Jack, treas.

PRINCETON, MO.—Mercer County Fair Association. Aug. 27 to 31, 1900. Jeff. Hurchett, Princeton, Mo., pres.; F. R. Auflich, Princeton, Mo., vice pres.; Jas. A. Thompson, Princeton, Mo., treas.; Geo. Sturgeon, Princeton, Mo., mgr.; Fred. W. Coon, Princeton, Mo., secy.

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NEBRASKA.

ALBION, NEB.—Boone County Agricultural Association, Sept. 19 to 21, 1900. H. C. Kessler, St. Edward, Neb., pres.; J. O'Neill, Albion, Neb., vice pres.; Job. Green, Albion, Neb., treas.; H. C. Brooks, Albion, Neb., secy.

NEW HAMPSHIRE.

NASHUA, N. H.—Nashua Fair Association, Sept. 3 to 6, 1900. J. E. Tolles, pres.; M. H. O'Grady, treas.; T. A. Crowley, secy.

NEW JERSEY.

NEWARK, N. J.—Newark Industrial Street Car and Carnival, May 28 to June 2. Frederic A. Thomas, director general, H. J. Gottlob, treas.; T. J. McManus, secy.

NEW YORK.

ALTA MOUNT, N. Y.—Albany County Agricultural Society and Exposition, Sept. 10 to 13, 1900. Robt. J. McCauley, Albany, N. Y., pres.; Joseph Snyder, Altamont, N. Y., vice pres.; V. P. Donno Less, Altamont, N. Y., treas.; Edward Becker, Altamont, N. Y., secy.

NEWARK VALLEY, N. Y.—Northern Tioga Agricultural Society, Aug. 28 to 30. Chas. H. Barnes, pres.; G. E. Purple, secy.; E. P. Belden, Richford, N. Y., treas.

OSWEGO FALLS, N. Y.—The Oswego County Agricultural Society, Sept. 18 to 21, 1900. W. W. Leonard, Oswego, N. Y., pres.; Edward Quirk, Fulton, N. Y., treas.; Fred K. Spencer, Fulton, N. Y., secy.

OWEGO, N. Y.—Tioga County Fair, Sept. 4 to 6, 1900. James Armstrong, secy.

POTSDAM, N. Y.—Potsdam Agricultural & Horticultural Society, Sept. 18-21. Merritt Wheeler, Potsdam, N. Y., pres.; B. T. Scott, Potsdam, N. Y., vice pres.; H. E. Thompson, Potsdam, N. Y., treas.; H. S. Wilson, Potsdam, N. Y., secy.; Geo. R. Smith, Potsdam, N. Y., mgr.

POUGHKEEPSIE, N. Y.—Dutchess County Agricultural Society, Sept. 11 to 14. R. W. Hayes, New Hamburg, pres.; A. B. Gray, Poughkeepsie, treas.; J. M. Booth, Poughkeepsie, secy.

RICHFIELD SPRINGS, N. Y.—Richfield Springs Agricultural Society, Sept. 24 to 26. M. O. Towne, pres.; G. T. Brockway, treas.; Fred. Bronner, Richfield, N. Y., secy.

RIVERHEAD, L. I.—Suffolk County Agricultural Society, Sept. 18 to 21, 1900. Capt. William P. Dayton, secy.

SANDY CREEK, N. Y.—S. C. R. O. & B. Agricultural Society, Aug. 28 to 31. John R. Allen, pres.; H. Louis Wallan, secy.; George T. Smith, treas.

SYRACUSE, N. Y.—New York State Fair, Sept. 3 to 8.

TRUMANSBURG, N. Y.—Union Agricultural Society, Sept. 4 to 7, 1900. J. T. Howe, Trumansburg, N. Y., pres.; J. G. Conde, Trumansburg, N. Y., vice pres.; H. A. Moser, Trumansburg, N. Y., treas.; Myron Boardman, Trumansburg, N. Y., secy.; S. L. Stone, Trumansburg, N. Y., mgr.

WALTON, N. Y.—Delaware Valley Agricultural Society, Sept. 4 to 7, 1900. Wesley Ellis, Walton, N. Y., pres.; W. A. Shepard, treas.; W. L. Gladstone, secy.

WATERTOWN, N. Y.—Jefferson County Agricultural Society, Sept. 4 to 7. Hon. Walter Zimmerman, Watertown, pres.; Chas. E. Hadcock, Watertown, treas.; W. R. Skeels, Watertown, secy.

WELLSVILLE, N. Y.—Wellsville Fair, Aug. 20 to 24, 1900.

WEST PHOENIX, N. Y.—Phoenix Union Agricultural Society, Sept. 11 to 14, 1900. John O'Brien, Phoenix, N. Y., pres.; N. A. Hughes, Phoenix, N. Y., treas.; Jas. A. Peardergast, Phoenix, N. Y., secy.

WESTPORT, N. Y.—Essex County Agricultural Society, Sept. 4 to 7. W. A. Tucker, Bonnet, N. Y., pres.; A. J. Daniels, treas.; C. E. Stevens, secy.

WHITINGS POINT, N. Y.—Boone County Agricultural Society, Sept. 4 to 7, 1900. P. M. Brown, Whitings Point, N. Y., pres.; C. N. Lumbam, Castle Creek, N. Y., vice pres.; P. H. Landers, Whitings Point, N. Y., treas.; F. E. Allen, Whitings Point, N. Y., secy.; F. E. Allen, Whitings Point, N. Y., mgr.

NORTH CAROLINA.

CHARLOTTE, N. C.—Elks' Carnival and International Firemen's Tournament, May 29 to 25. F. W. Gaskid, mgr.

FAVETTEVILLE, N. C.—Cumberland County Agricultural Society, November. Walter Watson, pres.; G. W. Lawrence, secy. and treas.

RALEIGH, N. C.—North Carolina State Agricultural Society, Oct. 22 to 27, 1900. Charles McNamee, Biltmore, N. C., pres.; C. B. Benson, treas.; Joseph E. Pogue, secy.

WINSTON SALEM, N. C.—Piedmont Park County, Horse Show and Fair, Oct. 20 to Nov. 3. J. L. Patterson, pres.; G. E. Webb, secy. and mgr.; Thos. Moslin, treas.

OHIO.

ADA, O.—The Ada Tri-County Fair Co. Aug. 28 to 31, 1900. Henry Young, Ada, O., pres.; M. C. Palmer, Ada, O., vice pres.; S. W. Nixon, Ada, O., treas.; Agnew Welsh, Ada, O., secy.

AKRON, O.—Summit County Agricultural Society, Oct. 2 to 5. G. C. Stanford, Boston, O., pres.; G. W. Brewster, treas.; Albert Hale, secy.

BELLEFONTAINE, O.—The Logan County Agricultural Society, Oct. 2 to 5, 1900. Isaac C. Miller, Bellefontaine, O., pres.; John L. Makenson, Degraft, O., vice pres.; W. R. Niven, Bellefontaine, O., treas.; E. Pat. Chamberlain, Bellefontaine, O., secy.

BEREA, O.—West Cuyahoga Agricultural Society, Sept. 25 to 27. Wm. Judd, Haver, O., pres.; W. J. Poots, Strongsville, treas.; O. R. Stone, Berea, secy.

BOSTON, (Owensville P. O.), O.—Clermont County Agricultural Society, Aug. 28 to 31, 1900. John C. Shaw, Nice, O., pres.; J. O. Rapp, Owensville, O., treas.; John Rowan, Blowville, O., secy.

BUCYRUS, O.—Crawford County Agricultural Society, Oct. 9 to 12. J. A. McMichael, pres.; G. W. Miller, secy.; M. Anek, treas.

CADIZ, O.—Harrison County Agricultural Association, Oct. 2 to 4, 1900. A. T. Elliot, Shortcreek, O., pres.; W. V. Scott, Hopdale, O., vice pres.; S. R. Humilton, Cadiz, O., treas.; J. G. Milliken, Cadiz, O., secy.; J. G. Milliken, mgr.

PANAL HOVER, O.—The Tuscarawas County Annual Fair & Semi-Centennial for 1900, Sept. 11, 12, 13 and 14, 1900. H. W. Streb, secy.

CARROLLTON, O.—Carroll County Agricultural Society, Oct. 9 to 12. Wm. L. Smoltz, Jr., pres.; C. A. Tate, secy.; T. J. Saltzman, treas.

CARTHAGE, O.—Hamilton County Agricultural Association, Aug. 14 to 18, 1900. Jas. L. Obison, Carthage, O., pres.; D. R. Herrier, Sta. F., Cincinnati, O., vice pres.; E. H. Huffman, Sharonville, O., treas.; D. S. Sampson, Silverton, O., secy.

CELINA, O.—Mercer County Fair, Aug. 20 to 24, 1900. C. W. Halfhill, Mercer, O., secy.

CLARKSVILLE, O.—Pioneer Association, Second week in August. Warren Hady, pres.; Mrs. Vera A. Kimbrough, secy.; W. J. Reeder, treas.

COLUMBUS, O.—Ohio State Fair, Sept. 3 to 7, 1900. H. S. Grednes, Portsmouth, O., pres.; J. S. Stuckey, Van Wert, O., vice pres.; L. G. Ely, West Unity, O., treas.; W. W. Miller, Columbus, O., secy.

COSHOCOTON, O.—The Coshocoton County Agricultural Society, Oct. 9 to 12, 1900. J. P. Darling, Nellie, O., pres.; R. Boyd, Coshocoton, secy.

DAYTON, O.—Montgomery County Fair, Sept. 11 to 14. W. J. Ferguson, secy.

EATON, O.—Poble County Agricultural Society, Sept. 17 to 21, 1900. Frank Mitchell, Eaton, O., pres.; John J. Kaylor, Eaton, O., vice pres.; C. F. Brooke, Eaton, O., treas.; Henry H. Farr, Eaton, O., secy.

FINDLAY, O.—Hancock County Agricultural Society, Sept. 18 to 22, 1900. Henry Snyder, pres.; Jacob Stark, treas.; Wm. Demland, secy.

GREENVILLE, O.—The Darke County Agricultural Society, Aug. 27 to 31, 1900. J. M. Brown, De Lisle, O., pres.; L. N. Reed, Gettysburg, O., vice pres.; Ed. Ammon, Gordon, O., treas.; T. C. Maher, Greenville, O., secy.

GROVE CITY, O.—Grove City Fair Association, Aug. 22 to 24, 1900. A. L. Nichols, Grove City, O., pres.; T. P. Barber, Grove City, O., vice pres.; Chas. A. White, Grove City, O., treas.; Geo. T. Darnell, Grove City, O., secy.

HAMILTON, O.—Fiftieth Annual, Golden Jubilee of the Butler County Fair, Oct. 1 to 5, 1900. W. A. Shafer, secy.

KINSMAN, O.—Kinsman Stock and Agricultural Fair, Aug. 29 to 31, 1900. H. J. Ward, pres.; H. J. Fobes, secy.

LEBANON, O.—Warren County Fair Association, Sept. 18 to 21. Huse Hone, pres.; Geo. W. Carey, secy.; P. M. Cunningham, treas.

LISBON, O.—Columbiana County Agricultural Society, Sept. 11 to 13, 1900. J. W. Hoopes, Salem, O., pres.; C. F. Lease, Salem, O., vice pres.; B. N. Brown, Graviss, O., treas.; E. T. Moore, Lisbon, O., secy.

MANSFIELD, O.—Richland County Fair, Sept. 10 to 15 (inclusive). Jerry Needham, Lexington, O., pres.; W. H. Gifford, Mansfield, O., secy.

MARYSVILLE, O.—Union County Agricultural Society, Oct. 2 to 5, 1900. John C. Kintner, Milford Centre, O., pres.; John K. Dodge, New California, O., vice pres.; C. S. Chapman, Marysville, O., treas.; M. M. Tittsworth, Marysville, O., secy.

MEDINA, O.—Medina County Agricultural Society, Sept. 4 to 6. J. M. Crawford, Seville, O., pres.; C. E. Hoover, treas.; Hiram Goodwin, secy.

MT. JOY, O.—Scioto County Agricultural Society, Aug. 29 to 31. D. T. Blackburn, Rarden, O., pres.; W. A. McGeorge, secy. W. A. McGeorge, treas.

NAPOLEON, O.—Napoleon County Fair Co. Sept. 4 to 7, 1900. Henry Lange, pres.; John Wilson, treas.; W. N. Tubbs, secy.

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NEWARK, O.—Licking County Agricultural Society. Oct. 2 to 5, 1900. F. B. Dudgeon, Wilken Run, pres.; A. J. Crilly, treas.; J. M. Farmer, secy.

WEST PITTSBURGH, PA.—Luzerne Fair Association. Aug. 28 to 31, 1900. A. O. Farnham, Pittston, Pa., pres.; W. T. McCabe, Pittston, Pa., treas.; Juno. A. Wood, Old Forge, Pa., secy.

LANCASTER, WIS.—Fair. Sept. 12 to 14. G. B. Wheeler.

CITY OF CHATHAM, KENT, ONT.—Peninsular Fair. West Kent Agricultural Society. Oct. 9 to 11. Jas. Chinlick, pres.; R. G. Fleming, treas.; Henry Robinson, secy.

SOUTH CAROLINA.

WALHALLA, S. C.—Semi-Centennial Celebration. Aug. 16 to 18, 1900. Jas. Thompson, secy.

TENNESSEE.

CHATTANOOGA, TENN.—Chattanooga Spring Festival and Street Fair Association. May 7 to 12, 1900. Geo. W. Ochs, Chattanooga, Tenn., pres.; W. A. Sadd, Chattanooga, Tenn., treas.; Bernard E. Loveman, Chattanooga, Tenn., secy.

MILWAUKEE, WIS.—State Fair. Sept. 10 to 14. John M. True, Madison.

MORRISBURG, ONT.—Dundas County Fair. Aug. 29 and 30, 1900. J. Wesley Allison, Morrisburg, Ont., pres.; G. F. Bradford, Morrisburg, Ont., secy.

TEXAS.

DALLAS, TEX.—Texas State Fair Association. Sept. 29 to Oct. 14, 1900. W. H. Gaston, Dallas, Tex., pres.; Sidney Smith, Dallas, Tex., secy.; J. B. Adone, Dallas, Tex., treas.

NEW LONDON, WIS.—New London Agricultural and Industrial Association. Sept. 25 to 28, 1900. A. Roloff, pres.; E. H. Itanim, treas.; Henry Cannon, secy.

OTTAWA, ONT.—Central Canada Exhibition Association. Sept. 14 to 22, 1900. Wm. Hutchinson, M. P., pres.; E. McMahon, secy.

VERMONT.

WATERBURY, VT.—Winooski Valley Agricultural Association. Sept. 11 to 13, 1900. G. E. Moody, pres.; E. G. Hooker, vice pres.; W. V. Bryan, treas.; M. O. Evans, secy.

PORTAGE, WIS.—Fair. Sept. 18 to 21. J. E. Jones.

THREE RIVERS, QUEBEC.—Association Agricole Du District Des Trois-Rivieres. Sept. 5 to 15, 1900. H. Caron, M. P. P., St. Leon, pres.; C. B. Hebert, Three Rivers, mgr.

VIRGINIA.

FREDERICKSBURG, VA.—Rappahannock Agricultural and Mechanical Society. Sept. 25 to 27, 1900. E. D. Cole, Fredericksburg, Va., pres.; S. J. Quinn, Fredericksburg, Va., treas. and secy.

RYAN, WIS.—Fair. Sept. 18 to 21. J. E. Jones.

WOODSTOCK, ONT.—North Riding of Oxford, Hanford and East Oxford Agricultural Society. Sept. 26 to 28, 1900. Valentine Ficht, pres.; F. H. Bent, Woodstock, Ont., vice pres.; R. A. Lawtell, Woodstock, Ont., secy.

WEST VIRGINIA.

MIDDLEBOURNE, W. VA.—The Tyler County Exposition and Fair Association. Aug. 28 to 31, 1900. M. H. Stealey, pres.; C. B. Riggle, secy.

SENECA, WIS.—Fair. Sept. 10 to 12. Jas. Fisher, Jr., Eastman.

WELLESLEY, ONT.—Wellesley and North-east Hope. Sept. 11 and 12, 1900. A. M. Fisher, Amubree, Ont., pres.; Geo. Bellinger, Wellesley, Ont., secy.

WISCONSIN.

AMHERST, WIS.—Portage County Agricultural Society. Sept. 11 to 14. G. W. Smith, pres.; A. J. Smith, secy.; J. C. Webster, treas.

WYLAKE, WIS.—Fair. Sept. 18 to 20. E. N. Bowers.

WYLAKE, WIS.—Fair. Sept. 18 to 20. E. N. Bowers.

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ANSONIA, CONN.—Connecticut Federation, Daughters of the King, May 1900. Ada E. Burt, 28 C. O. av., Hartford, Conn.

ALBUQUERQUE, N. M.—Epworth League State Conference, April, 1900. W. W. Nicholson, Arizona, La.

ALBUQUERQUE, N. M.—Indian Territory Populist Convention, May 4.

ALBUQUERQUE, N. M.—Indian Territory Democratic Convention, June 11, 1900. John L. Salt, Ardmore, I. T.

ASHBURY PARK, N. J.—General Synod of the Reformed Church in America, June 6, 1900. Rev. Wm. H. DeHart, Hartman, N. J.

ASTORIA, ORE.—Rebekah Assembly of Oregon, May 22. Mrs. Ora Casper, Dallas, Polk County, Ore.

ATLANTA, GA.—Grand Council of Kansas, May 11 and 12. Chas. E. Daniel, Concordia, Kan.

ATLANTA, GA.—Presbyterian Church General Assembly, South, May 17 to 26. Rev. W. A. Alexander, D.D., Clarksville, Tenn.

ATLANTA, GA.—Train Dispatchers of America, June 14, 1900. J. S. Mackie, steward, Ave., Chicago.

ATLANTIC CITY, N. J.—Ancient Illustrious Order of Knights of Malta, Oct 16 to 28. Frank Gray, northeast corner Broad and Arch st., Phila.

ATLANTIC CITY, N. J.—The American Medical Association, June 1 to 8, 1900. Dr. Philip Marvill, chairman.

ATLANTIC CITY, N. J.—National Electric Medical Association, June 19 to 21. P. C. Howes, 703 Washington st., Dorchester District, Boston, Mass.

ATLANTIC CITY, N. J.—United States Breed Association, June 6 and 7, 1900. Chas. Walner, 105 E 10th st., N. Y. City.

ATLANTIC CITY, N. J.—National Association Car Service Managers, June 18, 1900. A. G. Thomason, Scranton, Pa.

ATLANTIC CITY, N. J.—Grand Lodge of Elks, July 12, 1900.

BALTIMORE, MD.—National Association of Master Plumbers, June, 1900. Chas. L. Byrne, 1308 Cottage Grove av., Chicago, Ill.

BALTIMORE, MD.—Maryland State Homeopathic Medical Society, May 15 to 17, 1900. B. C. Cahill, M.D., 1625 Linden av., Baltimore, Md.

BALTIMORE, MD.—Grand Lodge, A. F. & A. W. of Maryland, May 8, 1900, second Tuesday of Maryland, Masonic Temple, Baltimore, Md.

BEATRICE, NEB.—Department Encampment, G. A. R., May 9 and 10. W. H. Barger, Lincoln, Neb.

BEATRICE, NEB.—Woman's Relief Corps, Auxiliary to the Grand Army of the Republic, Second Wednesday in May, 1900. Josie Bennett, Harwood, Neb.

BINGHAMTON, N. Y.—Y. P. S. C. E. State Convention, Oct. 15 to 17, 1900.

BOSTON, MASS.—Coopers' International Union of N. A., Oct. 8. James A. Cable, 52 Elizabeth av., Kansas City, Kan.

BOSTON, MASS.—American Railway Accounting Officers, May 30, 1900. J. E. Quick, Toronto, Can.

BOSTON, MASS.—Society of Arts and Crafts, Spring, 1901. Henry L. Johnson, 272 Congress st., Boston, Mass.

BOSTON, MASS.—International Convention, Y. M. C. A. June 11 to 16, 1900. R. C. Morse, 3 W. 20th st., N. Y. City.

BOSTON, MASS.—New England Order of Protection, May 8, 1900. D. M. Frye, 45 Milk st., Boston, Mass.

BOSTON, MASS.—Association of American Railway Accounting Officers, May 30, 1900.

BOSTON, MASS.—Ancient Order of Hibernians, July, 1900. J. O. Sullivan, Philadelphia, Pa.

BOSTON, MASS.—A. O. H. National Convention, May 14, 1900. James Sullivan, Race St. Philadelphia, Pa.

BOSTON, MASS.—American Unitarian Association, May 29, 1900. Rev. S. A. Eliot, Cambridge, Mass.

BOSTON, MASS.—Knights and Ladies of Honor, Grand Lodge, May 9. S. Hathaway, 228 Tremont st., Boston, Mass.

BRENTHAM, TEXAS.—Texas Cotton Ginners Association, First Tuesday in May, 1900. A. R. McCollum, Box 95, Waco, Texas, secy.

BUFFALO, N. Y.—The Royal Templars, June 12, 1900. E. B. Rew, 43 Niagara st., Buffalo, N. Y.

BUFFALO, N. Y.—American Association of General Passengers and Ticket Agents' Association, Oct 16, 1900. A. J. Smith, Cleveland, O.

BUFFALO, N. Y.—Knights of Honor, June 12. H. F. Nelson, 816 Olive st., St. Louis, Mo., secy.

BUFFALO, N. Y.—National Editorial Association, May, 1900. J. M. Page, Jerseyville, Ill.

BURLINGTON, IA.—The Evangelical Augustana Synod of North America, June 15, 1900. Rev. Theodore Kjellgren, Scandia, Wash. Co., Minn.

BURLINGTON, VT.—Rebekah Assembly, May 17, 1900. Mrs. Louise L. Boyce, Barre, Vt., 16 Elm st.

CEDAR RAPIDS, IA.—Grand Lodge of Iowa, Knights of Honor, Second Tuesday in April, 1901. J. G. Graves, Lock Box 15, Cedar Rapids, Ia., secy.

CHARLOTTE, N. C.—Reformed Presbyterian National Conference, May 30, 1900. Rev. F. Foster, secy., 341 W. 29th St., New York City.

CHICAGO, ILL.—Grand Lodge, Degree of Honor of A. O. U. W. First Wednesday in May, 1901. Mrs. Georgia Notestine, Hiawatha, Kan., secy.

CHARLESTON, S. C.—National Teachers' Association, July 7 to 13, 1900.

CHATTANOOGA, TENN.—Cumberland Presbyterian Church, May 17, 1900. Rev. J. M. Hubbard, Lebanon, Tenn., secy.

CHATTANOOGA, TENN.—Southern Industrial Convention, May 15 to 18. N. F. Thompson, Huntsville, Ala.

CHATTANOOGA, TENN.—State Council, Jr. O. U. A. M., May 15. Albert B. Adams, Chattanooga, Tenn.

CHICAGO, ILL.—Catholic Knights and Ladies of America, May 15. T. F. Henley, Louisville, Ky.

CHICAGO, ILL.—National Harness Manufacturers' and Dealers' Protective Association of the United States, 195 W. Randolph at Edw. P. Hamick, secy.

CHICAGO, ILL.—American Seed Trade Association, June 12 to 14. S. F. Willard, Wethersfield, Conn., secy.

CHICAGO, ILL.—United States Veteran Signal Corps, Last week in August, 1900. Chas. J. W. Marcy, 155 Franklin st., Boston, Mass., secy.

CHICAGO, ILL.—Grand Lodge, D. O. H. der V. ST. Sept. 5. Chas. Lauber, 107 Somers st., Brooklyn, N. Y.

CHICAGO, ILL.—International Folklore Association, May, 1900. Mrs. H. Wheeler Bassett, 5208 Kimbark av., Chicago, Ill.

CHICAGO, ILL.—Bohemian Catholic Central Union, Sept. 26. F. Lindelar, 56 Jewett st., Cleveland, O.

CHICAGO, ILL.—National Electric Light Association, May 22 to 24, 1900. G. T. Porter, 136 Liberty st., N. Y. City.

CHICAGO, ILL.—California Volunteer Veteran Association, Aug. 28 to Sept. 1. Capt. Geo. H. Pettis, Providence, R. I., secy.

CHICAGO, ILL.—Illinois Homeopathic Medical Association, May 8, 9 and 10. Edgar J. George, M.D., 31 Washington st., Chicago, Ill.

CHICAGO, ILL.—State Bar Association, July 5 and 6, 1900. J. H. Matheny, Springfield, Ill., secy.

CHICAGO, ILL.—Prohibitionists State Convention, June 26, 1900. Hale Johnson, chairman.

CHICAGO, ILL.—United Presbyterian Church of North America, May 23, 1900. Rev. William J. Reid, D.D., Pittsburgh, Pa., secy.

CHICAGO, ILL.—Prohibition National Convention, June 27, 1900. W. T. Wardell, secy.

CHICAGO, ILL.—G. A. R., National Encampment, Aug. 28 to Sept. 1. Thomas J. Stewart, Philadelphia, Pa., secy.

CINCINNATI, O.—National Convention B. E. Y. P. U. July 12 to 15, 1900. Rev. E. E. Chivers, 324 Dearborn st., Chicago.

CINCINNATI, O.—National People's Party Convention, May 9.

CINCINNATI, O.—International Hot Water and Steam Fitters' Association, June 4. Henry H. Jombers, 260 W. Broadway, New York City.

CINCINNATI, O.—American Society of Mechanical Engineers, May 13 to 19. Prof. F. R. Hutton, 12 W. 31st st., N. Y. City.

CINCINNATI, O.—National Mexican War Veterans' Association, Encampment, Sept. 12 to 14, 1900. Col. F. T. Foster, 406 Vine st., Cincinnati, O., secy.

CINCINNATI, O.—General Grand Chapter of Royal Arch Masons of United States, Sept. 25. Christopher Fox, Brooklyn, N. Y.

CINCINNATI, O.—Luther League of America, May 22 to 24, 1900. M. C. Olsen, 67 Nebraska av., Chicago, Ill.

CINCINNATI, O.—National Hardwood Lumber Association, May 17, 1900. A. R. Vitner, Chicago, Ill., secy.

CINCINNATI, O.—National Association of Chiefs of Police of United States and Canada, May 8. Harvey O. Carr, Grand Rapids, Mich., secy.

CLEVELAND, O.—American Loyal League, July 28, 1900. J. L. Dwyer, Detroit, Mich.

CLEVELAND, O.—The Traveling Engineers' Association, Sept. 11. W. O. Thompson, Elkhart, Ind.

CLEVELAND, O.—Grand Council of Ohio, The United Commercial Travelers of America, May 25 and 26, 1900. R. T. Somerville, Dayton, O.

CLEVELAND, O.—Traveling Freight Agents' Association, June 7, 1900. G. A. Blair, 12 Faraw Bldg., Cincinnati, O.

CLEVELAND, O.—International Brotherhood of Bookbinders, June 5. J. A. B. Espey, 327 Eleventh st. S. W., Washington, D. C.

CLEVELAND, O.—National Prison Chaplains Association, Sept. 15 to 17. Rev. C. L. Winget, Columbus, O.

COLUMBUS, IA.—Mississippi Valley Spirituists' Association, July 29 to Aug. 28. Mrs. Stella A. Fisk, Keokuk, Ia.

COLUMBUS, O.—Ohio Trap Shooters' League, June 5 to 7. J. C. Porterfield, 11 S. High st., care R. J. Porterfield & Co.

COLUMBUS, O.—The Order of the United Commercial Travelers of America, June 29 and 30. Chas. B. Flagg, Columbus, O.

COLUMBUS, O.—National Children's Home Society, May, 1900. Rev. J. P. Dysart, Milwaukee, Wis.

DALLAS, TEX.—Concatenated Order, Hoo Hoo, Oct. 9. J. H. Baird, Nashville, Tenn., secy.

DARTON, MASS.—National Div. Sons of Temperance of North America, July 10 to 11. Benj. R. Jewell, Stoneham, Mass., secy.

DENVER, COLO.—Y. P. C. U. Church, July 25 to 29. D. E. McGill, 1411 Fulton st., Allegheny, Pa.

DENVER, COLO.—Tenth International Sun'ay School Convention, Probably June, 1902. Marion Lawrence, Toledo, O., secy.

DES MOINES, IA.—State Medical Society, May 16 to 18. Dr. J. W. Cokenewer, Des Moines, Ia., secy.

DES MOINES, IA.—Brotherhood of Locomotive Firemen, September. F. W. Arnold, Peoria, Ill.

DES MOINES, IA.—National Congress of Mothers, May 23. Mrs. Vestu Cassidy, Forest Glen, Md.

DES MOINES, IA.—Music Teachers' National Association, June 19 to 22. Philip Werthner, 2371 Kemper Lane, Cincinnati, O.

DES MOINES, IOWA.—Photographers' Association of Iowa, May 15 to 17, 1900. W. O. Reed, Missouri Valley, Iowa, secy.

DES MOINES, IOWA.—Brotherhood of Locomotive Firemen, September, 1900. F. W. Arnold, Peoria, Ill., secy.

DETROIT, MICH.—National Railroad Master Blacksmiths' Association, Sept. 18 to 21. A. L. Woodworth, Lima, O.

DETROIT, MICH.—U. R. United American Mechanics, Supreme Commandery, June 18, 1900. C. D. Hauptfuferer, Canton, O.

DETROIT, MICH.—American Ticket Brokers' Association, May 9 and 10, 1900. W. B. Carter, 813 Columbia Bldg., Louisville, Ky.

DETROIT, MICH.—United States Railroad Clerks' Mutual Benefit Association, Sept. 6. J. V. Henry, Quincy, Ill., secy.

DETROIT, MICH.—Supreme Lodge, K. of P., Aug. 21. R. L. C. White, Nashville, Tenn.

DETROIT, MICH.—International Railway Surgeons' Association, May 30 to June 1. Mrs. Mary M. North, Snow Hill, Md.

DETROIT, MICH.—The National Association Railway Agents, July 24 to 27. N. A. Cottrell, Bismark, Mo.

DETROIT, MICH.—Glass Bottle Blowers' Association of United States and Canada, July 8. Wm. Lanner, Rooms 930 and 931, Witherpoon Bldg., Philadelphia, Pa.

DETROIT, MICH.—Grand Lodge, Switchmen's Union of North America, May 21. J. E. Tipton, Chamber of Commerce, Kansas City, Kan., grand secy. and treas.

DETROIT, MICH.—Knights of Khorassan, Aug. 27. H. W. Belding, St. Louis, Mo.

DETROIT, MICH.—National Saddlery Association Convention, July 12 to 14, 1900. John B. Denver, St. Louis, Mo.

DOVELL, N. J.—New Jersey State Exempt Firemen's Association, May 16. Elias K. Leslie, Trenton, N. J.

EAST ST. LOUIS, ILL.—German Catholic Union Convention, May, 1900. Carl Zittel, pres., E. St. Louis, Ill.

FINDLAY, O.—G. A. R. Encampment, May 8 and 9.

FOND DU LAC, WIS.—German Catholic Societies, State Convention, May, 1900. Bartholomey Richter, 74 Armory st., Fond du Lac, Wis.

FORT WAYNE, IND.—German Catholic Societies, State Convention, May 6, 1900. J. R. Witzgen, 608 Gum st., Evansville, Ind.

FT. WORTH, TEX.—State Populist Convention, May 4.

FORT WORTH, TEX.—Y. P. S. C. E. June 19 to 21 (inclusive). Miss Tyler Wilkinson, Temple, Tex.

FREDERICK CITY, MD.—United Brethren Church of United States and Europe, Centennial Celebration, 1901.

GALVESTON, TEX.—State Council, Jr. O. U. A. M., May 8 and 9. H. R. Wall, Grapevine, Tex.

GARRETT, IND.—American Train Dispatchers' Association, June 14, 1900. F. A. Schultz, pres., Garrett, Ind.

GEORGETOWN, KY.—Kentucky State Medical Society, May 9 to 11, 1900. Steele Bailey, M.D., Strawford, Ky.

GRAND FORKS, N. DAK.—North Dakota Sunday School Association, May 24 and 25. Mrs. J. C. Nelson, Grandin, N. D., secy.

HALIFAX, N. S.—General Assembly, Presbyterian Church in Canada, June 13. Rev. R. Campbell, D.D., 68 St. Famille at.

HARRISBURG, PA.—Grand Lodge, I. O. O. F., May 14 to 17. J. B. Nicholson, I. O. O. F. Temple, Pa.

HARRISBURG, PA.—I. O. O. F. Grand Encampment Annual Session, May 14 to 17, 1900. Jas. B. Nicholson, Odd Fellows' Temple, Philadelphia, Pa.

HARTFORD, CONN.—Connecticut Bee Keepers' Association, May, 1900. Mrs. W. C. Riley, Waterbury, Conn.

HASTINGS, NEB.—Grand Chapter Order of the Eastern Star, First Tuesday in May, 1900. Elfreda E. Wright, Greeley, Neb., secy.

HOLTON, KAS.—Sons of Veterans, State Encampment, May 7 to 12. John Redmond, Wichita, Kas.

HOLTON, KAS.—Ladies of G. A. R., State Convention, May 7 to 12. Amy Papes, Wichita, Kas.

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HOT SPRINGS, VA.—I. O. O. F. Grand Lodge. May 8, 1900. T. Willey Davis, Hot Springs, Va.

MILWAUKEE, WIS.—National Association of Railway Commissioners. May 8. E. C. Moseley, Washington, D. C., secy.

PHILADELPHIA, PA.—American Federation of Musicians. June 5. Jacob Schmatz, Main st., Cincinnati, O.

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Expositions.

BUFFALO, N. Y.—Pan American Exposition. May 1 to Nov. 1, 1901. John G. Milburn, pres.; Edwin Fleming, secy.
KANSAS CITY, MO.—Home Products Exposition. June 1 to 7. C. S. Winsborough, secy.
LONDON, ENG. EARL'S COURT.—Women's International Exposition. 1900. Imre Kiralfy, manager.
NEW ORLEANS, LA.—Louisiana Industrial Exposition. April 14 to May 6. C. L. Brackett, 807 Common st., New Orleans, director.
NEW YORK CITY.—Typographical Exposition. May 2 to June 2.
OKLAHOMA CITY, OKLA.—National Congress of Rough Riders, Festival and Carnival. First week in June.
PARIS, FRANCE.—Opens May 1.

Dog Shows.

ATLANTA, GA.—Atlanta Kennel Club's Annual Bench Show. May 9 to 12. H. A. Douglas, chairman. S. E. Taylor, secy., Box 700.
BALTIMORE, MD.—Maryland Sportsmen's Exposition Association. Electric Park. May 14 to 19. H. M. Gilbert, secy.
CLEVELAND, OH.—Cleveland Kennel Club. C. M. Munhall, secy.
PHILADELPHIA, PA.—Philadelphia Dog Show Association. Nov. 21 to 24. M. A. Vite, secy.
SAN FRANCISCO, CAL.—San Francisco Kennel Club. May 2 to 5. J. P. Norman, secy.

Poultry Shows.

BALTIMORE, MD.—Maryland Sportsmen's Exposition Association. May 21 to 26. Electric Park. H. M. Gilbert, secy.
JEFFERSON, IA.—Poultry Show. Sept. 13 to 15, 1900. D. H. Gilmall, pres.; P. O. Brown, secy.

Additional Shows.

CHICAGO, ILL.—International Live Stock Exhibition. Dec. 1 to 8, 1900. R. Z. Herrick, Chicago, secy.
KANSAS CITY, MO.—Hereford-Shorthorn Show and Sale. Oct. 16 to 26.
NEW YORK, N. Y.—Automobile Show. Nov. 14 to 24, 1900. Marcus Nathan, Grand Central Palace, New York.

Additional Fairs.

ALBERT LEA, MINN.—Albert Lea Street Fair Association. Sept. 26 to 28. T. Y. Knatvold, pres.; C. A. Ranson, secy.; F. W. Barlow, treas.
FAIRBURY, ILL.—Fairbury Union Agricultural Board. Sept. 3 to 7. R. E. Straight, pres.; A. D. Westerwelt, secy.; L. B. Downing, treas.
GERMANTOWN, KY.—Germantown Fair Co. Aug. 29 to Sept. 1. S. W. Bradford, Brookville, Ky., pres.; J. R. Walton, secy.; J. E. Mollon, treas.
GREENFIELD, IND.—Hancock County Agricultural Association. Aug. 14 to 17. Wm. A. Justice, Eden, Ind., pres.; Charles Downing, secy.; W. C. Barnard, treas.
LUXORA, ARK.—Luxora Carnival and Free Street Fair. June 28 to 30. Will A. Smith, Lock Box No. 5.
MARION, ILL.—Williamson County Agricultural Association. Sept. 18 to 21. Joab Goodall, pres.; W. H. Bundy, secy.; C. M. Kern, treas.
NASSAU, N. Y.—Rensselaer County Agricultural and Liberal Arts Society. Sept. 11 to 14. W. D. Barnes, Bramard, N. Y., pres.; Dehner Lynd, secy.; C. E. Huested, treas.
NAZARETH, PA.—Northampton County Agricultural Society. Oct. 2 to 5. F. F. Gernert, pres.; J. J. Maus, secy.; J. R. Rembender, treas.
NEW MARTINSVILLE, W. VA.—Wetzel County Fair Association. Aug. 21 to 24. Justus Eakin, pres.; R. E. McEldouney, secy.; S. J. Williams, treas.
NO. WICH, CONN.—New London County Agricultural Society. Sept. 3 to 5. J. A. Bill, pres.; T. W. Yennigton, secy.; C. W. Hill.
PAISLEY, ONT.—Centre Bruce Exhibition. Sept. 25 and 26. Geo. Chambers, pres.; F. E. Sheppard, secy.
PETERBOROUGH, ONT.—Peterborough Central Exhibition. Sept. 18 to 20. F. H. Dohlin, pres.; W. J. Green, secy. and treas.
RUSHVILLE, IND.—The Rush County Fair Association. Aug. 28 to 31. R. N. Hinchman, pres.; W. L. King, secy.; A. B. Hinchman, treas.
SHERBROOKE, QUEBEC.—Canada's Great Eastern Exhibition. Sept. 3 to 8. Hon. J. McIntosh, pres.; W. M. Tomlinson, treas. and secy.
UPPER SANDUSKY, O.—Wyandot County Agricultural Society. Oct. 2 to 5. C. D. Hare, pres.; Oscar Billhardt, secy.; W. J. Lowry, treas.
WASHINGTON, PA.—Western Pennsylvania Agricultural Association. Sept. 25 to 28. J. M. Thomas, pres.; J. S. Forsythe, secy.; J. S. Eagleson, treas.
WATTSBURG, PA.—Wattsburg Agricultural Society. Sept. 4 to 6. W. H. Cornell, pres.; E. Gross, treas.; A. L. Phelps, secy.

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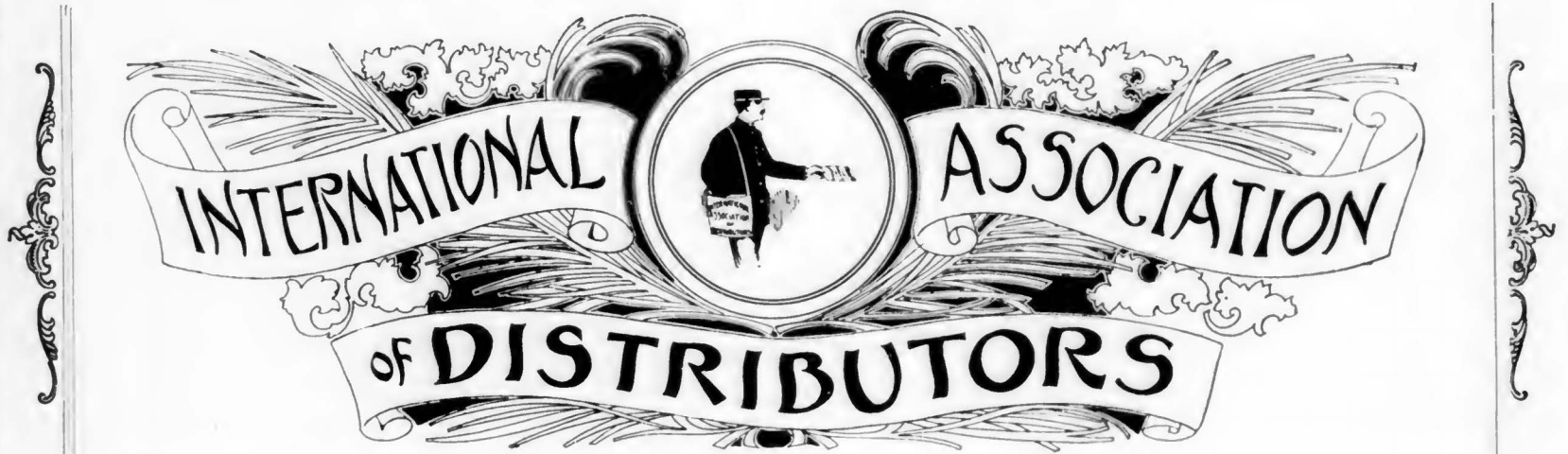
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