


AUGUST 27-1932

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FALL SPECIAL



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GENERAL MOTORS TRUCKS AND TRAILERS

GIGANTIC DRAMA PROJECT

'Gator Refuses To Play And Blooley Goes Wedding

WILDWOOD, N. J., Aug. 22.—A show wedding was scheduled for last Tuesday night at the Seminole Village exhibit and entertainment here. McKnee Cot-Cha-Hi-Kee, otherwise known as Frank Jimmie, and Tikee Nar-Kee of the village were to be the principals, and Wildwood's police chief and Mayor William Bright were to officiate. However, Jimmie, just before the marriage was to take place, wanted to play with one of the alligators. The 'gator was not playful, and as Jimmie was being taken to a hospital his bride called off the ceremony indefinitely.

Healy-Shubert Still at War

This time producers seek to stop vaude dates, claiming previous contract

NEW YORK, Aug. 22.—For two weeks now the Shuberts have been trying to prevent Ted Healy from appearing in vaude on the strength of a contract they have with him. So far they have been unsuccessful, with Healy already playing a week for RKO, a week for Loew and holding a contract for two more weeks with RKO. The matter has been before Actors' Equity, Major Donovan of the VMA and Loew and RKO, who all ruled in favor of Healy.

Healy signed a contract some time ago with the Shuberts for the *Greenwich Village Follies*, which stipulated he was to get a percentage of the profits and a drawing account against the percentage. When Healy showed it to his lawyer, Benedict Ginsburg, the latter said it could not be held legal and tried to get a new one from the Shuberts.

After considerable dickering between the two parties, Healy accepted a week from RKO at Keith's, Boston, from August 26 to September 10, as a pay attraction, probably in the 25-cent range.

3-Corner on Barnes Ubangis to Toronto

NEW YORK, Aug. 22.—A three-cornered deal was completed Saturday whereby the Ubangi Savage Troupe (five) of the Al G. Barnes Circus will play the Canadian National Exhibition, Toronto, August 26-September 10, as a pay attraction, probably in the 25-cent range.

Parties to the agreement were John Ringling and Samuel W. Gumpertz, for the Ringling interests; George Hamid, president Wirth & Hamid Fair Booking, and Rubin Gruberg, owner Model Shows of America, which will occupy the CNE midway for the fourth consecutive year. Mr. Hamid and Mr. Gruberg will present the touted feature of big-lipped fems from the French Congo region. Mr. Gruberg was on his way up to the Canadian city late last week to pave the way for the spotting of the tribe, which will be given a special location at Exhibition City.

This will mark the initial appearance of the saucer-lipped Ethiopians at a fair, with big money understood to figure in the booking.

Equity Proposes Theater Subsidized by the Nation

Sets out on long campaign to put American Theater on par with Europe—is in addition to individual loan plan already suggested—may take 10 years

NEW YORK, Aug. 22.—A campaign for a National Subsidized Theater, similar to those in Europe, will be the forthcoming program of Actors' Equity. Frank Gilmore, president of the association, is preparing to let loose a flood of publicity and is now in the midst of lining up a series of arguments and statistics which he intends to use in a long series of lectures to numerous societies, before which he is scheduled to speak this winter. Tho it concedes that the American public is hard to arouse when it comes to the common support of a cultural ideal, nevertheless Equity feels that the project is worth working for even if it takes the next 10 years to consummate.

The plan of campaign for the next year or more will consist mainly of attempts to arouse citizens to write to the national representatives at Washing-

ton advocating the subsidized theater project. And as soon as Equity feels the basic groundwork has been completed, a large committee consisting of prominent men and women in the affairs of the country will be enlisted to appear before the House and Senate. That a bill will be presented to the governing bodies is accepted as a fact. Equity officials feel that they can wield enough influence in political circles to accomplish this, provided, however, they consider enough public interest has been aroused in the period of time allotted for the publicity groundwork.

That present economic conditions of the government's finances are not of the best at this time is admitted, but Equity feels that this state of affairs will remedy itself in the near future, and by the (See EQUITY PROPOSES on page 14)

Food and Food Beverages Buy Most of Radio Time

Drugs and toilet articles next in line, with tobacco companies a close third—Liggett & Myers largest of individual buyers on leading networks

NEW YORK, Aug. 22.—According to statistics compiled by the Radio Broadcasting Division of *The National Advertising Record*, manufacturers of food and food beverages are the largest buyers of radio time at present, as well as during the first six months of this year. Next in line are the drugs and toilet articles manufacturers, while the cigar, cigarette and tobacco companies are a close third.

Using the sums paid for radio station and network facilities only of the National and Columbia broadcasting systems, food and beverage manufacturers spent \$972,845 in January of this year, past the \$1,000,000 mark in February, reached a high of nearly \$2,000,000 in March and tapered off \$808,403 in July, the month in which all radio advertising took a sudden and decided drop.

Drugs and toilet goods started with an expenditure on the networks in January of \$881,484, reached a high of more than \$1,000,000 in March, and quickly tapered down to a little more than \$500,000 in July.

Cigars cigarettes and tobaccos spent \$828,022 in January, which was the high for the first six months. Thereafter it tapered down to the low sum of \$377,899 in July. Automotive industry was next in line, starting with \$232,267 in January, went slightly over this sum in March and fell away to \$136,889 in July. Confectionery and soft drinks spent an average of \$150,000 per month during the half-year period. Oils and petroleum products spent \$138,739 in January, reached a high of \$199,093 in May, and (See FOOD AND FOOD on page 14)

Coney Going Bicentennial; Mardi Gras Takes Colonial Atmosphere

CONEY ISLAND, N. Y., Aug. 22.—Ten thousand costumes made available by Washington Bicentennial Service Bureau for the 30th annual Mardi Gras here, September 12-18, will lend a distinct Colonial atmosphere to the merry fete. Concessioners, showmen and amusement park managers are expected to fall in line in outfitting their help in typical regalia of the period.

Costumes, worn by people along parade streets, will likewise add color to the floats, now under construction, which will exemplify Washington's career.

A bounty of \$2,000 has been allotted

in prizes for the Baby Parade, of which Samuel W. Gumpertz is committee head. Awards will be given for floats, decorated baby carriages and fancy and original costumes. Mrs. Henry Adler, president Coney Island Center, Inc., active in child welfare work for a score of years, is expected to head the judges' committee.

Surf avenue will be decorated a week in advance of the celebration, electric lights to be strung across the strategic thoroughfare, as well as life-sized pictures of Washington placed at conspicuous intervals. Other commercial and amusement (See CONEY GOING on page 14)

Joys of African Jumps

PARIS, Aug. 12.—A vaudeville artist returning from a tour of Northern Africa reports the following travel note in re one of his jumps:

The trains are made up of only one type of coach, altho tickets are sold for first, second and third class, and the passengers, regardless of the price ticket they hold, receive the same accommodations. But when the train arrives at the beginning of a stiff grade the conductor of the train calls out:

"First-class passengers remain seated; second-class passengers get out and walk up the hill; third-class passengers get out and push the train."

Low Gate Big Bid at Detroit

Expected to pull record attendance at the Michigan State Fair

DETROIT, Aug. 22.—Among many outstanding features added to the 1932 Michigan State Fair and Exposition was the suggestion of Governor Wilbur M. Brucker that gate admission be reduced from 50 to 25 cents. The fair will open Sunday, September 4, and one of the strongest outstanding features of the week will be presented on this day, a 100-mile championship AAA automobile race. This, with many vaudeville acts and rodeo events, will comprise the afternoon program. In the evening vaudeville acts will be presented, climaxed by the review of *March On, America*, featuring gorgeous fireworks.

Labor Day promises to see one of the largest crowds ever assembled on a fairgrounds. The Harmsworth races, which in past years have handicapped the crowd, will be run on Friday and Saturday preceding the fair. In addition to this the Detroit Tigers will not be playing at home on Labor Day. This leaves (See LOW GATE on page 91)

E. C. Mills Balks On Agreement Plan

NEW YORK, Aug. 22.—With signatures about to be attached to an agreement between the ASCAP and the NAB, wherein the broadcasters are to pay a downward revision on sustaining license fees and a scale of 2 per cent each for the first, second and third year; 4 per cent for the fourth and 5 per cent of the money spent for commercial broadcasting facilities for the fifth year, E. C. Mills, general manager of the ASCAP, suddenly decided that it could not be done in justice to the Society's members.

Members of the ASCAP will not assign their rights beyond the current agreement, which has three years to run, unless the contract is 5 per cent for a one-year term, or 3, 4 and 5 per cent, respectively, for the first three years, and 5 per cent for each year thereafter on a longer contract. Otherwise the original 5 per cent will hold good on future contracts if limited to three years or less, on which basis the new agreement will probably be made.

Marco Campaigning RKO for Additional Time for Ideas

So far has closed only for 105th Street, Cleveland—Franklin lets him talk direct to Holt and Koerner—reported that activity goes further than time-getting

NEW YORK, Aug. 20.—Mike Marco, of Fanchon & Marco, has been waging a relentless sales campaign for the last few weeks in an effort to have RKO use his ideas in as many of the circuit houses as possible. So far he has only been able to close a deal for one more RKO house, the 105th Street, Cleveland, although there is a possibility that others might follow. He is being aided in his campaign by his former business associate, Harold B. Franklin, president of RKO theaters, who, however, is leaving the buying up to his division directors and Herschel Stuart, in charge of field operations. All this week Marco has been a constant visitor in the offices of RKO's operating department. After considerable consultation he was able to get the circuit's assurance that his shows would be played in Cleveland starting September 17, provided agreeable union conditions are effected. The F. & M. units will play there on the full week and not a half week as was previously arranged.

It happened that while Marco was so active in his selling campaign two of RKO's division directors were in town. These were Nat Holt, of the Ohio, territory, and Charles W. Koerner, of the Southern section. Franklin let Marco do his talking direct to them. Holt seemed to be in favor of F. & M. shows, which are already playing in his territory at the Albee, Cincinnati, and claimed he would like them in all of his "flesh" theaters. He specifically asked for the ideas in Akron and Youngstown, besides Cleveland, but Stuart did not think this advisable.

When Marco approached Koerner on the F. & M. angle, Koerner told him that he was sorry but that he did not want the ideas for the houses in his division. It is known that this reaction of Koerner's is due to the fact that he's been watching the F. & M. units playing in Loew's house in New Orleans and was not satisfied with them.

A report has been circulated that this Marco activity in RKO extends further than just the attempts to put his shows in some of the RKO houses. Rumors say that he has been trying to get into RKO under a similar arrangement as that he had with Franklin in the Fox West Coast Theaters. In that company Marco was a partner, getting the offer after Franklin had heard that his services were wanted by RKO, which was then under the Joseph P. Kennedy regime.

Maurice Richmond Made G. M. of Music Bureau

NEW YORK, Aug. 22.—Maurice Richmond, of the Richmond-Mayer music jobbing concern, has been chosen as general manager of the recently formed Music Dealers' Service, Inc., combination of popular music publishers who decided to form a central shipping and booking bureau of their own.

This is considered one of the most important and constructive moves the new bureau has yet made and may mean the gradual passing out of the Richmond-Mayer jobbing concern. Also, with the bringing in of Richmond, J. J. Robbins, head of the Robbins Music Corporation, is expected to become a member of the new bureau. Robbins' chief objection had been the lack of an experienced head for the organization. Richmond, incidentally, is an uncle of J. J. Robbins and has a spotless reputation and was formerly a publisher for many years.

Hart at Orpheum, Spokane

SPOKANE, Wash., Aug. 20.—Edgar Hart, formerly of Astoria, Ore., has replaced James Andrus as manager of the RKO Orpheum here. Andrus expects to return to the Coast.

BROADWAY RUNS

Performances to August 20, inclusive.

Dramatic	Opened	Perf.
Another Language.....	Apr. 25.....	136
Bridal Wise.....	May 30.....	96
Domino.....	Aug. 16.....	7
That's Gratitude (revival).....	June 14.....	76
Musical Comedy		
Cat and the Fiddle, The.....	Oct. 15.....	355
Of Thee I Sing.....	Dec. 26.....	276
Show Boat.....	May 19.....	109

The Billboard — GENERAL NEWS

Law Suit

LONDON, Aug. 13.—Alderman H. E. Davis, "the grand old man of the English music halls," who has just reached his 91st birthday, recalls a curious lawsuit in which he was the plaintiff.

A patron at a theater where Davis was manager was so alarmed by a wire-walker wheeling a barrow over the heads of the audience, that he ducked and broke his nose on the back of a seat.

The patron was awarded \$1,000 damages.

RKO Downtown Tie In L. A. Campaign

LOS ANGELES, Aug. 22.—A campaign to bring more people into downtown Los Angeles will shortly be launched under the direction of the Downtown Business Men's Association. Plan was originated by Richard Moss, manager, and Ken Dally, publicity head of RKO's Orpheum Theater. Merchants were sold the campaign on the idea that people attracted to theaters in the downtown district spend money also with merchants.

In Los Angeles, it is figured, hundreds of neighborhood theaters draw a daily total of 500,000 amusement seekers away from the downtown area. Low admission prices, easy parking conditions and proximity to residences create this condition.

To overcome it some of the downtown theaters have cut their prices to meet the competition, are staging the previews of pictures and gala premieres downtown instead of letting the obscure, low-rent, low-tax neighborhoods or Hollywood do it.

Campaign is to be launched in the hope of bettering downtown theater patronage, which is now dangerously low and fluctuates as much as 50,000 people per week per theater. This attendance variation in size of crowds is, it is held, of significance to any downtown business man, for crowds downtown mean money to him—and lack of them means loss.

Campaign is to be run over a period of six weeks, with daily attractions, contests and parades to lure the crowds to the downtown sector both day and night.

"Flesh" for Indianapolis

INDIANAPOLIS, Aug. 20.—The Indiana Theater will begin its winter season of stage shows August 26. Jack Roth, district manager of the Skouras-Publick organization, has received confirmation of the booking of a Fanchon & Marco unit, featuring Eddie Peabody as the opening attraction.

George Riester Joins Skouras

CANTON, O., Aug. 22.—George Riester, for the last five years with Warner Brothers, the last two as Canton manager of the Palace and Alhambra theaters, has left the organization to become associated with the Skouras interests. Riester left here this week for Syracuse, N. Y., where he will be advised of his new assignment, which will be somewhere in New York State.

RKO Opportunity Winners Are Set

NEW YORK, Aug. 22.—The winners of the RKO Opportunity revues all over the country will be brought here September 19 and quartered at the Park Central Hotel until Bobby Connolly completes the final Opportunity Revue which is slated to start out October 5. The revue will run about 40 minutes, taking the place of two acts on a bill. Hal Olver, press agent, will go out in advance of the show.

The local winners are: Rosaline Kirkland, from the Albee, Brooklyn; Ozzie Swanstrom, Madison, Brooklyn; Camille Russo, Fordham, Bronx, and Grace White, Coliseum.

Winners from other towns include Billie Trask (Boston), Amy Condon (Troy), Sylvia Mezibov (Newark), John V. R. Thompson (Trenton), Eva Fournier (Portland, Me.), Evelyn Lee (Cleveland), Needham Smith (Dayton), Diane Bothwell (St. Paul), Jane Rubey (Fort Wayne), Peggy Floyd (Kansas City), Thomas A. Gleason (South Bend), Larry Lee (Cincinnati), Sidney Straight (Grand Rapids), Betsy Bain (Toledo), Mary Ellen Brown (Springfield, Ill.), June Hurley (Minneapolis), Virginia Bohlen (Omaha), Ray Colman (Portland, Ore.), Hazel Parrott (Tacoma), Barbara Saltonstall (San Antonio), Shirley Aaronson (San Francisco), and Fern Chase (Oakland).

ERPI Raises Ante to \$850,000 to Music Men

NEW YORK, Aug. 22.—As announced exclusively in last week's *Billboard*, settlement of ERPI and RCA Photophone of the "bootleg seat tax" amounting to about \$4,000,000 due the music publishers headed by John H. Paine, acting as agent and trustee, is now a matter of a few days.

ERPI has offered a joint settlement of \$850,000, which sum has been brought up from an original \$500,000 offer. It is expected that Paine will hold out for and get a slightly higher amount and close the deal. In the meantime ERPI, thru Donald S. Pratt, manager of ERPI's music rights department, is negotiating another contract with Paine to cover license fees for sound track on musical films. Present five-year agreement runs out September 5.

Theatrical Democratic League Pulls a Big Disappearing Act

NEW YORK, Aug. 22.—The Theatrical Democratic League has flown the coop. Or at least it has retired from its usual haunts. The league was organized some time ago by Tom G. Jones, James P. Harkins, Ernest Van and Robert Willis with the avowed purpose of feeding the hungry actors, all this despite the fact that the Actors' Dinner Club was already serving the same purpose and doing a pretty good job of it. But nevertheless Jones sent out a flock of women canvassers who started to solicit funds for the proposed dinners. And also the League took pains to enroll a number of members, charging them \$2 apiece for the honor. As far as can be learned, honor is all the members got for the money.

Tammany Hall, which gave the League a club charter, doesn't know at present what happened to it and is too busy attending the events up at Albany to

investigate the rumors that the League, which had such exalted purposes, might be no more.

Jones, who acted as secretary, when interviewed at the inception of activities, made a great point of telling reporters that he had already been successful in having wires pulled to move a man's bed in a public hospital from the shady side of the building to the sunny side. Another of the endeavors was something rather indefinite concerning the saving of a performer from a minor jail sentence. All this had nothing to do with the filling of empty stomachs of actors, and notwithstanding the laudable if not concrete ideals the Theatrical Democratic League has fizzled. They left the Bond Building, where they had subleased an office, and even forgot to tell the elevator starter where they could be found.

Blumenthal Sues Fox, Par

Charges Fox defrauded him of \$355,000 judgment—Para, banks in other suit

NEW YORK, Aug. 22.—Alfred C. Blumenthal, theatrical real estate broker and one of the largest individual creditors of Fox Theaters Corporation, has filed notice of motion to set aside the equity receivership of Fox Theaters Corporation. He charges that the receivership and the equity suit instituted by Chicago Title and Trust Company in June were methods of defrauding him out of a judgment of more than \$355,000, which was part of a sum awarded him as a note holder against Fox by the State Supreme Court in January.

Thru his attorney, Nathan Burkan, he asks that the receivership be vacated and the equity suit dismissed on the grounds that "proceedings heretofore were and are collusive, sham, fictitious, in bad faith and of ulterior motive." He claims weekly payments on his judgment were made until June 21, just one day before the Chicago Title and Trust Company instituted equity suit for a Fox Theaters Corporation receivership. This action, Blumenthal charges, made it impossible to enter judgment against the corporation for the balance due on his note.

Blumenthal also filed suit last week against Paramount-Publick Corporation, charging that the company had violated a guarantee to himself and other bondholders by pledging its "quick, valuable assets," consisting of 23 films valued at \$10,000,000, to a banking syndicate as security for loans. He claims, as a bondholder of the company, that this pledge subordinates an issue of \$15,000,000 sold to himself and others in 1930.

Nathan Burkan is also handling this suit. In addition to Paramount-Publick, the suit joins 11 banks as defendants. They are the Bankers Trust Company, Central Hanover Bank and Trust Company, Commercial Bank and Trust Company, County Trust Company, Empire Trust Company, Manufacturers Trust Company, National City Bank, the First National Bank of Chicago, the Continental Illinois Bank and Trust Company, the Commercial National Bank and Trust Company and the Tradesmen's National Bank and Trust Company.

Skouras, F. & M. On Verge of Break

NEW YORK, Aug. 22.—An open breach is reported between the Skouras and Fanchon & Marco, with the former said to be ready to pull the ideas from all of the former Fox houses which they are now operating, both East and West. Mike Marco today denied that he had received a cancellation notice from the Skouras, however.

Reports of dissension between the theater-operating brothers and the production firm have been rife for months. Recently the Skouras entered into a pooling agreement with RKO, which took the vaude booking of the Academy and Audubon here, and Lynbrook, L. I., and Westwood, N. J., away from Fanchon & Marco and placed it in the hands of RKO. The Crotona, Bronx, which had been playing F. & M.-booked vaude, has been placed in straight pictures, leaving the booking office without a Skouras vaudefilmer.

The Skouras houses make up the bulk of the Fanchon & Marco Idea route, which is now approximately 35 weeks.

PLAYS ANNOUNCED

(For Broadway)

Disappearing Men, by Samuel John Park (Earl Carroll and Roy Walling).
Sha Mat, by Frank Lea Short and Lou Merrill (Cole Redding, Inc.).
The Passionate Pilgrim, by Margaret Crosby Munn (Howard Inches).
Both Your Houses, by Maxwell Anderson (Jed Harris).
The Other One, by Henry Meyers (Thomas Kilpatrick).
Heaven Help Us, a revue (Broun, Boyle and Gorney).



ODDSANDENDS

AN OPPORTUNITY we have long looked forward to: welcoming Fally Markus back into the vaude booking business. Fally, like Abe Lincoln in a larger sphere, occupied his own niche. And when he blew nobody could be rightfully swung into his place. An ace among men, a veritable genius among bookers and one of the very few men in the industry whose word is his bond, Fally returns to align himself with an outfit—the Amalgamated Vaudeville Agency—headed by another square shooter, Frank Walker.

With Fally back and with Fally mixing in the company in which we now find him the future of indie vaudeville looks exceedingly bright. Indie vaude has long needed this impetus. Arthur Fisher has been carrying on valiantly, but Fisher has not been strong enough as an individual factor to keep indiedom from slipping. We always regarded Markus and Fisher as the two men in their field who were head and shoulders above their colleagues. Now they are both back in the swim and it is well that the news has broken on the eve of an important season.

Just as the film industry has its eyes on the indies so will vaude watch carefully henceforth the progress made by its own indies. The Loew Time has been shot to smithereens, and this goes double in spades for RKO. It is up to the indies to make a showing. With developments of the last several weeks taken into consideration it appears that they will go farther than that. Meanwhile, in behalf of the whole industry, good luck to Fally and his crowd!

Does the public crave for vaudeville? Our answer has always been yes. But only in recent months have indications arisen that the decline of vaudeville was not caused solely by lack of public interest and support. Here is a case in point:

Several weeks ago *The Brooklyn Daily Eagle* in its daily listing of houses and screen attractions of the Randforce Circuit carried in error a single word, "vaudeville" in the line devoted to the Savoy Theater. The house was mobbed with phone calls and it did a phenomenal business the Saturday night referred to in the erroneous statement. Very ordinary program features were being shown at the time. Fortunately there were very few requests for refunds. By this time it is inferred that Frisch & Rinzier, operators of Randforce, are sold on the idea of what vaudeville will mean to the Savoy. As to whether stage

attractions will be reinstalled there is another question.

MARTIN BECK has a carload of eccentricities hidden away in his office closet, but nobody can conscientiously accuse the old war horse of being insincere. Beck demonstrated his (See *SUGAR'S DOMINO* on page 87)

Shemp Howard Quits Healy And Also Fine and Howard

NEW YORK, Aug. 20.—Shemp Howard split with Ted Healy and his partners, Larry Fine and Moe Howard, last night after finishing the week at Loew's State. He intends doing an act of his own, just like that he did under the name of Howard, Fine and Howard.

The reason for Shemp Howard's leaving is due to a dispute over money. He wanted so much a week out of the money Healy paid to Howard, Fine and Howard, and demanded it of Healy when his partners refused to accede to his demand. Healy also turned it down.

Laurel, Hardy Want \$10,000

LONDON, Aug. 9.—Approached by John Southern, managing director of the London Pavilion, Laurel and Hardy, the screen comics, who are on holiday in England, asked for \$10,000 for a week of four performances daily at the London theater. Meanwhile Southern in undated with applications for engagements from vaude, stage and film artists the world over.

Chicago Chat

By NAT GREEN

Grist From the Mail: It is entertaining, amusing, occasionally exasperating, but always interesting—this grist from the daily mail! A thrill, a laugh, comedy, tragedy; one never knows what he's going to find in the envelope. Let's take a few of this week's at random. Here is one from a performer who fell and broke both legs while doing his act. He's in Sacred Heart Hospital, away up in Eau Claire, Wis., and wants us to help him get in touch with friends. J. Leazott is his name, so if you happen to know him drop him a line of cheer! Then there's Fred Ketch, formerly a member of the vaude team of Ketch and Wilma. He writes from Wallace, Ida., that he's quit the road since the death of Miss Wilma (Mrs. Ketch) and is managing the Grand Theater in Wallace. "Would be glad to hear from any acts that contemplate playing this part of the country," he states.

From Minneapolis comes an air-mail special, in which a radio fan waxes enthusiastic over Ben Pollack's Band, which is playing a successful engagement at White Bear resort in Minnesota. "Ben gave the air audience a big thrill on WCCO Friday night when that station went from 5,000 to 50,000 watts," the fan declares. "He has one of the finest bands I've heard in a long time."

But most entertaining of the bunch is one from a girl press agent, who at the moment happens to be "at liberty" back in the old home town. "I am so anxious to get back to Chicago," she writes. "After tasting the air of that glorious town I'm slowly perishing of dry rot here in this backwater place." Here's the way she lists her qualifications: "I can do office work, write publicity, answer all types of fan mail, play the violin, run a typewriter, cook, sew and tell bedtime stories to children or tired business men. Surely there should be a niche which I could aptly fill." Surely, there should!

Eddie South and his hot colored band, playing a brand of music new to Chicagoans, are setting a fast pace at Otto Singer's Vanity Fair Outdoor Garden, where he opened last week. South was by no means the only attraction we found at this ideal summer night-life spot. Earl Rickard has been held over to direct a new floor show that includes such favorites as the Ercele Sisters, singers and dancers; Etta Reed, vocalist; Maurine and Nova, dancers, and Miss Sullivan, a clever entertainer. Small wonder Vanity Fair is attracting large numbers.

When television comes along they'll have to do something with Tom, Dick and Harry, radio's popular and handsome trio, as they are usually doing something (See *CHICAGO CHAT* on page 19)

POSITIVELY THE PEER OF ALL MYSTERY ACTS

PRINCESS

YVONNE

PSYCHIC WONDER

Personal Direction DOC M. IRVING.

All This Week, Young's Pier, Atlantic City, N. J.



ROTTEN BUSINESS



SHOW IN TOWN

CITIZENS DIDN'T KNOW IT.

Wake them up with a Tangle Air Calliope when you get in town. Make a BIG NOISE and get the money. We need money also and have cut \$100.00 off our prices. Immediate delivery—prepare now for fall.

TANGLEY CO.,

Muscatine, Iowa

TICKETS

Roll, Folded & Coupon

DALY TICKET COMPANY

ESTABLISHED 1911

COLLINSVILLE, ILL.

ATTRACTIONS WANTED!

(New De Luxe)

TAFT THEATRE

CINCINNATI, O.—Heart of the City

Seating 2,510; Proscenium, 50 feet; depth, 48 feet; wall to wall, 120 feet. 76 lines, counter weight system, ample dressing rooms. Complete Western Electric Talking Picture Equipment.

JEROME M. JACKSON, Manager, Mercantile Library Bldg., Cincinnati, O.

WANTED, DRAMATIC STOCK CO.

One already organized preferred for winter season at Grand Opera House, Canton, Ohio, opening about September 10 to 17. Walter Ambler had 30 weeks here last season to good business. This is on co-operative plan sponsored by Stage Employees, Local No. 61. All those who wrote before, write again, giving full particulars. Address

Manager Grand Opera House, Canton, Ohio.

AN OUTSTANDING ATTRACTION THAT SPEAKS FOR ITSELF.

EL HAREN

UNEXCELLED
IN FLASHMENTAL
MARVELPREDOMINATING IN
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SELL WITH LETTERS

We reproduce Sales Letters, Form Letters, Collection Letters, Price List, Cards, Forms, etc., exactly as if typewritten.

500 LETTERS, \$2.50 — 1,000 LETTERS, \$3.00
Samples on request. Mail orders filled. Copy for letter must be supplied by you.

CAROL & CO., 132 Nassau St., New York City
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Wanted--FOR OUR BIG MED. SHOW

Now located in Clifton, N. J. Musical Team, Double Orchestras. Singing and Dancing Team, Black-Pace Comedian. Agitators and boozers not wanted. We work under a big top and do not close until December. State your lowest, for it's sure. Wire or write DR. DE CARLO, Iroquois Remedies Co., 180 E. 113th Street, New York City.

WANTED QUICK

Piano Player doubling small Parts, Rep. People all lines with Specialties. Own cars. Agent on percentage with car. State very lowest. Week-stands. Theaters. THOS. AITON, Dorset, O.

Wanted To Buy

Drape Sets, Drops, Travelers and Musical Comedy Wardrobe. Must be modern and priced right. Will want to examine before final purchase. Must have quick action. Address CIVIC THEATRE, Akron, O.

SKEETER KELL WANTS QUICK

Piano Player, double Stage; Leading Man, Juvenile Man, Ingenue, Singing and Dancing Team, double Parts; Musicians, People in all lines. Preference given people doubling Orchestra. Salary must be low. State age, height, weight and lowest. All winter's work South. Write or wire Chaffee, Mo., this week; Puxico, Mo., next week.

NOTICE Practical Theatre Manager wants position. A "good" advertiser. Expert independent vaudeville booker. Salary medium. BOX D-871, Billboard, Cincinnati

TRAVELERS SHARE EXPENSES—ANYWHERE—Anytime. New cars. Go first-class for less. Hand baggage free. Write or wire GEORGE W. LILLY, JR., Wilmington, Del.



Your favorite Photo or Snapshot.

EVERYBODY!!

AN IDEAL GIFT For Your Friends and Folks Back Home. UNIQUE.

Send us no money, just a Negative or Print of your favorite photo. We reproduce it on the back of every card of a complete 54-card deck "PHOTO PLAYING CARDS." We mail C. O. D. You pay postman \$1.00 on receipt of Cards. Clip this coupon NOW! Attach your favorite photo and give your friends a surprise with this newest and most popular innovation.

STANDARD STUDIOS, Dept. B

468 East Fordham Rd.

New York

NAME ADDRESS CITY STATE

VAUDEVILLE

Conducted by EUGENE BURR—Communications to 251 West 42d Street, New York City.—JOE SCHOENFELD, Associate.

Fally Markus Is Partner in Amalgamated Vaude Agency

Combine reorganizes with two and a half weeks now on books and six expected by end of next month—will also have tabloid circuit—Markus on 50-50 deal

NEW YORK, Aug. 20.—What promises to be one of the biggest indie vaude booking ventures was formed Thursday morning when Fally Markus, long a vaude booker, joined hands with M. E. Comerford and Frank C. Walker in a reorganization of the Amalgamated Vaudeville Agency, Inc. Definite playing time for the outfit so far is two and a half weeks, which is expected to be built up to six weeks by next month. Intense scouting will be done in a search for houses to play Amalgamated vaude. Besides, the organization will have a tabloid circuit. The Amalgamated Agency has been in existence for some time, but this new deal is the most progressive step it has taken. Comerford and Walker continue with the firm in the capacities of president and vice-president, respectively. Markus assumes the title of secretary and treasurer, while the other officer of the firm is Buddy Irwin, booking manager. Latter has been a booker with Amalgamated for some years. Also in the office is Harry (Hymie) Shafter, who will assist Irwin. It is expected that others will be added to the office, working on a percentage of the profits accrued from whatever houses they may get.

Houses already set to play Amalgamated vaude are the Fay theaters in Philadelphia and Providence and the Binghamton, Binghamton. Their contemplated opening date is September 3, but this may be moved ahead a week. Philadelphia and Providence will be full-week stands, playing eight and five acts respectively, while Binghamton will be a split-week using five acts.

According to Markus there are seven other houses expected by the office. However, he was reluctant to give their locations until he was absolutely sure that they were set. Most likely the seven will include such spots as Wilkes-Barre, Scranton and Ithaca, which are Comerford houses under Publix operation. There are other indie houses in line, one in Kingston and the other the Willis, Bronx, whose operator is a close friend of Markus'.

Along with this vaude the Amalgamated has secured a house upstate which is disposed to play tabloid shows. An offer has been made to A. B. Markus to have one of his revues play the house for 10 weeks, giving a change of show twice weekly. Advances have been made also for the tabs operated by Bert Smith and Marty Dupree.

Markus was acknowledged to be the biggest indie vaude booker up until the time he retired. It would have been two years this December that he has been out of the business. In tying up with the Amalgamated office Markus came in with a 50 per cent ownership in the corporation, with the other 50 controlled by Comerford and Walker.

The Amalgamated has been in existence since 1913, but for the last few seasons has been inactive. Since last March no vaude booking was done by the office, with most of the houses going over to Publix and booked for vaude by Lawrence Golde, of the William Morris office. The A. & B. Dow office got two towns from Amalgamated in March, Binghamton and Philadelphia, but lost them in May. Abe Feinberg at that time got Fay's, Providence, from Amalgamated.

As to the buying of acts for the reorganized Amalgamated Circuit, Irwin will work along the same lines as he did of old. He will run an open office for agents.

The offices of the Amalgamated outfit will remain at 1600 Broadway. However, in November they will expand their quarters to take in two large offices currently being used by Walker for political purposes inasmuch as he is treasurer of the National Democratic Committee.

Paris Notes

The Flying Banvards are at the Casino des Fleurs in Vichy.
King Repp, juggler, is at the Alhambra.
Zaidee Jackson is singing at Zelli's.

RKO Gets an Indie; Hodgdon Still Scouts

NEW YORK, Aug. 20.—RKO has already gained one indie house for vaude booking as a result of Ray Hodgdon's scouting activities last week. It is the Rialto, Glen Falls, N. Y., which will be booked by Dolph Leffler. House will start playing RKO vaude September 8, using five acts for three days.

Hodgdon returned Monday from his trip after he could go no further because his auto broke down. He came back with two other prospects besides Glens Falls. These are located in Hamilton, Ont., Canada, and Reading, Pa. Canadian house is not being considered, but the Reading date is still on the fire.

Martin Beck, RKO's vaude managing director, appeared to be well pleased with the results shown by Hodgdon and sent him on the road again yesterday. He advanced Hodgdon sufficient money to get another car.

KC Sheet Has Fox Ads Again

KANSAS CITY, Aug. 20.—Fox Midwest Theaters here are again advertising vaudeville and film fare in *Kansas City Journal-Post* after lapse of a year. Caustic criticism by a former film critic of the paper was the cause of the discontinuance of advertising. The Fox houses are now running their advertising regularly.

Vaude To Go on Ninth Floor of Rockefeller Center Building

NEW YORK, Aug. 22.—Plans for RKO moving into the RKO Building in Radio City, which is scheduled to open October 1, are now being worked out. The RKO outfit, comprising vaudeville, pictures, theaters, etc., will occupy the 7th to 14th floors, the rest of the 31-story building being offered to outside tenants, including theatrical offices. The vaudeville department will be concentrated on one floor and will include offices for the bookers, Martin Beck, George Godfrey, contract department, John Pollack and the photo and press bureau, and Bobby Connolly and the production department.

Beck has asked that the vaudeville department occupy the eighth floor, which has a passageway leading into the adjacent music hall, but the theater department will probably occupy that floor so that the theater men can have easy access to the hall, which will have film projection rooms on the same level. The vaudeville department will probably occupy the ninth floor. Beck has been asked to submit his idea of a layout for the floor and he has talked the matter over with John Pollack. The only definite plan now is that Beck's office will adjoin the photo and press bureau and that everything pertaining to vaudeville will be on that floor.

As for vaude agents, the building's renting office is already soliciting them along with other theatrical and commer-



MITZI MAYFAIR, protegee of Gus Edwards, who has risen to the heights in the theater thru her outstanding dancing ability. From her original appearance in a Gus Edwards act she has obtained success, coupled with Hal LeRoy and on her own, in vaude, de luxers and "Ziegfeld's Follies."

RKO Finance Worse In Second Quarter

NEW YORK, Aug. 20.—RKO, which dropped enough the first quarter of this year, slid back even further the second quarter, according to the report of operations for the period ending June 30, submitted by Herman Zohbel, treasurer. Loss from operations for the second quarter was \$856,007.57 as against the first quarter's \$519,162.44.

In the first quarter there was a profit from other sources of \$52,294.52, but in the second quarter the same column showed a loss of \$30,333.08. Total losses for the second quarter amounted to \$2,195,155.05. With the loss for the first quarter, less an adjustment of over \$500,000 on amortization and depreciation, the loss for the first six months of 1932 amounts to \$3,843,534.76.

cial offices that are needed to fill up the 24 other floors of the building. There will be six elevator locals to the vaudeville floor and agents on other floors will have easy access to it. No special rate is being offered the RKO franchised agents. Information on leases and rent terms will be given to agents who apply at the rental office.

In the meantime RKO is also planning to get lessees for the space it will evacuate soon in the Palace, Palace Annex and Bond buildings. There have been rumors that RKO is not in a position, financially, to move into the costly Radio City, but apparently nothing is stopping plans for the moving.

The music hall adjacent to the RKO Building will seat 6,000 and will be opened Christmas week on a two-a-day monthly-change all-flesh spectacle policy. The space equivalent to two floors over the theater will be given to projection rooms, rehearsal studios and S. L. Rothafel's staff. There will also be underground passages connecting the RKO Building and the music hall with the other buildings of the Rockefeller Center, the music hall's entrance being on Sixth avenue thru a lobby in the RKO Building.

Across the street from the music hall and RKO Building will be the RCA Building and across the street from that will be the RKO movie house and the proposed opera house, all facing Sixth avenue.

Roxy Pays Off Half Salaries

Chorus people get full and rest half—negotiating with Friars on suit

NEW YORK, Aug. 20.—The Roxy opened today after the Empire Trust Company had bought \$150,000 worth of receivership certificates authorized Thursday by U. S. District Judge R. P. Patterson. This amount helped the theater's operating fund and enabled it to partly settle with the unpaid staff and performers of the last show before the house closed. Chorus girls and minor employees who were owed around \$20 have been paid off in full, while the rest have been given half their salaries and promised the other half later.

The VMA is handling the payment of half salaries to performers of the Roxy's last bill. Major J. O. Donovan is distributing checks to the acts, including Ted Healy, Keller Sisters and Lynch, Roy Smeck, Ann Pennington and Irene Riccardo. There is also a possibility that the Friars' Club suit against the Roxy will be settled out of court, Major Donovan attempting to bring both sides together.

In the meantime the policy of the theater has been clarified by Receiver Harry G. Kosch. Films will be emphasized more than before, and the stage show will be based on the spectacle idea, with large casts and flash rather than names and outstanding personalities. This is a definite reversal of the jazz and big names policy instituted last January and means a return to the policies of S. L. Rothafel. The stage shows will be composed of a permanent company of 96, with around 20 specialists and acts added each week.

First film is *The First Year*, second will be *Down to Earth* (both Fox) and the third *A Successful Calamity* (Warner). Supporting program will be Fox Movietone News, Mickey Mouse and shorts of other companies.

Theater personnel numbers about 270, with Albertina Rasch added as "consultant of the ballet." The publicity department under A. P. Waxman includes Arline de Haas and Martin Mooney. Fox is running everything, altho all contracts are subject to approval by Kosch, and Fox must stay within the weekly budget. Kosch is now negotiating to renew broadcasting from the theater, and other exploitation angles are being worked out. The name of the theater must be changed September 12, altho a deal may be effected allowing continued use of the name.

Seek Van Housen Relatives

CINCINNATI, Aug. 22.—James J. Van Housen, age 72, a former vaudeville performer, has been admitted to the State Hospital for the Insane at Clarinda, Ia., according to word received by *The Billboard* from Max E. Witte, superintendent of that institution. The hospital is anxious to locate relatives of Mr. Van Housen. He is said to have a married daughter living in Detroit. Anyone able to give any information concerning James J. Van Housen or any of his relatives is asked to communicate with Dr. Max E. Witte, State Hospital, Clarinda, Ia.

Bob Ripa Seeks Extension

CHICAGO, Aug. 20.—Bob Ripa, boy juggler, who closed a week's engagement at the State-Lake Theater yesterday, has received a number of vaudeville offers and would like to remain in this country a while longer to fill the engagements tendered him. Ripa, who hails from Copenhagen, Denmark, has had two six-month permits, the second of which expires August 22. He has asked for a four-month extension.



THERE has been much talk among the circuits, and especially in RKO, of the return of vaudeville, of the favor with which the theater bosses look upon "flesh," and of various other pink-hued blindfolds tailored to fit nicely over the eyes of vaudevillians. RKO has gone to the lengths of sending out weekly vaude press releases, with Franklin and other theater men singing hosannahs for the appeal and excellence of living entertainment. But the promises and all the hallelujahs seem somehow a bit false, and from time to time things crop up, showing definitely that vaude is merely a sideline in the hands of executives whose primary interest is and always will be the celluloid product.

The circuit has been ballyhooing "flesh" and urging its house managers to push it to the fore in response to public demands. Evidently a couple of misguided house managers took the advice seriously, for in Bob Sisk's column in a recent issue of *RKO News* appears the following:

"In some spots things are not yet going satisfactorily. Last week, for instance, in two cities, separated by a mere 2,500 miles, there were examples of ads in which the screen attraction was played down so unmercifully that it occupied less than 10 per cent of the total ad space.

"What happened?

"The producers wrote in to us and said it wasn't right. Mr. Franklin, who buys a few papers himself every few minutes, saw it and said it wasn't right. And Monsieur Turner, who surveys these things for the theaters, grew apoplectic and gave vent to some harsh words.

"So forthwith went an order that this sort of thing mustn't happen again; that the picture was to receive no less space than that given to the vaudeville show.

"When you slough a picture off into tiny space you might as well print in your ad that you don't think much of your screen attraction and that you're demonstrating your own lack of interest by the attention you give it."

IT'S AN interesting statement, indicating as it does the circuit's attitude toward "flesh" better than any possible press release. It illustrates once more the intention of the picture interests to force the public to like what they want it to like, irrespective of the entertainment value of the material. "If a picture is bad, splurge with advertising and ram it down the customers' throats anyhow" is the attitude of theater chains that also have picture products to sell. It is an unfair and short-sighted attitude, and the circuits by this time should thoroughly realize that in the long run it does not do any good. One of the prime reasons for the return of public interest in "flesh" was this ramming down of inferior products thru extravagant and ridiculous advertising.

The statement also shows the insistence of the circuit on making its house managers merely sublimated office boys. Surely the house manager knows best the taste of his town. It may possibly be that the customers are flesh-minded and that a big vaude display will draw them



BUSTER SHAVER, who is doing a new turn with the midgets, George and Olive Brasnow, has joined a Fanchon & Marco unit opening at the Chicago Theater, Chicago, this week.

in better than any picture. It is not beyond the bounds of imagination that the manager knows of conditions in the town that are unknown to the home office copy writers, thousands of miles away. It is quite possible that the manager knows his business and is using the best means to draw people to his house. Those things, of course, would fall to counteract the sidetracking of a pat ad campaign or the momentary lack of interest in the failing picture product.

It is, this benighted commentator insists, logical to play down the picture in favor of the stage show—if the picture happens to be terrible (which pictures very often happen to be these days). That is, it's logical for the theaters which want to build up their patronage—but not for picture producers who have to sell their pictures whether or not they are entertaining.

The crack about a tiny ad indicating lack of confidence in the picture is almost funny. Vaude has been getting a tiny part of the entire ad in many cases, with nobody claiming that there is a lack of confidence in vaude. The operators failed to get excited when the shoe was on the other foot.

AND that clearly indicates the attitude toward vaude. When "flesh" is played down nothing is said, but when pictures fail to get their rightful place in an ad in a single town even Mr. Franklin notices it and says it isn't right.

Rimacs Set in New Flash

NEW YORK, Aug. 22. — The Rimacs (Ciro and Rosario), among the pioneer exponents of the Rumba in vaude, are preparing to invade the field again in a new version of their 12-people Latin flash. They will play the Prospect, Brooklyn, the last half of this week to break in several new numbers. Additional RKO time will start September 7 in Trenton. The Rimacs retain in their support Charley Boy, sock hoover, and have added to their specialty contingent a Cuban dancer, Carito Orchart. Rosario just returned from a visit to Lima, Peru, this having been her first glimpse of the home town in 12 years.

Palladium's Next Crazy Month

LONDON, Aug. 13.—The London Palladium will stage a "Crazy Month" for four weeks, commencing September 12, similar in type to the successful fare featured last June at the theater. The following acts have been lined up for the forthcoming "Crazy Month"—The Diamond Boys, American act, who will be making their first appearance in English vaudeville; Binnie Hale, English musical comedy ingenue, who is new to vaude; Iris Kirkwhite and Errol Addison, English dance team, who will leave for America to play a route for RKO immediately the program is thru; Jasper Maskelyne, English illusionist, and a bunch of w.-k. English comics in Nervo and Knox, Naughton and Gold, Billy Caryll, Hilda Mundy and Eddy Gray, together with two lines of English chorines. The company will remain the same thru-out the entire four weeks, but frequent changes will be made in material.

RKO Vaude Expected To Be Back to Normal Next Month

Interstate houses first back in fold, with Coast time following—union negotiations still on in Buffalo, Toledo, Dayton, Akron, Youngstown, Syracuse, New York

NEW YORK, Aug. 20.—RKO vaude will be back to its normal self by next month, according to the gratifying news handed out this week by RKO's operating and booking departments. The first group of houses to return to "flesh" are those comprising the Interstate time, consisting of Dallas, San Antonio, Houston and Fort Worth, together with New Orleans, which is currently operating under a "flesh" policy. Next batch of houses expected are those on the Coast, Seattle, Portland, Oakland, San Francisco and Los Angeles. The former "flesh" houses around the East are being considered for an October 1 opening.

Acrobats Are Manual Workers

LONDON, Aug. 13.—The Ministry of Health (British Government Department) has decided that vaudeville and circus acrobats are manual workers, and therefore liable to National Health and Unemployment Insurance (compulsory for most workers here), irrespective of their salaries.

Keeney Leases Carleton, Jamaica

NEW YORK, Aug. 22.—Frank Keeney, who once operated 13 houses around New York, has come out his retirement to lease the Carleton Theater, Jamaica, for 10 years. He will reopen it September 3 as a straight picture house, altho it had been playing Dow vaudeville before it closed. William E. Ford is general manager for Keeney and says Keeney is planning to rebuild his vaudefilm circuit.

Gershenson at Academy, N. Y.

NEW YORK, Aug. 20.—Joe Gershenson, formerly assistant to Milton Schwartzwald in RKO's Music Department, will be musical director at the Academy starting next Saturday.

"Torch Song, was it?"

queried the house-manager, "Well, you'll never set the world on fire with that. If you must smoke, why not take to Spud?"

✦ ✦ ✦

Spud's menthol-cooled tobacco flavor, and clean taste, mean mouth-happiness. You can smoke more Spuds... with a lot less irritation to the throat.

SPUD

MENTHOL-COOLED

CIGARETTES

20 FOR 20c (U. S.) . . . 20 FOR 30c (CANADA)

THE AXTON-FISHER TOBACCO CO., INC., LOUISVILLE, KY.

DIVORCE LAWS OF THE UNITED STATES

Hawaii, Alaska, Cuba, Mexico

Written in plain language for the general public. Book of 288 pages. Shows the laws relating to divorce, separate maintenance, property rights, care and custody of children, and alimony in each State.

Written by JUDGE JOSEPH SABATH, of Chicago, and ATTORNEY MORRIS K. LEVINSON.

PRICES, POSTPAID:

Leatherette Covers.....\$1.50

Hard Blue Covers, Gold Stamping.... 2.00

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"Handy" Machine

\$3.00

Rhinestone SPECIALS

10 Gr. Size 21 RHINESTONES, Finest Quality, with Setts. \$3.50, white; 5 Gr., any color, \$2.25.

Size 30 RHINESTONES, with Setts, 2 1/2 Gross to Package. Per Gross, 95c. white.

HANDY BUTTON MACHINE CO.

2409 West Ohio Street, Chicago, Ill.

New York Branch, 810 Broadway.

Loew Continues Heavy Name Shows

NEW YORK, Aug. 22.—In addition to continuing heavy budgeted shows, Loew is now booking ahead several weeks, whereas booking week to week all thru summer. The bills for the next two weeks are four-fifths booked and there are bookings laid out several weeks in advance in the more important spots, such as the Capitol.

Heavy "name" bookings continue into weeks of September 2 and 9. The Capitol gets Buddy Rogers, Leon Erroll, Aileen Stanley and Art Jarrett next week, and Vincent Lopez and Sophie Tucker the week after. The opening day of the \$13,500 bill at the Paradise, coupled with vastly increased advertising and exploitation, brought big business, and Loew is continuing big shows for this house. The Paradise gets Ben Bernie, Boswell Sisters, Buck and Bubbles and Joe Frisco next week, and Runaway Four, Lillian Roth, Eddie Dowling, Rae Dooley, J. Fred Coots and Buddy Rogers Orchestra the week after.

The State has Owen Moore, Ann Pennington, Charles Judels and Lou Polack next week, and Georges Carpentier, Sisters of the Skillet, California Collegians and Zelaya the week after. The Valencia gets Leon Erroll and Lillian Roth week of September 9.

Loew is assuring itself against a scarcity of suitable name bookings by lining up several weeks for such acts, and paying real dough.

KC Likes Stage Shows

KANSAS CITY, Aug. 20. — The Fox Plaza Theater, under the management of Breck Fagin, is reported to be doing splendid business since vaudeville has been added to its film fare. Four other Fox houses have added vaudeville to increase box-office grosses, and it is reliably learned that stage shows have given an encouraging boost to the box-office intake so far. It is probable that stage shows at the various Fox houses will be a permanent policy henceforth.

Muddy Skins "Fade Away"



Dull... drab complexions... blemishes and those annoying defects... Disappear... as your skin assumes a smooth, delicate appearance of exquisite Beauty. This new charm is yours NOW.... start to-day.

ORIENTAL CREAM

GOURAUD

White, Flesh and Rachel Shades

Send 10¢ for TRIAL SIZE
F. T. Hopkins & Son, New York

McNALLY'S BULLETIN No. 17

PRICE ONE DOLLAR
CONTAINS ALL NEW COMEDY.

16 Screaming Monologues.
8 Roaring Acts for Two Males.
7 Original Acts for Male and Female.
35 Sure-fire Parodies.
Great Ventriiloquist Act.
A Roof-Lifting Female Act.
Trio, Quartet and Dance Specialty.
7-Character Comedy Sketch.
Tabloid Comedy and Burlesque.
10 Corking Minstrel First-Parts.
McNally Minstrel Overtures.
A Grand Minstrel Finale.
41 Monobills.
Blackouts, Review Scenes, Dance Band Stunts, Hundreds of Jokes and Gags.
Remember, McNALLY'S BULLETIN No. 17 is only one dollar; or will send you Bulletins Nos 10, 11, 12, 14, 15, 16 and 17 for \$4.00, with money-back Guarantee.

WM. McNALLY

81 E. 125th Street, New York

DOROTHY GULMAN is taking a brief respite from gossip snooping, and, accordingly, her column, **DOROTHY'S CORNER**, is not appearing in this issue and will also be omitted from the September 3 issue. **DOROTHY'S CORNER** will be resumed in the September 10 issue.

The Billboard staff wishes Miss Gulman a pleasant vacation from columnizing.

LONDON BRIEFS

LONDON, Aug. 12.—This town's gone mad over "grind" vaude. There are six non-stop theaters located within a block or two of each other, all playing from 2 p.m. to midnight. The afternoons, tho, aren't too good. The biz is done at night, because the weather has been so beautiful (which is contrary to weather conditions in London) that the customers don't begin to come into the theaters until the sun goes down—which is around 8:30 or 9 o'clock. One afternoon recently at Daly's there weren't 12 people on the lower floor; at another house by actual count there were 26; at the Pavilion, at a first show, there weren't 25, and the same condition prevails at the other houses. It's all due to the beautiful weather. . . . You can call it beautiful if you like, but it's so hot that it's driving everybody out of the city. Yesterday was 88 in the shade, and there wasn't a corporal's guard in any of the theaters, but at night they were all crowded for the 9 o'clock show.

With all the American vaude actors playing over here there isn't one single woman in evidence. For example, at the Pavilion they open with two men, then an English girl single, then a man juggler, then two more men (acrobats), then Herschel Henler (single), then Bob Hall (another single), and the only American women on the bill are the two in Dave Apollon's act. Which is the condition thruout London.

Herschel Henler, above mentioned, is what we call a non-stop act in America; once he goes on the stage you can't stop him. He disregards all time allotted to him. By actual count Monday, Tuesday, Wednesday and Thursday he did from 36 to 41 minutes, in spite of the fact that he was asked to do only from 15 to 20. He brags that that's his reputation over here, and you can believe it. A well-founded report has it that at the Palladium he had been warned frequently about working too long, with the management threatening that, if he did it again, they'd charge him overtime for the musicians. That week it cost him £10. With all that, tho, he's a big riot.

Dave Apollon is accepted here as the biggest thing that America has ever sent over, and newspapers are saying that he's a favorite of the Prince of Wales. Style magazines, such as *The London Vogue*, which never "descend" to mentioning vaude artists, wrote him up a couple of weeks ago, and he only of the whole bill. He is playing four weeks at the Pavilion, after which he is booked to play six more weeks of picture houses a la Paramount. The booking is strictly on a percentage basis; in other words, a salary plus a guarantee. He is now booked until October and can play for another year, but unless they pay him his salary (that is, the salary he feels he's entitled to), he'll accept no further contracts. Nora Williams, the big blues singer in his act, tears down the house with her warbling. It's the kind that's never been heard here.

Senator Murphy is panicky these days. He opened at the Palladium last week for a two weeks' engagement, and after he gave his first show his entire act-opening was used at the Holborn Empire. On Tuesday his whole automobile conversation was used at the Pavilion, and so on thruout the various non-stop houses. He went to one material lifter and asked him to stop it, but the English artist told him he didn't know it was anybody else's stuff. It had been given him by a friend, he said, and that's been the usual excuse. At the opening of every American act over here there are a number of professionals in the balcony and gallery where they can't be seen, copying all the material they can get.

HERE AND THERE: Traffic direction in London is a dangerous thing for Americans; cars go on the left side of the street. On Wednesday the bass violin man in Apollon's act forgot the regulations, stepped out of the wrong side of a car, was hit by a taxi and was taken to the Middlesex Hospital. Doctors are afraid of internal injuries. . . . Jack Curtis, reported as George Godfrey's emissary, arrived here. . . . Willie Passpart is the busiest man in London. He just got in from Berlin, interviewed five different acts at three different hotels, and is now ready to fly back to Berlin. . . . John Halliday, of *The Spider and Jealousy* fame, stayed at the Savoy on his arrival in London, where he is making a picture with Gloria Swanson. He has taken a home in Maldenhead, and is so bothered by neighbors for autographs that friends say he's moving back to London. . . . None of the houses on the continent near here are doing any business. The booking offices say that that's the main reason for the small salaries offered. . . . A few of the American actors here claim that they want to go back to the States, but they can't on account of alimony trouble.

Thompson Set for Translux Prez Post

NEW YORK, Aug. 20.—Major L. E. Thompson is slated to be made president of the Trans Lux Movies Corporation next month, succeeding Courtland Smith. Since 1930 he has been general manager of the firm, in addition to working in RKO on labor and personnel.

With Thompson's expected presidency in Trans Lux it was reported this week that he would relinquish his RKO duties and be succeeded by Harry Marx, former Public exec and now manager of the Palace. This, however, was denied by Harold B. Franklin.

RKO VAUDE

(Continued from page 7)

being contracted for these houses already, the contracts, however, not being good unless the houses are in a vaude policy at the time. The St. Louis, St. Louis, has been okeh'd for vaude and starts September 2.

Film Policy for Hollywood; Richman's Vaude Postponed

NEW YORK, Aug. 22.—The chances of Harry Richman going into Warner's Hollywood Theater and running a straight vaude policy a la Holtz are now slim. Warner is reopening the theater, dark since Lou Holtz's vaude revues, this Friday as a first-run picture house. Opening picture is *Life Begins*.

The picture will be in indefinitely and it has not been decided whether other first-runs will follow. There is a chance that Richman may take a chance with a vaude policy after *Life Begins* ends its run. Warner Booking Office says plans are indefinite.

Aileen Stanley Visits Mother

CHICAGO, Aug. 20.—Aileen Stanley, vaudeville and musical comedy actress, flew here from New York last night to be with her mother, Mrs. Marie Stanley, of Evanston, Ill., who is at Michael Reese Hospital to undergo an operation.

No Vaude Time Left to F. & M.

NEW YORK, Aug. 22.—The vaude booking wing of the Fanchon & Marco was left without any houses when two more of its vaude stands dropped out yesterday. No vaude booking is expected to be done at the office until September 12, when two houses come in. During this time Jesse Kaye and Benny Kuchuk, F. & M.'s vaude bookers, will fill in on whatever work they can.

The houses that dropped out yesterday were the Bijou, New Haven, and the Globe, Bridgeport, Harry Arthur houses which were experimenting with vaude. September 12 both towns will return to F. & M. vaude, but the houses will be larger Harry Arthur theaters. They will be the Lyric, Bridgeport, and College, New Haven.

Recently F. & M. lost the Academy and Audubon, together with other Skouras houses in Bound Rock, N. J., and Nyack, N. Y. However, the office expects to get several vaude houses for booking next month, banking on Arthur's giving them more of his New England houses. Also they believe that Skouras Brothers might come thru with such spots as Hempstead, L. I., and the Crotona, Bronx.

This Week

15 Years Ago

(From the Vaudeville Department of The Billboard, August 25, 1917)

Ranks of two-a-day sadly depleted by raids of legit producers for talent. Among those recruited are Lou Holtz, Dolly Sisters, Henry Bergman, Alexander Carr, Franklyn Ardell, Nat M. Wills, Boganny Troupe and Muriel Winslow.

Martin Beck, managing director of Orpheum Circuit, all set for debut of his new Orpheum Theater in St. Louis. Opens September 3 with Nan Halperin, Emily Ann Wellman, Nellie and Sara Kouns, Bert Baker and Williams and Wolfus. A 2,300-seater, costing \$400,000.

NVA officials deny negotiations with present holders of the White Rats' Club in West 46th street, New York, to acquire the building for clubhouse purposes.

Uncle Sam's draft gets Lou Lockett and Jack Waldron, while Irving O'Hay, former White Rat fighter, is commissioned a first lieutenant.

B. S. Moss negotiating for sites for two new houses in New York and one in Brooklyn to be added to his chain of vaude houses. A. Paul Keith and E. F. Albee approve plans for new theater in Flushing, L. I.

Star Salesmen Are Actors

Some of the best direct sellers now on the road are former actors.

Depression periods in the past, when they found themselves "at liberty," caused them to divert their talents to the selling field. They discovered that the art they had acquired in the theater by long training and experience could be readily employed in direct selling. In many instances the financial returns they secured when compared with their earnings in the theater were so much more satisfactory that they continued their commercial endeavors when the depression period had passed and the theaters were again beckoning to them.

One of the most versatile pitchmen now on the road is Tom Kennedy, who tramped for many years as a vaudeville and repertoire actor. He was for some time a popular figure on the old Sullivan & Considine Circuit. More than 12 years ago he abandoned the stage to take up direct selling. The financial returns were so surprising to Tom that he is still going strong as a salesman, while a host of actors among the unemployed are anxiously waiting for "something to turn up."

Large business concerns have been paying big salaries for many years past to efficiency experts to teach their representatives on the road just a small part of what the average actor knows and employs in selling himself to his audience from the stage.

In these days when the excellence of stage attractions is so vital a factor in the success of extensive theatre operations, the RADIO-KEITH-ORPHEUM CORPORATION, through its Theatre Companies, is exercising all possible care and ingenuity in developing, to an even finer degree, this important phase of its activity.

Cognizant of the demand for only the highest type of attractions, it is our intent and purpose to continually meet that demand. Thus, we seek the services of the best that the Theatrical, Film and Radio Worlds have to offer. Our managers over America are drilled to properly handle whatever we may send them. Being members of the RKO organization, the word Vaudeville has great meaning to them.

RKO, the combination of those great institutions which gave Vaudeville its standing and prestige in America, is following the course of success in its insistence upon Vaudeville which is at once Standard, Modern and of Highest Quality.



Palace, New York

(Reviewed Saturday Afternoon, Aug. 20)

Olsen and Johnson are at the Palace, and if either the house or any of its customers get over it they ought to see an alienist. For any merely sane guy who wanders into the RKO showshop this week is bound to go nuts, along with the insane duo on the stage and their *Atrocities of 1932*. If he doesn't he must have been crazy in the first place.

The pair of coo-coos carry their clowning all over the theater, the only spot that remained untouched as far as this reporter could notice being the chandelier. Even the front is plastered with insanity, with a white brougham and two white horses standing before the entrance, parking space marked off for an ambulance, a bevy of squirrels in a cage, moving figures under the marquee, queer noises coming out of a side panel and bent mirrors scattered all over the lobby. And this in what was once the dignified stronghold of the two-a-day. Even the Minskys couldn't have done any better.

The intact features Eubie Blake and his Band—one of the ace colored outfits of the country—along with the Sisters Kappelle, Harry Adler, Happy Moore, Holtz and Holtz; Ford, Marshall and Jones; Speedy Patterson and Sidney Gibson—but who was which or what was what this reporter can't say. They were all mixed up in a mad melange that had the customers screaming—sometimes with laughter, and sometimes, one suspects, from fright. For it's a bit disconcerting to have a foaming maniac bob out of nowhere to scramble over your lap or shoot a pistol off behind your ear. If you've a weak heart stay away from the Palace. Even if fright doesn't kill you, laughter will.

The show—if it is a show—starts off with a grand overture by Blake and his boys, who occupy Lou Forman's usual place in the pit. That breaks up into a dance by three lightning colored lads, and a routine by the 12 chorus gals—who, incidentally, are good dancers and extremely pretty pretties. Olsen and Johnson eventually make their appearance on a well-contrived train, and then the fireworks start. What follows amounts to a stooge's field day, with queer-looking gents bobbing up all over the house, running down the aisles, clambering over the footlights, leaning out of upper boxes and even occasionally appearing on the stage. The first part of the entertainment consists of a series of frequently interrupted blackouts, most of them blue, but all of them funny. After the chorus does another number (and a good one) the "names" do a single song, and then Blake's gang appears on the stage, while the house ork climbs into the pit for its brief session. Four kids are introduced who, it is said, were culled from among the runners-up in the current opportunity contest. Among them is a youngster whose name sounded like Jackie Oaks, who contributes a standout and show-stopping drunk routine. The finale has everybody singing *Minnie the Moocher*, led by an energetic colored lass, and then Olsen and Johnson get on their train again and the house can settle back into sanity.

It doesn't sound like an awful lot—but it's plenty. It's interspersed with excellent singing and dancing, and with music from Blake that makes almost any other band sound like a stray breeze rustling a field of buttercups.

Maybe the whole thing isn't dignified enough for Palace tradition, but it's drawing in the customers and that's all that counts. It's a beautiful day, but none the less the house was more than a third full at the start of the first show and more than three-quarters full at the end of it. The picture, *American Madness*, may have something to do with the draw, but not everything by a long shot.

EUGENE BURR.

Earle, Philadelphia

(Reviewed Friday Afternoon, August 19)

Trade at the Earle at the first show today indicated a slight drop from last week, tho the attendance was by no means bad. Show is another well-balanced affair, with Bert Lytell headlining in a presentation of *The Valiant*.

The audience voiced its approval of this unusually serious offering and gave a great ovation to Lytell. The familiar skit concerns a condemned murderer who determines to go to the chair without revealing his identity. The playlet has a strong emotional scene when the sister of the man visits him in the warden's office and tried to break down his stubborn denial. He dismisses her with

a "fake" story of her brother's death on the battlefield and goes to his fate without having brought disgrace and pain to his family. After the skit, Lytell appeared before the curtain and told of a real life version of the story which he had encountered as a newspaperman in the West.

Opening spot at the first show was given to Ida May Sparrow and her colorful offering, *Dance Olympics*, a novel dance attraction. For the second show, the act was given closing spot, trading with the Wigand Troupe, a good acrobatic balancing and tumbling act, presented by a team of four, three men and a woman.

Leon Navarra easily won the second honors of the bill with his piano playing. Tho his intimate chatter at the beginning of the act was lost in the big theater, the audience soon warmed to his manipulation of the ivories. He mixed classics and jazz with good effect and performed some keyboard acrobatics in the manner of Chico Marx and was called out for an encore, giving a mirthful impression of a nickelodeon pianist of the old movie days. His act stopped the show and he was obliged to explain that he had exceeded his time before he was permitted to go on.

Ray Hughes, aided by "Pam," an attractive blond partner, had a difficult time in following Navarra's popular act, but soon got the audience on its side. Hughes' comedy falls and nut clowning went over well, while Pam helped out with a torch song in the approved mode.

A novel act of the "hill-billy" type, "The Radio Rubes," also overcame a slow start to get a real hand at the finish. This quartet of "rube" comic musicians gave the audience some old-fashioned tunes with the aid of guitars, harmonicas, a Jew's-harp and a member of the quartet who had a whole repertoire of sound effects—from railroad trains to barnyard noises—in his vocal cords.

Betty and Jerry Browne preceded the feature act with some amusing chatter, Betty playing the "dumb-dora" stooge with the wrong answers. They are an attractive couple and their comedy is of the easy, likable variety. Their delivery, however, is just a little light for a house the size of the Earle.

After Lytell's offering, Glenn and Jenkins presented their popular black-face "white-wings" skit with some good comedy in the Moran and Mack and McIntyre and Heath mold, with some good shuffling and "coon-shouting" for good measure. The Wigands closed the show, to reopen the second stage program in the number one spot.

As in the case of several shows recently, the show needed better timing. There has been a genuine effort here to give the patron plenty for his money, with a full three-hour performance. At times, however, the shaving of a few minutes here and there would seem to result in a speedier show.

H. MURDOCK.

E. F. Albee, Cincinnati

(Reviewed Saturday Afternoon, Aug. 20)

If the Albee regulars had any faith in RKO and its Greater Show Season, they probably lost it after looking at the layout on tap here this week. Fanchon & Marco's *Star Night* Idea is the stage fare, and it's the weakest thing to trample the Albee boards since F. & M. moved in two months ago. Betty Compson is the feature of the show and, as has been the case with most movie artists to appear here in the past, does very little, and that none too well. *Star Night* is paced like a turtle race, lacks any semblance of honest-to-goodness comedy and even gets by without a girl ensemble, which is no little part of any F. & M. unit. After viewing last week's excellent bill, the Albee regulars are wondering if RKO isn't kidding a bit with that Greater Show Season ballyhoo.

Locale for the entire idea is supposed to be the Coconut Grove night club, Los Angeles, on movie star night. The whole show is nothing more than a series of impersonations of famous movie names by various individuals. Some of the takeoffs are good, some are bad, with none much better than average. Jack Sprigg and his pit boys desert their usual domain this week to aid in furnishing the usual night club atmosphere and music.

Things start off with an emcee introducing Betty Compson, who, after the usual "glad to be here," invites the audience to attend the "star night" party. Dorothy June is brought on here, and contributes a pleasing acrobatic tap routine to favorable results. Julian Paul follows with an impersonation of Charlie Chaplin. It's fair stuff and he took a warm hand. Anna Chang, as Anna Mae

Wong, sings two numbers effectively and in good voice. Bowed to a good hand.

Miss Compson comes on here to introduce Clarence Moore and his police dog, Lobo II. The act, which was rushed in here on short notice to fill a gap, is probably the best thing in the idea. Moore puts the canine thru an interesting routine, including new tricks and old, and the two marched off to a sound mitt.

Paul Jones is introduced as Robert Montgomery and runs thru a brief, but interesting bit of trick roller skating. Went over okeh. Miss Compson comes on here to indulge in the old stuff of leading the orchestra. She follows with a bit of fiddling, and winds up by waltzing with a partner. All lame stuff.

Danny Beck, doing a Harry Langdon, indulges in a solree of plain and fancy trap drumming, in which he beats a tattoo on everything in sight. The act is almost an exact duplicate of that presented here several months ago by Jack Powell with the first F. & M. unit to play this house. Beck took the biggest hand of the afternoon with his work.

Consuela Gonzales, as Lupe Velez, sings several Spanish ditties in a lusty voice. Her Spanish dramatics and gestures won her a solid hand. Steve Savage follows with a takeoff on Joe E. Brown. Does a drunk bit that is mildly funny, and winds up with a snake hip dance to fair results.

Betty Compson winds up the proceedings with an impersonation of Marlene Dietrich, astride a chair, singing *Falling in Love*. The very same impression has been done here within the last few months by Mitzl Green, the Janney lad and the Three Brox Sisters, so, needless to say, the Compson version garnered little results.

BILL SACHS.

Palace, Chicago

(Reviewed Saturday Afternoon, Aug. 20)

Russ Columbo, radio's Romeo of song, is the stellar attraction this week, and hold-on business has been prevalent. Vaudeville portion of the bill runs only a little more than an hour, due, probably, to five shows being done today, instead of the usual four.

The Three Cossacks open. Here is a roller-skating trio very much out of the ordinary. Attired in white silk costumes, they do all their stunts on a small platform raised about three feet from the floor. An excellent routine of difficult twists, Russian steps, twirls and one-leg spins are gone thru and their finish brought them a big hand.

Fred Sanborn, assisted by Judson Cole, held deuce spot. Cole opens with a bit of comedy magic and is interrupted by Sanborn, who with his comic makeup and pantomime got the audience from the start. They liked his brand of fooling and appreciated his mallet work on the xylophone. Fred does not speak a word and his pantomime work is sheer artistry. Went over very well.

Jane and Katherine Lee, known as *The Thanhouser Kids* way back when the movies were young, have a different act than on their last appearance in Chicago. The girls are clever and talented, but their material seems to just miss. Opening with a special song, Jane then told some jokes which got a smattering of laughs. She then sings *I Learned That Myself* and then both girls, accompanying themselves on guitars, sang *All God's Chillun Got Wings*. Bringing two small chairs to the footlights, they sang *Oh, That Kiss*, with comedy antics by Jane, who works very much like Charlotte Greenwood did in bygone years. Both did a dance, which sent them off to a fair hand.

"Sunkist" Eddie Nelson, next to closing, enters as usual on the small bicycle. Goes into some comedy songs and brings on a comely, unbilled young lady, who does a hula to the tune of Eddie's ukulele. This got a good hand. After a number on a bell-ringing instrument, he brought forth his elongated cornet and between numbers on it, some comedy talk between and a number on the snare drum he managed to ring up a hit. Off to loud applause and had to encore with a short dance and speech.

Russ Columbo and Band (13) closed. A few strains of Columbo's theme song *You Call It Madness, I Call It Love*, opened the curtains. As *You Desire Me* was then sung by Russ, who works before the microphone in center stage with loudspeakers on each side. The next was announced as *Between the Devil and the NBC*, which tag was used last week by another act. This featured the band of which the brasses should be toned down both on this and the *St. Louis Blues*, played later on. A medley composed of *It Was So Beautiful*

My Mom and *If You Were Only Mine* was then sung by Columbo, working in a magenta spot with the stage in blue. This garnered a big hand. *St. Louis Blues* was next and featured various members of the band. The brasses were deafening. *Paradise* was the last number sung by Columbo amidst a background of muted instruments with a slow curtain and dimmed lights as the final notes of the song died away. A good piece of showmanship, and Columbo was off for the biggest hit of the bill.

F. LANGDON MORGAN.

Main Street, Kansas City

(Reviewed Saturday Afternoon, Aug. 20)

The Desert Song, Romberg's melodious operetta, cut to 90 minutes, is the current stage attraction and is the second Fanchon & Marco unit this month.

Perry Askam stars in the leading role of the Red Shadow, and the charming prima donna, Tanzl, in the role of Margot. Other principals are Earl Askam, Nennette Vallon, Charles Boyle, Sylvia Shore, John Merkyl, John Wagner, Kenneth Rawley, Robert McCoy and Cordelia Laventhal. Cecil Stewart is musical director and conductor of the orchestra. A mixed chorus of 40 completes the cast.

The settings and wardrobe are as elaborate as the original production and the voices and talent of the players compare favorably with the original, with few exceptions. Perry Askam stopped the show twice, once with *The Desert Song* and again with *One Alone*. The Riff chorus drew thunderous applause following the first offering of the Riff riding song, as did Earl Askam's song number.

The comedy team, Charles Boyle and Sylvia Shore, handled their end marvelously, and likewise were loudly applauded. The unit is scheduled to break all attendance records, and if this is indicative of what the patrons will be offered during the RKO Greater Show Season, this house is in for a banner year. On the screen is *The Roar of the Dragon*, featuring Richard Dix and Gwili Andre. GREGG WELLINGHOFF.

Orpheum, New York

(Reviewed Wednesday Evening, Aug. 17)

Shows at this Loew nabe house are put on in an old-timey fashion. This half's show is particularly symbolic of the "good old days." Layout comprises a bike novelty, harmony singing male team, comedy sketch, comedy, singing and dancing mixed team and a band closer. A bill such as this doesn't usually click nowadays, but the audiences here appear to be years behind in their ideas of what vaude should be.

The show tonight registered well all the way, but it ran slow and long. Running time was 81 minutes. Was a natural thing for laughs to go over as they did because the audience was ready to laugh at anything after viewing that grotesque MGM film, *Freaks*. Latter resulted in good business, with the lower floor nearly full tonight.

W. E. Ritchie and his girl assist did a neat job of the opening position with his comedy bike novelty. He's given it some new touches and added to the effectiveness of the turn. There are a flock of laughs besides some skillful riding by Ritchie and the girl.

O'Brien and Hewitt followed to bat out a cycle of pop and special harmony songs. Get their stuff over all right, but it's kind of passe entertainment. Hewitt's the best singer of the two, evidenced by his good tenor solo, while O'Brien's forte is handling the specials. Got a good hand.

Nat (Chick) Haines and Company brought on their comedy full-stager to chalk up a good laugh and applause score. Still the same old act, chock-full of situations. Plenty good yet, but the juve leads let down the effectiveness by their weak handling. Haines continues to get the most out of the material.

Louise Groody, with Eddie Allen and an unbilled male pianist, did very well in the next-to-shut frame. It's a revival for them as they worked together before. Miss Groody still has a charming personality and delightful talent, while Allen lends plenty assist in a comedy vein. Only thing, tho, they need to pep up the opening minutes to conform more to the tail end.

Joe Fejer and his International Orchestra, nine pieces, with specialties from Lelane Rivera and Towne and Knott, closed with their class flash. Always tuneless and sweet music from Fejer's string outfits, while neat specialties are contributed by the soprano-voiced Miss Rivera and the graceful dancers. Got nice applause coming and going.

SIDNEY HARRIS.

State-Lake, Chicago

(Reviewed Saturday Afternoon, Aug. 20)

State-Lake is offering a much better bill this week than last, with Huber, magician, and Jordan and Woods, radio-hooligans, as the headliners. Full house and a waiting line in the lobby at first show. Evidently the ventilation system of the house was not working, for the air was terrible and there seemed to be no circulation, a condition that is bound to react unfavorably upon the public.

Capps Brothers and Sisters, dancing act, opened. They offer several entertaining routines, including taps, splits, skating number, acrobatic, etc., and the kid sister member does a whistling and dance number that scores. Fast finish and off to a big mitt.

Gaston Palmer, juggler with a decided French accent, started slowly, but soon had the audience interested in his work, which includes both straight and comedy juggling. He has developed some clever angles to old tricks and puts them over to the accompaniment of bright chatter, earning a generous share of applause.

Murray Lane and his Rascals, in the trey spot, also registered strong with the Saturday mob. Eight boys, one a colored dwarf, all in Bowery togs. One plays accordion and the others harmonicas, while Lane directs. The boys get a lot of harmony from the mouth organs, a symphonic offering being especially good. Comedy indulged in by the leader and some of the boys is crude, but registered and the act was given a heavy hand.

Henry J. Kelly undoubtedly would go great as a straight vocal act, as he revealed a rich tenor voice when he sang *My Wild Irish Rose* offstage before his initial appearance. Comes on in burlesque Spanish costume and does a clever routine of comedy, song and chatter all with a Spanish motif. Has an attractive girl assistant who offers a couple of dancing numbers. Got a great hand when he sang for a finish *It Happened in Old Monterey*.

Raymond Wilbert, golf expert, demonstrates his skill, interspersing his work with comedy, using an attractive blonde as an excellent foil, and scoring handsily.

Biggest hand of the afternoon was earned by Charlie Jordan and Johnny Woods, the "radiohooligans," who cleverly parodied some of the leading radio programs of the day. These young men, who not so long ago appeared at the Palace, are clever mimics and put their stuff over smoothly. A laugh all the way.

Huber, magician, closed the bill. With four girl assistants he presented an extremely entertaining routine. Materializations, card tricks, vanishes and sundry other baffling stunts were done deftly and with seeming ease that put the act over in a big way.

Screen fare is *American Madness*, moved over from the Palace.

NAT GREEN.

Academy, New York

(Reviewed Wednesday Evening, Aug. 17)

This house gets RKO vaudeville August 27. In the meantime, the Skourases booked Texas Guinan for this half and NTG for next week. It's a wild attempt to chisel down the flesh budget, and catch an extra bit of transient trade before the house settles down to building up a family patronage with RKO vaude. It's a bold idea to turn to burlesque for a couple of weeks and then attempt to get family trade for permanent support. For the moment, it's a clever move and will help lower the red ink figures; but, in the long run, this unsettled policy will ruin the house. Either the house will definitely appeal to family trade and thus pick up the old Jefferson Theater vaude patronage, or it will aim for transient trade and become half-baked opposition to the Irving Place burlesque. We think the family trade is more permanent and profitable.

The Guinan show ran 74 minutes and supported the non-draw film, *Monte Blue in The Stoker*. To put it briefly and get it over with, the show was terrible. It was slow and dragged out, the comedy was anemic and old, the talent was weak and production effort was nil. On top of that, it was dirty. Not dirty and funny, which is excusable; but dirty and dull. The comedy material was as old as Joe Miller's joke book, and the delivery was equal to the material. The whole affair simmered down to unfunny gags, aggravating appeals for applause, and a generous display of female mid-sections.

Sister Almee Guinan distributed the clappers in her own raucous manner

and insisted that the audience applaud every other minute. This the customers did with anticipation and hope, but after a while sat on their hands and waited for the worst. There was plenty of noise and music and nudity, but the performers seemed to be having a better time than the audience. After the first flash of navel, the show had nothing else to offer.

Guinan officiated, as usual. She is vibrant and colorful, but hasn't got the show to back her. An ensemble of 14 girls do three numbers, and specialists include Ralph Cookie, who is a swell eccentric dancer, but a weak comedian; Kitty O'Reilly, pleasant song-and-dancer; Alexander, young hooper, who shows plenty of promise; Ann Kazan, cute and versatile midget; Gracie Kimmel, song-and-dancer; Louise, dancer; Yvonne, pleasant singer. Others, whose names were impossible to catch, are a stout comedian; a blonde, who does the now conventional fan dance, and a tenor with an ineffective voice.

Staged with more care, the comedy cleaned up and stronger specialties brought in, this show might have a chance. As it is now, it is unsuitable for vaudeville.

PAUL DENIS.

Grand Opera House, N. Y.

(Reviewed Wednesday Evening, Aug. 17)

There's a lot of good stuff in this bill, and at the top price of 35 cents it represents a first-class buy. Altho no real socks were recorded, all the acts with the exception of one received swell send-offs. The addition of a good female vocalizer would have rounded out the program to perfection, even considering the one weak sister on the bill. The layout's running time was just 60 minutes for the five acts, with biz almost capacity. James Cagney in *Winner Take All* (WB) was the feature picture.

Franklin and Royce opened with their exhibition shooting turn. This lad Franklin had the crowd constantly rooting for his plain and fancy marksmanship. Close, having Franklin shooting bells, which resulted in some tune, had enough color to earn the team a round of applause unusual for an opener.

Kraft and LaMont deuced with their gags and comedy hoofing. Kraft's stooge comedy was definitely not liked by this crowd, and the only thing that saved the day for the team was the hoofing ability of the gal. The gags were all flat, but the team managed to save their faces on the strength of their song and dance close which brought a mite of applause.

Jack La Veir and Company, the company being a lass who brings a chair on and then is no more, were on third. La Veir's comedy stunts on the trapeze had the crowd in stitches and the rocking chair close earned him almost a show-stop.

Pease and Nelson and Company were next to closing. These two songwriters came on unrecognized, but after one or two of their old-time hits were listened to, the crowd was so much jelly in the team's hands. Act is slowed up a bit by the tableaux. Team scored what almost could be considered a show-stop, and deservedly so.

Russ and Raye Revue closed. This flash, consisting of six gals and one lad, has a load of singing and dancing talent. Russ and Raye themselves were excellent and received grand support from the singing trio and the remarkable pair of gals who do an adagio dance. The latter two scored a solid round of applause. Act scored a good sock as a whole.

JACK MEHLER.

Loew's Paradise, Bronx

(Reviewed Friday Evening, August 19)

Broadway has invaded the Bronx this week, with Loew putting on at its Paradise the biggest stage show, from the standpoint of "names" and budget, ever to play a nabe house. The show consists of Phil Baker, Bert Lahr, Morton Downey, Hannah Williams and Veloz and Yolanda, whose total salaries figure at about \$13,500, even tho press notices state it's \$15,000. Certainly a heavy nut for a house to labor under, but if tonight's business was an indication of how the box office will do the rest of the week, then the house is going to hang up a record.

One thing about Loew, it takes a gamble, but proceeds in a fashion to offset the long odds. This house took full advantage of the "name" array, plastering the entire Bronx with 24 sheets, billing the house's exterior like a circus, and taking additional advertising space in dailies. The result was gratifying. Tonight's business was tremendous — standees all over the house and waiters

inside and outside the lobby. Playing five shows on Saturday and Sunday and four the rest of the week.

However, the layout is not as entertaining as one would expect from lamping such "names." It only runs 59 minutes, with the screen feature, *Skyscraper Souls*, filling out the program. Still it's tough to judge a show before a capacity audience, which is always unruly because of a steady clamor for seats. Besides, tonight's show was marred by the absence of Hannah Williams, due to illness, and the substitution of her sister, Dorothy, did not meet the favor of the audience. The show is drawn out by the performers coming on and off for numbers, and Baker, who is m. c., and Lahr working gags all the way.

Veloz and Yolanda, dancers from *Hot Cha*, open the show after preliminaries from Baker. They're on for five minutes in a gracefully and skillfully executed ballroom waltz. Would have been a whole lot better if the pit accompaniment could have been heard in the rear.

Baker and Lahr follow with familiar hoking, the Nussbaum Soup radio broadcast which Lahr did recently at the New York Paramount. Take up only three minutes and serve sufficient laughs.

Hannah Williams was supposed to have been in this spot, but illness prevented her showing. Her sister, who happened to be at the house, was shoved in to pinch-hit, but there was deception to this as Baker introduced her as Hannah. However, the audience was soon to find out, when the kid couldn't make herself heard and the customers impolitely scared her off the stage by handing out a razz. Baker skillfully filled the breach by explaining the whole thing.

Veloz and Yolanda repeat again to score a big hand. They are certainly a grand dance team and make their work mean all the more when applying it to such a routine as this Spanish number.

Morton Downey, following some more clowning between Baker and Lahr, at last injects a sock into the show. This sweet and high-voiced warbler certainly can get an audience. Sings a brace of numbers and had to oblige with an encore after hanging up a show-stop. Promised he'd be back.

Lahr finally gets his own spot for the purpose of serving his aged cop act. Does a pretty good laugh job, but the audience wasn't so enthusiastic about it.

Again the show picks up, tho, when Baker and his audience stooge, Humphrey Muldowney, takes the stage to hand out their avalanche of nifties served in a most effective style. Plenty to laugh at when these two get together, and the audience rewarded them with a prolonged mitting.

Show rightly closes with Downey coming back to keep his word about singing another song. Indeed a treat because he chooses a most delightful number, *Irish Lullaby*. Baker is on with him to provide accordion accompaniment.

SIDNEY HARRIS.

Loew's State, New York

(Reviewed Saturday Afternoon, Aug. 20)

Not a bad show for the State this week, but like the others that play this house it runs along in so-so fashion up until the closing minutes, when it appears to have a reawakening and manages to get over with a bang. Of course, the bang finish is assured when you have such a noteworthy act as Borrah Minevitch in the bye-bye frame. Rest of the way the turns do all right, pleasing but never reaching the enthusiastic stage. The six acts total an 84-minute running time. Screen feature is *Skyscraper Souls*. Business at this first show opening day was, as usual, very small at the outset, but picking up by the time of the second screen showing.

Happy Harrison's Circus does well in opening. Offers effective dog and pony bits, with a mixed team pacing, but the punch of the act is saved for the finish when three plants try to board an ornery mule.

Yvette Rugel occupies the deuce spot for 12 minutes, during which time she sings three numbers. Still has that beautiful soprano voice of wide range and quality, but her appearance is falling off. Uses two well-chosen pop tunes, and tops her act off with excellent handling of the Jewish melody *Eili, Eili*. Fared nicely.

Eddie Hanley follows with his same old comedy act which he inherited from Ben Blue. Act is a spotty one, but on the whole gets over. Hanley works hard and nicely and gets swell support from two stooges, one a corking yodeler, and Peggy Gallimore. Left to an okeh reception.

Harrison and Fisher's flash showed up like a diamond in this bill. Here's a truly class turn, with the skippers artistically handling beautifully conceived dance routines. Their capability is furthered by the act's tasteful production. Assist is given them by an unbilled girl, who does a nice rhythm solo and song special.

Buster West, aided by John West and Dorothy Van Alst, hoked the next-to-shut spot galore to pretty fair returns. They'd be a whole lot better off in ditching some of that mild chatter. Buster still shapes up as a most effective clown, socking as ever when he goes into eccentric hoofing. John helps well, as does Miss Van Alst.

Borrah Minevitch and his 11 Harmonica Rascals close this show as only they can. Laughs galore and tremendous applause. What an act this is, an absolutely finished product and one that will provide you with entertainment no matter how many times you have seen it. Minevitch leads the kids well, but you've got to hand it to those ragamuffins for their excellent harmonica music and their delightful clowning such as that contributed by the dwarf.

SIDNEY HARRIS.

DE LUXE SHOWS

Capitol, New York

(Reviewed Thursday Evening, August 18)

With high-budgeted shows, this house continues to mop up while other Broadway spots languish. Looks like another high gross this week, the first day doing capacity business. The cops had to be called out to control matinee crowds and all evening there was a lobby holdout. It's a double-barreled program with genuine b-o. appeal. *Speak Easily* (MGM), featuring Buster Keaton and Jimmie Durante heads the film end, and the stage show consists of Ben Bernie, Eddie Dowling, Rae Dooley, J. Fred Coots, Boswell Sisters, Art Jarrett, the De Marcos and George Prentice.

The show this week has to be doubly strong, as the near-by Roxy reopens in a blaze of publicity and the other houses are spending more dough for their shows. The bill runs in regular vaudeville style, Ben Bernie emceeing and giving it a nice continuity. His band works in the pit, switching to the stage to close the show. Aside from the heavy dose of names, the layout has two novelties, a Punch and Judy act and a tribute to the late Florenz Ziegfeld. The Punch and Judy turn of George Prentice, which is the same act that played the State recently billed as George Prize, was spotted early and did unusually well. A distinct novelty for a de luxe house, it drew plenty of laughs.

The tribute to Ziegfeld was the climax and gave the show an effective rounding out. Dowling reminisced and Jarrett and Bernie's bandsmen contributed numbers popularized in Ziegfeld shows. Dowling was also spotted at the opening and later with Rae Dooley. He gagged a bit and sang, getting over nicely, and then introduced J. Fred Coots, who sang a medley of his own songs. Prentice's Punch and Judy act came next, followed by the Boswell Sisters.

The Boswells did three numbers in their familiar trick harmony style and drew a big hand. They're playing a return date within three weeks here. The De Marcos came next and stopped the show with two dance numbers. They are polished and graceful and stand out easily.

Art Jarrett dragged down a heavy hand with three numbers. His voice seemed to waver at times, but this was easily covered by his excellent appearance and sex-appeal tones. Eddie Dowling then came on with his wife, Rae Dooley, and she drew continuous laughter with her impish kid impersonation.

Bernie and his band closed. They play several numbers well, with some of the boys stepping out for specialties, including Pat Kennedy, a pleasing tenor. Dowling was then brought on to conduct the Ziegfeld number. All in all, a strong show despite the fact that it was caught under adverse circumstances. The customers were rushing up and down the aisle for seats all during the show, and most of the talk was lost after the first few rows.

PAUL DENIS.

Roxy, New York

(Reviewed Saturday Afternoon, Aug. 20)

After being dark since June 30, this theater opened today to remarkable business. At the end of the first show, there

(See DE LUXE SHOWS on page 13)

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VAUDE NOTES

I. R. SAMUELS has incorporated and opened his office in the Palace Building, New York.

THE BARRYMORES, four-boy nut comedy turn, sponsored by Cunningham & Bennett, will open in the East in Baltimore September 13.

MINOR AND ROOT, dance team now appearing at the Hotel St. Moritz, New York, will do four movie shorts for Universal release.

When Fanchon & Marco's condensed version of "Desert Song" works for RKO for one week, starting this Friday, at the Mainstreet, Kansas City, RKO will have to pay for other than the cost of the 65-people show. Circuit will pay \$158.76 for railroad fares, and the theater itself will dig in for the hauling charges to and from the railroad station.

BOB EVANS, Frank Warner, Arthur Dunn and Carl Herman, all NVA members, are sick in the French Hospital, New York, and would appreciate hearing from friends.

LOEW has effected a tie-up with General Motors in which the tabloid *Rio Rita* will be exploited thru Buick autos in each city played.

JEROME MANN stayed around for a week on Broadway after an Atlantic City sojourn and left again to make a trip to Bermuda.

Kate Smith's "Swanee Music Revue" is quite an expensive show for vaude. The rotund songstress gets \$5,000 for herself, while Nat Brusloff and Orchestra, with Jack Miller, gets \$2,005. A heavy nut for a house like the Albee, Brooklyn, which plays the show week of September 3.

JANET FALK, Jack Klotz's protegee, made her radio debut last week on Station WRNY, New York. Her singing clicked and she was given a 15-minute program every Monday afternoon on the station.

NAN HALPERIN gave a party last Tuesday evening at her home in Kew Gardens, Long Island.

MURRAY COHEN, Steve Trilling's assistant at the Warner vaude booking office, will leave for the Coast this week. He's lined up a job with the circuit's film department.

MARY AND BOBBY, formerly with Lew Pollock in vaude, have been signed (See VAUDEVILLE NOTES on page 23)

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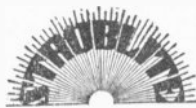
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DE LUXE SHOWS

(Continued from page 11)

was a lobby holdout of at least 500 people. The big business was due not so much to the reopening of the theater and the attendant ballyhoo as to the drawing power of Gaynor and Farrell in *The First Year* (Fox). No names are in the stage show, which marks a return to the original policy of the theater: spectacle shows without outstanding personalities. The audience was composed mostly of women and children, who applauded vigorously at the beautiful stage settings and movements and at the entrancing music of David Ross and the 70-piece orchestra.

The house reopened successfully, the generous response of the first audience proving that this house's best stage bets are spectacle shows, which automatically set the theater in a class without competition and which take fullest advantage of the size, facilities and atmosphere of the house. Under Frank Cambria's direction, the theater is again definitely out for a class patronage. This is sensible, as the regular vaude patronage is more than taken care of by the other Broadway flesh houses.

If Spyros Skouras and Frank Cambria set out to make the opening show distinctive, they succeeded. The stage show is nicely arranged and blended with the film program, making each number stand out by contrast. The opening is appropriate. It is a "greeting bouquet" number done by the ballet, the Roxyettes. Vivian Fay, singing ensemble and Beatrice Berenson. While they form beautiful flower formations, an invisible voice greets the audience and promises "something of beauty" each week. A fine opening that sets the mood for the show.

Then comes the overture, *Scheherazade*, rendered excellently by the pit orchestra on the elevated platform, with David Ross conducting vividly. The orchestra got a terrific hand. Fox Movietone News-reel and then the stage show proper. Arturo Imparato, basso, backed by the singing ensemble, does the prolog to Boito's *Mefistofele*, a colorful and effective opening. A novel Roxyette number follows. Devised by Russell Markert, it has the girls in tights and going thru rhythmic movements with arms and legs. Drew a big hand.

A Mickey Mouse film then follows, breaking the stage show in half. Then comes the Bicentennial Fantasy number, which runs a half hour and is the backbone of the show. It is both timely and well staged. In a colonial mansion interior, the singing ensemble, the Roxyettes, the ballet and soloists all blend into a harmonious and pretty number. The singing ensemble is good as usual, with Joseph Griffen, tenor, and Beatrice Berenson, soprano, doing a charming duet of popular tunes. The ballet is well trained and executes the difficult routines with precision, and the Roxyettes are in usual fine form. Vivian Fay, recently in *Vanities*, is the new ballerina and she is graceful. Fortunello and Cirillino did their familiar acrobatic panto clowning and drew an individual hand.

The finale is clever, having the girls do military marching while the orchestra played patriotic tunes and a background insert showed George Washington (impersonated by Ellsworth Woods) in a still pose.

Admission scale ranges from 35 cents week-day mornings to \$1.50 week-end lounge seats.

PAUL DENIS.

Paramount, New York

(Reviewed Friday Afternoon, August 19)

Maybe it's the reaction from the Talmadge-Jessel show last week. With Ed Lowry and Mitchell and Durant brought over from last week's show at the Brooklyn Paramount, and with Donald Novis, Marjorie White, Gary and Dixon and Karee, Noyes and LeBarron to help out, almost the entire 51-minute layout fell on a houseful of hand-sitting customers. The only exception came in the case of Mitchell and Durant, who wowed 'em with their hard-socking insanities, and deserved the show-stop that they got. The rest of the show failed to pack a great deal of punch, the only outstanding things in it being the adagio work of Karee, Noyes and LeBarron and the excellent routines of the ballet. The house was comfortably filled at the showing caught, the picture being *The Devil and the Deep*, with La Bankhead, Gary Cooper and Charles Laughton.

The stage offering was augmented by a nine-minute overture, excerpts from *Mignon*, that had a corps of girls on the stage doing a minuet, and Beatrice

Belkin singing the *Polonaise* without making it sound as tho she had any right to.

The stage show proper opened with the girls on in a lovely and intricate green, white and brown number that later served to introduce Ed Lowry, emcee. He worked hard thruout, but that's about as far as he got, his aggressive personality and not-too-young material failing to register conclusively. After a couple of pale gags he introduced Jean Gary and Lee Dixon, who did one number of nimble stepping. The lad's an amusing eccentric and the gal is pert, pretty and a good dancer. This show could have stood some more of them.

Further gags from Lowry were interrupted by the entrance of Marjorie White, late of *Hot-Cha*. The house seems to be setting itself for a succession of *Hot-Cha* dames, June McCloy having appeared here last week — and *Hot-Cha*, inexplicably enough, contained one of the worst collections of voices in first-line musical comedy. Miss White gagged a bit with Lowry and sang a couple of numbers, none of which meant a great deal.

Donald Novis had production behind him for his singing of *The Thrill Is Gone*, and the crowd gave him a lot more than his voice called for. He then sang *Trees* in front of the curtain, and followed it by *The Night That Love Was Born*, which also had production, the

ballet doing a graceful dance, and Karee, Noyes and LeBarron coming on for their excellent adagio work.

After Novis got thru with *The Daughter of Peggy O'Neill*, Mitchell and Durant came out for their usual sock act, and the customers rightfully loved it. Lowry then threw himself into fits rendering a Richman imitation and *The Sweetest Little Kid This Side of Heaven*, and got off his best session of patter in the show. As a finale, the chorus hot-chained in startlingly effective red costumes, while an unbilled gal did some superior torso-twisting on a huge champagne glass upstage. EUGENE BURR.



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NEW YORK, Aug. 20.—Joe Weber and Lew Fields are celebrating 50 years of partnership on the stage. A Weber and Fields Golden Jubilee Committee has been formed to conduct a celebration weeks of September 12 and 19, during which time Weber and Fields will be accorded honors by civic, political and fraternal organizations.

The celebration will be climaxed by a banquet September 25 in the Hotel Astor, in which a stage show directed by Gus Edwards will bring back memories of the old days. Leon J. Rubenstein is heading the committee, which includes Hon. F. D. Roosevelt, Hon. Sol Bloom, Mayor J. H. Moore, Hon. E. P. Mulrooney, Adolph Zukor, Lee Schubert, H. M. Warner, Frank Gillmore and William A. Brady.

Chevalier Tours Europe

PARIS, Aug. 13.—Pierre Sirota, booking agent, has completed arrangements to present Maurice Chevalier in a series of concerts at Berlin, Stockholm, Copenhagen, Oslo, Vienna, Budapest, Prague, Warsaw, Bucharest, Zurich, Rome and The Hague. The tour starts in September.

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RKO Execs Plot Tour

NEW YORK, Aug. 22.—The delayed cross-country inspection tour of RKO execs will start today when they leave on the 20th Century for Chicago. S. L. (Roxy) Rothafel will join the group, which comprises Harold B. Franklin, Martin Beck, Phil Reisman and Bob Sisk.

They will arrive in Chicago Tuesday in time to keep a luncheon appointment with Chicago employees. From there they will head for Los Angeles, making a stopoff in Kansas City between trains. On their return, however, they will visit Omaha, Denver, Salt Lake City, Seattle, Portland, San Francisco, Dallas, Cleveland and Cincinnati.

Models Form Union

CHICAGO, Aug. 20.—Artists' models, among whom there are a number of vaudeville artists, have formed a union and have been granted a charter by the American Federation of Labor. The organization is known as the Artists and Models' Union and, while primarily a girls' union, it will accept membership of men models also. Object of the union is to standardize wages and also to protect models from irresponsible men and firms. Dolly Beck is president, Martha Beneke vice-president, Bernice Argast recording secretary and Josephine Palmer treasurer. These are temporary officers. Headquarters have been established at the Morrison Hotel.

Eddie Nelson in New Act

CLEVELAND, Aug. 20.—Eddie Nelson closed his first week on a new RKO contract at the Palace here yesterday. He came to Cleveland from the Coast with a new act billed as "The Sunkist Laugh Artist." Act opens with a ukulele in Eddie's hands and includes other musical skits. A Hawaiian dancer furnishes atmosphere, and the turn also includes a lot of clowning with the pit orchestra.

Cockrill Succeeds Gloub in S. L. C.

SALT LAKE CITY, Aug. 20.—B. D. Cockrill, formerly of Fort Wayne, Ind., arrived here last week to take up the management of the RKO-Orpheum Theater, succeeding Harry Gloub. Gloub has been appointed manager of the public relations department for Station KGYL, this city.

EQUITY PROPOSES

(Continued from page 3)

time the preliminary activities are completed the time will just be right for the bringing forth of the proposal.

Two hundred and fifty thousand dollars is given for the minimum sum necessary to start the ball rolling. This amount, considered in the light of the huge governmental expenditures for

other purposes, is but a drop in the bucket, and if the project is managed by capable hands Equity feels that in time the theater will become a self-supporting proposition.

Equity thinks that the American public is in the majority ignorant of the fact that this nation is about the only country in the world that does not support a national theater. France long ago took the lead in financing the production of classic plays, and the theaters of Russia have received the support of the Czar and since then of the Soviet regime. It is pointed out that Germany supports two national theaters besides contributing a small portion to the upkeep of municipal theaters. All these in addition to the large subsidies which go regularly to the permanent opera companies which are as a rule national institutions.

Equity proposes to inform the general public of what is considered in theatrical circles as a sad state of affairs, and to attempt by this means to arouse in the public a spirit of national competition in the production of plays.

Equity's proposal made in an editorial appearing in the monthly magazine, suggesting that responsible managers apply to the Federal Reserve System to extend credit for the production of shows, will be taken up by L. Lawrence Weber at the next meeting of the board of directors of the League of New York Theaters, of which he is a member. Weber declared that while he thought the Board would not consider the petitions of individual producers he believed that it would give some consideration to an organization representing established producing managers.

FOOD AND FOOD

(Continued from page 3)

lowered somewhat to \$181,630 in July, which is considered mid-season for automobile lubricants.

Liggett & Myers Tobacco Company is the largest spender of money on the radio among the tobacco companies, with the American Tobacco Company next in line. Standard Brands, Inc., noses out General Mills and General Foods in point of radio time expenditure. Flour and cereals put out by General Mills have taken for the first six months of the year \$430,895 worth of network time. General Foods Corporation (including Maxwell House Coffee) spent the sum of \$319,837 for the first half of this year; Standard Brands, Inc. (including Chase & Sanborn), went for \$304,442, but including Fleischmann Yeast and Chase & Sanborn tea, passes General Mills with a total of \$495,482. Swift & Company make a spurge among the meat packers with a grand total for the six-month period of \$606,681.

Pepsodent, sponsors of Amos 'n Andy and "The Rise of the Goldbergs," are paying at the rate of \$987,668 for the six-month period, while Liggett & Myers Tobacco Company lead the field with a six month's total of \$1,125,220, a record for an individual organization. Chief

product is Chesterfield cigarettes. American Tobacco Company plugging Lucky Strikes spent \$1,107,238 for the half year. None of the above figures include individual station time that may have been bought, aside from that of the NBC and CBS networks, nor some electrical transcriptions on individual stations. Talent, of course, is not included, merely sums spent for time.

LOW GATE

(Continued from page 3)

Michigan State Fair the only source of entertainment in Detroit on that day.

Tuesday, Children's Day, will be noted for several major children's events. "Seckatary" Hawkins' Club is putting on a special program Tuesday morning for youngsters. This is sponsored by Detroit newspapers. In the afternoon a "Mutt Show" is being put on thru co-operation of Michigan Humane Society and The Detroit Free Press.

Wednesday will be Governor and War Veterans' Day, which promises to be outstanding. Thru co-operation of American Legion, Veterans of Foreign Wars, Disabled American Veterans, United Spanish War Veterans and Grand Army of the Republic, the State fair is sponsoring a State-wide drum and bugle corps contest. In addition to this the "Girl of Michigan" will be selected Wednesday night. This contest is being fostered by 75 theaters.

Thursday will be Detroit and Farmers' Day. Friday will be Canadian Day, with several features of interest to people across the river. Saturday, known as Fraternal Day, will be climaxed by another automobile race for Michigan's champion driver. Space reservations have been coming in rapidly.

HEALY-SHUBERT

(Continued from page 3)

gust 6 to 12, and one from Loew for the State, where he closed Friday night. Shuberts immediately dispatched letters to both circuits in which they threatened suit.

Healy's attorney then brought the contract before Equity, which, he claimed, said it was not legal and, secondly, was never brought there for approval as was the rule. According to Ginsburg, the contract lacked a starting date of the show as well as mutuality. He also claimed that Major Donovan did not think it was any good and advised him to go ahead with his vaude plans.

When the matter came before RKO, which has Healy booked for the Palaces in Cleveland and Chicago, August 27 and September 3, the legal department wanted a \$50,000 bond in the event of a lawsuit. However, this was waived by Martin Beck, circuit's vaude managing director, who said he would play Healy and the Shuberts could sue if they wanted to.

As a result of this dispute, Healy claims he is thru with the Shuberts. This is the second time he has called it quits with the legit firm, the other time following litigation he had over royalties for vaude appearances.

CONEY GOING

(Continued from page 3)

ment locations will no doubt decorate in patriotic array.

CHICAGO, Aug. 22.—Riverview and White City, on the last lap of the 1932 season, are making merry with their annual mardi gras. Both parks are attracting large crowds and, while spending is lighter than in other years, attractions are getting excellent play.

At Riverview a picturesque parade of gayly decorated floats, grotesque figures and boys and girls in costumes of all sorts takes place every night. Many floats used this year are new, others similar to those of last year. The midway is decorated with thousands of streamers overhead, giving grounds a holiday appearance.

After the parade nightly, boys and girls participating assemble on the stage of Woodland Theater and prizes are awarded for most beautiful and most grotesque costumes.

At White City an international congress of dare-devils is being presented, starting on Sunday and continuing to August 28. The Great Early will furnish thrills for the crowds by crashing thru a double board wall while riding a motorcycle at 60 miles an hour. Then there is to be a head-on collision between two autos, tumbling autos and a man leaping from an auto speeding at 60 miles an hour. Auto polo and auto push ball will furnish thrills.

During last week Bee Kyle, high diver, appeared daily, doing her spectacular fire dive.

Check on Gyp Drive Shows That Performers Must Have Courage

NEW YORK, Aug. 20.—A careful check just completed on the recent drive by the License Department and the District Attorney's Office on gyp booking conditions brings the conclusion that the performer's chances for satisfaction depend on the actual proof of his case and also on his persistency and courage in pushing it.

Out of a dozen cases in which the performer really agitated for his rights, there were five in which he was paid off. One other case is still in court after four postponements, one was thrown out of court, and one is in the lawyer's hands. In the remaining instances either the alleged gyps did a disappearing act or pleaded poverty and promised to fix things up when they dug up some dough.

Of the five cases that the performer was paid off, twice it was during court action. Sid S. Hall paid off \$25 to Irene Alleman Band, and Edgar Allen paid off \$50 to Greta and David Sodelle. Harry Kilby is now paying off a judgment for \$468.77 to Joveta Cassidy and Irene Pash-

kova. Twice bookers paid off after the act had complained to the District Attorney's Office. Abe Feinberg paid \$50 to the Gwen Nottage Revue last January after the act claimed it laid the money on the line for a week's work and never got the booking. The Dows voluntarily paid off acts that had gotten rubber checks from the Myrtle Theater, Brooklyn, which the Dows had been booking at the time.

One case is still in court, the License Department against Sidney Rheingold. After four postponements secured by Rheingold's high-priced lawyers, the court has given Rheingold until September 15 to get a license. One case was thrown out of court. Frank Viola haled Edgar Allen into Magistrate's Court on a \$150 charge, but the court dismissed the case as belonging to the Municipal Court. One other case is still in the hands of lawyers, Meta Bernard's breach of contract action against William Rowland.

The Moss Sisters won a judgment for \$202.19 against Lawrence Leon, but are still trying to collect it. Other performers also lodged complaints against Leon. Lorette and Bert filed charges against Artie Pearce for \$261, but Pearce has been out of town and has not been reached by the District Attorney's office. Many other acts started suit against bookers, but when they found that the bookers were broke and could not pay off anyway, they dropped action.

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Empire's Houses Incomplete, But Will Be Set This Week

New developments continue to crop up with 16 stands reported signed—casting continues—latest surprise is a Minsky-Weinstock and Herk reconciliation

NEW YORK, Aug. 22.—So many developments are cropping up daily in regard to changes in the lineup of houses for the Empire Circuit that President I. H. Herk still refrains from announcing a complete list to comprise the wheel. Casting, however, and some bookings are going on, nevertheless, with some shows set to open on the 29th of the month, as previously announced in these columns. In addition to the Old Howard, Boston, and the Lyric, Bridgeport, New England territory is coming in for an old-fashioned deluge of burlesque. Towns certain to be on the Empire Wheel include Providence; Springfield and Worcester, Mass., as well as Hartford, Conn. As it shapes up now, there seems to be 16 towns definitely set, including Pittsburgh, which has just come into the fold; three stands in New York, one in Brooklyn, Philadelphia, Baltimore and Washington.

Another important development is the fact that the Minsky-Weinstock concern is willing to come into the Empire fold to the extent of having its Central and Apollo theaters, New York, play the wheel shows. It is understood that the A. B. Minsky-Raymond Galety near the Central on Broadway had preference on the wheel proposition, but that they did not object to the wheel shows going into the Central, as long as they themselves did not want them. Thus, the Werba, Brooklyn, will play stock, as in the case of the Republic, New York Minsky-Weinstock stand, and the Galety will continue its stock policy also. The Abe Minsky-Raymond Star, Brooklyn, will, of course, play the wheel shows.

Inasmuch as the Central and Apollo will not be ready for the wheel shows for a few weeks, these houses may continue stock for the first week or so of the Empire Circuit's operation.

Los Angeles Season Starts With 6 Spots

LOS ANGELES, Aug. 20.—With the opening of the fall and winter season burlesque is represented in six spots in Los Angeles—Majestic, Grand, Burbank, Star and Garter, Follies and Arcade.

Majestic and Grand shows are owned and produced by Sam Goldberg, with Jess Mack handling production details on the Majestic under Goldberg. Grand has a stock company of 25, with offering of one and one-half hours of burlesque and pictures. Majestic has no picture equipment and offers additional show of seven acts of vaudeville, booked by the Melkeljohn agency, to fill in time. Burlesque house has 50 people.

Star and Garter and Burbank on Main street play the same company, owned and produced by Harry Seber. Houses are directly opposite each other and the company of 40 bicycle from theater to theater, doing eight shows a day.

Dalton Bros.' Arcade and Follies theaters are the ace burlesque spots of the town, catering to lovers of better burlesque. At the Follies a company of 80 people present the show, with a company of 75 at the Arcade. Follies shows are produced by Joe Barnett, and Paul Locke is handling the Arcade productions. Both shows are new, fresh and vibrant with classy dance numbers and comedy bits.

RKO May Take a Whack At Burly Stock Up-State

NEW YORK, Aug. 20.—RKO may play burlesque in an Albany house, according to reports, following an inquiry from the Empire Circuit, which sounded it out on such a proposition. This gave the divisional manager an idea, with the result that the home office is considering putting in a burly stock company. Empire's proposition is said to have been turned down.

This will be RKO's first burly venture altho it has played dramatic stock in Albany at the Proctor Harmanus-Bleecker Hall and also in Providence.

Burlesque Review

Gaiety, New York

(Reviewed Friday Evening, August 19)

Freddy Clark has repeated with another excellent show, smoothly staged, colorful and entertaining thruout. Business continues good, unusually so, considering the hot weather. The house is still run in first-class style. The intermission concessioners are limited to soft drinks, ice cream and candy, with the long-winded bally on Parisian books and pictures not being missed in the least.

Cast has been the same in some spots for the last few weeks, out some of the comics and women principals have been changed here and there, also the vaude acts. Present lineup has Charles (Red) Marshall, Harry Stratton and Charles Fritcher as comics, the first and last mentioned being eccentric and the second Hebe. Murray Leonard is straight and character; Al Golden, straight, and Fred Bischof, juvenile. Women are Joan Lee, blonde; Jean Jordan, brunet; Peggy Reynolds, redhead; Dorothy Kellogg, making her burly debut, and Lillian Murray, recently returned east. In accordance with the staging of the show, the first three women mentioned are doing fast strips, with the ensemble filling in the intervals at times, while Miss Murray, coming on toward the close of the show, offered her inimitable showmanship tease to fine advantage. Barbara Terry continues as an attractive straight woman, and Sonia, new to the show, is the Oriental dancer, doing unusually clever work. The Four Monitors, male quartet, revealed marvelous voices and a credit to any show in which they might appear.

Opening the show is a gorgeous Western ballet, with the quartet as cowboys and the girls in similar garb, the four voices selling the layout immediately. Good lighting effects, as in the subsequent ballets, was in evidence, as was the fresh, costly wardrobe. An Oriental ballet that preceded one of the scenes utilized Sonia and, as in all big numbers, gorgeous costumes were on hand. Carol Gale, prim, sold the songs beautifully. The bridal number was done by Miss Gale and Bischof.

Scenes were numerous and funny. They included the booze tablets, by Golden, Stratton and Fritcher; bedroom blackout, with Golden and Leonard as the callers, Marshall the husband and Miss Terry the wife. Mind-reading bit was done by Joan Lee, with Golden and herself working from the stage and Fritcher from an upper box. Funniest one was the Oriental mystic scene, with Leonard as the Emir and mystic who produced the girls from the gazinka. Marshall and Fritcher also took part in this. Toward the close Miss Merry handled the enchanted wine bottle, a drink of which turned the men into pansies, with Messrs. Leonard, Marshall and Stratton going violet, until the cop took a drink, and the subsequent blackout. Closing was a swell minstrel number, with the ensemble also taking part on a terraced platform and the entire company of principals taking part as end men or part of the assembly, offering specialties and gags, while all hands thumped the tambourines in surprisingly good and rhythmic fashion.

Ensemble is still the best chorus of its kind in town, a clever, hard-working troupe which can really dance and pick up a routine quickly, which is an asset in stock, to say the least. Willie Criegler and his crew in the pit haven't fallen off with their overtures or accompaniments. SHAP.

L. A. Vice Squad Renews Fight Against Burlesquers

LOS ANGELES, Aug. 20.—Hostilities broke loose again Wednesday night between Captain D. Mac Jones, of the vice squad, and the burlesque houses, with the Jones squad swooping in and arresting eight performers at the Majestic at the conclusion of the last show.

Those arrested were Sylvia Burke, Nona Franklin, Billie Bird, strip girls, and Walter Owens, John Rader, Jack Kirkwood, comedians; Jess Mack, producer, and William Politzer, manager. All were charged with participating in an indecent performance, but were released on bail immediately after arrest.

Jones' frequent raids have been a boon to burlesque houses in the past, giving them a wealth of publicity in the dailies, but never a conviction.

Burly Briefs

MAX FIELDS is back in New York looking the picture of health and nattily attired.

DINAH DENNIS, the Lupe Velez of burlesque, who has just completed 18 weeks at the National Theater, Detroit, may open soon for Minsky-Weinstock at the Republic, New York.

BILLIE FENTON, soubret, who recently closed at the State-Congress, Chicago, will also join the Minsky-Weinstock organization.

JOE CATALANO, formerly treasurer of the old Mutual Wheel, is angling for a Kansas City house.

RITA MILLER is the new find at the State-Congress, Chicago. Her fame as a clever artist has reached the East.

ALICE GRETH, formerly of burlesque, has returned to her home in Glendora Villa, Chews, N. J., having recovered from a five months' illness. She will be glad to hear from friends.

SELMA PETERS and Frankie Rosoff, featured for many months at the Follies, Los Angeles, are now a sister act and are rated highly by Coast patrons.

JACQUES WILSON, featured talk woman at the Republic, New York, celebrated her birthday last week, with Evelyn Meyers throwing the party. Miss Wilson states that by advice of counsel she refuses to name which birthday it was.

TOOTS BRAUNER, fast-moving strip artist of the Avenue, Detroit, now on vacation, has flattering offers to come to New York for H. Kay Minsky.

ZONIA DUVALL, who played long engagements in New York last season, has returned to the metropolis.

DOTTY WAHL, young soubret of promise, has opened at the Haymarket, Chicago.

"Finders Keepers" Motto At the Central, New York

NEW YORK, Aug. 20.—A peculiar situation arose here this week when a burly straight man, who had canceled his engagement, returned for his wardrobe and found that the management simply refused to give it up.

It seems that Russell Trent and Lillian Murray (Mr. and Mrs. in private life) came into New York recently under a four-week contract to H. Kay Minsky-Joe Weinstock. Miss Murray opened at the Republic and Trent at the Central. Miss Murray played a week and asked to be relieved of her contract, which was okeh with the house. The following week she changed her mind about laying off and opened for A. B. Minsky-Raymonds at the Gaiety. When the opposition from the Republic and Central heard this they raised a howl and in the melee Trent, at the Central, was thru.

Arriving at the Central to pick up his wardrobe, he learned that it was being withheld, with no definite reason forthcoming. His attorney took the matter to court, the clothes keepers had it adjourned, and Trent will be in Boston at the Howard when the case is called again, still minus the wardrobe.

After Empress, Danbury, As Burlesque Emporium

DANBURY, Conn., Aug. 22.—A New York producer is interested in installing burlesque stock at a local theater this fall. The producer is interested in the Empress, now dark, but so far no advances have been made to the owners. Much local opposition is expected to the proposal when it is made public.

If the producer meets with failure in his efforts to establish burlesque in this city he is considering placing his show in the State Theater, Springdale, a suburb of Stamford.

Danbury has not had a burlesque show in more than 15 years. Efforts in the past to make the city a three-day stand on a wheel have resulted in vigorous opposition and failure.

The National, Detroit, Makes Some Changes

DETROIT, Aug. 20.—National Theater is the only burlesque house making changes currently. Boob Reid, comic, has returned here, and Harvey Curzon comes in as number producer, replacing Fred LaValle.

At the Avenue Toots Brawner, leading fem, has gone on a vacation in upper Canada, her place being taken for the time by Evelyn Atkinson, producer, who returns to appearances for the first time in years.

Joe Langs, former Mutual Circuit favorite, has taken an apartment in Detroit following a sojourn at Saranac Lake, N. Y., and is convalescing in fine shape here.

The Empress, Denver, Still Going Strong

DENVER, Aug. 22.—The Empress Theater, presenting burlesque under the direction of Nat Fields, continues to line up heavy money shows for the last several weeks. Burlesque has made a decided hit in Denver. Shows are changed weekly. A talking picture program is presented in conjunction with the stage show and admission is 20 and 30 cents.

There are 20 girls in the lineup. Hazel Walker and Tanya being among the strip specialists, and Joe Yule and Billy Mack among comedians who are meeting with fine reception, as is the rest of the cast. The show is well staged as to costumes, scenically and other essentials.

Placements

SCHUSTER BOOKING AGENCY, Chicago, Milt Schuster, manager.

Buffalo, Mayfair—Jerri McCauley and Danny Montgomer.

Detroit, Loop—Hal Rathbun, Charles LaFord, Irene Burke, Dot Renoir, Charles Schultz, Collette, and Paul Grey.

Denver, Empress—Drew and O'Dare. Chicago, State-Congress—Roberts and Estrid.

Chicago, Garrick—Paul Morokoff, Al Darr, Benny Moore and Bert Carr.

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Equity Passes New Ruling On Vaudeville Revue Tangle

Council defines vaude, and rules out all other shows seeking to come in under same category—Rudnick not affected—disobedient players liable to suspension

NEW YORK, Aug. 20.—Equity is taking a determined stand against any more encroachments by revue producers who by devious ways have gotten around the association's constitution and by-laws. Having twice been circumvented during the past weeks, owing to indefinite classification of the rules defining the difference between vaude and revues, the Executive Council met this week and passed a resolution which clearly classifies the difference between the two types of entertainment and leaves Equity members open to suspension should they violate the new regulation. The new ruling, which takes effect immediately, does not, however, affect the forthcoming *Folies Bergere*, which show is already trying out and was in rehearsal before the decision. Max Rudnick, the producer, claimed the players were signed on vaude contracts, and as such were not under Equity's jurisdiction. The new measure is particularly aimed against the recurrence of shows similar to Chamberlain Brown's *Scrap Book*, which succeeded in reversing the official decision classifying itself as a vaude show.

The resolution reads as follows: "Whereas, the character and nature of vaudeville, or variety performances have been recognized by long established practice, and from their inception such performances have consisted of a series of individual acts performed by one or more performers, whose material and accessories are not furnished by the person who assembles the bill, and who do not perform in any other act in the bill, these individual acts being changed weekly or oftener; and whereas it appears that producers are now putting on, or are about to put on, performances claiming the same to be vaudeville, but not conforming to vaudeville practice, being wholly or approximately in the nature of what is commonly known as a revue; and whereas performances in the nature of a revue are within the jurisdiction of Equity and in all cases members engaged in such performances should be engaged under the standard form of Equity contract with its attendant advantages and protection; now, therefore, be it resolved that all Equity members before making any contract to perform in any production other than straight vaudeville as above defined, shall first consult and receive the approval of Equity before signing such contracts. Our executives are hereby directed to temporarily suspend any member violating such rule and bring charges against such members. This rule shall take effect immediately."

Equity is particularly anxious to put a stop to these proposed "vaude" shows, feeling that if some protective measure is not put in the way of these opuses they may eventually succeed in battering down the association's barrier against Sunday performances. Vaude shows are being permitted to operate in New York on Sabbath, under the guise of concerts.

Ben Levey Is Decorated

NEW YORK, Aug. 20.—Bernard Levey, who has been identified as both a producer and p. a., is the first AEF veteran in New York to receive the Purple Heart Medal for Military Merit, issued thru an act of the last session of Congress, in commemoration of the George Washington Bicentennial. The Purple Heart was issued by General George Washington to men and officers of the Continental Army, and the medal today is being issued to vets who were decorated in service. Levey was in the aeronautical division in France and received the Croix de Guerre.

Paris 'American' Theater Fades

PARIS, Aug. 14.—For years the American colony has been promised an American theater on the Boulevard Raspail. At last the theater has been constructed, but instead of the promised American players and plays the new house will open with pictures.

Just a Suggestion

The actor's business is selling himself to his audience. Some actors are better salesmen than others because they are more proficient in their art. But both are salesmen. Art and nature have combined in some instances to make some players eminent in their profession. John Barrymore, for example, recognized as a great actor, is a super-salesman. The commodity he is selling so successfully is John Barrymore. Divest him of his roles and it is a safe gamble, if he took up selling, he would excel in a commercial line, whether it was shaving soap or gilt-edged bonds.

In a lesser degree the average man who has had the training the legitimate stage affords would succeed as a salesman. The absence of glamorous environment and stimulating applause, no doubt, would make the breaking-in a bit difficult, but the salaries or commissions or profits that are the reward of the commercial salesman are likewise stimulating.

Many a competent actor now in straitened circumstances by reason of darkened theaters might speedily solve his problem by transferring his talent and personality to salesmanship.

O'Neill Loses Court Costs

NEW YORK, Aug. 20.—Eugene O'Neill, who successfully defended himself against the charge of plagiarism brought by Miss George Lewys, who alleged that *Strange Interlude* was based on her play *The Temple of Pallas Athena*, was unsuccessful in his attempt to collect \$17,500 which the court ordered her to pay him when she lost her suit.

When examined as to her assets by O'Neill's counsel she declared that she was broke and defied the counsel to make her pay. This is the last case wherein a plaintiff charging plagiarism can avoid paying court costs in case he or she loses. Federal Judge John J. Woolsey has ordered all plaintiffs hereafter to deposit a bond covering such costs.

Blue Law for N. J. Town

PLEASANTVILLE, N. J., Aug. 20.—The town council passed a law here which prohibits the showing on Sundays of motion picture and vaude shows. They also put a ban on baseball games, football and other outdoor games. The penalty for the violation of this blue law is a fine of from \$1 to \$50, or 30 days in jail.

Shaw Play's English Premiere

LONDON, Aug. 7.—George Bernard Shaw's *Too Good To Be True* had its first English presentation at the Malvern Theater yesterday. The leading characters were excellently portrayed by Cedric Hardwicke, Ellen Pollock and Leonora Corbett. The play had none too good a press, and most people found it frankly boring in parts. Shaw was present at the premiere. *Too Good To Be True* comes to a London theater in September.



A. C. BLUMENTHAL, who besides being the new owner of the late Florenz Ziegfeld's production of "Show Boat," is the husband of Peggy Fears, a producer in her own right.

Nixon-Nirdlinger Again Himself in Philadelphia

PHILADELPHIA, Aug. 22.—Returning from a vacation abroad, Samuel F. Nixon-Nirdlinger, who operated Garrick, Broad and Erlanger theaters in Philadelphia last season for the Erlanger interests, but who will manage independently this year, announced several interesting attractions for the Garrick. Later in the season, it is probable that he will be interested in the operation of the Broad Street Theater also. So far the Erlanger Theater, mainly owned by the Stanley-Warner Company, has given no sign of fall activity.

Nirdlinger will open the Garrick September 12 with the Peggy Fears production of *Nona*, starring Lenore Ulric. It is believed that all of the six Fears productions planned for the fall will have their premieres in this theater. Among the plays expected from this new producer in the fall are *Saint Wench*, the John Colton play, with Helen Merken; *The Establishment of Madame Antonia*, with Judith Anderson, and a musical show by Jerome Kern and Oscar Hammerstein II. The Irish Players are also expected to play an engagement at the Garrick.

While definite dates are scarce, the Philadelphia early season will be more active than was first expected. The season opens tonight with *Flying Colors*, the Max Gordon-Howard Dietz revue, at the Forrest. After *Nona*, September 12, the American Theater Society provides the next scheduled attraction, *The Good Earth*, coming to the Chestnut September 19. Billy Rose will bring in his new revue a week later to the Metropolitan Opera House, which was established as a likely headquarters for large musical shows last season by George White's *Scandals*.

Cochran Writes Two Books

LONDON, Aug. 9.—Charles B. Cochran has written two more books. The first, under the title of *I'd Almost Forgotten*, is a further collection of his showman's memories which should prove as popular as its predecessor, *The Secrets of a Showman*. Hutchinson's will publish the book in the fall.

The other volume is of a different nature. It is to be called *Food for Thought* and will contain memories and musings about those delightful topics, food and drink. Cochran possesses an uncanny knowledge of cookery and wines.

New Farce for the Aldwych

LONDON, Aug. 7.—*Fifty-Fifty*, new English farce, is due for presentation September 5 at the Aldwych. Winifred Shotter, film and stage star, will be the leading woman.

McElravy Says Road Is Good

Memphis magnate sees revival of legit tours—sets dates far ahead

MEMPHIS, Tenn., Aug. 22.—The 1932-'33 season will be the greatest the road has known since the screen began to talk away legitimate customers in the outlands, according to Charles A. McElravy, whose years of experience in Southern show business and as manager of Ellis Auditorium have made him a sort of road-show oracle in the South.

Mr. McElravy points to remarkable box-office receipts enjoyed here last season by visiting attractions, all of which played to large audiences at the auditorium. Coming season will find many more shows willing to venture onto the road and many more spots ready to receive them, he believes.

Already the local municipal auditorium has booked shows as far ahead as March, something unheard of this long before the season's opening. It is rare for any attractions to be definitely offered before September, but arrangements have been completed for two and practically complete for a third legitimate show.

Eugene O'Neill's *Mourning Becomes Electra* has been set for January 13, 14 and 15. Walter Hampden will appear here in *Capponsachi* March 7 and 8. Earl Carroll's 1931 *Vanities* are set, but a date is yet to be selected.

Numerous other shows are being considered and McElravy believes that there will be a general improvement in business, not necessarily a boom, but a definite upturn such as to permit more stage presentations to clear a satisfactory profit on tour.

In many Southern cities absence of vaudeville will be a contributing factor, many of the spots being hungry for flesh attractions of any kind. Also there will be more money in circulation than for at least three seasons past. Shows will be better than those that have come out of New York for several seasons, and those reaching the South are certain to be good enough to draw heavily.

Billy Rose's *Crazy Quilt* drew \$11,500 in Memphis for a single night last season, and this was proof enough that the folks will come across with cash when they are sold on a production.

McElravy is keeping in closest touch with the situation and may make a trip to New York before the season opens for conferences with various booking agencies.

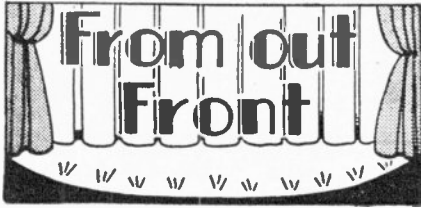
The subscription plan so successful here in past years will again be in vogue this season and is gradually being adopted in other Southern cities.

Blumey in Court Again

NEW YORK, Aug. 20.—A. C. Blumenthal, who is no slouch himself in going to court as a plaintiff, is going to be a defendant for a change. The Albert Company, a Philly investment company, has applied for a summary judgment against him for \$4,485, alleged to be due on an investment in the musical comedy *Girl Crazy*, which show was originally financed by Blumenthal. He having allowed the investment company, thru its president, to take a slice of the opus.

Slow-Motion Record?

LONDON, Aug. 9.—Linger a minute over one of the world's slow-motion marvels, Eugene Brookfield, who has been writing one musical comedy for 20 years, and hasn't finished bringing it up to date yet. He's just sold an old-world ballet to the Phoenix Theater.



By Eugene Burr

IF ALL the managerial howls about last season were laid end to end they'd drive you crazy. Last season, undoubtedly about the worst in modern stage history to hit a down-and-out street, pinched the managers until they made a drove of guinea pigs seem like a celestial choir. And yet, strangely enough, a checkup on the season shows that there were more new shows produced than the season before—not many more, it's true, but a few. The 1930-'31 season was in itself no heart's ease to a struggling impresario, but it wasn't as bad as the 12 months just ended.

A year ago this column predicted that there'd be fewer but better shows produced on Broadway. In view of the figures, there's nothing to do but reach for the nearest Murad and pretend to be interested in the scenery—and yet the general idea wasn't so bad after all. For the idea was that the public would support only a few shows, carefully picking those that it wanted to see and shunning the others completely. And that's precisely what did happen in spite of the increased production activity. The idea that there'd be fewer new shows was based only on the assumption that the managers would sense the public attitude and would therefore curtail their productions, picking only the better ones which would have a chance with a highly discriminating clientele.

HOWEVER, the idea that the public would carefully pick what it wanted to see and leave the rest to die fast and painless deaths was borne out in fact. Altho there were more productions, there were fewer hits, indicating that the public was getting choosier. Also, what hits there were ran on an average longer than the hits of the previous year, showing that if the customers did like a show they were willing to support it to the limit.

On the other hand, the plays that failed failed more emphatically. Where in 1930-'31 24 plays dropped in the first week, last year there were 37. Plays folding between the first and fifth week stand at 50 to 69. And shows dying in the fifth week last year were 13 against a previous 7. All in all, during the past season 119 shows closed with runs of five weeks or less, while in 1930-'31 there were only 81 in the same category. Of the total, 103 were dramas and 16 musical, and the 103 comprised 69 per cent of all the dramas produced. The previous season only 56 per cent folded in the first five weeks.

IT ALL goes to prove that theatergoers are getting far more discriminatory than in the past. That's only natural. When money was flowing like the Sutherland Sisters' hair, a mistake or two in picking shows didn't matter much. It merely meant an evening and a few dollars wasted. But now, when entertainment budgets are cut to rock bottom and only a certain number of shows may be seen, playgoers are picking them carefully. Thus a play that shapes up as a hit will get continued and thoughtful patronage—more of it even that it would have had in the days when theatergoing was haphazard. But the offerings that shape up as failures will get no one to go to them at all. Hence the many early closings. The great middle class of plays, which used to hang on just about long enough to get their production dough back, are again absent.

And it's only a question of the managers using their heads before the production quantity drops and the quality goes up. For once the managers realize these definite trends they'll curtail activities. It's obviously ridiculous to put on fairly good plays when the public will support only outstanding hits.

"Fringes" for Berlin

NEW YORK, Aug. 20.—*Fringes*, an unproduced play by Bernard Berzovici, an American, has been adapted by Rudolph Lothar and will be presented in Berlin early September. Play has been on the schedules of various New York managers, and it is expected that if show meets with approval in Berlin it will have a quick production here.

PRESS RELEASES

(The more important managerial announcements sent out to the press during the week)

Sigmund Romberg and Otto Harbach are finishing a "modern play with music" temporarily called *Lavender Lady*. It will go into rehearsal late in September.

The Forgotten Man is now the title of the revue once called *Americana*. Show was written by J. P. McEvoy, and is being produced by the Shuberts. Most of the music has been written by Jay Gorney.

A new play-producing organization, Gotham Productions, is announced by Christopher Graham.

Georgie Hale, instead of Bobby Connelly, will have the assignment of staging the dances of *Humpty-Dumpty*, as was previously announced.

Eva La Gallienne's company will reopen at the Civic Repertory Theater October 26 with the revival of *Liliom*. The engagement here will be preceded by a brief road tour, including appearances in Philadelphia and Washington.

Earl Carroll has acquired the control of the Broadway Theater on a short-term lease. He will install therein the 10th edition of the *Vanities*.

Clear All Wires will be the title of the play by Bella and Sam Spewack which will be presented by Herman Shumlin at the Times Square Theater September 14.

CAST ENGAGEMENTS

Ross Alexander and Robert Vivian for *The Stork Is Dead* (A. H. Woods).

Egon Brecher, Dorothy Mathews, Harry Tyler, John Hoysradt, Philip Tonge and Art Kutal for *Clear All Wires* (Herman Shumlin).

Eddie Foy Jr., Victor Killian, Harry T. Shannon and Walter Armin for *Humpty-Dumpty* (DeSylva & Schwab).

Helen Ford for *The Other One* (Thomas Kilpatrick).

Art Jarrett for *Forward March* (Brown & Henderson).

Cecil Holm for *Dangerous Corners* (Harry Moses).

Tom Powers, Lawrence Fletcher, Eleanor Hicks, Mabel Turner, Philip Faversham, Enid Gray, Ellen C. Lowe and Laura Straub for the second company of *Another Language* (Arthur J. Beckhard).

Conway Tearle, Sally Bates, Donald MacDonald, Charlotte Granville, Charles D. Brown, Paul McGrath and Geoffrey Bryant for *Here Today* (Sam H. Harris).

Harriet Lake and Roberta Robinson for the Chicago company of *Of Thee I Sing* (Sam H. Harris).

Emily Ross, Suzanne Freeman, Henry Sherwood, Clyde Veaux, Elmer Grandin, Frederick G. Lewis and Herbert Warren for *Disappearing Men* (Walling & Carroll).

Death Takes Wilton Lackaye, Star of Many Productions

NEW YORK, Aug. 22.—Wilton Lackaye, 69, for more than 40 years one of America's best known legit actors, succumbed to heart disease early today at his home here. He was last seen on Broadway in *Trelawny of the Wells* in 1927 and then went into retirement due to a severe illness. He appeared in scores of plays, his greatest role being that of Svengali, which he created in the dramatization of *Trilby*, which opened at the Garden Theater here in 1895 and ran two years.

He was born in Loudon County, Virginia, and educated at Ottawa College and Georgetown University. He was intended for the priesthood, but turned actor instead, starting with amateur theatricals and then joining a traveling repertory company. Among the plays he appeared in were *Much Ado About Nothing*, *Allan Dare*, *Paul Kaurar*, *The Silver King*, *Jocelyn*, *Bootie's Baby*, *Shenandoah*, *The Clemenceau Case*, *Nero*, *The Two Orphans*, *The Power of the Press*, *Pompadour*, *Aristocracy*, *East Lynne*, *The Musketeers*, *Children of the Ghetto* and *Uncle Tom's Cabin*.

He appeared in many Lambs' Club *Gambols* and was a well-known personality in legit circles. He was a lifelong enemy of reformers, altho he himself upheld the matter of a clean stage. He was married twice, his first wife the former Alice Evans, who died in 1929. His second wife, Kathryn Alberta Riley, survives him. He leaves a son, Wilton Lackaye Jr., by his first marriage, and two sisters, Helen Lackaye and Mrs. A. H. Anadale.

Stage Whispers

By JACK MEHLER

There's always a lot of hullabaloo about the theater's continual experimentation in new ways to light a stage. But Gene Roberts, who potters about devising ways and means of beautifying washed-out stars, points out that the average manager doesn't want to take a chance. Several months ago he adapted some commercial lighting to stage uses. But until he got some manager to consider using it he had to rig out an entire stage and light it. And the whole trick is simply using a different type of reflectors.

The printed rumor to the effect that Leonard J. Bergman would resign from the Erlangers to produce on his own in association with Ray Payton threw that office in an uproar. . . . Judge Mitchell Erlanger called down everyone in sight and demanded a printed retraction of the statement. . . . The first thing Ray Payton heard of the new partnership and fortune was when a crowd of actors besieged him for jobs. . . . Brock Pemberton finally found a play which he thinks will repeat the success of *Strictly Dishonorable*, but he's afraid that he will never be able to cast it to his satisfaction. . . . Whatever became of Vincent Youmans' threat to revive *Hit the Deck* and the much-talked-of production of the prison musical comedy *Sis Boom Bah?* . . . Eddie Blatt is in town doing something in behalf of Para's new picture, *The Big Broadcast*. . . . But nobody has as yet seen him around the Rialto. . . . All business, or whatever there was of business, was halted completely in the Supreme Ticket Agency. . . . The boys hung on the telephone wires in the manner of *The Front Page*, getting minute by minute reports from the hospital concerning the health and condition of Joe Deutsch's wife. . . . Sighs of relief and thunderous applause greeted the announcement that Joe had become the proud father of an eight-pound boy. . . . The Royal Cafe is prouder than a peacock. . . . The habitués just learned that one of their cronies had been assigned to direct a Broadway show. . . . Jeanne Green may be in *The Great Magoo*. . . . Billy Rose, who is going to produce it, is still trying to figure out what in the world the name means. . . . Martin Beck has an operetta up his sleeve, and from all reports he will produce it after the opening of *Chrysalis*, which he is angeling for "Terry" Helburn. . . . "Larry" Langer has abandoned his idea of repeating the New York Repertory Theater this season. . . . And by the way, last season's repertory couldn't be considered as one. . . . The Actors' Dinner Club thinks that in a few weeks the paying customers will amount to more than the guests. . . . Which is a lot to say for the fine food and service in that emporium. . . . Jack McGowan and Earl Carroll seem quite chummy lately. . . . William Harris Jr. should be back from Maine this week with a lot of fish stories and anecdotes about the natives of China, Me. (not China). . . . The riding academies which catered to show people living around Central Park are complaining that the only time they see a performer nowadays is when they go to the theater. . . . Peggy Fears is having a great time interviewing applicants for her productions. . . . Fritz Blocki is still searching for an ingenue. . . . Incidentally, he is amazed by the tactics of the New York columnists. . . . One of whom had him almost married to Sally Rand after spotting the two together one night for a few minutes. . . . The ticket brokers are howling in dismay over their eight-week buy on *Domino*. . . . They feel that Brady ought to do something to relieve them of at least half of it. . . . But at any rate they are philosophical about it, feeling that after a bad start they ought to have a good finish. . . . Margaret Swope is back in town. . . . Ted Vliehman may split his association with Arthur Beckhard and produce and direct on his own. . . . Frances Williams created a little disturbance at the Ross-Fenton Farms last week with a show of temperament. . . . But it blew over. . . . Fox is looking high and low for a young Englishman to play an important role in their picturization of *Calvalcade*. . . . Incidentally, nobody is as yet set for Max Arnow's pob at Warner Brothers. . . . Joe Rifkin is flashing a snappy-looking roadster these summer days. . . . It must be the result of the WB contract he got for "Fatty" Arbuckle.

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Hungarian Actors Take Big Cut

BUDAPEST, Aug. 12.—As a result of the poor business in the theaters of the Hungarian capital the managers of the Budapest theaters have decided to reduce the daily salaries of actors to a maximum of 100 pengoes. The normal salaries of the better-known Hungarian artists being from 500 to 600 pengoes a day the reduction amounts to an 80 per cent cut.

New Plays on Page 19

Exhibitor's Weekly Digest of Film News

THE EXHIBITOR

Sunday shows banned in Durant, Okla.

Baby born in the balcony of a downtown house in Boston; mother and child doing nicely.

ERPI files suit for accrued indebtedness and liquidated damages against H. Engbertsen, Grand Theater, Decorah, Ia., for \$776.99.

Allied Theaters of Illinois holds meeting in Chicago to discuss double features. Members agree that double features are bad, but take no definite action, hoping that new product will be strong enough to single feature.

RKO leases Alhambra, New York, and will reopen it shortly.

Ed Dubinsky, head of Publix-Dubinsky Circuit, says film rentals should be reduced 25 per cent at least.

MPTO of Eastern Pennsylvania, Southern New Jersey and Delaware votes support to M. A. Lightman's stand on the 5-5-5 contract.

Operators Local 306 of New York plans to open 11 open-air theaters charging admissions and operating in opposition to non-union houses, and especially directed at Springer-Cocallis houses. In Brooklyn the union is running a free theater in opposition to the Rugby Theater, non-union.

Joplin, Mo., introduces new tax on amusements to be voted on in special elections August 30.

Rewards totaling \$750 being offered for the arrest and conviction of the person responsible for bombing of Music Hall Theater, Tarrytown, N. Y. Motive for bombing unknown.

Treasurer of Luna Theater, Brooklyn, held up and robbed of \$130.

Ben Sherman, of Manhattan Playhouse Circuit, wins suit against Greater M. & S. Circuit, voiding certain contracts between Sherman and the Meyer & Schneider and Steiner & Blinderman circuits, which Sherman leased in 1929.

Research Council of the Academy of M. P. Arts and Sciences will investigate exchange and theater projection methods in order to prevent mutilation of release prints, which has been a complaint of exhibitors for years.

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HIGHLIGHTS

BRITISH PRODUCERS fail to jam thru revived quota laws favoring their pictures at the Imperial Economic Conference in Ottawa. There will be no increased quotas on British films in the Dominions, the committee on films merely recommending additional levies on imports of foreign films, these levies being left entirely to the discretion of the Dominions. American interests will lobby against the proposed additional levies, completing their offensive on British producers who attempted to squeeze American films out of the British Empire.

GENERAL SALES MANAGER FELIX FEIST of MGM agrees to confer with "a representative body of exhibitors" on the 5-5-5 contract. Writes to M. A. Lightman that he will discuss contract clauses "benefiting the exhibitor." At the same time Universal writes to Lightman that it is willing to talk with exhibitors on any contract clauses considered objectionable. Paramount and Warner also answer Lightman's bid to discuss the 5-5-5 contract, writing that adoption of the contract now is impossible. UA, MGM and RKO have not yet answered.

PARAMOUNT TRYING OUT policy of exclusive runs. General Sales Manager George J. Schaefer designates Atlanta as the first situation for the new policy, based on the idea that subsequent runs in that city hurt the first-run revenue. Several other spots will be used in trying out the policy next season.

KANSAS CITY EXHIBITORS threaten appeal to the Government for an investigation of zoning practices if the distributors adopt the protection schedule submitted by Fox Midwest Theaters. Independent Theater Owners of Greater Kansas City wire distributors not to o. k. Fox's schedule, which would divide K. C. houses in four runs, with Fox houses as first runs, with 14 days' protection.

LEADERS IN THE industry, including Joseph M. Schenck; President Fred S. Meyer, of the Wisconsin MPTO; President W. Ray Johnston, of Monogram, and James R. Grainger, of Fox, all issuing statements predicting an upswing in the industry. All are optimistic as to the next season.

INDEPENDENT EXHIBITORS in the Los Angeles area threatening monopoly suit against distributors, claiming that the protection schedules give too much preference to Fox West Coast. They claim Fox West Coast has a strangle hold on major product, causing a film shortage for the independents.

PRODUCTION

MGM will quit all foreign-language production after finishing the 10 pictures now in production. This is protest move against quotas and other Government restrictions on MGM's exported films.

A. E. Lefcourt is financing and also heading the new Remington Pictures Corporation. Jack D. Trop is vice-president and sales manager, and Louis Schneider and Sam Friedman, New York theater operators, are interested in the company financially.

A. P. Archer is the new manager of the Coast division of Educational Exchange, with headquarters in Los Angeles. Arthur Hout succeeds him as manager of the Denver Educational Exchange.

Universal planning big campaign for September and October as a tribute to Carl Laemmle Jr. Pictures to be released during the two months are *Back Street*, *Okay America*, *Air Mail*, *The Old Dark Horse*, *All America*, *Once in a Lifetime* and two Tom Mix pictures.

Vitaphone completes 53 shorts on its new program, covering releases during the first three months of the new season.

Preview tip on *Goona Goona*, produced by First Anglo Corporation for First Division release: Good program picture. The plot is weak, but the natural scenery and the display of Isle of Ball customs and beautiful men and women holds close interest. The film is at least different.

World Wide begins work on new program. Going into production soon are *False Faces* (Lowell Sherman); *Uptown New York* (Vina Delmar story); *The Death Kiss* (Louise Baum story); *A Study in Scarlet* (Sherlock Holmes story), and *Fargo Express* (Ken Maynard).

James FitzPatrick planning 13 one-reel *Musical Romances* for MGM release. Shorts will include famous compositions and with minimum of dialog.

Reliance Pictures signs Edmund Lowe for series of features, first of which will be *Mayor Harding of New York*.

Paramount extends Jesse L. Lasky's

leave of absence to September 5, pending resumption of negotiations to settle his contract.

Nat Levine will go ahead and produce four features for release by Mascot, despite the death of Rin-Tin-Tin. Levine will feature Rin-Tin-Tin Jr. in the series.

James Cagney says he will return to Hollywood to resume film work, claiming failure of Warner to notify him August 15 that they would take up his option has left him free to join another company.

Tips on new pictures: *Speak Easily* (MGM, with Jimmy Durante, Buster Keaton and Thelma Todd), hokey and slapstick, but fast and surefire. A hit comedy. *The House of Death* (Amkino), psychological study of Dostoyevski. For class patronage only. *Love Me Tonight* (Paramount, with Chevalier), a big hit, like most of Chevalier's pictures. *Crooner* (Warner, with David Manners and Ann Dvorak), a clever satirical comedy on a timely topic. *Two Against the World* (Warner, with Constance Bennett), sure-fire stuff for the Bennett fans.

Mrs. Maude Aldrich, director of the m. p. department of the W. C. T. U., tells its annual convention that the picture industry is deliberately fostering anti-Prohibition sentiment.

President Joe Brandt, of Columbia, says that interchange of stars by the studios means better pictures and improved standards.

Consolidated Film Industries open new \$2,000,000 film printing laboratories and plant in Fort Lee, N. J.

Release dates on next eight RKO pictures are *Age of Consent*, August 19; *Bird of Paradise*, August 26; *Hold 'Em Jail*, September 2; *The Most Dangerous Game*, September 9; *Thirteen Women*, September 13; *Hell's Highway*, September 23; *Bill of Divorcement*, September 30, and *Rockabye*, October 6.

World Wide is showing *The Last Mile* and other completed subjects on the new schedule this week to exhibitors.

DISTRIBUTION

Columbia signs Frisch & Rinzier Circuit to play its entire output next season.

General Sales Manager J. R. Grainger of Fox appoints William J. Kupper Western division manager and E. C. Grainger Eastern division manager, putting Fox sales on a two-division basis.

Universal product goes into Warner circuit nationally, except in New York area, where RKO gets first preference.

Harry Lorch joins Irving Mandel in running Security Exchanges in Chicago, Milwaukee and Indianapolis. They will distribute Allied, Monogram and Mayfair pictures in Illinois, Indiana and Wisconsin.

A. P. Archer promoted to managing the West Coast district for Educational-World Wide.

Majestic Pictures awards franchises in 15 territories, each franchise holder also being a stockholder in the parent company. Distributors are Herman Gluckman, New York; Tom Lucchese, Philadelphia and Washington; Morris Segal, Cleveland and Cincinnati; William Shapiro, Boston; B. N. Judell, Chicago, Indianapolis, Milwaukee and St. Louis; Joe Simmonds, Los Angeles and San Francisco, and Jack Berkowitz and Bernard Mills, Buffalo, Albany and Detroit.

England increases film import duties as a revenue measure, adding a customs payment of about \$500 on the average run of pictures.

CHICAGO EXHIBS

Portage Theater reopened August 19, after having been dark since last season.

Members of Illinois Allied got together a few days ago and discussed the double feature situation, but took no definite action.

Murphysboro, Ill., has been movieless for two weeks, because of a controversy between theater owners and m. p. operators.

The Academy Theater, former vaudeville house that has been devoted to stock burlesque for two years, will reopen about September 1 as a straight talking picture house. The Star and Garter, on West Madison, reopens about the same time with pictures and burlesque.

Members of the State Street Merchants' Council joined in a celebration August 19 on the reopening of McVicker's Theater, Chicago.

STRAY SHOTS

Garbo gets offer from Warner, but reported to have already accepted MGM offer and scheduled to return this winter for more pictures. . . . RKO and Frisch & Rinzier close deal for RKO to book seven F & R. houses and all F & R. houses to get second-run Fox films. . . . Jack L. Warner completes reorganization of Coast studios.

Exhibitor notes from Dallas: A. M. Cauble, of the Hipp, back from a trip to Russia. W. E. Paschall, who recently bought 50 per cent interest in the Dent Circuit, opens office here, the new company to be known as Paschall-Texas Theaters Corporation. R. Z. Glass leases Ro-Nile Theater.

Frisch & Rinzier and the Leo Brecher circuits sign new one-year contracts with Operators' Local 306. . . . T. W. Erwin and G. S. Campbell made district managers of new Paschall-Texas Circuit. . . . Lou Goldberg promoted to new post of exploitation manager of Warner-F. N. films.

Harry Arthur, operating 18 New England houses, still struggling with unions. Only Meriden, Conn., settled. Other situations up the air, with stink bombing and picketing continuing. . . . Dubinsky Brothers reported pulling out of Public alliance in Kansas City. . . . Exhibitors in Essex County of New Jersey agree to quit double features.

Address all communications on Film Matters to Elias E. Sugarman, 251 West 42d Street, New York City.

THE NEW PLAYS ON BROADWAY

PLAYHOUSE

Beginning Tuesday Evening, August 16, 1932

DOMINO

A comedy in three acts by Marcel Achard, adapted by Grace George. Staged by Stanley Logan. Settings designed by Livingston Platt, painted by Anthony W. Street and built by Martin Turner. Presented by William A. Brady.

Lorette.....Jessie Royce Landis
Christine.....Joan Carr
Louise.....Geraldine Wall
Mirandole.....Walter Kingsford
Domino.....Rod La Rocque
Heller.....Robert Loraine
Cremone.....Geoffrey Kerr
ACT I—Christine's Apartment in Paris.
ACT II—Heller's Villa in St. Cloud. A Few Days Later. ACT III—The Same. About Three Weeks Later.

The first real production of the season was presented by William A. Brady at his Playhouse Tuesday. The play was Marcel Achard's *Domino*, adapted by Grace George, and the season has still to go on without a hit. That, however, by no means indicates that the play was entirely hopeless. It was a frothy and inconsequential, but often engagingly charming, little trifle, ruined and weighed down by the thoroughgoing ineptitude of the movie star whom Mr. Brady chose to place in the title role. Entirely surrounded by supporting players who, with the exception of Jessie Royce Landis, sparkled and shone, Rod La Rocque, the star in question, seemed like the umbra at the heart of the flame. Mr. La Rocque is a good looking chap with a splendid set of teeth. It's too bad that the advent of the talkies blasted him out of his era of silence.

Domino deserved a better fate than it's going to get. A charmingly written, and for the most part charmingly adapted bubble, it floats airily enough, and in its second and third acts develops occasional pastel colorings that are genuinely lovely. It details the hiring of Domino, a gentleman adventurer, by Mme. Heller, who wants to divert her husband's suspicions from her true lover. Domino plays his part for a few weeks, and gives the colorless real lover of the lady a new imaginative life. And, in the end, when the irate husband thinks he has discovered the deception and orders Domino out of the house as the impostor that he is, Mme. Heller finds that the imposture has become real. Domino, recreating her past with her original lover, has actually become that past—and she decides to follow him to his new adventures.

The play has its bad moments—the first act busily occupies itself in doing nothing at all, and the character of the husband is a definitely weak one—but lovely lines are included and a certain gay wistfulness that is charming. It's

a pity that the entire effect was killed by the leading actors; there's no telling what the play might have been like with smooth and skillful handling of the chief roles.

The ushers of the Playhouse applauded Mr. La Rocque vociferously at his first entrance and again when he made his first exit, not 60 seconds later; the actors on the stage seemed to hover around him, trying to help; he received all the aid possible. But none the less he was at best only a picture matinee idol making an appearance in the flesh. Robert Loraine led the support as the angry husband, making of the stock character something actually funny, and getting laughs where there were none in the script. Geoffrey Kerr, as the real lover, turned in his best performance in years, and Walter Kingsford, inexplicably buried in a bit part, scored heavily. Miss Landis wore a lovely gown in the first act and an even lovelier one in the second.

After all, it's Mr. Brady's own fault for insisting on a movie name instead of an actor who could carry the part.

EUGENE BURR.

New Foreign Plays

Berlin

Girl From Hell, farce by Alfred Herzog, at the Stresemann Str. Fairly amusing comedy dealing with a young girl in a small town who has made up her mind to "go Hollywood," causing consternation in her family. American appeal doubtful.

The Gold Watch, drama by Ernoe Szepp, adapted from the Hungarian, at the Volksbuehne. A somber play of the underworld, resembling in parts Molnar's *Liliom*. Has possibilities for U.S.A.

The Crook (Der Tiefstapler), a criminal grotesque by Franz Cammerlohr, at the Behren Str. Hardly as fascinating as an Edgar Wallace story and unlikely to break records anywhere.

Good-bye, Love (Abschied von der Liebe), a comedy by Hans Kyser, at the Schiller. Unlike Hauptmann's *Sunset*, here an elderly baron refuses the love of a flapper—but to make up, a young gent espouses an elderly actress as a contrast, leading to a happy end. A possibility for New York.

Pills of Hercules, a comedy by Bilhaux and Hennequin, adapted from the French, at the Lustspielhaus. A tame Frenchy farce, hardly strong enough for Broadwayites.

The Troublemaker (Der Staenker), a comedy by Impekoven and Reimann, at

the Nollendorfplatz. A typical heat-wave offering—enough to drive people out into the open.

The Man Who Listened to Conscience (Der Mann, den sein Gewissen trieb), a drama by Maurice Rostand, adapted from the French, at the Kleines. Brilliant war story by the son of the author of *Cyrano*, with a deep call for universal brotherhood.

Hayfish, a dramatic play by Theodor Pilvler, at the Stresemann. A realistic gangster and sailor drama from the tropics. Has distinct possibilities for U.S.A.

London

Savoy Follies, musical entertainment produced at the Savoy by Archie de Bear. A good intimate show of the super-concent-party type. A genuine hit as far as London is concerned, but doubtful in its appeal for America.

The Scion, three-act play by Bertram Henson, produced by Andre Van Gyseg-hem at the Embassy. A strong meat play with bastardy and insanity as its themes. The play has some gripping moments and on the whole is well written. With certain alterations it should be a proposition for an American producer.

Action, a dramatic play by Musgrove Strange, produced at the "Q" Theater. Very wordy and involved military and espionage drama that carries little appeal. No good for America.

CHICAGO CHAT

(Continued from page 5)

wholly unrelated to their act while singing into the "mike." They may be crooning *Life Is Just a Bowl of Cherries*, but Tom is just as likely to be making high signs to a song plugger, Dick is practically certain to be doing fancy dance steps, while Harry probably is making faces with Carl Hoefle. There's nothing sedate about these three likable boys.

Browsings: Cafe owners inform us that since the stock market has begun its climb there has been a steady increase in business in the better night spots. . . . Earl Vollmer, manager of Castle Farm, Cincinnati, in town on business and predicting a good season ahead for orchestras. . . . Julius Tannen again around town. . . . wonder if he's going to play a return engagement at College Inn. . . . Frankie Master's name in three-foot letters adorns the canopy at the Morrison Hotel, which has given rise to the following story, according to Charlie (American) Dawn: A young man from Indiana, on his first visit here, had been instructed to stop at the Morrison. . . . After tramping over the Loop for an hour in search of the hotel, and too timid to ask for information, he came face to face with the Masters name, so decided to give up his search and stop at the hotel before him. He registered, then sent home the following wire: "Couldn't find the Morrison, so am stopping at the Frankie Masters."

Fritz Block's *World Between* premiere set for September 18 at the Selwyn. . . . Marilyn Miller, stopping off here on way east, announced she will appear in a stage play this fall. . . . We were vouchsafed a glimpse the other day of the WLS studio of Mahraj, whose breath-taking adventures of India give radio audiences thrills, and it's about the weirdest looking place imaginable. . . . no wonder the doors and windows of the studio are barred during broadcasts! . . . Those charming Page Sisters, who opened at College Inn last week, look like real comers. . . . Speaking of the Inn, Lou Pollock is getting a lot of excellent publicity for it and the Sherman. . . . Hazel Flynn back on the job at *The American* after a trip to N'Yawk. . . . wish they wouldn't confine "Haze" to movie stuff; it cramps her style—and that gal has a world of talent. . . . Dale Brooks and Ed F. Carruthers are leading spirits in the orange juice concession at the '33 world's fair—if they finally get the cones definitely set. . . . right now there seems to be more or less argument over it. . . . Hear also that Ed Carruthers is going to have something to do with racing at Indianapolis next season, arrangements having been made to establish the sport at the State fairgrounds. . . . A. L. Picker, Ironwood (Mich.) theater manager, accompanied by his wife, looking things over here. . . . Art Kassel and his boys back in the Bismarck next week. . . . Husk O'Hare breezed into town from a successful one-night-stard tour and found himself lined up with a fall and winter contract at the Hotel LaSalle.

Television

By Benn Hall

Marconi, radio's prime wizard, hit front pages with a crash last week. He announced that he had finally conquered the ultra-short radio waves. The midget waves have been practical for limited radio purposes, but have been a puzzle to many television engineers.

The reason is simple. Regular radio stations make use of the longer waves. These waves follow the curvature of the earth. The pigmy waves have been, till now, "unbendable." These short waves have only gone as far as the visible range. That is, they did not pass the horizon.

But now Marconi has once again come off with flying colors. He has, after intense study, succeeded in "bending" the short waves so that they offer tremendous possibilities for commercial use.

Marconi has not worked alone in this field. The larger radio companies, as well as inventors by their lonesome selves, have been trying to harness the short waves. NBC has done much work in this field. The Empire State Building, in its cloud-touching quarters, has been the scene of great activity on the part of engineers. An air of mystery, of silence, has shrouded most of these researches. But the silence is broken now.

Television engineers are not making wild predictions, but all are excited over possibilities. The new method will be cheaper and easier than today's systems.

Performers will not be affected immediately by the discovery. Much remains to be done. But this latest Marconi invention is bound to focus attention on televiz and to aid in the progress of its perfection.

Greetings

To new television station W9XAL. Another televiz station on our list. This station, operated by First National Television, Inc., Kansas City, Mo., expects to open by middle of next month. CBS' KMBC will carry the sound. Special attention will be paid to developing television entertainment technique. Much experimentation to be done with new acts. Technical school run in connection with W9XAL should make it a paying proposition. Welcome to our gang, W9XAL, and Good Luck!

Telling Visions

Did you know that an airplane picked up a television program? . . . out in Los Angeles. . . . Film star's image transmitted from Don Lee's W6XAO. . . . Flying machine picked up flying image. . . . Watch for planes advertising trips with entertainment. . . . Not so far away. . . . Contrary to rumors, nothing expected to be done with coming eclipse over televiz. . . . but plenty on radio about it. . . . Spot the new receiving set at CBS in New York. . . . Shows pix about 8 by 10 inches. . . . and clear. . . . Permits a roomful of fans to see television programs. . . . Lots of rumors about new and better sets on market after first of year. . . . Manufacturers have eyes focused on business barometer. . . . Doings at W2XAB. . . . Muriel Asche and her Kingsway Kiddies. . . . demonstrate full entertainment value of children's acts. . . . Youngsters do song and dance and acrobatic numbers. . . . and show no televiz fright. . . . Almost had my mitt read by Georgia Simmons, palmist. . . . Wonder what lines tell about televiz. . . . Two sister acts now on. . . . Burnett Sisters Thursday and Gosslin Sisters Friday. . . . What about some brothers? . . . My hunch last week was right. . . . should have bet on it. . . . Sugar said some mighty swell things about television. . . . In part, he said: "All the world is television conscious. . . . Few of us are gifted with imaginations powerful enough even to hint at the marvels in store for us when television or the Magic Eye is perfected. . . . No one can set a definite date for the final perfection. . . . Engineers are working day and night. . . . I say that within five years television as a standard medium of entertainment will be not only possible and practical but a reality." . . . Berlin Radio Exposition attracting wide attention. . . . New device for television films on exhibit. . . . Saves time in developing films and getting them on air.

120 MILLIONS ARE WAITING TO SEE



. . . there has never been a greater picture . . .

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MUSIC - RADIO

Conducted by M. H. SHAPIRO—Communications to 251 W. 42d St., New York City.

Radio and Music Men Set On a New License Deal

Basis of new agreement between ASCAP and NAB will be announced this week—will be on a percentage basis of commercial broadcasts on a fair compromise

NEW YORK, Aug. 22.—Definite settlement between ASCAP and the NAB within 48 hours seems to be a certainty, following a week of hectic activity by both factions and between them, as well. Victory is flapping its wings on the shoulders of the music men, who are at the point where they are confidently ordering headgear to protect their ears. New agreement will be strictly on a percentage basis, which is claimed as being strongly favored by the ASCAP, and a substantial increase over both the present license fee total, which is around \$940,000 annually, and the recently repudiated compromise of a flat sum of \$1,250,000.

While the music faction states that it will not receive as much as the 5 per cent of the money paid for broadcasting facilities which it originally asked for, it realizes that times such as these call for meeting the other fellow half way.

Official and unofficial meetings have been held on three days and one night last week and many details ironed out to the satisfaction of both sides. Numerous smaller stations will pay a license fee on its sustainings on a downward revision, according to the respective wattage. Also, during the short lull in negotiations many independent stations, some owned by newspapers, expressed a willingness to make a separate agreement on its music license, aside from that of the NAB.

Thus the much-feared break between broadcasters and copyright owners of the music in the catalog of the ASCAP is definitely out. In the meantime, on Monday and Tuesday of last week, 38 out-of-town representatives of ASCAP were here for a meeting in which they received full instructions of how to proceed in the event the broadcasters were prohibited from playing the society's music without a new license. All of these representatives, coming from all parts of the country, are well-known attorneys. A plan of action was outlined to them in the event of a break, such as issuing new licenses to stations that wanted to come in and taking action in cases where an out-and-out infringement of the Society's catalog took place. The calling of the representatives to the home office was regarded in the light of a mobilization for war, that was a possibility beginning September 1, the deadline for a new deal on the license question.

It is expected that E. C. Mills, general manager of ASCAP, in conjunction with the broadcasters, will formally announce the new deal within two days.

Ace Brigade Goes to Chi From Coney Island, Cinay

CINCINNATI, Aug. 22.—Ace Brigade and his orchestra last night entered their second week of a return engagement at Moonlight Garden, Coney Island. The Brigade combination will remain on the local engagement until September 5 and then will move into Chicago for an extended stay at the Merry Garden Ballroom. Brigade and his boys will remain at the latter spot until May 1, 1933.

The Brigade band is the most popular dance combo to play Moonlight Garden in the last two years, according to Willis D. (Bill) Bachman, Garden manager. Bachman, in addition to his managerial duties, serves as announcer for the various bands that broadcast from Coney Island over WFBE and WKRC, Cincinnati.

WWJ Celebrates Birthday

DETROIT, Aug. 20.—WWJ, owned by The Detroit News, celebrates its 12th birthday tonight with a special broadcast over NBC network. Station is one of the pioneer organizations in radio, and originated many features now a common matter of routine for all stations. Also, it claims the distinction of having broadcast the first regular programs of entertainment ever heard over the air in America.

"Amos 'n' Andy's" Fourth Anniversary

CHICAGO, Aug. 20.—Amos 'n' Andy have started their fourth year under sponsorship of Pepsodent Company. It was on August 19, 1929, that they made their debut to a national audience over an NBC-WJZ network after broadcasting thru local stations for two years. And it was their six-night-a-week appearances that sent them skyrocketing to the greatest popularity ever enjoyed by a team of entertainers.

Since Amos 'n' Andy have been on the air they have broadcast 2,365 episodes and have actually been on the air for more than 394 hours. Neither of the boys has ever missed a broadcast.

According to the audience mail department of NBC, Amos 'n' Andy have received more unsolicited mail than any other program on radio. In 1931 alone the boys received 2,095 gifts thru the mail, ranging from a typewriter to crates of fruit.

Dance Business Is Good At Rosemont, Martinsburg

MARTINSBURG, W. Va., Aug. 20.—M. H. Rouark, general manager of the Shenandoah Valley Attractions, with headquarters here, announces that Rosemont Park, this city, is enjoying an unusually brisk dance business this season in spite of the so-called depression.

Rouark attributes the park's good dance business to the fact that it is operating its dancette at popular prices, backed by a good line of advertising and exploitation. The park ballroom is drawing dancers from considerable distances, Rouark says.

Celebrates 150th Week

ATLANTIC CITY, Aug. 20.—Margaret M. Murphy, the "Ukulele Lady" of Station WPG, has celebrated her 150th consecutive week as a broadcasting feature of this station.

NBC Closes New Contracts, As Well as Desirable Renewals

NEW YORK, Aug. 20.—National Broadcasting Company has closed contracts on several renewals the past week, and has taken in considerable new business, as well.

Most important of the new accounts are: General Foods Corporation (Diamond Crystal Salt), starting October 26 for 26-week period; Wednesdays 8 to 8:30 p.m.; dramatic sketches entitled "Captain Diamond." Network to cover New England to Baltimore to Cincinnati and Cleveland. Benton & Bowles is the agency.

Premier Malt Sales Company (Blue Ribbon Malt), September 13 for 52 weeks; Tuesdays 9 to 9:30 p.m. Ben Bernie (as previously announced). Key stations on WEAF network with some exceptions. Matteson-Fogarty-Jordan Company, Inc. Ralston Purine Company (cereals), September 27 for 26 weeks; Tuesday, Thursday and Saturday 5:45-6 p.m.; 11 stations from Chicago studios. "Seketary



ACE BRIGADE, nationally known dance band leader, who on September 10 opens at Merry Garden, Chicago, to remain there until May 1, 1933. The Brigade orchestra on September 5 concludes a three weeks' return engagement at Moonlight Garden, Coney Island, Cincinnati, where the combo has succeeded in drawing the largest crowds since 1928.

Earl Sites Unit Clicks At Ohio Summer Resort

ST. MARYS, O., Aug. 20.—Earl Sites and his 13-piece orchestra, playing Gordon State Park here for the summer, is meeting with the approval of dancers in this vicinity. Band is under the direction of Brad Smith. Gordon State Park has been rebuilt following a disastrous fire last winter. It is located on Lake St. Marys.

Sites has three units on the road at the present time. In the combo here are Frank Dieckoff, Winton Doncaster, Harold Malone, John Geiger, Clair Hall, Cliff Plogg, Nobby Balney, George Brant, Babe Grubbs, Serge Fockler, Herman Lundberg, Brad Smith and Earl Sites.

Kate Smith To Protect "Swanee Music" Title

NEW YORK, Aug. 22.—Kate Smith is taking steps to protect her billing "Swanee Music," which she uses in vaude and radio, along with Nat Brusiloff's Orchestra, thru attorneys Springer & Spindell, who represent Paul Moss, associated with Ted Collins in the management of Miss Smith and Brusiloff.

Miss Smith has been using the billing for a year and a half, and in order to prevent infringement is seeking copyright protection in Washington.

Los Angeles Spots Set With 8 Bands

LOS ANGELES, Aug. 20.—The opening of the fall and winter season in Los Angeles finds eight night clubs and hotels using bands, specialty acts and floor shows.

Jimmy Grier and his band, long favorites in the Cocoanut Grove of the Ambassador Hotel, have moved downtown to the Biltmore. From the new spot Grier will continue his weekly Demi-Tasse Revue broadcast, featuring J. P. Medbury and released over the Columbia network. This feature was considered worth \$800 weekly at the Grove in added business on the night of broadcast. Also, Grier will continue his monthly Lucky Strike program from the Biltmore.

Ambassador has replaced Grier with Phil Harris and his band, and as an extra bid for business has installed a \$30,000 pipe organ to use between band numbers and at intermission. Organ will be used for first time tonight, with Jamie Erickson at the console. Ambassador also uses a number of specialty acts.

Paris Inn, popular atmospheric restaurant, will continue with Salvador Nuno and his band, who have been a featured attraction at the Inn for the past nine months. Five or six vaudeville acts are used each week, in addition to the band.

With the night clubs, Frank Sebastian's Cotton Club at Culver City leads with a floor show with 40 colored people participating. Music is furnished by Les Hite and his band.

At the Frolics, night spot in Culver, Bill Hogan and his music hold forth with a floor show and specialty entertainers changed weekly.

B. B. B.'s Cellar in Hollywood continues its novel floor revue, entitled *Boys Will Be Girls*, only "nance" show in town.

About September 15, Barnett Hyman will open another pansy show in the basement of the Christie Hotel in Hollywood. Club will be called the New Yorker and Jean Malin is being brought here from New York to head the floor show. Hyman, until recently, was a partner of B. B. B.'s in the cellar enterprise.

P. & G. May Change Its Mind On Losing Stoop and Budd

NEW YORK, Aug. 20.—It now develops that there is a strong possibility of Col. Stoopnagle and Budd being continued on the air by their sponsors, Proctor & Gamble, despite the recent cancellation, effective August 31.

P. & G. has informed the comedy duo that they desire to reconsider the matter, and have also stated they do not want to lose them if they can see their way clear to renewing the contract. Soap company has also asked Nelson Hess, representative of the act, to desist from negotiating for another account for the time being.

In the meantime, Stoop and Budd are scheduled to star their sustaining period for CBS September 5, unless P. & G. withdraws the cancellation. Same concern sponsors the Four Mills Brothers on the air.

'Sugar' Speaks on Show Biz

NEW YORK, Aug. 20.—Outlook of the Show Business was the title of a speech made by Elias E. Sugarman, indoor editor of The Billboard, over the Columbia Broadcasting System network from Station WABC Wednesday afternoon. The broadcast was also synchronized over television thru W2XAB, and was a feature of Bill Schudt's long-established *Going to Press* period.

Roth Band at Mackinaw Dells

BLOOMINGTON, Ill., Aug. 20.—Don Roth and his 11-piece unit are in their third week of a six weeks' engagement at Mackinaw Dells, halfway between Bloomington and Peoria, Ill. The band, booked for the winter season in the Blackhawk Hotel, Davenport, Ia., after September 15, closes at the Dells on Labor Day.

Obbligatos

SURVEY just completed by Columbia Broadcasting System finds that the advance in postal rates has not affected the mail in response to the programs liked by the radio audience. According to the CBS statisticians, they selected 14 network programs and a study of the mail return for four weeks prior to and the four weeks following the three-cent postal rule, which went into effect July 6. These commercials were singled out because they maintained the same style of program thruout the eight weeks, some offering an inducement to write and some offering no inducement at all.

Sure enough, the mail increased slightly, to the extent of a possible 1 per cent, despite the higher postal rates. Further, it was noted that for the same period in 1931 there was a definite seasonal slump in mail after the first week in July, and this year brought on no such drop. Which was especially gratifying to Paul W. Keston, CBS director of sales promotion, who assumes that either a larger per cent of people are writing letters or more people are now listening. Still another important feature of the survey is the fact that there was no increase in the percentage of postcards used. What CBS classes as an odd feature is the ironic discovery that the low point in mail response for the eight weeks came during the Democratic National Convention. Probably the kindest thing to say is that altho the radio audience was at its peak during this period, it was too absorbed in public reports to do its duty toward the radio artists and sponsors and take pen in hand.

Nevertheless, this should be good stuff for the sponsors of programs and even lone artists who had every reason to expect a sharp drop in mail response.



Oh! Boy! They Are Knockouts! Newest Orchestra Designs; Four Flashy Colors; 200 14x22 Window Cards, \$10.00; 1,000 Paper, same, \$14.00; 9 1/4 x 22-in. Cards, \$20.00; 1,000 Paper, same, \$22.00. Cash with order. Special Bills engraved to order, \$12.00 up. Wire your order NOW, or write for samples, New Date Book and Price List.

CENTRAL SHOW PRINTING CO.
MASON CITY, IOWA.

Rayner Dalheim & Co.

2054 W. Lake Street, Chicago, Ill.
MUSIC PRINTERS AND ENGRAVERS.
The Highest Rated in the U. S.
Write for prices.

HOW TO PUBLISH YOUR OWN MUSIC SUCCESSFULLY

Write for full details.

JACK GORDON PUBLISHING CO.

201 N. Hoyne Avenue, Chicago, Ill.

Send for Free Catalog

We supply everything in music. Reductions as high as 20% on popular and standard orchestration, sheet music, instrumental novelties and instruction books. Speedy, complete service, orders shipped postpaid.

Orchestra Music Supply Company

VINCENT M. SHERWOOD, General Manager,
1658 Broadway, NEW YORK CITY

TOMMY TOMPKINS, AGENT, AT LIBERTY

With car. Will book money-getting Shows or Bands. Would consider taking over a Girls' Band. Nothing but high-class acts considered. Must have own transportation. Pay your own wires. Must be able to start at once. TOMMY TOMPKINS, 140 Clinton Street, Greenville, Pa.

POPULAR SONGS

We sell all the old popular hits of yesterday. 25 cents per copy postpaid. Send stamp for list.

SNYDER SONG SERVICE

212 1/2 So. Hill St., LOS ANGELES, CALIF.

ORGANIZING 15-PIECE VAUDEVILLE UNIT

WANT Reeds, Brass, Strings and Rhythm, that double one or more instruments, with voice. Rehearsals start September 20. Send photo. Address W. P. WOOLEVER, care Billboard, Cincinnati, O.

BUT CBS is yet full of facts and figures. Julius Mattfeld, manager of its music library, now has 50,000 selections on hand. Of these, he classifies 18,000 as classic and semi-classic orchestral and vocal numbers, 7,500 orchestral jazz, 16,500 popular song copies, 500 special arrangements for use of a house orchestra, 2,000 selections in the special libraries of such artists as Kate Smith, Morton Downey, Vaughn De Leath, Ben Alley, etc.; 3,000 compositions for presentation such as the Cathedral Hour, and 2,500 copies of vocal music from operas and operettas.

The library, according to Mattfeld, is called upon to supply 300 programs per week on an average, and about 40 new orchestrations are turned out weekly by the arrangers. Trained in the traditions of the old masters, Mattfeld says he is not blind to the merit of today's lighter compositions. He believes that in many years to come the efforts of the present-day popular writers will amaze those that take the trouble to dig them up. Many of the songs written today seemingly as strictly a commercial product have artistic merit which we are slow to recognize. A few melodies that Mattfeld believes wholly original in thematic qualities include *What Is This Thing Called Love*, *Would You Like To Take A Walk?*, *Memphis Blues* and *Rainbow 'Round My Shoulder*.

CBS, it seems, is trying to keep numbers from being played to often over one station, and they are supposed to be limited to not over six times per day, or once about every two hours. Recently, *My Mom* had a record of being heard five times in one day over WABC. If that day was around Mother's Day, CBS is probably telling the truth. This writer thought it was 500. *Lullaby of the Leaves* held the record for most frequent performances on the week, with 18 renditions, with *Paradise* a close second with 17.

IN THE meantime popular songs are taking new life as a means of aiding the plot of musical sound pictures, a new load of such product being ready for release. They include *Hotel Variety*, with specially written songs with clever titles by comparatively unknown writers: Al Jolson picture by Rodgers and Hart, *The New Yorker*; Chevalier's *Love Me Tonight*; Crooner, from Warner studios, and Paramount's *The Big Broadcast*. No wonder ERPI and other sound equipment manufacturers are anxious to negotiate a new contract next week.

Program Reviews

Carnation Milk Co.

Reviewed Monday, 8-8:30 p.m. Style—Orchestra and vocals. Sponsor—Carnation Milk Co. Station—WJZ (NBC network).

This "contented" program originates in the Chicago studios of NBC and is a well-balanced entertaining feature, utilizing an excellent orchestra under the direction of Harold Stokes. Gene Arnold is narrator, and the male quartet comprises Cyril Pitts and Thomas Muir, tenors; Herman F. Larson, baritone; Reinhold Schmidt, bass. Robert Stewart Child is the accompanist.

Selections by both the orchestra and singers are varied to include every type of number and each is done in perfect style. Continuity is particularly good, each selection being given a sendoff in intelligent manner and artists make good, which is still better. Orchestra leans toward the concert style and reveals some real fine arrangements and as in the case of the vocalists whether ensemble or solo numbers are offered everything is in finished style, building up a program of considerable class. Without being too heavy in nature, this half-hour period is a fine example of high-grade entertainment that does not drive away those who go in for popular stuff, yet naturally holds the listener who doesn't care too much for straight jazz.

M. H. S.

Jack Fulton

Reviewed Tuesday, 7:45-8 p.m. Style—Tenor. Sustaining on WJZ (NBC network).

Fulton has been singing with bands for years and, of course, for the last several years he has been a member of the Paul Whiteman organization. Occasionally, NBC gives him a 15-minute sustaining period and on each occasion he seems to rise to higher heights. A veteran of many commercial broadcasts with White-

Nothing Like Having A Good Ciggie Sponsor

NEW YORK, Aug. 22.—Ruth Etting, one of the alternates on the Chesterfield programs over CBS, will take a vacation September 10 to 28 at the expense of her sponsors, Liggett & Myers Tobacco Company, who will pick up the checks and railroad fare for the trip to Lake Placid.

Returning to the air on September 28, Miss Etting will continue for 14 weeks, the duration of the Chesterfield time contract over CBS, which will be at an increase in weekly salary for Miss Etting. Newell-Emmett Agency handles the account.

man, which takes in 14 months for Old Gold, nearly as much for the Allied Quality Paint group, and currently for G-M's Pontiac half hour on Friday nights. Fulton has long been an excellent bet as a single with an orchestra in back of him. When reviewed, the lyric tenor presumably had the Whiteman band in back of him, unannounced, and on this particular broadcast revealed rare form and flashes of singing the romantic style of ballad in sensational manner.

Perhaps it is a question of selecting only the certain type of song that warms him up and brings out his voice to best advantage. The O-G. programs should have brought Fulton out on his own, but the sponsors could not see *The Rhapsody in Blue* then, much less Bing Crosby and Mildred Bailey, who were also thrown in with the Whiteman band. Which means, of course, that the broadcasts were no poor reflection on Fulton's work. However, he has improved if anything, revealing the inimitable perfection that cropped up in some of his phonograph records. Possibly, one wonders why he didn't follow up his advantage and beat Rudy Vallee to it. He had every qualification for the part. Now with a preponderance of tenors behind every station's mike, the sledding is a "survival of the fittest" proposition; but should Fulton shed his cloak of conservatism and step out, he stands an excellent chance of doing a sponsor considerable good, as well as himself. With the same band in back of him filling in the intervals, and with its accompaniment program should be a very desirable feature.

M. H. S.

Movie Drama Premiere Idea Is Copyrighted

CHICAGO, Aug. 20.—Talkie Picture Time, a new program idea brought out by Charles P. Hughes, successful producer of the First Nighter series, made its premiere from the Chicago NBC studios over WMAQ August 17. The production, which gives an intimate glimpse of a talking picture set during the filming of a picture, presents some unusual problems in direction and sound effects.

Incidentally, the play was presented on the air as copyright proof in addition to the papers received from Washington giving Mr. Hughes the copyright privilege. It was presented as first time proof of ownership of the idea.

Mills Music, Inc., Takes New Offices

NEW YORK, Aug. 22.—Mills Music, Inc., has taken extensive quarters in the recently completed building at 49th street and Broadway, where it will move to early in September. More than half of the third floor will be utilized, with all departments being located on the same floor.

Moving uptown by Mills, which in the last few years has acquired several catalogs of former publishers, further clinches Broadway, from 48th to 51st streets, as the new Tin Pan Alley.

Band Biz Fair in Ontario

TORONTO, Aug. 20.—Orchestras at the Ontario summer resorts are doing fair business and enjoying vacations while working. Bert Niosi and his band are at Port Stanley, and Gene Fogarty is doing well at Washago Beach. Wright Brothers are at the Brant Inn, Burlington, Ont., and Harry Bedlington is located at Sunnyside Amusement Park, Toronto. Negotiations are now progressing for bands to open the fall and winter season in town.

Vibrator REED

Patented

The living soul of SAXOPHONE and CLARINET.

Made in 10 strengths, from No. 1 Soft to No. 5 1/2 Hard.

Ask your dealer or

H. CHIRON CO., Inc.
233 W. 42nd St., NEW YORK

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STILLWATER OKLA.



Or Care THE BILLBOARD, CINCINNATI, OHIO

HUM-A-TUNE



—imitate Violin, "Sax," Trombone, or Clarinet. HUM-A-TUNE is the greatest music-maker novelty on the market. Fast seller. Anyone can play it. Send 25c for Three. Gross, \$5.00 (No C. O. D.s unless deposit of one-third with order).

COLBERT SALES CO.
152 Loeb Arcade, Minneapolis, Minn.

NEW LOW PRICE
\$6.50 PER 100
Including Imprint 15 word Copy
Colors 51K PLV 14x22
ORCHESTRA DANCE WINDOW CARDS GLOBE POSTER
ST. LOUIS CORP. BALTIMORE

OPEN FOR ENGAGEMENTS AFTER LABOR DAY

Tony Salamack and His Ambassadors of Music

An Outstanding Broadcasting Orchestra. Extra Added Feature, "NORBIT RICTIN," the Boy Who Sings to Beat the Band. Five Seasons on the Coney Island Palatial Steamer, "Island Queen," World's Largest and Finest Dance Boat on Inland Waters.

The Greater Hotel Gibson, Cincinnati, and other notable engagements.

Wire or write TONY SALAMACK, permanent address, The Billboard, Cincinnati.

BALLROOM LIGHTING

Dance Halls, Night Clubs, Skating Rinks, CRYSTAL SHOWERS, SPOTLIGHTS, MOTOR DRIVEN COLOR WHEELS.

NEWTON STAGE LIGHTING CO.

253 W. 14th St., NEW YORK CITY.

MUSIC COMPOSER

To collaborate with Lyric writer. Write GEORGE KAUFMAN, 80 John St., New York.

Stein of M. C. A. Is Optimistic

CHICAGO, Aug. 20.—Sounding a note of optimism regarding the trend of business conditions, J. C. Stein, president of the Music Corporation of America, whose company manages the affairs of 125 of the country's leading radio and dance orchestras, declared today that a Coast-to-Coast survey shows new business confidence and that his company will record a substantial increase for 1932 over the past year.

The music business, closely allied with radio, hotels, cafes and ballrooms, is regarded by Mr. Stein as a pretty good barometer of the trend of the times, and the MCA chief believes that prospects for the coming fall and winter are bright.

Mr. Stein pointed to a two-day engagement of Wayne King's orchestra in Milwaukee recently as a prosperity example. The "waltz king" played to an attendance of 5,015 persons July 16, and to 6,109 paid admissions on Sunday, the 17th. Impressive showings also were made by Guy Lombardo and his Royal Canadians, Ben Bernie, Ted Weems, Joe Sanders and others, who have played to record-breaking business.

"Recent developments in the radio advertising field are significant," Mr. Stein declared. "Agencies in Chicago, New York and on the Pacific Coast report a substantial increase in interested clients for fall and winter commercial programs. These commercial programs are of great interest to us, as many of them involve the placement of some of America's best known orchestras."

New contracts for orchestra engagements in some of the country's largest hotels, cafes and ballrooms are also indicative of the return of business confidence, the MCA executive declared.

KGBX Moves to Springfield; On Air Again August 27

ST. JOSEPH, Mo., Aug. 20.—Station KGBX has been granted a removal permit by the Federal Radio Commission, and following today's broadcasts the station will operate from Springfield, Mo. First of the broadcasts from the new station quarters will be August 27. It will be the first station to have studios in that part of the country, and with clear channels locally is expected to give unusually good reception.

Station will be known as "The Voice of the Ozarks," and studios will be located in the Chamber of Commerce Building, the entire second floor being utilized. R. D. Foster continues as general manager.

Watkins at Golden Pheasant

CLEVELAND, Aug. 20.—Sammy Watkins and his orchestra, recently of the Willowick Country Club, open at the Golden Pheasant here tomorrow. He follows in McKinney's Cotton Pickers.

DON'T MISS OUR LATEST HIT SONGS AND TUNES

"GOOD TIMES ARE COMING,"
"THAT'S WHY AMELIA FLEW OVER THERE,"
"WHY RUDY'S ON THE RADIO NOW,"
"THAT'S MY DADDY,"
"WHY DO YOU WANT TO LEAVE ME, NELL?"
"OH, I GOT THE BLUES,"
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KSL to Full Time

SALT LAKE CITY, Aug. 20.—KSL, pioneer broadcaster of this territory, will become a full-time outlet for CBS beginning September 1. A new 50,000-watt transmitter will be ready the last of September. Its present power is 5,000 watts. This 92d link in the CBS chain will not only receive full-time service from CBS, but will also originate many programs of its own. Station has been on the air since 1921 and is owned and operated by the Radio Service Corporation, of Utah.

Henry Theis To Tour

CHICAGO, Aug. 20.—Henry Theis and his orchestra, WLW feature, start a tour of one-nighters September 6, opening at Greenville, O.

Ballroom Notes

SYRACUSE, N. Y., Aug. 20.—The Arcadia Ballroom, Syracuse, will formally open its fall and winter season Saturday night, September 3. Hall has been closed for the last two months to allow extensive remodeling and redecorating. The management has not definitely decided on the scheduled operation of the ballroom for the fall, and may possibly resume a full-time program if business conditions will permit. Negotiations are under way for the return of Fred Larabee and his Columbians as a feature at the Arcadia for the coming season.

GREELEY, Colo., Aug. 20.—Verne Wilson and his orchestra, 10-men combination, have opened at Warnoco Ballroom here for an indefinite period. Band is well known in this territory and going good. Featuring two vocal trios and four

vocalists, with occasional numbers by each of the boys. Roster: Karl Bartz, Harry Turen, Larry Bostrum, saxes; Kenneth Buckles, Jack Stanley, trumpets; Lee B. Lester, trombone; vocal—Howard Craig, piano, vocal; Frank Vallow, drums, vocal; Al Perilinski, bass, and Verne Wilson, director, vocal.

RACINE, Wis., Aug. 20.—Bill Marks and his orchestra, eight-piece combo, are in their sixth week at Uptown Village Ballroom. Band has plenty of flash.

SPOKANE, Wash., Aug. 20.—Phil Sheridan and his band will return to the Natatorium Park pavilion today to finish the summer season. The band played at the park from July 11 to 23 and proved immensely popular.

JACKSONVILLE, Fla., Aug. 20.—Alex Wright and his nine-piece band are set at Magnolia Gardens, local dance palace. The management of the Gardens has changed to social plan policy.

McKEESPORT, Pa., Aug. 20.—Johnny Baran and his orchestra have just concluded a 12 weeks' engagement at Olympia Park Pavilion, near McKeesport. Band has started out on a series of one-nighters thru Pennsylvania.

NILES, Mich., Aug. 20.—Stan Stanley and his orchestra began a three weeks' engagement at the Avalon Ballroom, Barren Lake, near here, Monday. Outfit scored heavily there earlier in the season. Stanley will move his combo into New York after Labor Day.

DIAMOND, O., Aug. 20.—Dick Snyder and his Detroiters, new combo in this territory, who have been drawing heavy patronage for the dance pavilion at Craig Beach Park at Lake Milton here, are out for a limited time, having gone into Lotus Gardens, Cleveland downtown dine and dance spot, replacing Jack

Miles' band, which is now on tour of this section. In his absence Jack Cooper and his band have been set in at the local pavilion, and Bert Stock, who headed his own band at the pavilion here for three consecutive seasons, who is vacationing here, is acting as m. c. First special name band of the year to play the pavilion Sunday night, July 24, was Paul Tremaine. Snyder's band, which opened at the park pavilion on Decoration Day, returns here at conclusion of his Cleveland engagement.

NEW BEDFORD, Mass., Aug. 20.—Kemp Read and his orchestra have closed at the Hotel Naumkeag Ballroom, Oak Bluffs. They have been featured there for five consecutive weeks. Plans are being made to tour New England dance halls.

Orchestra Notes

JOHNNY JOHNSON and his orchestra opened last week at Playland Casino, Rye Beach, N. Y., succeeding Will Osborne. Harry Barris acted as master of ceremonies.

"DEB" LYON and orchestra, who have been holding forth at Krug Park, Omaha, have opened at Capitol Beach, Lincoln, Neb.

HAL DENMAN and his Cotton Pickers have started a tour of 14 Middle West States.

WALLY ROMAN and orchestra, who are playing the Crystal Palace, Keansburg, N. J., will close there September 2 and open September 10 at the Clifton Dance Palace, Clifton, N. J., under the MCA banner.

RUDY CLEMENSEN and his Gold Coast Orchestra, WCCO feature, have been booked for a return engagement at Excelsior Amusement Park, Minneapolis, and will remain there until September 18.

THE ROYAL SYLVANIANS return to their former stand, the Roxy Theater, Philadelphia, early in September, under the direction of "Peck" Zechman.

RED McKENNA and his orchestra, who are at Long Branch Park, Syracuse, N. Y., have been booked to open at the Riverside Club, Utica, when their current engagement closes in September. National Orchestra Service did the booking.

VERNE WILSON and his orchestra close their summer engagement at Warnoco Ballroom, Greeley, Colo., August 27, and before settling down for a fall run will tour a few Colorado spots.

CARL GRUBER and his Commodore Club Orchestra will close their engagement at the Marine Ballroom, Frankfurt, Mich., Labor Day and will make a tour of one-nighters thru Detroit and into Chicago, where they will locate for the coming months.

RED KIHLE and his orchestra, who opened recently at Recreation Pier, Long Branch, N. J., along with Jim Harkins as m. c., are negotiating for a Boston job, opening there early next month. Band is from Cleveland, where it was a feature over Station WHK.

JOE HILL and his Club Forrest Orchestra have opened at the Talmadge Inn, San Antonio, where it is featured nightly over Station KABC. Wilson Gustwick is manager.

ROY PARKS, musical director of Station WQAM, Miami, is heading a new featured program over the station sponsored by the Pineapple Refreshments Company, of Havana.

CLIFF PERRINE and his orchestra are playing their third summer season at Wildwood Park, St. Paul. The band will remain there until Labor Day, when it will route back east. New additions to the band are Don Bing and Don Ryan.

TOM RHODES and his band, after 14 weeks at Silver Lake Beach, Wis., have been set at the Oakton Hotel, Pewaukee, Wis., for an extended run.

FRAN HARTSELL and his 10-piece aggregation, originally booked into the Hotel Whitcomb here for a fortnight's stay, have been contracted to hold over at that place until Labor Day.

AIR BRIEFS

By JOE HOFFMAN

Kate Smith and Nat Brusiloff's orchestra, who have played 102 vaudeville shows together, will vacation for 21 days before returning to vaudeville. The Smith-Brusiloff act will reopen September 3 at the Albee, Brooklyn. Several weeks around New York will follow, after which the act will go on the road for RKO for a number of weeks. According to the out-of-town bookings being arranged for Kate Smith by RKO, it looks as tho Miss Smith and Nat Brusiloff, who also work together on the air, will do the majority of their La Palina-CBS broadcasts away from the WABC studios during the next year.

Camel, which has been considering an air comeback for the early fall, will not return to the airwaves until the Libby Holman affair blows over. Meanwhile, according to reports, Camel (Reynolds Tobacco Company) will spend plenty on advertising in the newspapers. . . . Reports from Chicago say that NBC has fired all its fem sustaining singers from the afternoon Windy City periods. . . . Paul Whiteman's Orchestra will probably go into the Capitol, New York, shortly. . . . The "Johnny Hart" of the NBC commercial "Adventures of Johnny Hart" is really Jack Arthur, who vocalizes over WOR on a sustaining basis. . . . Editors of Time magazine are writing the air scripts for the CBS "March of Time" sustaining programs gratis. . . . Ann Lester may be engaged for a CBS commercial before long. . . . Col. Stoopnagle and Budd, currently at the Fox, Philadelphia, open for Publix in Chicago October 2. . . . Morton Downey returns to the CBS airwaves August 28 as guest of Ed Sullivan on the Gem Highlights program. Downey has been off the air since the beginning of summer. He is now said to be quite recovered from his recent illness. . . . George Hall, Taft Hotel maestro, holds open house for the radio columnists. His "spot" is beginning to grow into the gathering place for all radio writers. . . . Red Nichols band, with Frances Stevens as the featured singer, will be in New York by fall. Now at the Muehlebach Hotel, Kansas City. . . . Miles Shoe Company starts on WMCA for 36 weeks September 2. Will feature the Merle Johnston saxophone quartet. This commercial auditioned numerous bands during the early summer, but found it couldn't afford to pay the price the bands wanted. . . .

Julian Woodworth will be featured on the Smith Brothers NBC program, which returns to the air next month. Scrappy Lambert and Billy Hillpot were last with this commercial. . . . Reported that in four weeks Rudy Vallee goes into the New York Paramount to double between that house and the Brooklyn Paramount, same as he did last year. . . . Georgie Price is moving into his new home on Central Park west and is having his furniture built around an old English desk, a gift from George Arliss. . . . The number 13 doesn't bother Frank Parker. He sailed for Europe August 13 and will return on September 13. . . . One of Jack Denny's favorite tricks is to reverse the strings on his first violinist. He then asks the fiddler to give him a chord and getting a sour and discordant screech. Denny walks off the stand as if in disgust. . . . The WABC Funnyboners, who just completed a week's engagement at the Hippodrome, Baltimore, will most likely play their home town, Boston, next. Paul Ross, CBS' vaudeville booker, is now fixing the date for the Funnyboners. . . . Johnny Fraser, one of WMCA's announcers, was cheer leader at Brown University. . . . Phillips Dental Magnesia, on the CBS network with Abe Lyman's orchestra Tuesday and Thursday, goes off next week. Will be back the latter part of September. . . . Danderine, which faded from CBS six weeks ago, returns next month. Will feature Abe Lyman's band. . . . Little Jack Little, vacationing in Atlantic City this week, is broadcasting, as usual, from that spot from Station WPG. . . . Because of the success of his first broadcast, Albert Payson Terhune is on the G. E. Circle period every week, instead of every other week, which was the original intention. . . . Donald Flamm, president of WMCA, began his radio career as a dramatic critic. He used to interview theater "names" before the WMCA microphones. That was back in 1925, when the station occupied a small room atop the McAlpin Hotel. . . . Dave Bratton, radio columnist for The Brooklyn Times Union, will be the last ether writer to vacation. Bratton takes a much-needed rest during September. Nick Kenny, Mirror; Jo Ranson, Brooklyn Eagle, and Louis Reid, American, are radio columnists who have just put vacation days behind them for another year.

NEW ACTS

Reviewed in New York

Norma Talmadge And George Jessel

Reviewed at the Paramount, New York. Style—Talking and singing. Setting—Full stage. Time—Eight minutes.

Column after column of newspaper publicity about their romance preceded the personal appearance tour of this "name" couple, Norma Talmadge and George Jessel. Lamping their names is enough to pack them in big-city houses, but with the added incentive of publicly viewing a romance so widely plastered in dailies, the b-o. value becomes even greater. When caught at the opening-night show at the New York Paramount the pair were responsible for a flock of standees inside and outside the house.

Jessel's stage value is common knowledge, but Miss Talmadge's work on the boards was unknown and still is. She's a lucky lass to team up with Jessel, for all she has to do is to stand around, look her pretty self and occasionally deliver a line or two in answer to Jessel's many sallies. Their act is strictly in the personal appearance category, but it gets over and has b-o. draw, so that's all that should count.

Aside from holding hands and otherwise sticking close to each other all the time, they have little to offer. Jessel introduces Miss Talmadge, who gets a big reception. For a couple of minutes he dishes comedy spiels and finally swings over to getting Miss Talmadge to talk by asking her questions about who are her favorite stage and screen stars, etc. She took care of her job adeptly.

Of the two Miss Talmadge seemed to be the more affectionate, considering the much-talked-about romance. She kept a firm grip on Jessel's hand all the time, which was either affection or fear that he might walk away and leave her stranded on so huge a stage. But there was no mistaking Jessel's side of the romance when he topped the act off by singing with more fervor than quality *You're My Everything* to Miss Talmadge.

Their turn runs only eight minutes, but it was sufficient to satisfy the alleged New York big-townners who are still rubes enough to fall for seeing a publicized romance. Audience generously applauded the pair's coming and going, with Miss Talmadge getting an extra measure that warranted her encore bow. S. H.

Lucky Millinder and His Orchestra

Reviewed at the Prospect, Brooklyn. Style—Band, singing and dancing. Setting—In full (special). Time—Fourteen minutes.

While Lucky has a lot of stuff in himself, he has hardly enough to justify top billing without the aid of some real sock specialty artists. When caught here all the act consisted of was Lucky gyrating around leading his almost entirely brass band and stepping out for a weakly delivered song in addition to his ace stepping. The stepping was of high caliber and worthy of plenty repeats.

The band itself, while above par, is still nothing to write home about, being just adequate. Lucky himself furnishes a distinctive appearance from the back, and evidently he knows it, judging by the way he shows it off. Lighting is a weak attempt at being the original, and the backdrops have a night-clubby appearance. Nevertheless, the band occasionally clicks with some of the numbers, the best being the rendition of *Black Rhythm*. Close has the ork playing its own arrangement to *Chinatown* to good enough effect and earning a warm sendoff. J. M.

Marion Chase and Mildred MacDonald

(Special numbers by Arthur Swanstrom)

Reviewed at the Prospect, Brooklyn. Style—Singing. Setting—In one. Time—Twelve minutes.

These two gals, considering the fact that neither is an especial beauty, succeed in getting the crowd to love 'em. A goodly part of their success is due to Arthur Swanstrom for his special lyrics and musical arrangements. None of the

numbers are what could be classed as "hot" tunes, and considering the almost church-social atmosphere the gals seem to create, the songs are just right.

The blonde of the duo does most of the solo work, and very well at that. Her diction is surprisingly clear, tho the voice is nothing to hang a laurel wreath on. The brunet plays the piano all thru, and her singing assignments are mainly furnishing the harmony to the blonde's vocalizing. Even the dresses worn by the gals are different from the usual vaude outfits. The glad rags of the smart type usually seen at an afternoon musicale. A swift medley of pop tunes earned the pair a recall, which was well deserved.

It's a sweet act for the better class nabes and might be developed for class draw. J. M.

Frances Langford

Reviewed at the Orpheum. Style—Singing. Setting—Full stage. Time—Fifteen minutes.

Miss Langford was originally discovered by Rudy Vallee in Florida, later coming to New York, where she is making considerable headway in radio and vaude. She is now appearing on commercial programs over WABC and WOR. In vaude she has excellent appearance and gets over very nicely. She could do a stronger act, tho, if she made a better choice of numbers. Altho her singing is effective, there is a certain sameness in the routine, due mostly to the nasal quality of her voice and the similarity among the songs.

She did four numbers and an encore here. Opened with a medley, followed by *It Was So Beautiful*; *O Lord, You Made the Night Too Long*, and *That Mother and Daddy of Mine*. For an encore she did a hotcha number with the recurring line, "Scat, scat a tat," or something like that.

Works right thru in front of a mike and flanked by two male pianists. Was dressed in a slinky white and silver gown, her appearance and personality demanding attention and getting it. Went over nicely here and closed to a good hand. P. D.

Ray Perkins

Reviewed at the Academy. Style—Singing and piano. Setting—In one. Time—Twelve minutes.

Perkins is another act from radio and is now being featured on the Barbasol NBC program twice a week. He is a singing comedian with a genial personality and has no trouble pleasing. He gets over nicely enough, but lacks the punch to be anything more than a pleasing radio single. He was spotted in the middle of the bill here, doing a short routine of two warbles, a piano solo and a scattering of gags. He held attention and closed to a fair hand.

Opens with a gag or two and gets an extra laugh out of the old bit in which his pianist suddenly realizes he is in the wrong theater. Then he parks himself at the piano and sings *You've Got To Come Back to Me*, followed by a piano solo, *Deep River*. A few more gags and then he sings *It Was So Beautiful*. He has a pleasant, smiling personality and works deliberately and confidently. He is handicapped by the radio-star billing, as audiences expect wonders from "radio stars." But aside from that he is okeh.

Like most radio acts in vaude, he works before a mike. The mike may not be necessary for his voice, but it is necessary to impress the vaude audiences with the radio-star-in-person angle. P. D.

Jean La Coste and Boys

Reviewed at the Boulevard. Style—Singing and instrumental. Setting—In one and three (specials). Time—Seventeen minutes.

A rather novel, altho not so strong, singing turn. It has Jean La Coste spotted as soloist and backed by a male harmony quartet. In addition to the singing there is a bit of instrumental accompaniment and some strutting to music. The quartet and Miss La Coste divide the time about equally, merging at the close for harmony work.

The quartet, which is probably the Forum Boys, seen around here last season, opens the turn with two harmony numbers, *Whistle Your Blues Away* and *Give My Regards to the Bowery*. The girl follows with *I'm One of God's Children*, done in throaty torch style. Next comes *The Sun's in My Heart* by the quartet. Then the girl warbling *You Made the Night Too Long*, while the boys back

her with piano accompaniment and singing. They did an encore here, a special number about the blues versus the liberals, having the girl representing jazz and three of the boys garbed in black as reformers.

The girl's singing is really good, and the quartet is expert at hotcha harmony. There's too much of a sameness in the routine, however. The talent is here, but it needs production. In closing spot and over nicely. P. D.

Frank Ellis and Company

Reviewed at the Prospect, Brooklyn. Style—Comedy sketch. Setting—In two (special). Time—Fifteen minutes.

Ellis has a sweet little sketch here, but uneven delivery both on his part and that of Florence Brower contributes to losing laughs that are obvious in the lines. Ellis' style is reminiscent of a musical comedy juvenile and lacks the punch necessary to a compact vaude skit. The lass makes a too sophisticated appearance for this sort of material, and her high-pitched voice is hardly in keeping with her role of a sweet fiancée who has been misunderstood. Arthur Shields, who plays the third corner of the triangle in nance style, does very well and got his share of the laughs.

Skit concerns itself with Ellis calling on his gal, who has broken their engagement. Gags are evolved around his wanting her to return his presents and threats against the nance interloper. Sweet ending afforded when Ellis promises to make up with the future mother-in-law. Trio went off to a good hand here, where they were spotted next-to-closing. J. M.

Ken Whitmer

Reviewed at the Orpheum. Style—Instrumental, singing and dancing. Setting—In one. Time—Twelve minutes.

Whitmer does one of those one-man band acts. He plays several instruments and sings a bit and brings on a colored boy for some fast hoofing at the close. A strong turn for an early spot, Whitmer works fast and allows no letdowns. Not only does he play many instruments and display unusual versatility, but he plays well, too.

He comes out and immediately pitches into work, a male pianist accompanying. He plays a clarinet, saxophone, French horn, violin, piano, cornet, banjo and accordion, jumping from one to the other in quick succession and without much loss in musical continuity. He sandwiches a bit of megaphone crooning, and at the end plays the accordion while the colored boy goes into the usual fast and furious hoofing.

Spotted second here, he did very well, encoring and grabbing a good hand. P. D.

VAUDEVILLE NOTES

(Continued from page 14)

for the forthcoming musical, *Humpty Dumpty*, being produced by Buddy DeSylva and Lawrence Schwab.

Ray Hodgdon has a pretty tough time in his scouting job for RKO of trying to get indie houses to use circuit vaude. One question usually thrown at him is "If vaude is so good, why has RKO taken it out of so many theaters?" Indie operators also laugh at him when he tells them it is necessary for them to post a bond to insure the salaries of performers.

AL TUCKER and his new hobo band act are making their debut for Loew this week at the Metropolitan, Brooklyn.

TOM LONG is no longer with the Larry Rich unit. He's now spending his time at the sandwich shop which he and Mamie Ling operate in Greenwood Lake, New York.

DIANE COHEN is again secretarialing for Herschel Stuart, RKO exec. Makes two secs for Stuart. Miss Cohen was with Stuart in Fox.

IKE ROSE'S midget act is keeping busy on RKO dates. The act played for the circuit this first half at the Prospect, Brooklyn, booked by Jack Hart.

SAM HART is alone in H. B. Franklin's office these days now that his boss and the other sec, Al Rackin, are on tour.

RKO agents are doing their aggravation act again. This time it's about the foreign acts that Martin Beck is importing for RKO vaude. The act-sellers squawk that it is bad enough that the playing time has been diminished so greatly let alone that foreign acts have to be brought over to displace their American product.

FLOYD BUSH is carded to go out in September with his mystery act, *In the Shadow of the Grave*. Viola De Vera will be one of the features. Edwin E. Blanshaw is managing the turn.

RALPH WALSH, Skouras district manager in New York, transferred to Milwaukee where he will handle several theaters under H. J. Fitzgerald. Fred Stein also transferred to Milwaukee.

Pola Negri, who is now playing for Loew, must have a couch and a radio set in her dressing room. It's in the contract and Loew notifies each theater manager in advance. A small item, perhaps, but Miss Negri won't go on unless she has her radio and her couch.

LOU HART, former publicity man at the Academy, is now exploiting the Crotona and the Audubon.

THE LOEW OFFICE had to do some billing juggling when it found that Adler and Bradford, Eddie Dowling and Rae Dooley were all billed as "musical comedy favorites" and were on the same bill (Boston, next week).

LOIS STERNER has joined the Alex Hyde act.

DAVE SCHOOLER rehearsing a new act, assisted by Majorie Sterner and Ethel Allise.

All Warner employees, except those unionized and those under contract, worked last week without pay. It was a summer economy move calculated to stave off another regular salary cut. Yet, here is the irony of it. A Warner home office executive is reported to have installed a new \$750 water cooler in his office the same week!

RAY SAX and Sunny O'Dea are out of the Benny Davis turn, which resumes in Atlantic City next week.

MORRIS KINZLER has returned from a vacation trip to the Coast.

JOEL SWENSON, Fox publicity man, postcards from Norway. Now touring Europe.

GRACE BARNETT is now being touted by Lou Suritz, former production partner of Jack Kalchelm in vaude, for the movies. She's a New York girl of exceptional beauty.

CHARLIE MASTERS, eccentric drummer, will head a new act, now in rehearsal, being produced by Jack Kalchelm and Pippi Capman.

There is an interesting report making the rounds that circuit executives are keeping close tab on the Prohibition law situation, and that they are ready to convert unprofitable theaters into beer gardens if the law is modified or repealed.

THREE GIBSON SISTERS, radio singers of Station WOR, have been signed by Blondell & Mack for representation in RKO.

AL FEINMAN, former RKO exploiteer, returned to the Coast Sunday after a brief visit to New York. He's engaged in the production of indie feature pictures.

MACK RAYMOND, of the Meyer Golden office, is building a summer home at Lake Candelwood, Pocono Point, near Danbury, Conn. He intends making it a rendezvous for his friends.

GLADYS CLARK and Henry Bergman have reunited. They returned to the RKO fold this first half at the Prospect, Brooklyn.

One of the oldtimers recently recalled the "good old days" of 15 years ago when there were eight big circuits booking out of New York: The United Booking Office, Loew, Orpheum Circuit, J. C. Mathews, Affiliated Booking Office, the WVMA, Interstate Circuit and Ackerman & Harris Circuit. In the New York area alone, an act could play for months!

ON WAH TROUPE, Chinese contortionists, has branched off into the Kam Tai Trio.

THE SKOURASES' Audubon, New York, is not doing good biz with its new straight-film policy, according to inside info, and many have to restore vaude.

PHIL TYRRELL staged the new Barney Rapp Orchestra act, opening this week in Cleveland for 12 weeks of RKO time.

OWEN R. JONES is planning a vaude turn with a girl singer.

JANET HACKETT is spending the summer at Long Beach, L. I., coming to New York once a week for business.

DRAMATIC STOCK

Conducted by ROBERT GOLDEN—Communications to 25 Opera Place, Cincinnati, O.

New Summer Group Bows In

Yonder Theater, converted barn, bids playgoers come hither at Dublin, N. H.

DUBLIN, N. H., Aug. 21.—A new and modern summer theater, Yonder Theater, was formally dedicated in Dublin tonight. The new theater is located on the estate of Mrs. E. Parker Bremer. The opening bill is *Glamour*, new play by Hardwick Nevin, and stars Glenn Hunter.

Nevin was at one time associated with the Theater Guild. Patricia Barclay, leading woman, who has played in such well-known New York successes as *Little Accident*, *The Wisdom Tooth*. Tonight at 12 and *Remote Control*, is featured. The theater was constructed out of a three-story barn on the estate.

Glamour will be presented prior to going to New York. The policy of the new theater is to present new plays in Dublin before taking them into metropolitan areas.

Mary Grey in Shaw Drama To Be Seen at Pasadena

PASADENA, Calif., Aug. 22.—Definitely scheduled to follow the production of Douglass Montgomery in *The Butter and Egg Man* at the Pasadena Playhouse, Pasadena, Calif., August 16, in *The Butter and Egg Man*, has a large and loyal following in the stock field. This is his third role this season at Pasadena.

Louder, Please, Norman Krasna's comedy satire of the Hollywood publicity men, is scheduled to follow the presentation of Mary Grey in *Captain Brassbound's Conversion*.

Biz Good at Brookfield

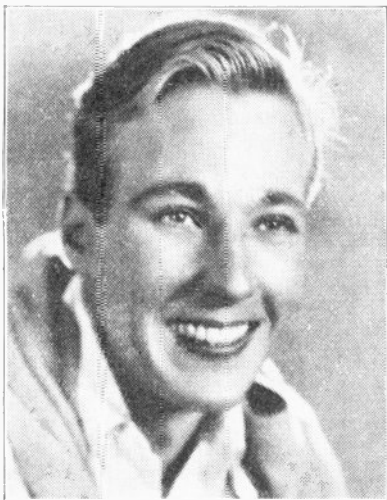
BROOKFIELD, Mass., Aug. 20.—*Fair and Warner*, this week's offering of the Louise Galloway Players, attracted good business. In the cast were Louise Galloway, Rose Burdick, Thelma Ritter, Joseph Moran, George Taylor, Elliott Lorraine, Harold Williams and Rose Dresser. The season thus far has been successful beyond expectations.

Comedian Is Merchant Prince

One of the largest manufacturers of soap in New England is Billy Van, who was known for more than 25 years to the public as a musical comedy star and producer. Today he is a merchant prince.

The comedian was well advanced in years before he turned his attention to commercial life. His success as a soap manufacturer has been phenomenal. Just what prompted Billy Van to quit the stage at the height of his fame his former associates of the theatrical profession have never been able to discover. In a speech to a group of Cincinnati business men about a year ago, Van related that it was "just a fancy" he had taken. He said he was getting just as much fun out of selling soap as he had ever got out of amusing audiences. His soap business was a success from the start and he expects to continue in business the remainder of his life.

Not every actor can duplicate the success of Billy Van, who started his business career with a considerable fortune which he had acquired in show business, but the success of Billy is an inspiration. Many an actor, singer and dancer now idle might find a way out of his financial difficulties by taking a fling in the selling field. Too few actors realize that they are capable of supporting themselves outside of the theater in an emergency.



DOUGLASS MONTGOMERY, who opened as guest star with the stock at the Pasadena Playhouse, Pasadena, Calif., August 16, in *"The Butter and Egg Man,"* has a large and loyal following in the stock field. This is his third role this season at Pasadena.

Broadway Bound Shows Are Cradled at Lakewood

LAKEWOOD, Me., Aug. 22.—*The Perfect Marriage*, new play by Arthur Goodrich, given its world premiere at Lakewood this summer, proved so successful that it has been purchased by a Broadway management. First performance anywhere of *Calico Wedding*, by Sheridan Gibney, who is at Lakewood for the summer and who has written *Encore*, in which Ethel Barrymore will star in the autumn, was given recently.

Recent visitors to Lakewood include William Harris Jr., Hugh Ford and Joseph Gaites, the producers; Charles Ashley, representing Earl Carroll; Claude Rains, Warren Munsell Jr., Edna Conroy (Mrs. William Courtleigh), Kenneth Loane, Alexander Clark Jr., Mr. and Mrs. Rollin Kirby and Governor and Mrs. Joseph Ely of Massachusetts.

Owen Davis and his son, Donald, are in New York for the rehearsals of their dramatization of *The Good Earth*, which the Theater Guild will produce. Dorothy Mathews, recently at Lakewood, is rehearsing a prominent role in Herman Shumlin's new production. Dorothy Mackaye (Mrs. Paul Kelly) and Carlton Miles have sold a play, *Women in Prison*, to Warner Brothers for a talking picture. Melville Burke was granted a week's leave of absence to go to Newport to stage *The Play's the Thing* for the summer company at the Casino. Frank McDonald, stage manager at Lakewood, has completed a new play called *Drawn Blinds*.

Elverhoj, Milton, N. Y., Closes

ALBANY, N. Y., Aug. 20.—Elverhoj Theater, Milton, N. Y., has closed for the season. It has been presenting stock productions. Julius Evans and Walter Walden, managers of the Milton Players, have returned to New York, where Evans will take up his duties with the Theater Guild. He will assist Philip Moeller in the presentation of the Guild's first play of the season, *The Good Earth*.

Peruchi Is Reorganizing

KNOXVILLE, Tenn., Aug. 22.—C. D. Peruchi is reorganizing his stock and will open earlier than he intended. He has set the date tentatively as September 5. Lance Davis, Chicago, will be leading man for the Peruchi-Booth Players this fall. Sarah Keyes will play feminine leads. Grant Gordon will be second lead, while others in the company will be Klock Ryder, Gordon and Mildred Peters, Beatrice Lieblee, Mrs. C. D. Peruchi and Charles Clapp. Louis Lytton will direct. The opening bill will be *Venetian Romance*.

White Plains Lures Stars

Distinguished names heading casts at Summer Theater 25 miles from B'way

WHITE PLAINS, N. Y., Aug. 22.—The Summer Theater, now in its second season at the County Center here, 25 miles from Broadway, is enjoying a highly successful season. This company is operated by Cecil Clovelly, Tom Adrian Cracraft and Martin Berkeley, who have formed a partnership for the season and for New York productions in White Plains. Clovelly is directing, Cracraft designing the settings and Berkeley acting as business manager.

Starting with Hal Skelly in a revival of *Burlesque*, the productions to date have been Cecelia Loftus in *The Vinegar Tree*; Alice Brady in a revival of *Rain*, which sold out every night; a new comedy, *The Bachelor Tax*; Henrietta Crossman in *The Royal Family*, and Lynne Overman and Jacqueline Logan in *The Cat and the Canary*, with Rose McClenodon, colored actress, as the voodoo woman.

The bill for the week starting today is Henry Hull in his original role in *The Man Who Came Back*, while for the week of August 29 a new comedy, *Home Is Best*, by Charles Divine, will be offered. This will be presented by Clovelly, Cracraft and Berkeley for New York production.

In each case the supporting companies have included well-known Broadway players, in many cases members of the original cast having been brought from New York, with outstanding performances given by Frank Wilcox in *Rain*, by Paul McGrath and Ethel Remey in *The Royal Family*, Adrian Roseley in *The Bachelor Tax* and Ruth Fallows in *Burlesque* and *The Vinegar Tree*. Several of these players have already signed for new productions, carrying out last year's tradition that a job at the County Center means a job on Broadway.

An interesting experiment was made this year in the use of the large auditorium of the County Center. This seats 6,000 people, but by curtaining off 1,100 seats it was found that the auditorium had the necessary intimacy. The problem of the stage, which was built for Metropolitan Opera productions, was overcome by Cracraft, who reduced the 70-foot proscenium opening to 36 feet and designed his settings so as to make the productions conform with the auditorium.

Two innovations are an orchestra which plays for dancing after every performance and a radio hookup which allows for broadcasts direct from the County Center three times a week. The prices have been popular, ranging from 40 cents to \$1.65.

Good Season at Dennis

DENNIS, Mass., Aug. 22.—Edith Barrett heads the cast at the Cape Playhouse this week in *The Little Minister*. The stock closed another successful week August 20, the offering being *The Animal Kingdom*. Three members of the original company were in the support in the latter play—Frances Fuller, Lora Baxter and William Harrigan. Season has been good.

Barnstormers Please

TAMWORTH, N. H., Aug. 20.—The Barnstormers this week presented *S. S. Tenacity*, drama of life on the French water front, with *The Crow's Nest* as a curtain raiser. Business was up to expectations. Players in the two pieces were Betty Darling, Lillie Jones, Frances G. Cleveland, E. Irving Locke, Carleton Vail, Harold Myer and Sidney Ball. Plays and players were well received.



By Robert Golden

WILLIAM A. BRADY told his audience of Kiwanians at Atlantic City that the recumbent theater business might be helped to its feet if half the theaters were turned into garages. Mr. Brady must have got his cue by glimpsing photos of some of the summer stock theaters in New England, which look suspiciously like converted garages.

QUEER anomaly, the dramatic stock theater of today. Out in the sticks where the surrounding country is so wild the hunting dogs cohabit with the wolves you may discover stocks playing under such titles as the Greater New York Players and the Gayest Manhattan Stock Company, but if you have business with the Barnstormers or the Haylofters you must seek them within hailing distance of Broadway.

PROSPECTS for an early return of prosperity are apparently brighter in the State of Washington than in the city of Washington. Judging by the news from Spokane, where Will Maylon is opening his stock August 21 and the Alden Players are announced to open September 4, some of these managers are sold on prosperity promises and have become rampant optimists.

RANDALL O'NEIL'S Mousetrap Players, after starting in a small way at Woodstown, N. J., are branching out into the Stanley Warner theaters. Which recalls the old aphorism to the effect that the fellow who can build a better mousetrap than any other fellow will find the world beating a path to his door. This O'Neil must be such a fellow.

RESIDENT company at Salt Lake City is housed in the Little Sun Theater, which is located on Sugar House Square, and offers a 10 and 20-cent scale of prices. That scale looks like the irreducible minimum for any manager playing on the square with his actors.

PLAY inspired by the World War and carrying the depressing name *Clouds* has just been given stock production by the Forrest L. Abbott Players at the Whalom Park Theater, Fitchburg, Mass. Ominous title, but this must be the sort that is silver lined, since the report from the box office says, "Biggest hit of the summer season here."

LOOK upon the stock at the Ohio Theater, Cleveland, and cheer up. Robert McLaughlin's company has been playing to so many overflows recently that he has announced extra performances to be given in the forenoon, beginning this week. Such substantial evidence of a turn in the theatrical tide should inspire confidence in the bosom of the worst misanthrope among the pessimists.

QUITE in accord with the eternal fitness of things was the selection of *The Wild Waves* for production at Provincetown, Mass., where the Wharf Players are contributing to the gaiety of the summer season. A play of that title would have a natural attraction for a company of that name.

Films Vs. Flesh at Utica

UTICA, N. Y., Aug. 20.—Brace Conning, who plans to start a stock company here, inviting guest stars to play from week to week, is having trouble getting a theater. Attempts to rent Warner-controlled houses (two of them are dark) have proved fruitless. He has been informed that the Warners, who are running only their Stanley and Utica theaters, are opposed to having flesh of any kind come into the town.

MAGIC

A Department for Magicians and Mentalists

By BILL SACHS
(Cincinnati Office)

J. HARRY KELLER and Prof. Louis Krieger have teamed up and are playing the hotels and summer resorts thru Northern New York State. Krieger does old-time magic and is a wiz on the cups and balls. Keller is doing mental work, giant cards and manipulations.

ROBERT H. MILLER is adding new effects to his program for the winter season; Vernon Weimert is busy building spirit effects and a Hindu rope-climbing illusion for his new act, and R. G. Herrmann, of Wapakoneta, O., is adding a spirit cabinet, Asrah and several other effects to his outfit. He also is planning on resurrecting and using old psycho.

THE REGULAR MONTHLY meeting of the Spokane (Wash.) Mystic Club was held August 9 in the Parish Hall of Holy Trinity Church, Spokane. Attendance was good. After a short business session in which two new members were obligated, three acts of vaudeville were presented. The opening spot was filled by the club's old war horse, E. V. Klein, who presented a number of clever effects with appropriate patter. Jimmy Death-redge deuced with his ventriloquist act. Jack Spong followed with a straight sleight-of-hand act which was well received. The feature of the evening was the visit by William H. McCaffery, of Pittsburgh, president of the Pittsburgh Assembly, SAM, and vice-president of the National Council. He spoke briefly and followed with 45 minutes of interesting sleights, mostly with cards. The club is planning an open meeting in September, when McDonald Birch plays Spokane. Dr. C. W. Talbot is president and E. V. Klein, secretary.

MYSTERIOUS SMITH and Company have just finished 10 weeks in Wisconsin, and the entire show is now in quarters at Warrenville, Ill., being revamped and renovated for the fall opening scheduled for September 4.

THE MAGIC BOYS, amateur and professional, of High Point, N. C., and vicinity will gather at the Sheraton Hotel, High Point, Thursday evening, August 25, for the purpose of organizing a magicians' club. All the boys in that territory are invited to attend. A stag dinner will be served. Dr. Ralph C. Flowers, of Winston-Salem, N. C., and A. Coke Cecil, High Point, have charge of arrangements.

WILLIAM LONGACRE, president of the Akron Zeppelin Ring, IBM, and H. Marshall headed the delegation from Akron, O., at the seventh annual Central States Magicians' Picnic at Lake Park, Coshocton, O., August 21. Akron was well represented at the meeting.

KING THE MAGICIAN gave two performances at the Idora Park Theater, Youngstown, O., recently for the benefit of the city milk fund. His shows were the result of co-operation between Carl Waldman, member of the Gus Doeright Ring of the International Brotherhood of Magicians, and Capt. Frank Roberts, representing the milk fund. Both performances were largely attended.

WESTERN CONNECTICUT ASSEMBLY No. 20, SAM, held its annual outing at Putney Gardens, Stratford, Conn., August 13. Members of the Springfield, New Haven and Hartford assemblies with their friends attended and there was a capacity crowd. During the afternoon a program of sports under the direction of Solly Solomonson was held, following which there was a buffet lunch, magical entertainment and dancing. Those taking part in the magic show included Gerrie L. Treadwell, master of ceremonies; Agnoli, the "Austrian Wizard"; Raymond Fletcher; Tracy L. Knapp, escape artist; Dr. William McLaughlin, rope manipulations; Theodore V. Seamon, cards; Mrs. Eva Silber, silk creations; Solly Solomonson, the "tricky chef"; Royal L. Vilas, national secretary of the Society of American Magicians, in miscellaneous tricks, and Robert Sherman, of New York, in "black magic."

LEON LONG, who has been working on the Pacific Coast for some time, is headed eastward. He played Salt Lake City and Denver recently, and for the

next several weeks will make the Mid-western fairs, working out of Kansas City, Mo.

BARKANN ROSINOFF, the "Trojan Trixter," left Los Angeles quite unexpectedly recently to study medicine at the University of California in Berkeley, Calif. His new address is 2125 Hearst avenue, Berkeley. Inasmuch as Los Angeles is still his official residence, Rosinoff is retaining his membership in Assembly No. 22, SAM. His work at the medical college will take so much of his time that any entertaining will be out of the question for him, with the possible exception of during the Christmas holidays. However, he will try to meet the magi of the San Francisco and Oakland clubs.

CIGAM MAGICIANS' CLUB, Racine, Wis., was host to Blackstone, in connection with his appearance at the Main Street Theater, Racine, August 15 to 18, at a dinner at the Hotel Nelson. Arthur J. Smith is president, and Ralph Schoenleben, secretary-treasurer, of the Racine organization.

THE GREAT NICOLA, who went abroad several months ago on a combined business and pleasure trip, arrived in New York last week from London. He brought back with him several tons of new effects which he gathered in his four-months' search thru Germany, France and England. Just prior to his sailing from England, Nicola, who so kindly kept us informed of the magic situation in Europe during his stay there, gives us the latest developments in the magic circles of London. His interesting communication follows:

"Maskelynes opened their fall season to a packed house, after a six-weeks' closedown. The program opened with Madame Suzette in a Chinese act which was beautifully staged and well received. Next was Harbin, who is better known in magic circles as Ned Williams. He performed several small tricks and then his escape act, which is the feature of his performance. One of the variety acts, which is interspersed with the magic, was the paper tearing by Chass Lewis. It is novel and entertaining. First after the interval was Jasper Maskelyn and Oswald Williams, who joined forces in their *Jollified Magic*, which consists of small comedy magic and a burlesque American bit, and closed with a more or less humorous production of hundreds of forks. The most serious magic was presented by Noel Maskelyn, assisted by his sister, Mary. The items used were thru the eye of a needle, picture blocks and the DeKolts vanishing lady.

"The Great Carmo, the only English performer of note who gives a full evening's mystery show, is making a comeback at the Penge Empire and bids well to repeat his former successes. The last few seasons Carmo has divided his time between magic and circus, but has discarded the latter and is devoting all his time to magic. His outfit includes 17 girls, five men, a lion and tons of paraphernalia.

"Chris Charlton arrived from America recently and there was an immediate rush of managers with offers of dates. He is playing at the Shepherds Bush Empire, topping the bill and putting it over in fine style.

"On the night I caught De Biere at the Trocadero, I spotted several magicians in the audience. His work never fails to intrigue those who are versed in the finer points of magic. De Biere has left for Holland for a two weeks' engagement, after which he returns to London to play the Pavilion.

"One of the most delightful of conjurers, Frederick Culpitt, is at the Pavilion. One of the best things about his act is his steady flow of patter, which is original, appropriate and sure of getting laughs. He is assisted by Jan Glenrose, who, besides adding charm to the illusions, is a clever foil for his witty remarks.

"Chefalo and the Palermo Midgets are at the Holborn Empire with other Stoll houses to follow. Chefalo extracts plenty of fun out of the audience by the clever way he uses the midgets. He carries a company of 15 people and gives a performance packed full of surprises and

laughs. He works pickpocket magic with his committee and gets more out of it than the ones I have seen who make that their specialty.

"Billy O'Connor is doing his clever card routine at Daly's. While he is reputed to be the best card manipulator in England, his skill does not end there, for he presents a number of outstanding illusions in masterful fashion thruout Europe and has the advantage of being able to speak the languages of the places he visits.

"An item of great interest among the magic clan is the forthcoming marriage of George Davenport and Miss E. Davis, of London, which is to take place August 21."

With the Mentalists

PRINCE ZOMAR is winding up his engagements in the Fox-West Coast theaters in Missouri and Kansas. He is playing this week at the Fox-Midland Theater, Pittsburg, Kan. Business to date has been exceptionally good, Zomar says.

EL HAREN, who recently made his bow in St. Louis, is reported to have one of the best dressed mental acts in the business. The five-people turn will play presentation houses in the Middle West for the next two months, following which it will play thru the East. The act runs 30 minutes. A resume of the act follows: An attractive girl comes out before a beautiful hanging piece and throws flowers to the audience, following which she moves to the center of the stage to remove a cloth from an immense flower basket, revealing the name of El Haren. The hanging piece is pulled, revealing a girl, who does an Oriental acrobatic dance. Two assistants stand on each side of the stage. At the sound of a gong El Haren enters thru a center door. Following a few introductory remarks, there is a flash of smoke, and thru the smoke is revealed a girl holding a crystal. The crystal floats on a cushion from the hands of the girl to the hands of El Haren, who is standing on the other side of the stage. All the time the spotlights are playing on El Haren, the girl and the moving crystal. The girl is "blacked out" and El Haren then walks to the front of the stage with the crystal and goes into his routine of answering questions, calling the auditors by name, etc. He closes with a prediction of events in 1933.

EVA NIGHTINGALE, English mentalist, who has just closed with a Fanchon & Marco unit, is making preparations to join the Jack E. Lewis Walkathon Company, which will shortly begin a tour of the smaller towns thru the West.

Saranac Lake

Three vaudeville acts visited the NVA Lodge recently and gave the patients a dandy show. The acts were McConnell and Moore, Evelyn Lewis, and Miller, Malvey and Reba. Lawrence McCarthy, of the Lodge, played the piano. Little Phyllis Milford, patient, acted as mistress of ceremonies. George Harmon, our regular m. c., is now a bed patient and had a hard time to keep out of it. Eddie Voss assisted in one of the acts, and was he happy!

Stella Barrett, bed patient, is showing dandy improvement. She is anxious to hear from her friends.

Mr. Cronin and wife were recent visitors at the Lodge. Cronin is from Brooklyn Lodge No. 4, IATSE, while Mrs. Cronin was formerly one of the Six American Dancers.

Harry English is feeling much better after his spinal puncture, which held him in bed for a day.

Many of the patients went for a picnic and wienie roast recently. Bert Ford prepared the coffee, but not to Monroe Coleman's liking.

Alma Montague has returned to the Lodge after visiting her people at Paradise Abbey in Vermont.

Elsie Johnson is showing much improvement, but is still a bed patient.

Martha Growald has left the Lodge. An arrested case.

Ford Raymond, bed patient, is showing big improvement. He is down for meals occasionally and still is wisecracking.

Mae Delaney, bed patient, has received a visit from her ma. Mae is doing nicely.

Laura Lamkins is visiting her folks for a week. Laura's dad is in poor health.

New arrivals at the NVA Lodge are James Hicks, formerly of the Koals Hawaiians Troupe, and Louis Rheingold (Lou Gold), black-face comic, and R. Cowley. In all cases not much trouble.

Showman's Bookshelf

Fiction

Old Manoa, by Glenn Allan. A tale of horse breeding, politics and shooting in the South, written by the former dramatic and motion picture editor of *The Atlanta Journal*. Appleton. \$2.

Monologs

Breezy Episodes, by Mary Cecil. 31 monologs. French. \$1.50.

Published Plays

Augustus Thomas' *One-Act Plays*. Three one-acters by Thomas, issued separately. *A Constitutional Point*, *Editha's Burglar* and *A Proper Impropriety*. French. 30 cents each (paper covers).

French's Standard Library. Five more issues in the series, including *Mary's Ankle*, by May Tully; *Window Panes*, by Olga Printzlau; *Take My Tip*, by Nat Dorfman; *She Couldn't Say No*, by Benjamin Kaye, and *Ladies of Creation*, by Gladys Unger. French. 75 cents each (paper covers).

The House in Blind Alley, by Elmer Rice. A little-known play, by the author of *Street Scene* and *Counsellor-at-Law*. French. 75 cents (paper covers).

The Impatience of Job, by Pauline Phelps and Marion Short. A three-act comedy. French. 50 cents (paper covers).

Rest and Quiet, by Katharine Haviland. Taylor. A one-act comedy. French. 30 cents (paper covers).

Three Strikes—You're Out, by Wilbur Braun. A three-act comedy. French. 50 cents (paper covers).

Theaters, Etc.

Rockefeller Center. The plans for the huge center which used to be known as Radio City, including illustrations taken from the architectural drawings. Rockefeller Center, Inc.

All that is needed is plenty rest and ozone.

Dan Astella is off for a week, visiting friends.

Jerry Vogel is still sending candy and novelties to the patients.

Harry Namba, bed patient, is doing nicely.

Charles Bloomfield is now up for three meals and on exercise. Doing very well.

Ben Shaffer, still a bed patient, is showing improvement.

Bill Canton, bed patient, is showing great improvement.

Gladys Palmer is feeling much better. She is up occasionally for a meal.

Lillian Leonora and her crew of turtles are coming along okeh.

Lawrence McCarthy continues to improve after giving up—pneumothorax.

Write your sick friends at Saranac Lake, N. Y., care NVA Lodge.



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Bryant Troupe To Tour Again

Will again make Chicago, New York this winter — Cincy business big

CINCINNATI, Aug. 22. — The Bryant Showboat, owned and operated by the Four Bryants, Billy, Samuel, Violet and Josephine, and now in its 13th week of its third summer season in Cincy, will wind up its local engagement October 1. The Bryant troupe will this winter again play theaters in New York and Chicago, under the direction of George Wintz, in addition to several Klaw & Erlanger houses in the key cities.

While it may seem that Cincinnati has had its fill of showboat productions, the opposite is true, judging from the way the crowds continue to flock to the old floating theater tied up at the foot of Lawrence street. The Bryant craft is drawing the limousine trade, with the prices scaled from 35 to 75 cents, with a few seats going for a buck. Before coming here this season the Bryant Showboat played four weeks in Charleston, W. Va., and three weeks in Portsmouth, O.

Sundays and Mondays are always sell-outs, as it is on those nights that the boat is reserved for club parties. Business for the balance of the week has been most gratifying since the boat began its third season here. While the last season here was a corker for the Bryant boat, the crowds this season are even larger. Saturday night the Bryant cast concluded its third week of *Thorns and Orange Blossoms*, and last night commenced an indefinite run with *Hamlet*, which created nothing less than a sensation in local theatricals last season.

The Bryant Showboat comes in for a heap of national publicity and free advertising thru its regular Thursday night broadcasts over WLW, the "Nation's Station," with headquarters here. The showboat players go on the ether each Thursday night at 10 o'clock, Eastern standard time.

Mark Three, who conducts "The Waste Basket" column in *The Cincinnati Enquirer*, recently had the following to say about the Bryant Showboat:

"After checking up on Billy Bryant's Showboat, which still packs 'em in at the foot of Lawrence street, we have a complaint to make. To put it bluntly, Bryant's troupe is getting too good. Billy recognizes this and has elaborated his curtain speech to make clear that the show is lousy. Until he comes with this information between acts the audience takes the play seriously.

"In fact, we are of the opinion that most people go to the showboat, not for a burlesque of the modern stage and not for a taste of the old-fashioned showboat. They go from the same motives that send them to stock companies or movies. They go to see the play.

"This might prove many things. But to us it proves just one—that melodrama is always good. And we warn our good friend Bryant that if his shows continue to improve he will either supplant the stock companies downtown, or else his enterprise will flop because it's too much like the theater on land."

In the present Bryant cast are Mack Franks, Clyde Schafer, Carl Faith, Vic Faust, Billy Bryant, Sam Bryant, Donald Wise, William Omar Brisbane, Florence Reynolds, Violet Bryant, Josephine Bryant and Betty Bryant. Brisbane came on last week to do *Hamlet*.

Reynolds Show in 4th Week

CHILLICOTHE, O., Aug. 20. — The Clifton Novelty Company, owned and operated by Clifton E. Reynolds, is entering its fourth week in Ohio and is doing a satisfactory business. Show is featuring Prof. H. B. Zantello, the "Man of Mystery." Irvine E. Mabery is comedian and is handing out the candy, too. Manager Reynolds is playing practically the same territory as he did with his Meta Walsh Company a few seasons back.

The Actor's Opportunity

Conditions in the industrial and commercial field have caused many business concerns to seek new selling forces. Sales departments are working along new lines. Mediums of distribution hitherto untried have been found effective.

The situation opens opportunities to many who have never tried selling. The actor, who is peculiarly equipped for salesmanship by reason of his stage training, is usually reluctant to enter any occupation outside of the theater, but many Thespians who have tried selling as a means of tiding over the depression period are making a success of it.

The average actor soon discovers himself as better than the average salesman, because his stage training has given him advantages which the conventional salesman does not possess. For many years sales managers have been aware of the selling ability of the actor, but heretofore they have found it extremely difficult to interest the player in commercial lines.

Opportunities are now open to unemployed actors in many branches of the commercial field. It is surprising that so few of the professionals who have been long "at liberty" have recognized the possibilities of salesmanship and grasped them.

Hull Comedians In Austin, Tex.

AUSTIN, Tex., Aug. 20.—Jimmie Hull's Comedians recently jumped from Paris, Tex., to Bryan, Tex., 325 miles, in search of better business and found it. From Bryan the show jumped to Taylor, Tex., where it found business good, and then moved to Georgetown, Tex., where the troupe played to good results all last week. The Hull organization opened in Austin this week, to remain for an indefinite engagement.

According to Manager Hull, the show has been out for nearly 300 weeks without closing and losing only 26 days during that time on account of inclement weather. In the 300 weeks the show did not experience a single storm or blow-down, Hull says.

In the roster are "Skinnie" Kimbling, comedian; Chet Umpleby, character comedian; Duke Matthews, leads; Ethel Crosby, leads; Marion Kelley, ingenue; Juanita Clopton, characters; Marie Throckton, soubret; "Skinnie" Clopton, general business; Ethan Allan, characters; "Red" Smith, props; Paul Pannel, orchestra leader, and Jimmie Hull,

Rose Comedians Shorts

HOUSTON, Aug. 20.—Hi-ho, everybody. Here we are way down in the old Southland, and Houston looks like a mighty good spot to start off the winter season. Opened with a bang here. We had a little rain, followed by a real hurricane, but the seat warmers seem not to mind the Texas storms.

Betsy Rose, wife of Manager Rose, is still confined in a Cheyenne, Wyo., hospital, but is reported to be on the road to recovery. A few more weeks should see her back on the show.

The writer has taken up jack-rabbit hunting along with Bert Haskell, and we are finding it great sport.

The entire company was in an uproar last week when Manager Rose received a telegram from that sport enthusiast, "Smiling" Alex Herring, stating that he was badly cut about the head in an auto accident while en route home from the Olympic Games. Our sorrow turned to gladness when he popped in on us in Reno, looking none the worse as the result of the crash. He will be with us for a few days, then on to Florida for a visit with his parents. He will rejoin the company in Vicksburg, Miss., in October.

Buddy Small left the show this week to attend the funeral of his brother.

Myra Hedrick is making all of Houston's smart shops these days, on the search for new winter attire.

Charlie Rhodes and Larry Sheldon were on the golf team lineup for this week's runner-up tournament. Manager Rose is now a member of the troupe team.

Still in Houston as you read this.
JACK NEVINS.

Wilma Hardin on the Mend

EVANSVILLE, Ind., Aug. 22.—Wilma Hardin, repertoire performer, who recently underwent a major operation at the Deaconess Hospital here, is expected to be removed to her home, 804 South Harlan avenue, Evansville, this week. She has been seriously ill, but is now well on the road to recovery. She is anxious to hear from all old friends.

owner-manager. Jack and Bobbie Arnold are on vacation at present.

"While we have heard pessimistic and depressing talk on every side, we have been too busy fighting and working to talk about it much," Manager Hull says. "We have a brand-new top and all new scenery, and our outfit is one of the prettiest in the South. We are now enlarging our company for what we hope will be our best season yet. I was born in Texas and have been showing in Texas for the last 18 years."



MEMBERS OF THE BRYANT SHOWBOAT TROUPE, playing their third summer season in Cincinnati, rehearsing for one of their regular Thursday night broadcasts over Station WLW, the "Nation's Station." WLW is the first station in the country to broadcast an actual showboat performance directly from the stage of an old-time floating theater. Left to right: Richard Nichols, assistant general manager of WLW; Gene Lewis; Violet Bryant, Sam Bryant, Flo Bryant; Carl Faith; Catherine Dunbar, of WLW script department; Josephine Bryant; Clyde Schafer, Billy Bryant, and Rikel Kent, director of production for WLW. Sam Wilson, WLW continuity writer, is in the pit.

Hitner Boat In New Hands

Mardi Gras group leases Cotton Blossom for year—suit stories aid biz

NEW ORLEANS, Aug. 20.—Capt. D. Otto Hitner's Cotton Blossom Showboat, now in its eighth week in New Orleans, has been leased for a year by the New Orleans Mardi Gras Committee. Under the new arrangement the Cotton Blossom cast will present one show nightly, followed by two hours of dancing. The Hi-Steppers, a 42-piece band of this city, is furnishing 12 of its members to knock out the dance music. J. J. Strohmeyer is president of the Mardi Gras Committee.

Capt. Hitner and wife will leave here shortly on their first vacation in four years. They are contemplating a trip to the Captain's home in the East. The Cotton Blossom cast remains the same as when the boat was operated by Capt. Hitner except that Ed Dillon and wife have replaced Vic Vitchner and wife, Peggy Moore.

The old floating theater ran into a bit of difficulty here last week when a writ of seizure was served on the Cotton Blossom after suits were filed in Federal Court. One suit was filed by Captain William Prather, who claimed he was hired in December, 1930, as pilot and seaman for \$100 a month, but that for 20 months prior to the time he quit the showboat in May of this year he was not paid his salary.

An intervening suit was filed by William B. Wells, owner of the tugboat, Wanka, who claimed he is owed \$463.51 for towing the craft up and down the river for six months.

Serving of the seizure writ did not interfere with the showboat's performances; in fact, the public's appetite for the showboat seemingly was sharpened by the front-page publicity which the two suits brought, with the result that business has taken an upward spurt.

James Adams' Old Standby Gives Boat Usual Big Biz

LEONARDTOWN, Md., Aug. 20.—Leonardtown, for a number of years the banner spot of them all for the James Adams Floating Theater, lived up to its reputation on the occasion of the boat's visit here this week.

A capacity house greeted the Adams showboat cast at the opening here Sunday night. Monday, Tuesday and Friday nights were sellouts, with the balance of the week almost as good. All seats are reserved for the Leonardtown engagement.

A final checkup tonight is expected to show all records broken for the boat's visits here.

Dave Rodrick Has Show At San Antonio Resort

SAN ANTONIO, Aug. 20.—Dave Rodrick, who in the past has trouped with various tent rep and stock organizations, has changed his name to Davey Doss, and now has the only "flesh" show in San Antonio, playing at the Blue Willow Inn, local night club.

Appearing with Dave's floor show at the Inn are Frank Hoffman, Thelma Flowers, the Ciska Sisters, Russ and MacDonald, Betty Ross, Ruth Carson and Jean Walters. Doss is emceeing. He expects to remain at the Blue Willow thruout the winter season.

Christy Obrecht Doing Fair

CINCINNATI, Aug. 20.—The Christy Obrecht Show is enjoying fair business in Southern Minnesota, according to word received by *The Billboard* from Arthur E. Bitters, agent. "Southern Minnesota is having wonderful crops," Bitters says, "and if prices were only right it would be no trick to do normal business."



By BOB EMMET
(Cincinnati Office)

JACK SHEPHERD, versatile entertainer and most enthusiastic minstrel fan of Elizabeth, N. J., advises by picture card that he is just winding up a two-week vacation at Livingston Manor, N. Y.

MEL'S MERRY MINSTRELS, of Dallas, who have gained popularity over Station WRR, have been playing picture houses thruout Texas with success. At present the company is playing Dallas neighborhood houses.

BILLY BEARD, a favorite of Atlanta 20 years back, and for many years with Al G. Field's Minstrels, is "on the air" at Atlanta each Saturday evening with his original Brandimist features. Billy is spending six days each week in getting up his interesting songs, wisecracks and whatnot. His acts have "gone over" in a huge way.

COMMUNICATIONS from many minstrel men and fans carry an expression of regret at being compelled to forego the pleasure of attending the Second Annual Convention of the NMP&FA at Cleveland. In every instance the reason given is the same, "Finances will not permit." Or words to that effect. It is safe to predict, however, that what the convention lacks in numbers will be made up in enthusiasm.

MINSTREL FAN, signing himself "M. J. B.," writes from Rome, N. Y., reminiscing of the "good old days" of minstrelsy. He recalls many of the minstrel boys of the last two decades, among them Jack Richards, Billy Church, Lloyd Gilbert, Harry Frillman, Johnny Healy and others who trouped with the old Al G. Field Minstrels. While describing himself as "an enthusiastic minstrel fan," his communication conveys the impression that "M. J. B." has never heard of the National Minstrel Players and Fans' Association, whose membership is made up largely of just such fans as himself.

JOHN T. ROY, who organized and managed the Roy Brothers, Fox & Ward minstrels away back in the '80s and for some years operated a music store in Holyoke, Mass., is probably New England's most enthusiastic minstrel fan. When he celebrated his 84th birthday anniversary, August 11, *The Daily Transcript and Telegram* devoted a two-column-head story to the event, carrying a picture and biographical sketch of the veteran. He was born in Chambly, P. Q., August 11, 1848. He entered show business in 1878 with the Roy M. Daniels Minstrels. Later he made a big success of the Roy Brothers, Fox & Ward troupe. In 1882 he went to Holyoke and founded the French weekly, *La Defenseur*. He abandoned it to return to show business, but after a few years turned to one of the ramifications of the theater, the music store. He retired from business in 1920,

but today is in the pink of physical condition and he told the newspaper interviewer: "John D. Rockefeller and I are alike in one respect. We both intend to live to be at least 100."

JOHN F. CARTWRIGHT, minstrel fan, submits from Bowling Green, Ky., a copy of the program of the Barlow Minstrels for the season of 1898-'99. The show was under the management of Harry Ward, who was also one of the principal comedians and endmen. Interlocutor was J. Arthur Coburn. In Professor Norton's Philharmonic Orchestra were Dan Cady, Steve Norton, J. Arthur Coburn, Charles Ogle, Billy Griffin, Dick Smith and Elmer Wells. In the end chairs, besides Ward, were Hugh Cannon, James Bray, Billy Allen, Lew Baldwin, Fred Russell, Joe Hampton and Jack Spence. Vocalists were Archie Hood, Will James, F. C. Holland and Ed Mally.

CLEVELAND MINSTREL NOTES—Jack Kennedy, of the late Al G. Field Minstrels, was a visitor to Cleveland recently, having stopped off en route to Buffalo, where the minstrel boy is to play several engagements. . . . Local minstrel boys are warming up for the second annual convention of the minstrel association and it is assured that John Healy, Dan Quinlan and Mrs. George H. Primrose will receive a royal welcome. . . . Gene Pearson, formerly with Neil O'Brien's Minstrels, is back in town after playing small vaude houses in the surrounding territory. . . . Bob McGregor is up in Canada. "Just getting into shape for the big events on August 29-30," writes the smiling Scotch boy from his Canadian retreat. . . . Mack and Mack were recent visitors in the Cleveland territory and both boys are clicking along in good style. Their old time buck and wing dancing is a sight to behold. The boys will appear with Mrs. George Primrose during the convention minstrel revue. . . . Leo, the Ebony Chalkologist, is chalking up the big dates and expects to introduce a few new sketches when the old boys roam around Cleveland the latter part of the month. . . . Sally and Bob McLaughlin were the minstrel warblers heard around the Toledo area recently. Returning to Cleveland this team will find a welcome awaiting them.

ROSE & THALL'S All-White Minstrel Revue, owned and operated by the Lew Rosenthal Amusement Enterprises, Dubuque, Ia., enjoyed a prosperous opening for the fall season of fairs at Mineral Point, Wis., August 3, 4 and 5. So delighted was the board of managers of the fair association with the performance that the president of the board broadcast direct from the grounds that the attraction was "the finest aggregation of talent ever to play the fair in the long history of the association." Featured with the company are the Four White Kuhns, well and favorably known in vaudeville. Roy Francis and Dancing Brownie are the endmen. Dick Hulse and Bernie Dunn serve in the same capacity. Milt Herron is the interlocutor, and Bertie Herron is featured in black-face impersonations. Moch Behmer's Orchestra supplies the music for the various song and dance numbers and made a hit at the opening performance. Others with the aggregation are the Unique Dancing Trio; Bernice Tucker, coon shouter; Vic Garreth, dancer; Al Tint, yodeler and impersonator, and Billy Adams, whistler. The revue has a pretentious scenic background this season. The opening is an elaborate garden setting, and the closing scene has a showboat motif, which is winning acclaim. Two girl revues are at present rehearsing at Dubuque under the Rosenthal banner, their opening dates being set for the third week in August. The Rosenthal offices report their season of fairs is going along satisfactorily, much better than advance conditions had led them to hope.

NMP&FA Notes

By Robert Reed, Secretary

Word has been received at headquarters that our Eastern States vice-president, Jack Shepherd, is steadily regaining his former good health. For more than a year Jack has been putting up a great fight. We are glad to learn that he is today becoming victorious and we wish him the best of luck thruout the days to come.

Mack and Mack, those "minstrel boys of other days," are determined to strut their stuff during the convention minstrel revue, now that they know that Mrs. George Primrose is going to be on hand. You should see them step it out. The boys are versatile dancers, in spite

of the fact that their minstrel days date back to over 35 years ago.

Harlowe R. Hoyt, magazine editor of *The Cleveland Plain Dealer*, will address the banquet gathering. His subject will be *Life of Dan Emmett, the Father of Minstrelsy*.

If you have not already mailed in your room reservations to your secretary, please do so at once. Special room rates are available, but be sure and register with your secretary. Convention headquarters opened at the Hotel Allerton August 22. This is your chance to help build up your minstrel association, so plan to attend this second annual convention meeting. Among the highlights of the convention will be the sight-seeing tours. The big minstrel family banquet and the minstrel revue business sessions will be scheduled so as to permit plenty of time for recreation and other entertainment. Not a dull moment. That's the slogan of the local committee. Come on along and bring the family or some of your friends. Let us tell the world that we are out to revive and reclaim minstrelsy interest thruout all America.

Vice-President "Hi-Brown" Bobby Burns, please write to your secretary as promptly as possible. Letters mailed to your old address have been returned to headquarters.

Remember the second annual convention meeting at Cleveland, O., August 29 and 30. Convention headquarters, Hotel Allerton.

Billroy Show Briefs

BLUEFIELD, W. Va., Aug. 20.—"Still" in the mountains and everything is fine and dandy.

Caught Bill Leicht out scouting ahead of his presentation act and Sunday overtook Guy Johnson on one of West Virginia's famous eight-mile grades. Both look "fit to kill." It recalled memories of 17 years ago down on the Spiegelberg Time—Johnson & Leicht's *Teddy Bear Girls*.

Those calls Johnny Finch is noted for missed Monday. He just did make the show. Billy Wehle says he ought to take a 10 weeks' vacation and hibernation.

Mumblepeg is now in vogue on the opy and the writer recently enjoyed (?) the pleasure of "rooting the peg."

Bob Fisher and his boys are broadcasting here this week.

Gladys Duncan's sister, Thelma, is on for a visit.

We'll be leaving here Sunday for parts unknown, as Manager Wehle has become as silent as a clam. He may be doing some heavy thinking, who knows?

TOM HUTCHISON.

Water Queen in Gallipolis, O.

GALLIPOLIS, O., Aug. 20.—Roy Hyatt's Water Queen Showboat played here last Saturday and Sunday nights. A well-filled auditorium greeted the players on both occasions. Company's offering, *The Road to Happiness*, was well received. Dr. W. B. (Billy) Neal, former troupier, now located here, enjoyed several visits with members of the showboat cast.

Mrs. Kelley Seriously Ill

ELYRIA, O., Aug. 20.—Mrs. Leon C. Kelley underwent a major operation at the Elyria Memorial Hospital Wednesday and her condition is reported as very serious. Mr. and Mrs. Kelly formerly trouped with the Williams and Heffner & Vinson companies.

Launching New Cartoon Show

HAVERHILL, Mass., Aug. 22.—J. B. Swafford, who has served in both the indoor and outdoor branches of show business, and Edward White, of the Franklin Medicine Company, have formed a partnership to launch a new edition of the cartoon comedy, *Bringing Up Father*. They will hit the road from here in the very near future.

Tex Billy on Stock Dates

PHENIX CITY, Ala., Aug. 20.—Texas Billy and his Western Entertainers, Billy (Jiggs) Finnegan, owner-manager, have opened at the Airdome Theater here for an indefinite stock engagement. There are seven people in the troupe. Business is good, Manager Finnegan announces.

Bishop Show a Dandy, V. Henry Church Says

CINCINNATI, Aug. 20.—V. Henry Church, erstwhile performer and now on the road for a Washington firm, recently "caught" the Bishop Tent Show in the Virginia territory, and in a communication to *The Billboard* tells all about the company that pleased him so highly. Writing from Washington, under date of August 17, Church says:

"Visited George Bishop, of Bishop's Tent Show, at several Virginia stands and was surprised to see what excellent business he is doing. Visited him at four different towns and the tent was filled at each stand. This merely shows what a wide-awake manager can do. He gives the folks thru here what they want in the way of amusement and they show their appreciation by coming out in flocks. There was rain several nights, but they came just the same.

"Manager Bishop has displayed good showmanship in the selection of his plays and his between-the-act vaudeville features. James Johnson, magician, is featured with his magic and trained dog and birds; Mr. Munden does a comedy bicycle act in pantomime, and a rube and black-face act with his wife. Mr. and Mrs. Bishop play leads in the bills and do a good comedy specialty. Company also has a three-piece orchestra that gets results. A callopie is used for an outside bally. Company has a line of attractive house cards, and the food served on the opy is the best, and there's plenty of it. The show, as a whole, is the best I have run across in this section."

Rep Tattles

MR. AND MRS. WILLIAM R. LEONARD, of the Leonard Players, accompanied by Benjamin West, were visitors in Kansas City last week, engaging people and transacting other show business.

L. C. McHENRY, who has had out his own tent shows in the past, but who has been more or less inactive in the last year, was a recent arrival in Oklahoma City and expects to stick around those parts until September 10. McHenry has made an extensive tour of Colorado, Wyoming, Utah, New Mexico, Oklahoma, Texas, Louisiana and Mississippi and says that conditions are about the same all (See REP TATTLES on page 29)

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WANTED For Circle Stock, all around Team, General Business as cast, Specialties; Piano Player, male, double Parts. State all No advances or tickets. Farrell Ballard, wire. **HILL & DALE, Victor, Ia.**

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WANTED—Team, Man and Wife. Man strong Blackface in Acts, and Specialties. Lady Piano Player. Ingenue in Acts. Salary sure. Platform show. We do not live on lot. Answer quick, stating full particulars. No money advanced. **HOOSIER HERB CO.,** Scottsburg, Ind.

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WANTED

Clever Ingenue—Man for Juveniles and Heavies—Woman for Mother Parts—Good Sized Man for Character—Good-Looking Second Business Woman. State height, weight, age. Send photographs. **MUST WORK CHEAP.**
CHAS. K. CHAMPLIN, Red Bank, N. J.

T A B L O I D S

Conducted by BILL SACHS—Communications to 25 Opera Place, Cincinnati, O.

Curley Burns Pleases Akron

Closes there in 3 weeks to open for Butterfield at Jackson, Mich.

AKRON, O., Aug. 22.—Curley Burns and his company, now in their fifth week at the Civic Theater here, have three more weeks at the local playhouse, and then will open for the Butterfield Circuit at the Capitol Theater, Jackson, Mich., September 11. Four new girls have been added to the line, bringing the roster up to 42 people.

Things have been moving along smoothly since the Burns troupe opened here. While business has not been of capacity variety, the box-office receipts have shown a steady increase each week, and everybody associated with the venture is satisfied with the results.

The Curley Burns presentations have been catching on in a big way with the local theatergoers, and the Akron press has been throwing frequent "raves" over the quality of the shows presented. Commenting on last Sunday's performance, *The Akron Beacon Journal* said, in part:

"Curley Burns' *Ballyhoo* steps into the ranks of revues that is away and above the plane on which you expect a resident repertory company to appear. The Burns company beats in the matter of speed, has more colorful settings, a snapper chorus and is better costumed than many of the so-called Broadway road shows seen here in recent years."

Included in the cast are Curley Burns, Allan Gilbert, Ruth Mack, Ruth King, Dorothy Farley, Katherine Mallory, Johnny Watson, Alma Killian, Helen St. Andrews, Shirley Rust, Fred Hall, Chuck Hoback, Jack Hill, the Quinn Sisters, Mary Williams, Howard Paden, Mitchell Todd, Mary Humphreys, Roland Pepper, Rose Fine and Mat Frye. There also is an attractive chorus. Charles V. Turner continues as business manager.

Paul Robinson Heading 50-Piece Harmonica Band

WILKES-BARRE, Pa., Aug. 20.—Paul Robinson, harmonica ace, formerly with Lewis Mack, Billy Leicht and other tabloid organizations, and recently on the Loew Circuit with *Novelty Notions*, is now heading a 50-piece harmonica band, which opens today at the RKO Capitol Theater, Trenton, N. J. The turn is billed as Paul Robinson and his Melodious Miners. Robinson has been employed this summer as harmonica instructor for the Playground Association of Wyoming Valley, which comprises this territory.

The harmonica band travels on a huge bus and features a street parade in each town. C. B. Maddock, New York agent, is handling the act on the RKO dates. Featured, besides Robinson, are Jack Davis, the "singing miner"; "Tomboy" Betty Gale, singer and dancer; Merle Bartilson, seven-year-old harmonica "wonder," and Joe Vitol, the "upside-down" boy. Robinson is being backed in the venture by Major Arthur Miller, of this city.

Savannah Resumes Labor Day

SAVANNAH, Ga., Aug. 20.—The Bijou Theater will resume its tabloid-talkie shows beginning Labor Day, with the appearance of *The Chicago Follies*, featuring Ches Davis and Gene Cobb. The show will remain a week. Hawk's Sunshine Revue will follow the *Follies* for a week. *High Society Revue* will appear at the Bijou for a week, beginning September 19.

Hodges Players in Norfolk

NORFOLK, Va., Aug. 20.—Jimmy Hodges' Players opened here under canvas for an indefinite stay. Show has good location and is drawing well.

Tab Outlook Bright In Oklahoma Country

OKLAHOMA CITY, Aug. 22.—Things are looking a lot better for the return of "flesh" shows in this part of the country. Several theaters in this territory are remodeling and building stages so that they can play occasional tab and vaudeville attractions. Managers find the public is tiring of a straight talking picture diet and will patronize a good stage show for a change.

Due to the success of tabs in Seminole and Enid, Okla., the Griffith Brothers, who own a string of houses in this territory, are planning to open a number of shows in its houses in this territory. "Bozo" St. Clair and his company played more than a year in their house in Seminole. Success greeted George (Honey Boy) Fields and his partner, John Welsh, when they opened a few weeks ago at the Aztec, Enid. Likewise, tabs at the Griffiths' house in Shawnee are meeting with pleasing business.

It is probable that tabloids will be booked again at the Opera House in Guthrie, Okla. Last winter several tabs played there to satisfactory business.

The Palace Theater, Oklahoma City, under the direction of Tol Teeters, continues to meet with marked success with a tabloid and talking picture program at popular prices.

Yes, it looks like stage shows will have a bright and pleasant season in Oklahoma this winter.

Stilwell Unit in Knoxville

KNOXVILLE, Tenn., Aug. 20.—*North Pole Follies*, a Limie Stilwell show, opened a three days' engagement at the Strand Theater August 18 to a full house. The show was a hit. Headlining the outfit is the Beverly Hills Orchestra, playing on the stage and in the pit. Featured in the cast are "Red" Mack, "nut" comedian; Tom Griffin, black-face artist; Tex Chapman, baritone singer, and Dixie Mayo, dancer. There also is an attractive chorus.

Jarvis Revue at Fox, Spokane

SPOKANE, Wash., Aug. 20.—The Jarvis Revue is the supplementary feature to the talkies at the Fox Theater here this week. The flesh turn is being billed equal to the feature picture. Turnouts recently for stage shows at the Fox have led Manager Tom Olsen to take what is offered of the better variety as program boosters.

Tabloid Out of Knoxville

KNOXVILLE, Tenn., Aug. 20.—The Bijou Theater here, which has been playing occasional tabloids during the summer, and which has just closed after two weeks with the Henry Prather show, will remain dark until the opening of the fall season of dramatic stock, September 5, when the Peruchi-Booth Players return.

Marcus Revue For RKO Tour

NEW YORK, Aug. 22.—The A. B. Marcus Revue has obtained a seven-week booking from RKO, taking the place of the customary five acts in all the houses.

Tour starts August 27 in Minneapolis and follows consecutively with the State-Lake, Chicago; 105th Street, Cleveland; Rochester and Syracuse.

October 8 the show plays Providence and a week later goes into the Boston, Boston.

Canadian Officials Put Check on Shows

ST. JOHN, N. B., Aug. 20.—The change in policy of the Canadian immigration department to United States professional performers has resulted in eleventh-hour changes of plans by several musical tab groups. The intention had been to cross into the Eastern provinces for about two months' stay at the movie houses, but the immigration inspectors turned thumbs up.

In some instances a pick and choose system has been used, thus wrecking a company. In others, all have been rejected. The attitude has prevented a deluge of tab troupes which had been expected in Eastern Canada this summer. The Dominion is now almost as tough to enter for American performers as is the United States for the Canadian player, since the retaliatory move.

The *Ballyhoo Revue*, an all-white tab organization, after opening at Sydney, N. S., worked westward into Nova Scotia, thru Prince Edward Island and New Brunswick to the Maine line. It is en route back to Boston, where the troupe was formed.

Joe Marion Company Finds Business Okeh

DENVER, Aug. 20.—Joe Marion, big favorite with tab-going Denverites, and his company at the Rivoli Theater continue to do satisfactory business. Joe features "a good, clean show" in all his advertising. Bills are changed three times a week.

In conjunction with the stage show is a talking-picture program and a peppy orchestra. The admission is 10 cents at matinees and 15 cents at night. The house seats 3,500.

The Zaza Theater likewise is doing fair business, with a tab-talking picture policy for a dime.

Tol Teeters Biz Holds Up

OKLAHOMA CITY, Aug. 20.—Despite unusually hot weather this summer, the Palace Theater, under the management of Tol Teeters, continues to do fair business with a stage show and pictures at popular prices.

This is the only house in the city showing "flesh" regularly.



By Bill Sachs

BROWSING THRU TABDOM: The word around San Antonio is that a tab stock will shortly move into the State Theater there. . . . Max Gross, the "Harmonica Rascal," has teamed with Joe Martin, of the Big Brothers Harmonica Band, and the duo is carded to make its debut around Boston this week, agented by Ed Gross. . . . A Tennessee theater recently discarded its tabloid policy after a several weeks' try and is now dark. Management blames it on "too much smut." . . . Red Wilhoite has come out of hiding, and we bumped into him last week at the Wailing Wall (Ninth and Vine, Cincy). Red is beating the drums at an across-the-river beer emporium, and, judging from the "German goiter" and full cheeks, is prospering as well as a guy can nowadays. . . . Louise Sun, daughter of Gus Sun, is enjoying a stay in New York, after returning from a European jaunt. . . . Earl Arlington, erstwhile tabster, is managing the Liberty Theater, Albuquerque, N. M., that village's only "flesh" stand. . . . Among the tabsters, past and present, spied in and around San Antonio recently are Ann Mae Lewis, Annie Manning, Marie Billings, Gerald Morgan, Harold Byrnes, W. T. (Handsome Harry) Stiehl, Lois Nixon, Bob (Speedy) Meyers and Lester Ketner. . . . Gene Postlewaite is claimant to the title of golf champion on the Arthur Hawk show; in fact, he admits he's the champ. Billy Cullen, Barney Cleaver and Art Hawk speak desparingly of his game, and what Gene says about their niblick swinging is unprintable. . . . Richards & Kaas report good business thru the Oklahoma territory for their Big Fun Show. Blondie Richards and baby joined the outfit last week, bringing the roster up to 10 people. . . . Collins and Wanda, dance team, are filling an indefinite engagement at the Gunter Hotel, San Antonio. . . . The Ciska Sisters, hoofers, are working with Dave Rodrick's (Davey Doss) floor show at the Blue Willow Inn, San Antonio. . . . With the Al Franks Company at the State Theater, Seattle, Wash., are Rose Smith, Billie Bingham, Lillian Green, Keith Park, Maurice Franques, Robert Gordon and Al, himself. . . . Walter Mars, the ivory pounder, currently trouping with the Levant Tent Show thru Michigan, chirps, to wit: "I suppose there's a depression all right, but we 'big guys' don't notice it. Didn't I make two sides for Gennett, netting me a fortune of \$92; ain't I got a car almost paid for, and isn't the revenue garnered from arrangements paying for my smokes? Working now, but expect to be in 'storage' for the winter." . . . Marie Lund, wife of the late Danny Lund, is still located in Daytona Beach, Fla. "I'm pretty homesick for the road," Marie pens. Show-folks are showfolks, and homefolks are not the same. We are having shows in here occasionally, and among those who appeared here recently were Ollie De-brow, Jack Heath, Don Lanning, Red Mack and Ches Davis and his *Chicago Follies*. . . . Eunice La Field, former chorister, is confined to her home, 2519 Troost avenue, Kansas City, Mo., with a nervous breakdown and is anxious to hear from all her friends in the profession. . . . Frank and Lillian Maley are sojourning at Lillian's home in Monroe, Mich., after closing with a tent show in Iowa. . . . Hy Heath, who has been confined to the U. S. Veterans' Hospital, Washington, D. C., since early in July, hopes to be discharged from that institution at an early date. Hy is all enthused over the fine treatment he has been accorded at the government's nursing home. Drop him a line, folks. . . . Jack Lord, still in the costume business in Detroit, is figuring on a local spot for tabloid stock for the coming season. He recently enjoyed a pleasant visit with Bert Smith, Vi Shafer and Vancielle Elliott. . . . Jim Bennett is opening the Columbia, Detroit, which has been dark for several months.

Looking Back

(From The Billboard of August 26, 1922)

Tabloid managers met last week at the Gus Sun office, Springfield, O., for the purpose of becoming better acquainted and to bring about greater co-operation toward improving the shows on the Sun Time the coming season. Homer Neer, Sun general manager, demands that the managers put a specified amount into wardrobe, scenery and equipment this season. Old-fashioned bits and all semblance of suggestive and blue material will be eliminated, Mr. Neer says, and a censor committee will serve to enforce such an order. . . . Grace Nelson is producing shows for Frank Everett, John Clark and others, all of whom are seeking booking over the Hyatt Time. . . . Floyd E. White and Edna Mae Glover have been engaged as straight man and prima donna with H. B. Seeman's *All-Star Revue*, which opens September 4. . . . Homer Meachum is featured comedian with Virgil E. Siner's Big Fun Show, now touring the South under canvas. . . . Bert Bence's *Hello, Girls*, opened the season at Jackson, Mich., August 19. Buddy Wood, Buck Buchanan, Jack Hill, Katherine Knowlton, Joe Boscum, Billy Lockhart, Pauline Glenmar, Mary Laskin, Donald Knowlton and Mr. and Mrs. Bert Bence complete the cast. . . . Jack Bast reports that his LaSalle Musical Comedy Company is meeting with success in the South. In the roster are Jack Bast, Harry Fitzgerald, George (Blackie) Blackburn, Louise Metcalf, Tillie Blackburn, Bert Newell, Mae Menche, Nan Fitzgerald, Alice Landis, Georgia Brickman, Margaret Gebhardt, Dorothy Moore and Lucille Blackburn. . . . With Bert Smith's *Ragtime Wonders* are Joe Marion, Billy Malone, Dick Butler, Chuck Hoback, Jack Harley, Sue Hale, Vi Shaffer, Helen Curtis, Arlene Melvin, Stella Watson, Christell Matthews, Billie Wilkerson, Madge O'Dowd, Cecil Marion, Louise Brandt, Billie Harley, Violet Smith, Mildred Strange and Ida Hoback.

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"Old Indian Remedy, Folks!"

A partial answer to the question of what actors do when the bottom drops out of the organized legitimate theater is contained in a series of letters from Tom Waters, Equity member, to his friend, James O'Neill, Equity representative at headquarters.

Waters, after having served in many capacities in the legitimate theaters, is now coproprietor of the Indian Medicine Show, when last reported playing Landisville, Pa.

"The way things are," he recently wrote from there, "New York doesn't mean any more than or as much as this burg. We have been out seven weeks now and we are still going, and, while we are not filling any bank deposit boxes, we are living the life of Riley, eating the best and sleep like tops, and the good country air is a tonic in itself."

"We sell the Oregon Indian remedies 'Katonka.' I sold it 35 years ago and it goes over right today. We sold a dozen or so last night at a buck a smash, and a lot of Indian oil and corn salve."

The show advertises that it "introduces its remedies to the public by giving a series of moral and refined entertainments, consisting of vocal and instrumental melodies, entertaining sketches, laughable afterpieces, mirthful comedy, classical music—a moral entertainment under model management."

"Comedians, actors, singers, dancers," the dodger continues, "it will do you good to see them. Some are Negro delineators, some are Irish, some are Dutch. All are artists of merit and ability."

And lest you think that this is just another of these medicine shows, the advertisement proudly adds: "The Indian Medicine Show is not to be confounded or classed with other so-called Indian medicine companies. Its reputation and responsibilities are too great."

But even such a model management occasionally encounters local difficulties. In Landisville, for instance, from whence came its latest tidings, Mr. Waters reported that:

"The Methodists are holding a camp meeting here and did their damndest to make us fold up. The local squire called and read us a law from 1822 to the effect that any amusement pitch had to be three miles away from the camp meeters."

"Being a Methodist myself, I told the squire to tell the camp meeters to go —." (But, no, Equity will not tell its readers what the good medicine man told the good squire to tell the good camp meeters to do, but, undoubtedly, it would have done them good if they had accepted his suggestion.)

"We were pitched on the school lot about 200 yards from them. Well, they scared the school board, so we had to move. The town is for us, and Stauffer, a rich boiler factory owner, gave us his Keystone Park grounds, rent free. We lost Monday night and moved to new lot (and beautiful). It looks good."

Here is a story of ingenuity and self-reliance, which accounts for the survival of some actors who might otherwise have been shoved off the theatrical map.

Maybe the theater as a whole needs a shot of the old Indian remedy.

Death of J. Moy Bennett

Writing from Troy, N. Y., Bill Norton informs Equity of the death of its member, J. Moy Bennett, in that city August 9. "He was a good actor and director and he gave me my first professional engagement," wrote Mr. Norton. "His last engagement was with *The Trial of Mary Dugan*, road company, I think. He had a stroke about a year ago and has since lived at the home of his sister here. He died of heart trouble."

Equity, of which organization Mr. Bennett had been a member since 1921, offers its most sincere condolences to the members of Mr. Bennett's family.

A 10-Cent Meal

The Actors' Dinner Club serves only one meal a day and, generous as its servings are, there is need to supplement them.

Arthur William Row draws Equity's attention and, thru Equity, "those actors who are unaware of the fact that Bernarr Macfadden is operating a 1-cent restaurant at 109 West 43d street. An excellent meal may be had for less than 10 cents."

And Equity's editor is able to testify to the fact that the food is nourishing and palatable.

A Double for Warfield

Joe McCormick, of the Tribune Publishing Company, Cedar Rapids, Ia., has written to Equity's president of the remarkable physical similarity between the actor David Warfield and Chauncey Weaver, assistant city solicitor and sometime bassoon player of Des Moines. A story in *The Des Moines Register*, in part, relates of Mr. Weaver:

"It was back in 1907, when Weaver first took the post of music master for the Berchel, Princess and Empire theaters, that he learned he was a 'double' for the noted Warfield, who achieved much of his fame for his portrayal of 'The Music Master.'"

"Weaver, in addition to supervising the music for the other theaters, played the bassoon in the Berchel Theater orchestra."

"As he walked backstage one evening he noticed that the actors were staring at him."

"Altho it is difficult to believe after seeing the assistant city solicitor in court, Weaver became a trifle embarrassed."

"The mystery was explained, however, by the musical director for the production."

"My friend," he said, 'do you realize that you are the living double of David Warfield?'

"Weaver didn't, but it wasn't long before he began to believe it."

"For every actor who played the Berchel stared at Weaver, and when Warfield himself came to the Berchel in *The Music Master* Weaver was convinced."

The letter recalled to Mr. Gillmore that he had known Mr. Weaver personally during the period when he annually toured the country and had noticed the resemblance between Mr. Warfield and Mr. Weaver.

ACTORS' EQUITY ASSOCIATION.

Chorus Equity Assn.

DOROTHY BRYANT, Executive Secretary

Four new members joined the Chorus Equity in the past week.

We are holding checks in settlement of claims for Peter Alexis, Iva Butenka, Charlotte Davis, Tonia Desiatoff, Doris Grant, Gladys Harris, Marge Hylan, Marion Hylan, Elizabeth Huyler, Roderick Howard, Fred Holmes, Nadia Pomocheff, Robert Rochford, Hazel St. Amant, Neida Snow, Alexis Vassilieff and Pania Vassilieff.

We regret to report the death last week of Jack Ray. Mr. Ray had been a member of the Chorus Equity since May, 1924. He had been with *Big Boy*, *Five o'Clock Girl*, *Night in Venice*, *Street Singer*, *Crazy Quilt*, *America's Sweetheart*, *Shoot the Works*, *Hearts in Repair* and *Of Thee I Sing*.

With the beginning of the new season we again advise our members to come to the office and register in the rehearsal book on the day on which they begin rehearsal. This record is important in case of dismissal during rehearsals, when it may be necessary to establish whether or not the member has rehearsed more than seven days. Occasionally our members have stated that they did not want to sign until after the probationary

period had elapsed, as they were not sure they would be kept in a production. That is just the reason they should sign.

It is also important that we have this record in case of overtime rehearsal. It is not enough that one or two members sign; that only establishes how long the individuals signing have rehearsed. All members of a chorus do not necessarily start on the same day. Also, in signing on the first day it is possible to make sure that the bond is posted.

There have been several inquiries as to the obligation of the management when a production rehearses out of town. A manager is entitled to two days of free rehearsals in any town within 1,000 miles of New York, providing the two days come within the 28 days of free rehearsals. After two days the chorus is entitled to \$3.50 until the opening—unless the company has used the free rehearsal period, in which case they are entitled to pay for rehearsals as provided in the contract.

In the case of the second season of a production—if 50 per cent or more of the chorus were with the company the preceding season—the management is entitled to only three weeks of free rehearsals, and if he wishes the two days out of town free it must be within the three weeks.

One of our members complained that, after signing her contract, she was let out of a production with which she had rehearsed less than seven days. She stated that because she had signed the contract and felt her engagement was secure she had given up other employment. The contract embodies in it the clause that either side may break it within the first seven days without obligation. Members who are asked to give up other employment should have the seven-day probationary clause scratched and the change signed by the manager if they wish to be assured of their engagement immediately they sign.

Don't forget the Chorus Equity classes, acrobatic tap and ballet. The cost is only 50 cents an hour. There is a scholarship fund for those members who are unable to pay even the nominal charge. This is a most unusual service to our members and every member who is in New York should be registered in these classes. Even if you wish to specialize as a singer, a knowledge of dancing will help you. Many members of the Actors' Equity have used our dancing classes for the exercise they afford, and also for the grace and poise which dancing lessons give.

Come in and register now if you have not already done so.

DOROTHY BRYANT,
Executive Secretary.

REP TATTLES

(Continued from page 27)

over. The tanks are very poor, he says, with the exception of the Mountain States. McHenry is figuring on breaking back into show business in the very near future.

EARLE NEWTON, who formerly had out the Earle Newton Players thru the Middle West, is now with the Fred Jennings Show on the West Coast.

BISBEE & NERO'S COMEDIANS enjoyed good business at Bowling Green, Ky., the week of August 8. Burkesville, Ky., last week was fair. Mahalia, magician, is a feature with the show.

CHARLES COLLIER'S *Silas Green From New Orleans* is reported to be playing to fair results in the Kentucky territory. Company is on one-nighters.

CLYDE J. WHITE, now at the U. S. Vets' Hospital at Hines, Ill., during a trip to Chicago, August 13, enjoyed a pleasant visit with Arthur and Florence Lake, who were playing the RKO Palace. White tramped with the Lakes on the Raynor Lehr show in the South 13 years ago.

META WALSH, who formerly had out a tent show bearing her name and now residing in Chillicothe, O., recently took part in the musical comedy, *Henpecked Henry*, presented by the American Legion of Chillicothe at the Majestic Theater, that city. The production was directed by Eric Noble. Miss Walsh was cast as Mrs. Henpecked Henry. Recent visitors to Miss Walsh's home were Mrs. Steve Price, who spent a week; Doc Jack O'Neal and wife, who were showing in Chillicothe, and Leona Alfretha, who joined the O'Neal show there.

THE EMMA MAE COOKE COMPANY, now playing indefinite stock in Pekin, Ill., is located on the main square of the

Little Theaters

Communications to 251 West 42d Street, New York.

During the past season on Broadway there was a dearth of shows suitable for little theaters—a surprising dearth, all things considered. There were numerous plays that little theaters might very easily do—but once they are done the question is bound to arise as to why anybody bothered. To this department at least, the play eminently suited to the little theater group is a play that includes a stirring amount of social, political or moral reform, a play that is capable of new forms in production, staging, settings and direction, or a play that possesses intense and special drama. Shows of this type on Broadway were conspicuous by their absence.

Lists of 1931-'32 productions that might be done in little theaters could be compiled almost endlessly—but most of them would be merely just another theatrical performance. Miss Crutchfield, of the Los Angeles County Drama Association, recently made up a list of suitable plays for small groups, and it's interesting to note that only six of last season's shows were on it. They were *Caught Wet*, *Night Over Toas*, *Just To Remind You*, *The House of Connelly*, *There's Always Juliet* and *Louder, Please*.

There can certainly be no objection to the inclusion of *Just To Remind You*: its eminent suitability for small groups has already been commented upon in these columns. *Night Over Toas* is a poetic and occasionally stirring treatment of an indigenous American theme. *The House of Connelly*, in spite of major dramatic defects, lends itself readily and effectively to little theater treatment. And *There's Always Juliet* is one of the frothiest and most delightful comedies ever to come from England. But *Caught Wet* and *Louder, Please*, are doubtful. The former is nothing at all, written excellently by Rachel Crothers, and the latter is a raucous and wild farce-melodrama that contributes nothing.

Among other shows produced last season that might be used by little theaters are Richard Maibaum's *The Tree*, a play which pitifully died in an uptown side street, muffled under awful production and casting; Theodore St. John's *Adam's Wife*, an earthy drama of the Midwest which was a great deal better than its Broadway reputation would indicate; *If Love Were All*, a sensitive and beautiful play by Cutler Hatch; *The Fatal Alibi*, a better-class and well-written mystery; Talbot Jennings' *No More Frontier*, an epic of the growth of the West; *Bloodstream*, by Frederick Schlick, a stirring melodrama of the prison mines; *Distant Drums*, Dan Totheroh's magnificent prose-poem of the wagon-trains—which might, however, put too great a strain on most little theater production departments; *The Moon in the Yellow River*, a gloriously insane tragedy of modern Ireland; *Merry-Go-Round*, the telling indictment of American politics that got a rise out of New York's license department; *The Devil Passes*, Benn W. Levy's slyly satirical morality play; *Springtime for Henry*, another Levy play, this time a farce of the first water, and *The Left Bank*, Elmer Rice's discussion of American expatriates in Paris.

town, two doors from the Pekin Theater, the leading house of that community.

THE DRAYTON FAMILY spent last week in Kansas City, after a vaude tour of the Black Hills, Wisconsin and Iowa.

DON AND MAIZIE DIXON and their company opened recently in Cedar Rapids, Ia., and are reported to be doing good business.

NEIL SCHAFFNER is playing permanent stock in Marshalltown, Ia., and is located within one block of the main street.

THE WARD HATCHER COMPANY recently played Sigourney, Ia. On the closing night the admission price was 1 cent, when accompanied by one 10-cent paid admission.

THE JACK MARCO COMPANY is playing permanent stock under the Frank Winninger top in Wausau, Wis.

THE ROBERSON PLAYERS are reported to be doing excellent business in Wisconsin, with a 22-people show.

THE ED WILLIAMS COMPANY, featuring Violet Witt, closed suddenly at Medora, Ill., August 13.

Is Equity Indispensable to Sundays?

IT SEEMS definitely hopeless that Equity, in the hands of its Council, will ever change its viewpoint and vote to allow Sunday shows in New York. It is this vote that the managers have sought for almost a year now, before they take their fight to Albany, before they seek to change the ridiculous blue law that allows burlycue strippers to cavort in what for Sunday consumption are dubbed concerts, while Shakespeare and similar low fellows are rigidly forbidden.

It seems hopeless that Equity will ever change its stand, at least before the laws are changed—and the managers want Equity's aid in changing the laws. Just why they are so insistent upon it, however, is a question.

It is indisputable that the support of Equity would immeasurably aid the cause of Sunday shows in New York, but it is also indisputable that the opposition of Equity will not necessarily kill it. Equity has been defeated in legislation before, and there is no reason why it can't be again. The managers, having reached an impasse with the actors' organization, should think seriously of going to Albany alone—or, rather, with the support of the theatrical labor unions, who have already come out in favor of Sunday performances—and meet the possible opposition of Equity, the bluenoses and the corseted reformers. If their case is strong they should be able to win without Equity's support and even with its opposition. And their case seems strong.

There is no reason in the world why Equity's attitude should affect the lawmakers' decision on a ruling of such obvious and ridiculous injustice. Motion pictures, with their usually inept leading players locked in suggestive poses, have the official sanction; so have burlesque shows and various other forms of entertainment. To leave legit out in the cold while everything else can run merrily on is so unfair that even a State Senator should be able to realize it. And if the managers add to that the economic necessity which they claim they can prove for Sunday showings, the lawmakers ought to be entirely convinced of the injustice of the blue law.

And once the law is repealed, Equity's position becomes untenable. With the law repealed Equity would be forced into a repeal of its own provisions against Sabbath playing.

Radio broadcasters represented by the NAB committee and the seconds for the composers, authors and publishers from the ASCAP have apparently come to an impasse. NAB made an offer of a flat additional sum and ASCAP is holding out for the percentage basis from those who use its music for profit. They still have time to come to an agreement before September 1, yet some of the stupid panicky among the music folk continue to talk "strike."

Booking Office Tactics

THE information that a fair in New York State was forced to make an 11th-hour switch from one booking office to another a few days before the event was scheduled to open suggests that something is rotten in a certain Scandinavian country. The Billboard knows that the booker holding the original contract was violating Hoyle by making sure of its ground; too sure, no doubt.

Firm sold the fair certain acts, and then turned around and sold a feature part of the program to a fair in the same State while aware of the fact that the first fair would rebel at the repeat. It did rebel, with the result that another office was called in at the last minute to furnish the acts for the grand stand after advertising and exploitation had gone out on the original program

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layout. These are only the salient facts in the case. The detailed explanation would not be dissimilar to tactics practiced by bookers in the past. We therefore dismiss the subject with the thought that ethics seem to have vanished from the game as far as certain practitioners of the booking field are concerned.

Then there's the case of the act which was guaranteed playing time of six weeks out of eight—and by the same office. The act is still wondering when the first date will come around. The booker offers the old wheeze about depression having dropped the bottom out of fairs, a statement which is directly at variance with a survey of Eastern and Canadian fairs in the last issue, which shows that more than \$250,000 is being spent on "flesh" programs in those regions by 31 picked fairs.

It is intriguing to toy with the thought that lofty promises, as in the case under discussion, are never meant to be fulfilled. Sure, blame it on depression. Why not have contracts with depression clauses; meaning, in effect, why any contracts at all?

The new legitimate stage season opened on Broadway, but hardly auspiciously. On August 1, the date arbitrarily set for the start of the new season, Chamberlain Brown's "Scrap Book" and a piece called "The Devil's Little Game" opened. Later the same week a farce labeled "Page Pymalion" came to town. By the middle of the following week, however, all three had disappeared.

Outdoor Show Outlook Brighter

NO SMALL degree of anxiety prevailed among traveling organizations of all classifications in the outdoor show field in the early summer weeks relative to how, materially, business would increase during the late summer and fall. A rather uneasiness was superinduced by a current realization in virtually all sections of the country that a gradual increase of general good in all branches of the business and in-

dustrial worlds was not weekly apparent, as was expected and had been forecast by "experts." General opinion was, possibly due to an exorbitant degree of optimism, that there would be uninterrupted improvement during 1932—"as soon as summer opens." But the situation and prospects during May and June did not savor of such a spirit-raising future for the remainder of the year.

However, since the middle of July, and especially the last few weeks, from the standpoint of an average show, box-office receipts have been climbing—authentic reports from management provide the evidence—not rapidly, but slowly. In most sectors of the nation there has been increased employment, and failures of commercial business firms have shown a marked decrease, all of which is aidful to show business.

The end-of-season horizon is now by far brighter, and its encouraging rays (betterment) are almost sure to become more pronounced weekly during the remaining months.

Employers of sales talent are discovering that the trained actor possesses the qualities of salesmanship to a high degree. At the same time actors who have taken to selling merchandise as a means of temporarily tiding over affairs until theaters are again thrown open to them have made the important discovery that they need not be helpless away from the theater. Some of the Thespians have made such a financial success of it that it is doubtful they will abandon their new pursuit when prosperity returns to the show world. Another of the lessons of adversity.

80-20—Or Fight!

MORATORIUMS are all the rage nowadays. That is, in almost every business but the theater. Why can't the bankers, who in the final analysis are the real owners of the theaters, see light? They are still demanding terms and considerations from the producers which under present business conditions are ridiculous. The usual 60 for the show and 40 for the house might have been satisfactory five years ago, when even a poor show stood a chance of grossing \$5,000. But when a hit is figured at doing nicely on a \$10,000 gross, what chance have the medium successes?

With the average show doing \$5,000 the 60 per cent would give the producer but \$3,000 for his cut, out of which he must pay his share of the advertising, the cast, office help, publicity and a host of other expenses. It just doesn't pay from the producer's viewpoint, and certainly not from that of the actor, who must work for a starvation salary. All these conditions create a feeling of futility in the profession.

This feeling is reflected in the bankers' statements at the end of the season, when they see red ink against their theater investments. If they don't come down to earth pretty soon, it will be too late. The only way out for the financial interests is to come to the realization that at present their investments are worthless anyway, and give up hope that they may realize anything for a number of seasons. And with this in mind they should make new deals with the managers, giving them all the breaks, which in the long run will eventually benefit everyone in the business. For the coming season house terms should be 80 for the show and 20 for the house.

The value of co-operative effort has been strikingly demonstrated in the dramatic stock field this summer. Of the half hundred resident companies carrying on today, a majority are working under some form of the mutual benefit system. Thus continuous employment has been afforded executives, actors, stagehands and musicians thru the most difficult summer season within the memory of the present generation of the theater.

Historical Books

Editor *The Billboard*:

The time has come when the American public should evince a greater interest in the merits of books on historical subjects which are published, sold and placed in public libraries, largely on the established reputation of their publishers. It has been demonstrated down thru the generations that settled and developed this country that its literature has been an important factor in the education, enlightenment and morals of the children who later become the useful citizens and operating force of the nation. Books that reached the homes, schools and public libraries have been by writers and publishers whose names were generally accredited as a guarantee of veracity.

Books of a historical nature relating incidents, accidents, success and misfortune in the careers of men in various walks of life have been popular with readers generally. The history of Daniel Boone, Davy Crockett, Kit Carson or Buffalo Bill is an inspiration to the reader which is accepted with faith in the writer and the publisher; the story is told and retold generation to generation, and is accepted and taught as authentic history for all time. P. T. Barnum's *Triumphs and Struggles*, written by himself; *50 Years in the Magic Circle*, by Signor Blitz; *Memoirs of Joseph Grimaldi*, the famous clown of the Drury Lane Theater, and other interesting books on the history of famous public entertainers. Possibly as great interest is manifest in the history of circus life and careers of noted performers as in that of any profession.

It therefore becomes the duty of both writers and publishers to be sincerely honest in the compilation, publication and sale of books on any historical subject, to be read and passed on to coming generations as authentic records of the past. P. T. Barnum's own story of his show experience, *Gil Robinson's Old Wagon Show Days; From Sawdust to Windsor Castle*, by Whimsical Walker, and this year that splendid *Rome to Ringling*, by Earl Chapin May, are books on circus history in which every page is a mark of merit deserving highest praise for accuracy and evidence of sincerity on the part of the writer, as well as careful editing by the publisher.

Clowns have had a forceful influence in placing the circus to the forefront as the world's greatest amusement institution; their names are on the rosters of shows of all sizes down thru the records that make our circus history, and of them we have pleasant memories. But ye gods! When we peruse the pages of a recently published book, the writer of which is said to be a clown, many seasons with one of the greatest shows on earth (and has double somersaulted over elephants and horses); also claims to have been present on the occasion of a "Hey Rube," in which the elephant, Empress, wielded a stake with her trunk to drive back the mob; numerous other absurdly impossible circus happenings are related, of which there is no record in any of the reliable amusement publications of that period.

The dates of events, number of seasons engaged with different shows, details of connection with other enterprises for long periods during the same years he was a regularly employed "acrobatic clown" with a famous circus owner. All this garbled mess constitutes the pages of a good-sized, well-bound book, written by a man claiming to be a veteran of the circus profession. There are 16 pages of preface and 7 chapters of retrospection; it is only necessary to ponder a little while reading, as the conflicting statements that follow each other are so palpably bold that they are easily discovered.

To those who may question the criticism of this acrobatic clown's book, convincing proof of exaggeration is easily found in its first chapter; you read that Bob Stickney turned two somersaults with ease as he soared in the air over 24 horses; on page 196 we are told that some years ago Bill Rice had with his circus a vicious lion which escaped from its cage while parade was in progress and caused a stampede; did much damage and was captured in a Negro restaurant. Bill Rice is alive, of sound mind, and will tell you that he never owned a circus, and that this story is a flight of imagination.

The conflicting statements of the "acrobatic clown" in regard to his years of service in the profession are so numerous that only a careless reader would fail to discover them. He claims to have been apprenticed to Dan Rice in 1865, remained with that show four years; then two seasons with Orrin Bros. in Mexico City; joined P. T. Barnum 1873

and was continuously with the Barnum organization until fall of 1894. Now listen. In the spring of 1882, on his way back east from California, stopped at Salida, Colo., where he met and joined a Hamlin Wizard Oil Company; they were headed overland to California in mule-drawn wagons; struck the Rocky Mountain country in June; on to the Napa Valley by way of the Sierras, and arrived at Pasadena in October, completing a most enjoyable adventure, but elsewhere he gives happenings with the "Greatest on Earth" for the same season.

By actual check against recognized reliable published records of circus rosters, routes, important events and happenings with shows during the period covered by this "acrobatic clown" in his book, there can be found on 47 different pages absurd exaggerations, flights of imagination and bold conflict in statements of what is given to the reader as historic facts.

CHARLES BERNARD.

Savannah, Ga.

Balloon Man Wants a Break

Editor *The Billboard*:

If *The Billboard* welcomes criticism, etc., perhaps here is meat for an editorial. As a loyal circus fan, former circus worker and at present a street worker with balloons and novelties, I want to tell you about the world's meanest legal adjuster. I want to know what you think of such practices. A recent article in your publication gives credit to a legal adjuster for keeping trailers off a certain lot. Well, he also gets credit for sending out his flock of strong-armed suckers at another point to break balloons by tacking. I happened to be in the burgess' office when So-and-So called, paid the license for the show and handed out the passes, after which he remarked as to what the burgess was going to do with all the street workers who were in the office waiting for their trailers. So-and-So said that all trailers

This department of *The Billboard* is conducted as a clearing house, where readers may express their personal views concerning amusement matters. Opinions regarding particular shows or acts will not be considered. Neither will attention be given on this page to communications in which personal problems are discussed. Letters must be signed with the full name and address of the writer, must not exceed 300 words, and should be written on one side of the paper. Send communications to *The Forum, The Billboard*, Box 872, Cincinnati, O.

were crooks and short changers. Now while I agree that street workers do not bring the crowds to the show lot, nor do concessioners on the show, I contend that as long as the street workers have their permits it's none of the show's business if the workers do not get on the lot. But Mr. So-and-So looked at it from a different angle. At the blowout he sent out his crew to do the dirty business. This sure was "fine" advertising for the show, as hundreds of patrons were leaving. Some of the patrons said it was a dirty trick, and a certain circus fan said that he would make efforts to prevent this show from coming in next season.

Give the balloon man a break, for without his activity in the show business there would be less color and certain manufacturers would feel it financially, and the joys of having strings attached to boys' and girls' fingers, with a balloon in the air, would be gone and a past memory to the present generation. The balloon has its place. A parade without a balloon man is not a parade complete.

CAPT. JIMMY WHITE.

Allentown, Pa.

Rep Business in Texas

Editor *The Billboard*:

What's the matter with the rep business in Texas? Will it get better with the price of cotton going up? It should. But will it? Harley Sadler's Own Show will, no doubt, receive full benefit of better business. But will the others? Very likely, just a little.

There was a time when the natives fell for that "world's greatest act" stuff. Since the talkies came the demand for better production, proper stage setting and lighting became more and more pronounced. But, alas, the average manager cannot see this! The same old plays, of course, under new names. The same old worn-out couch, kitchen table and half-put-up dye scenery represent the home of a millionaire. A few cheap-looking

handbills announce the coming of the "opry" in our midst. Deception from the beginning to the end. Then one wonders why the average native puts thumbs down on these shows.

A small show playing Kansas territory regularly came down here and made good at regular prices. The manager, a young enterprising comedian with a good education and knowledge of business administration, put it over notwithstanding the depression. This goes to show that those who are in tune with progress will succeed.

JAMES HAMILTON.

Groesbeck, Tex.

Come on Indoors, Nat

Editor *The Billboard*:

I wish to congratulate you on your recent new column, *Pool Whirl*, which has proved most interesting to me and I am sure to other pool men.

Just a thought, tho. Why can't your Mr. Nat A. Tor write a little more about the indoor pools, which he seems to neglect to a large extent. Possibly he doesn't realize that there are more indoor pools than outdoor ones, and there must be many other indoor pool men who would like to hear his suggestion for indoor pool operation.

Wishing you continued success in the pool field.

JOE MARX.

Jackson Heights, L. I., N. Y.

A Plea for Unity

Editor *The Billboard*:

I have just finished reading an article entitled "Make It a Happy Family," by Doc M. Irving, and the most remarkable statement that stands out like a "sore thumb" is that over 2,000 magicians lost to an organization of only 30 mentalists.

Why was it that the magicians could not make an impression in the recent scuffle between magicians and mentalists? Because there was not unity of purpose, a combination of organized

Insists Drama Is Ailing

Editor *The Billboard*:

In regard to my recent communication to *The Forum* and the reply of Frank Hatch, of Boston, "The Drama Is Okeh," let Mr. Hatch tell it. But no one else sees it that way, and I suppose others, myself included, have a right to their opinion as well as Mr. Hatch has to his.

I think George M. Cohan writes decent plays, and by no means do I lay the blame on anyone with plays that aren't fit to see. But Boston must be blessed with different drama than the rest of the country if it is not accursed with smutty and sex plays. I'm not attempting to say that every play written by modern playwrights outside of those I excepted is a poor play. I do say that we have been fed so much wise talk in plays that the average theatergoer is cold against the spoken drama and shies away from it.

Men who have the drama at heart know this, and vaudeville can be included in this category of show business that has been too often buncumbed. In fact, the so-called playwright of today is throwing together two hours of necking, lounging and uptown-flat gab and calling it drama. A so-called sophisticated class has come into command of the theater and has pulled it down upon itself with its bridge-party lingo that the rest of the world sees as sham and bunk. Some of the worst offenders are the college-trained writers who have listened to the chatter of "all-knowing" dramatic teachers who know nothing about the theater except what they read in books.

Well, Frank Hatch, of Boston, if the drama is okeh, I'll have to say that you are not engaged in trying to make a living out of it. I have for 30 years, or rather had until a year ago, when it got too tough for me, as well as plenty of others.

S. A. HEYWOOD.

Troy, N. Y.

Who Will Bell the Cat?

Editor *The Billboard*:

When I read letters from so many magicians favoring the amalgamation of the three major magical societies, one of Aesop's fables is brought to my mind. The mice called a general council to discuss ways and means to render their fortunes and estates more secure from the danger of the cat. Finally, after much speech making, it was agreed that the cat should wear a bell about her neck to be a signal for them to retire to their holes. More trouble came when they tried to decide how the bell was to be fastened about the cat's neck, and what mouse would undertake to do it.

Many things appear feasible in speculation which are afterwards found to be impracticable. When we try to consider ways and means to reconcile the differences between the different organization heads we have the same question before us the mice had when one of them asked, "Who shall put it there?"

WALLACE, THE MAGICIAN.

Durham, N. C.

And Squareshooters Suffer

Editor *The Billboard*:

How can I find out why some people are bound to burn up anything good for someone else after being used with every courtesy. Some time ago it was decided owing to unfair—yes, crooked—business to bar out subscription agents from our fair.

For the past five years I have allowed two agents to work in the hall. I had every confidence that these men were on the level and would not do anything questionable, but recently I have had two complaints from patrons stating they never received the papers for which they subscribed. They wrote the publishers, but they knew nothing about it.

Well, the answer, as far as Bluehill Fair is concerned, is no more subscription agents, and the bars are up for all.

E. G. WILLIAMS, Secretary,

Bluehill, Me.

Bluehill Fair.

"Alexander's Ragtime Band"

Editor *The Billboard*:

Since the revival by modern dance bands of *Alexander's Ragtime Band* many young people would like an authentic version of the story of this once famous originator.

How many oldtimers can give us the lowdown on this outfit? How many former members can? L. E. WELSH.

Saginaw, Mich.

Something Rotten in Denmark---

A Discussion of Show Business in Europe

By EDWARD J. HAFTEL

THE supercilious sneer with which the European manager has been in the habit of regarding the commercial theater in America has given way of late months to a worried frown. All is not well with the Old World. There is something rotten in Denmark, Norway, Sweden, Lapland, Finland, Germany, England, France, Spain, Italy, the Danubian States and the Balkans. That something is business—show business in particular.

Suddenly and cruelly the European manager finds himself faced with the unpleasant prospect and stern necessity of getting down to business or getting out of it. Many are throwing up their hands and jobs in despair; others with more courage are attempting to muddle thru; a few—and it is with these that this article is chiefly concerned—are attacking the problem sanely and coolly.

This crumbling of Old World theatrical traditions, this sudden awakening to the fact that the show business is a business after all, may be traced to the world-wide economic upheaval which we know as the depression, but which the European prefers to call *la crise*. Crisis or depression, the fact remains the same—the theater, along with other lines of business, has been caught in the economic doldrums, and in Europe as elsewhere it is going to require skillful steering to get it out.



LDW. J. HAFTEL

To fully comprehend the situation in Europe one must first turn back the pages of history. The European theater always has been more or less a subsidized institution. In the beginning it was the King's jester. Then came the prince's private playhouse. And, finally, the State or municipal theater. Always there has been someone to foot the bill. Never has the manager had to worry about such annoying items as getting off the nut.

If business was bad, if the season showed a deficit, a generous government could be counted upon to take up the economic slack. Of course, in the long run it was the taxpayers who footed the bill.

Then came *la crise*. That altered everything. Europe suddenly found itself in the doldrums, and the managers began to learn a few things about economics and the theater. Thrown into bold relief was the fact that the playhouse reflects the financial state of the community—that when fortune is high and things are flourishing the people go to the theater frequently, but when fortune is low and affairs are languishing they stay at home or go around the corner to a cheap cinema. This might not have been so disquieting had it not been for the fact that—

In the midst of this depressing scene the parliaments of Europe met to balance budgets. But budgets would not balance. Higher taxes and drastic economies in all branches of the government were ordered. The theater did not escape. In fact, where the theater was concerned the parliamentary equilibrist were able to strike an almost perfect balance by simply lightening the subsidies of the State-owned playhouses and increasing the taxes on the commercial places of amusement. The European managers were appalled by this economic juggling.

City councils found themselves faced with much the same problems as the State governments. Municipal playhouses suddenly assumed the proportions of huge white elephants and in many towns where the question of continuance of these theaters at the cost of the community as a whole was put to a vote, the townspeople voted to close the playhouses.

In others notice was served on the managers that they must put their playhouses in order—that they must find a way to make them pay. This has been no easy task. Unequipped as most of them were to cope with financial problems, they nevertheless have shown a remarkable ability to adapt themselves to the commercial viewpoint and in a surprisingly short time. Another feature of their metamorphosis is that the European managers have succeeded in ac-

complishing it without entirely breaking with their ideals.

If they cannot quite bring themselves to accept the thought of art for money's sake, they nevertheless find quite acceptable the idea of money for art's sake.

And this brings us to one of the most interesting aspects of the European theatrical crisis, and that is a realization by the better managerial minds that it is not entirely an economic crisis with which the theater is faced, but an artistic one as well. Tho the depression, as it affects the playhouses, may be laid in a general way to world economic conditions, one must look further for the underlying causes of the present-day indifference of European theatergoers to the drama.

How explain this disaffection, this disloyalty among a people to whom the drama has stood for so much in the past? This is one of the most perplexing problems with which the European manager finds himself confronted. Many blame the cinema, and not without reason, for the increase in popularity of that form of entertainment has been in direct proportion to the decrease in popularity of the spoken drama. Most European managers, however, are content to rail at the cinema without attempting to probe deeper into the reasons for its seeming prosperity at the cost of that of the theater.

One European manager to whom I talked recently, and who has given the matter careful study, had some particularly pertinent conclusions to offer. The cinema, he observed, is following a definite logic, while the theater has ceased to follow any. The cinema knows where it is going, while the drama is groping blindly in all directions.

The theater, he insisted, must cease its attempts to compete with the cinema by imitation. Only by returning to the simple, tried-and-true dramatic forms for which it was intended could the theater hope to regain its lost popularity. One way this could be accomplished, he argued, would be to banish spectacle from the stage.

"During many cycles," he went on, "the drama consisted solely of dialog and actors. Of such were the dramas of Shakespeare and the classics of Musset and Becque. Spectacle at that time had its place only in the opera and the ballet. Little by little, however, with the birth of romanticism in the theater, spectacle crept into the drama. Of a sudden, spectacle found the cinema. There was born an art complete. Its success was enormous.

"What were the consequences of this success upon the theater? Imitation and failure. Under the influence of the Germans, other European directors and dramatists attempted to effect a compromise between the drama and the cinema. Spectacle was given first place on the stage—dialog and actors were pushed into the background. The result of this experiment from artistic and financial points of view has been disastrous—the drama has lost its character and the theater its popularity.

"If nothing else, the theatrical crisis has brought managers to a realization that they cannot compete with the cinema along these lines. They must choose one of the two courses: Either they must drop the drama altogether and devote themselves to the cinema, or they must drop their attempts to adapt the cinema to the drama and return to the simple theatrical forms of dialog and actors."

Accordingly we find one group of European managers returning to a drama patterned along lines of that which packed playhouses in the days of their forefathers in the hope that it will work the same magic in these trying times. In the future the play is to be the thing. Spectacle is to be left to the movies. And by banishing it from the stage the

manager rids himself of one of his most expensive production costs. The saving, of course, is in the interest of art.

Other reforms, too, are being considered—purely economic reforms. Chief among them are a general scaling down of admission prices and a drastic slashing of the various items which go to make up overhead. Actors will not receive the fancy salaries of heretofore, but it is hoped they will have regular engagements, instead of chance-come-chance-go employment. Many of the supplementary expenses with which the European theatergoer has been burdened—the seemingly endless tipping and the other irksome items which, added up, put 20 to 30 per cent on the price of a seat, also are being ruled out.

These reforms, however, it should be borne in mind, are merely being considered. Inability of the managers to reach an agreement for a concerted attack upon the problems and evils besetting them so far has prevented these reforms being put into effect. Take the necessity of reducing admission prices as an example. For a manager to attempt this alone would be a lot like trying to dry up the Atlantic Ocean with a sponge.

St. John Ervine, taking up this aspect of the managerial problem in *The London Observer* of recent date, observes:

"The price to all theaters must be reduced, and not merely the price to this one or that one. The playgoer cannot remember in what theater the price is low, and even if he can remember, the play may not be the one he wishes to see. Times without number I have begged our managers to co-operate but I fear me that the present lot never will."

Only by concerted action on admissions, by drastic revision of its internal economy and by offering the public honest values can the theater hope to compete with the variety of rivals with which it is confronted, adds this observer.

If times are hard for the State-endowed and controlled theaters of Europe they are still harder for the commercial places of amusement. Not only has the commercial manager to put up with many of the problems that vex the State-theater manager, but he has the added burden of taxes—taxes which run all the way from 20 to 30 per cent and which for him often represent the difference between profit and loss.

The entertainment tax in France, like our own, was imposed as an emergency measure during the war. The poor tax rests on an obsolete idea that he who seeks amusement must contribute to charity. In France it has been so from the Middle Ages and in France custom dies slowly. Meanwhile the poor are getting richer and the theaters are getting poorer. The French theater owners have no quarrel with charity, but they do protest, and most bitterly, against being the only industry forced by law to contribute to its upkeep.

Their objection recently took the form of a country-wide protest during which more than 3,500 places of amusement closed their doors for 24 hours. This demonstration cost the government 1,750,000,000 francs in taxes. The only playhouses which remained open were the State-controlled ones and for the first time in years they played to packed houses. This, however, failed by a long way to compensate the government for its losses. The theater managers were promised that something would be done about taxes if they organized no more protests. They are still waiting.

Cinema admissions for 1931 were double those of all other classes of Paris theaters, yet one should not jump to the conclusion that all has been, or is, beer and skittles for the movie industry in Europe. If the legitimate theater owners complain that more and more people are going around the corner to a cheap cinema than formerly, the motion-picture managers are equally loud in their lament that more and more people are staying home than formerly came around the corner.

Eloquent testimony to this effect is given in the following table of receipts for the Paramount Theatre (Continued on page 37)

A New Deal in Dramatic Criticism

"Where There Is No Vision the People Perish."

VISION and light! These two are the most fateful influences affecting the theater—one upon the healthfulness and rapidity of its progress, the other upon the variety and richness of its art. Without light there could be no theater of today; without vision there would be no theater of tomorrow. The theater reflects and keeps stride with the civilization from which it springs, being either retarded or advanced according to the conditions of the times. Both the theater and civilization are measured in terms of light—physical, intellectual and spiritual. But there must be vision as well as light, for lack of vision precludes the possibility of progress, and eventually means disintegration and destruction. When the light of classical culture declined and the capital of the world was transferred from Rome to Constantinople, civilization crumbled and the Dark Ages followed.



JAMES T. WATTS

The theater went into eclipse and for more than 1,000 years there was not a playhouse, a play or a player in any city, town or hamlet thruout the earth.

When civilization dawned again, it was thru the church, where vision and light still lingered, that the spirit of drama in the Latin liturgy was detected and the theater revived. In this manner the modern theater and the modern drama had their beginnings, rising from darkness and decadence thru the centuries to their

present possibilities for art, wealth and happiness. Is there no prophet or Delphic voice to show us the way out of this present era of darkness and depression and give us a New Theater?



The Dark Ages, accompanied by a total collapse of the theater, probably will never recur, but at present we are passing under a cloud from which eventually we shall emerge. Upon reviewing events in the theater over the entire country for the last 15 years, one must admit that most of the ills from which the industry is now suffering could have been averted. Lack of vision and light—these have brought on the cataclysm; and this brings us to the crux of our subject—dramatic criticism, including theatrical writing in general. Before entering upon this problem, which I shall discuss with the utmost candor, I express my admiration and friendship for the gallant and chivalrous Gentlemen of the Press, who have been so consistently misrepresented by the films as lushers and character assassins. During my whole experience, covering more than 20 years in newspaper work, my interests have been torn between two loves—that of the press and of the theater. The Gentlemen of the Press, who go up and down the streets and byways by day and night, gathering news and rendering public service, are motivated by but one object—love of their profession. Their financial return is small, but their reward is great in romance and adventure; which, perhaps, is sufficient remuneration for the idealist. The same may be said of those generous and talented folk of the theater, who strive to hold aloft the standards of a noble profession, giving of their time and money to aid every good cause and to make the world happier.

All these, of course, have had little or nothing to do with bringing on the present lamentable condition now existing in the theater. The cause, I believe, is due largely to a policy, tacitly entered into by the press and the theater, whereby critics conform to a conventional form of reviewing, writing blurbs, balderdash and flappedoodle in the guise of intelligent and conscientious criticism. In some cases reviews are lifted almost bodily from one paper to another and run as original matter under a byline. Such writing is utterly lacking in potential truth and inspiration and is a disgrace to both professions. The same may be said of dramatic writing in general, which is often camouflaged pressagentry and offers nothing new or vital. Large dailies are dropping dramatic criticism except for pop-priced attractions. However, I firmly believe that criticism of all major stage and screen attractions can be made to fulfill the two chief functions of the press, distribution of news and public service. But to do so criticism must be original and truthful. Lack of forceful and fearless criticism has allowed evils to creep into the theater, unworthy plays and pictures to prosper, causing a general letdown in the morale of the industry and profession. There are many

By JAMES THOMPSON WATTS

Mr. Watts has been doing newspaper work for 20 years, writing dramatic criticism and theatrical news most of that time. He has long been known as an outspoken commentator and his outpourings carry great weight in the Northwest, where he is on the staff of The Duluth Herald.

causes for the demoralization of the theater today, but virtually every patron will tell you that he is fed up on fulsome praise of entertainment and is starving for virile, red-blooded criticism and comment.

Dramatic criticism, deserving of the name, should be affiliated with the fine arts. It is one of the nicest and most exacting forms of writing. To one who understands the theater and its various crafts, it offers the inspiration of all the sister arts, for the drama is the one and only art which can avail itself of virtually all the devices of every other art, borrowing from the poet, the painter, the sculptor, the musician, compelling them all to aid in its advance to perfection. Above all else, it most naturally and completely expresses the life of man. To meet the requirements necessary to write dramatic criticism one must appreciate all the arts and understand the heart of humanity. To catch the true spirit of such a task a writer must detach himself from all commercial influences. As the drama has the widest appeal of all the arts, so should dramatic criticism have the widest appeal of all forms of writing.



Fear of truthful and fearless criticism is a specter rather than a real danger. I believe truthful criticism to be mutually beneficial to all concerned, including the press, the theater and the public; and yet both press and theater executives for the large part would hold up their hands in horror at the thought of absolutely free expression.

Before the press stands that boggy—the advertiser. Would advertising fall off if the truth were told regarding advertised amusements? I believe it would be increased. Truthful criticism inspires the confidence of the public, increasing circulation and street sales of newspapers, thereby raising the value of advertising space. I know many persons who buy certain periodicals regularly for the sole purpose of getting the "lowdown" on current and forthcoming theatrical attractions, and I believe the same situation prevails over the entire country. These sales add heavily to the coffers of these periodicals and make high advertising rates acceptable. The public is bargaining for amusements and is eager to grab reviews that serve in ensemble as a trustworthy amusement guide.

The theater is scared by the same specter, but in a different way. The worthy attraction is aided by truthful criticism, but the one below standard suffers. But by this very fact the truth benefits the theater in the long run. Truthful criticism is a spur to producers to do their best, thereby raising the standard of amusements and building up a steady, loyal patronage to the theater. Where truthful reviews prevail, good entertainment will always draw, and the money that otherwise might go to less worthy attractions is diverted to the better. Theater managers often take umbrage at candor, but where there is no prejudice or personal malice a critic's attitude should be taken as impersonal and a part of his day's work.



If the purpose of the press is twofold—distribution of news and public service—then I consider dramatic criticism as one of its most important functions, coming under the heading of service, provided the critic is capable, conscientious and untrammelled. If a critic is deficient in any of these requirements he will not only fail to serve the public and his employer, but will be a liability to both in a financial, social and intellectual way. By making a constant survey of the theater the critic is able to gather a vast storehouse of information which he hands down for the benefit of his readers. He cannot meet this requirement unless he has freedom of expression. He must point out the merits and demerits of all important productions and make frank, unbiased comment upon conditions affecting the theater and its patrons. He serves the three-fold capacity of guide, watchman and information bureau.

The public is getting its dramatic criticism from various sources these days, including radio and the screen. Of course these are not legitimate critical agencies, as they beggar description with a flood

of superlatives. They cannot be taken as truthful guides.

Certain newspapers turn over their editorial columns occasionally to criticism, directing attention to something unusually good. This practice is excellent as the editor selects only worthy attractions for comment. Occasionally, too, reporters of general news are assigned to criticism. They usually review a show from the standpoint of the audience and the public is given a fairly trustworthy impression. But the man or woman who criticizes shows week in and week out, covering the good, bad and indifferent, has a trying and exacting task, especially if he is heckled because of non-laudatory expression. The theater is one of the most exacting of professions and the requirements of the critic are manifold.



During the decade leading up to that memorable market debacle of October, 1929, neither a prophet nor a Delphian oracle could have obtained a hearing from the flushed and ruthless invaders of our theater. Whole circuits were gobbled up, luxurious playhouses sprang up like toadstools, salaries soared to four and five figures. The orgy of expansion and spending went on with blind and feverish recklessness. Art was sacrificed, the stage was engulfed and the films reigned in barbaric splendor. Here and there were sounded faint prophetic warnings and Delphian mumblings, but amid the mad confusion of action and the babel of voices, little or no attention was given to conservative opinion or caution. The theater had lost its head. Its vision had gone out of focus and its light had become a spectrum of de luxe evolutions and revolutions. When the market crash came it brought down with it that vain and vaunting Tower of Babel.

Fully 15 years ago a retiring theater builder and operator gave an interview, warning against the dangers of overexpansion and the fading popularity of famous screen stars, and this was published with comment under the byline of this writer. If the builder in question had not been retiring probably he would not have given out such a pessimistic, yet truthful statement; and later his enthusiasm was rekindled by the prosperity around him, getting the better of his judgment and foresight. He lost his entire fortune in new ventures such as he had decried. As for the editorial, setting forth his prophecies, it was received with incredulous laughter or total indifference. Nevertheless, if writers thruout the country had expressed their views fearlessly, emphasizing the perils of the times in regard to overexpansion and the unwarranted rise of film entertainment at the cost of the stage, the hand of devastation might have been stayed.



Since then the pitiless light of time and the truth have shown the folly of those who dreamed of world dominion. Frank and intelligent criticism cannot correct the errors of the past; there is little left to criticize. The moving finger writes, and having writ, moves on. But the shadows of the past and the follies of the future loom just as menacingly now as did the evils of 15 years ago, and honesty and fearlessness in dramatic writing are needed just as much now as ever.

The theater has reached its zero hour—or nearly so. Conditions are so paralyzed and broken down that immediate reconstruction seems impracticable and well-nigh impossible. But mindful of the mistakes and failures of the past and with faith and confidence in the future, foresighted men and women should vision a New Day dawning just below the horizon. With hundreds of theaters dark and others closing every day, creating an army of idle artists and other workers, leaders of the industry should prepare now for the reorganization and reconstruction which are to come with more prosperous days.



When this happy time does come the dominant note of the campaign should be A New Deal in the Theater. This involves a New Theater, owned and operated by and for the people with all of its members co-operating loyally with its executives and managers; an even distribution of entertainment, including drama, musical comedy, vaudeville and pictures. As one of the most potential and far-reaching aids in bringing about this ideal state, I suggest A New Deal in Dramatic Criticism and All Dramatic Writing—criticism and writing that are direct, honest, fearless, capable and constructive; free from the handicaps of policy, advertising, prejudice and ulterior motives; using all materials and helpers at hand; reviving all the good of the past and establishing new and higher ideals in art and service—a theater that will gain favor with the years and put to work again the thousands of artists and others in divers branches of the profession now idle.

The Coming Chicago World's Fair

By NAT D. RODGERS

SHOWMEN everywhere will be interested to learn about the amusement features for Chicago's 1933 World's Fair, to know what has already been done and what is planned for next year. One thing can be set down as an axiom: The management of the exposition realizes that most people attend a fair to be entertained and amused. And so just as much attention is being given to the things that will divert and amuse the visitors as to the features that will appeal to educators, scientists, research workers and students.

The name Midway was recently selected for the amusement area by a group of Chicago newspaper columnists who acted as a jury. They unanimously selected this name from among thousands of other suggestions. As a subtitle they chose "City of a Million Lights." It seems fitting that the name Midway, which originated in the World's Columbian Exposition of 1893, should be adopted for Chicago's second World's Fair. The name is brief. It describes the physical location of the amusement area midway



NAT D. RODGERS

between the north and south gates. It has historic associations and the glamour of romance and fun about it. Everywhere in the show world it has become the accepted term to describe an amusement area.

The Midway of 1933 will be just as thrilling and fascinating a place as its predecessor of 1893. There will be thrills, fun and action galore. The breath-taking amusement devices that made the older generation gasp back in the '90s will have their counterpart in modern thrill provokers that will delight pleasure seekers next year.

Visitors will be carried aloft hundreds of feet for a view of Chicago and its environs far below. They will penetrate the mysteries of prehistoric life, bathe in salt water pools, dip in the cool waves of Lake Michigan, enjoy all the glamour of a personal trip to Hollywood, ride in 20th century thrillers in the air and on the land, view the life and habits of natives of distant lands, see Oriental shows, pygmy cities, athletic and sport contests, yachting, speed-boat racing, water carnivals and scores of other interesting things.

The Midway is already open and operating day and night, seven days a week. There are already a number of attractions doing business in connection with it. Next year when the fair is formally opened there will be many other features of an even more spectacular nature in operation.

Futuristically designed buses now carry visitors to the fairgrounds from the north entrance at 12th Place south to 35th street, where the cable-hung dome of the Travel and Transport Building rises. The Midway extends from 23d street south to about 31st street. During the fair 60 of these semi-trailer type buses will be in operation. The buses are built especially for A Century of Progress by the General Motors Truck Company. They are 45 feet long and contain two longitudinal seats arranged back to back so that all 90 passengers may face outward. The buses are open, with a roof overhead and curtains for use in inclement weather.

There are in operation on the Midway, old Fort Dearborn, the replica of Chicago's first permanent settlement; the Lincoln Group, presenting replicas of buildings associated with the life of Abraham Lincoln; the Florida Alligator Show, including an archery course and high diving; five thrill rides operated by the Maynes-Illions Rides, Inc. Near by is an African Dip, operated by R. C. Miller and Paul F. Gaus. Just off the Midway in the lagoon at 23d street is Admiral Byrd's polar ship, "The City of New York." In addition to these attractions a concessioner is operating a bathing beach this summer on Northerly Island, which adjoins the mainland site. Just west of the Hall of Science at 16th street is the Golden Pavilion of Jehol, a reproduction of China's finest Lama temple.

The Florida Alligator Show and Farm is located opposite the replica of Fort Dearborn at 26th street. Luxuriant foliage, swaying coconut palm trees, banana trees and budding plants indigenous to tropical Florida have been transplanted to the shores of Lake Michigan. A bamboo stockade encloses the show.

In the midst of this exhibit which occupies two and a half acres are three concrete swimming tanks which are the temporary home of a colony of 250

Mr. Rodgers, nationally known showman, is chief of the Amusements Division, Department of Concessions, of A Century of Progress, to be held in Chicago in 1933. He has had wide experience in the show business. At one time he was owner of the Rodgers & Harris Circus and has been connected with a number of other big amusement ventures. He is a native of Dallas, and for years wintered his circus there. More recently he has lived in Tampa, Fla. For the last year or so he has been associated with the Chicago World's Fair.

alligators of all sizes, the largest ever seen outside the State of Florida. The water in the pools is heated to the temperature of the Florida swamps. There are baby "gators" and scaly giants 16 feet long, including Methusela, said to be 200 years old.

Within the largest of the pools the alligator wrestling matches are staged, an exciting pastime that has proved a popular feature with the visitors who have thronged the fairgrounds. A Seminole Indian plunges into the pool and after a struggle lands a 375-pound saurian on a platform. By manipulating nerve centers on the alligator's body the wrestler soon has the mighty saurian completely under control.

There are other interesting features to the Florida Alligator farm. Captain Kenneth Blake, champion high diver, plunges headlong from a ladder 110 feet in the air, with his clothes saturated with blazing gasoline into a shallow pool of water, the surface of which is converted into a blazing inferno. Then there is Phil James, who exhibits his proficiency with a bow and arrow. James is scoutmaster of Troop No. 35, Boy Scouts of Dade County, Fla.

For the exposition next year Max H. Kimerer and Ross D. Young, who brought this show to Chicago, plan to import a tribe of 75 Seminole Indians, braves, squaws and papooses, who will live in thatched palmetto huts in the same manner as they do in the Everglades. There will be 300 more alligators to augment the present exhibit. A complete collection of Florida birds, such as flamingos, agrets and cranes, as well as Florida animals, including land tortoises, turtles, etc. As an added feature it is planned to exhibit a manatee, or sea-cow.

From this representation of the near-tropics, visitors may find an inviting contrast in an Antarctic exhibit. This is supplied by the "City of New York," the sturdy craft that braved the ice packs and polar winter to carry Rear Admiral Richard E. Byrd and his crew to Little America, whence he flew over the South Pole. Fully rigged and equipped, manned by a crew ready for a polar expedition, the ship rides at anchor in the lagoon this summer, making its first appearance in inland waters.

Five novelty rides, operated by the Maynes-Illions Rides, Inc., near Fort Dearborn, give pre-fair visitors this summer a foretaste of the thrills they will enjoy next year. The rides are the Bozo, Cyclone, The Funnies, Lindy Loop and Hey-Dey. The African Dip is also proving a popular amusement feature.

A blimp which affords visitors an aerial view of the fairgrounds is being operated by the Goodyear Tire & Rubber Company from the Pal-Waukee Airport. The dirigible is the Puritan, which carries six passengers, is 140 feet long, 39 feet in diameter and inflated with 112,000 cubic feet of non-inflammable helium gas. Near by are reproductions of Lincoln's boyhood home in Indiana; the Lincoln-Berry store in New Salem, Ill., where the young rail-splitter sold calico and molasses, learned of Robert Burns and Shakespeare and studied law; the Rutledge Tavern, where Abe met and had his tragic courtship with Ann Rutledge; the Wigwam, or rambling frame convention hall where Lincoln was nominated for the Presidency in 1860, and reproductions of rooms in his Springfield home.

The cradle of Chicago, old Fort Dearborn, provides an entertaining experience to the visitor. The log-built ramparts of this replica of the city as it existed a century ago stand in contrast to the rugged skyscrapers of Michigan boulevard. Once you pass inside the gates you enter another century. An ancient well and bucket, grist mill, ox yoke, spinning wheels, open fire places, flint lock rifles, brass cannons, quaint lanterns, skins of wild animals, hand-

hewn furniture and primitive weapons of war tell the story of an age that is past.

The glories of the Orient are revealed in the Chinese Lama Temple, the Golden Pavilion of Jehol, which rises southwest of the Hall of Science at 16th street. Gleaming in gold and red and blue, the temple is crowned with a double-decked roof covered with copper shingles gilded with gold leaf. The temple is cunningly carved of 28,000 pieces of wood all joined together without the use of a single nail. Within a priceless collection of Buddhist treasures will dazzle the visitor's eye. Masks used in sacred dances, priestly garments, trumpets, cymbals, temple bells, rare carpets, wall hangings and images of Buddha. The pavilion, a reproduction of China's finest Lama temple, was brought to Chicago for Vincent Bendix by Dr. Sven Hedin, famous Swedish explorer who spent several years in a search for a building worthy of reproducing.

The bathing beach now being operated as a concession on Northerly Island will eventually have 700 Continental cabanas where bathers may exchange their street clothes for swimming togs. A salt-water Olympic pool where swimming races, diving exhibitions, water polo, etc., will be held will soon be constructed. Among features planned for next year are an indoor ice skating rink, a water wheel, high-diving equipment, a Swedish gymnastic green, a casino containing a restaurant and an outdoor roller skating rink.

The foregoing are but a foretaste of the novel amusements that will be set out for the public's enjoyment next year.

A \$1,000,000 "Sky Ride" that will be the counterpart of the Ferris Wheel of the World's Fair of 1893 will be one of the supreme features.

Two steel towers 600 feet high, loftier than the Washington Monument or the tallest Chicago skyscraper, will be built 2,000 feet apart. The towers will be connected by cables at the 200-foot level over which rocket cars will travel.

One of the towers will be located on the mainland at 16th street between the Hall of Science and Soldier Field Stadium. The other will be across the lagoon on Northerly Island between the Electrical Group and the States Building.

High-speed elevators will carry passengers 600 feet aloft to observation platforms at the tops of the towers. From this height, under proper atmospheric conditions, visitors will be able to see three States—Indiana, Michigan and Illinois. Spread out beneath them will be the exposition grounds, Chicago and its suburbs.

At the 200-foot level, two four-cable tracks will connect the towers. On these eight rocket cars will run. The cars will be 33 feet long, of glass and aluminum and double-decked with seats arranged lengthwise so that passengers may look outward as the rockets speed thru space between the towers. Colored steam will be discharged in the wake of the cars so as to give them the appearance of vivid rockets. Powerful beacons will be trained on them during their flight. At night the towers, elevators and cars will be illuminated with brilliant lights.

Joining with A Century of Progress in building and operating the "Sky Ride" are: Great Lakes Dredge and Dock Company, Inland Steel Corporation, Mississippi Valley Structural Steel Company, John A. Roebling's Sons Company and Otis Elevator Company. Robinson and Steinman of New York, builders of the Manhattan and Delaware River bridges, will erect the "Sky Ride" and a nationally known Chicago engineer will be appointed as chief engineer.

At the south end of Northerly Island, across the lagoon from the mainland Midway, a Model Hollywood will be located. This comprises a generous slice of California's movie colony set down on the fairgrounds. Here the public will see talkies made before their eyes, welcome their favorite stars in person and catch closeups of the life and romance of Hollywood. Some of the features of this unique attraction will be a model theater, complete sound-recording photographic studios, style and beauty theater, an open-air Hollywood bowl seating 5,000, a movie lot for sample sets from famous pictures, a Hollywood cafe and a Hollywood yacht on the lagoon. The Chicago Hollywood Corporation has completed arrangements to build and operate this concession which will occupy an area of 350,000 square feet.

(Continued on opposite page)

That Old Standby---The Rep Show

By HARRY L. DIXSON

IT WAS on Thursday, September 7, 1876, that the James-Younger gang swooped down on Northfield, Minn., and attempted to rob the bank. That event, with its subsequent disaster for the bandits, soon became famous the country over. But it is not so generally known that at that particular time, when the big excitement started, the Forbes Dramatic Company was busily rehearsing in Lockwood's Hall almost directly across the street from the bank. There is no record of the fact, but it is probable that rehearsal did not have to be called off by the director and it is doubtful if the curtain was rung up that night or for the rest of the week.

To those at all familiar with the early theatrical history of the Northwest there is nothing unusual in the fact that a show was in town at the time. To be sure, Northfield was then a very young town, but like its neighbors it had been made by traveling shows of one kind and another almost from its beginning. But it was the rep shows that seem to

have been the most reliable from the standpoint of worthwhile entertainment, and Forbes, Plunkett, Billy Marble and others of a like caliber held the devoted esteem of the theatergoers for many years.

In 1899 an up-to-date theater was built in Northfield and immediately the larger and better road shows put in their appearances and that practically sealed the doom of the reps for several years. Only one or two were able to get a booking each season, and that would be at a time when little else was available. New theaters



HARRY L. DIXSON

appeared in many Northwest towns and cities at about this time and what happened to the reps in Northfield also happened to them elsewhere. But at that, most of them succeeded in keeping in existence and naturally, to keep going in competition with the big ones, they had to have better productions, companies and plays than they did in the older days.



But as the newness of these modern theaters wore off, the larger road shows found them less profitable to play and the reps found a warmer welcome from the local managers. And it is rather notable that as show business got worse and worse in the smaller places and the pictures had practically displaced the spoken drama, many theaters had only an occasional rep show for its dramatic entertainment and many a theater that was finally closed to the legitimate drama had a rep show as its last attraction. Even with most of the theaters closed to all legitimate shows the reps were not to be vanquished, for they took advantage of the summer season and returned under tents—just why some of the big attractions did not do likewise no one knows. This bit of show history from the Northwest was repeated in many parts of the country.

It all goes to prove that the rep shows are very tenacious of life and there are numerous reasons for this. In the first place, most all of them are individually owned and managed, which does much to spell success for any business. Then, too, the overhead is less than that of a regular road show and there is a closer contact between the show and its public than is possible with a show that is here tonight and gone in the morning, sometimes even before the natives are up. While the financial reward is not as large as is often the case with some other branches of the show business, it is usually more certain thruout an average season.

The lowly rep show has been entirely ignored by some of the seemingly wiser brethren but, especially in the smaller places, it is really the backbone of show business. It has done, and is still doing more than any other part of the business to keep the legitimate drama alive when it is apparently gasping for its last breath.

Today, when the road is practically extinct, hosts of dramatic fans have their appetites for the spoken drama partly satiated only by the fare offered by the reps. And even this small dramatic lunch would not be possible if the reps could not resort to the tents in which to serve it. Sad to relate, the depression has so reduced even this meager fare that it is little more these days than a "coffee and" hand-out.

The question naturally arises: Are even the tent reps to go out of business? Of course, in these un-

Mr. Dixon has had a long and varied experience in the theater. He broke into the business with the Andrews Opera Company and then followed the classic drama, with which he was connected in various capacities for several seasons. When the classic began to wane, he turned his attention to the modern drama and has been with one-nighters, stock, repertoire and the tents. He joined the latter when they were in the pioneer stage and as a writer did much to make them better and more favorably known to the show world. At present he is managing the Dixon estate at Northfield, Minn.

certain times, no one can answer that question definitely one way or the other any more than one can say what the future of any business is that is now way below normal with practically no prospects for the future. But it seems to be a safe guess that when the times do become better the reps will immediately take on a new lease of life. It would also be safe to guess that if there ever is a revival of the legitimate theater, the reps will be the first to help bring it about. They have held their own to the last ditch and when the rest of show business has practically laid down on the job of keeping the theater a going concern, the reps have bravely kept in the game. It is true that to many that part of the road that is catered to by the reps does not mean much in the general scheme of the theater, but it is just possible that the theater will have to revive from the bottom rather than from the top. It was the theaters of the smaller places that first went to pieces and it is more than likely that that is where the revival must begin.



And speaking of the revival of the theater, it seems to be a general impression that all that is necessary is plenty of theaters to play in. There is no question that theater buildings are essential, but there was something wrong with the legitimate business in the first place or it would not have lost so many theaters. The chief fault was that the business was exploited by too many men who were after the money and did not care what eventually happened to the business as a business. In fact, that is the great trouble with nearly every business today. It is conducted on invested money that is there for no purpose other than a financial gain. No business can long survive with only such an incentive. And no business can hope to revive until that incentive is put where it properly belongs.

Merely handing these theaters back to the legitimate is not going to mean an overnight revival by any means. There must be a different spirit in the theater and there also must be a full understanding of the road conditions. Furthermore, the demands for dramatic fare in the big centers must be left out of the reckoning entirely, for what the big places want, or stand for, is too often not to the liking of the road.



Even if the theaters ever are again available for dramatic shows, it will be well to realize that they are not the same theaters as when taken over by the movies. Stage equipment is disarranged or gone to rack and ruin and the whole house organization has been so revamped that it will be no small task to put it in the old working order. Furthermore, the local management is not likely to receive the new conditions with open arms, and more than likely it knows nothing about conducting a legitimate theater. Anyone who has ever played a theater that has gone movie and then returned to the legitimate knows that conditions are far from being satisfactory. After all is said and done, it took the movies a long time to worm their way into the theaters, and the reverse process, if it ever does take place, will be just as slow.

All this may sound rather discouraging to a few of the more hopefuls, but it is well to admit the true situation. Taking show business as a whole, it will probably be the reps and stock, with their go-getting showmanship, that will be the most disposed to go into any theaters that are offered and endure the task of putting them in the running again. But the chances are that many reps will have to confine their activities chiefly to the tents for some time to come. Probably most of them will not object to that, for they have just passed thru a very prosperous period. The unusual prosperity of the tents for some years past may never return full

blast but the business is sure to improve as soon as the world gets on its feet again.

It would seem, however, that there will have to be some brushing up on business management if this is to be fully accomplished. Prosperity has caused a letting down, or carelessness, in tent show management just as it has influenced all other businesses. Too little effort has been spent on the advance work and many other slights are evidenced in the way the shows are conducted.

Then, too, the times have been changing rapidly these days and the drawing power of the tent itself is not what it once was. Its novelty is gone and there is not much that can be done about that. But something can be done to improve its appearance with more flashy lobby displays and so on. And the featured band or orchestra does not have the appeal that it once had. The radio and sound pictures have taken the edge off feature music. The housewife who has been attending the picture show regularly and does her daily home tasks accompanied by radio music is not going to be greatly impressed by the music offered by the average tent show. To make an impression such music would have to be a feature indeed.



The calliope used to be quite a feature with the circuses and showboats and finally it was adopted as such by the tent shows. But it has also been seized upon for commercial advertising purposes, so it has become a common thing in many towns. But, even if it was not so common, just toot-tooting it up one street and down another, and tooting some more before the tent at show time, does not do much more than remind the folks a show is in town. The tooting does not do much to induce a desire to see the show. A calliope does not have much drawing power these days unless music is really played on it. And the program should be a varied one. The very latest tunes may put Rumble-seat Johnny and Flat-lid Susie up on their toes but they do not impress the older folks very much.

The other day an advertising car was in town and it was the music presented rather than the elaborately equipped auto that attracted the attention. And that music came from an ordinary phonograph broadcast thru amplifiers. But it was the lively and unusual tunes, with the added amplifier twang, that brought people to see what it was all about. The impression gained was that it is not always what is presented but how it is presented that has the desired effect. A certain touch will often put over the most commonplace thing.



Music is still a necessary adjunct to any tent show, but it should be utilized in a less stereotyped form. For instance, community singing is quite the go in many places and a little showmanship applied to the idea ought to make it a valuable asset to any show.

The impression must not be gained from the foregoing remarks that the tent show has deteriorated into a non-going concern, but rather that eternal vigilance has ceased to be the watchword in conducting the business. And at this particular time eternal vigilance is needed as never before. A firm application of that, backed by sound showmanship, may work surprising wonders and it will not require a call on the old grouch bag to put it into effect.

COMING CHICAGO WORLD'S FAIR

(Continued from opposite page)

A reproduction of a Mayan temple, the famous Nunnery at Uxmal in Yucatan, as it looked in the time of its glory 1,000 years ago, is planned. This temple, naturally, is not designed as an amusement feature, but if built should prove just as spectacular an attraction as any of the amusement thrillers. It represents the greatest achievements of early man in America, the finest example of pre-European culture on the continent. Built by American Indians more than 500 years before Columbus set sail, the architecture of this temple equals any structure built in the classic age of Greece or in modern times.

With attractions of such variety and interest, the exposition should be a place of fascination to millions of people thruout the United States and spur the movement of crowds thru the turnstiles. In turn, also, they should be the means during the months to come of speeding the arrangements for still other unique and spectacular amusement attractions and likewise be a force in promoting the purchase of exhibit space by great industrial interests.

Showmanship in the Coin-Machine Field

By C. D. (DAN) ODOM



BECAUSE of my long experience in the coin-machine field and in the circus world, I have been asked to give my views on the opportunities in operating amusement machines, especially for people who have had experience in the show world. I was first in the business of operating coin machines years ago, and in fact from 1901 to 1920 while I was connected in various ways with the show business, still when the show business closed for the winter season I got busy with my machines.

Then for five years following 1920 I operated machines in such cities as Birmingham, Atlanta, Knoxville and Nashville, and must say that it was a very profitable business. But I had a good opportunity to get back into the show business again, and continued in that field until 1931, when I again entered the coin-machine business, and this time to operate on a large scale and as a manufacturer of machines.

After 30-odd years of close acquaintance with the coin-machine business, it is interesting to compare the difference then and now. The most interesting feature about the whole business, from a selfish

viewpoint, is that the coin-machine business has always been a money making business. It cannot be said that operators make more money in comparison now than they did 30 years ago. We made money then, altho the coin-machine business had not gained the national attention in those days that it has now. The coin-machine business can be depended upon for a rather steady income from year to year, something that cannot be said of the show business, particularly in the last few years.



C. D. ODOM

The coin-machine business is not nearly so seasonal as the show business. While there is a slack season for the three hot months of summer, still the carnival and concession man is learning how to take his machines right along with him during the summer, which is proving to be a paying proposition for many operators.

The showman who plans to enter the coin-machine business today will find a remarkable array of highly improved machines in comparison with what we had 30 years back. There is certainly no lack for variety in the types of amusement machines being manufactured at the present time, and they are offered at prices which permit anyone to start a good business with a moderate investment.

One of the remarkable types of games that has appeared on the market in the past two years has been the modern pin game. This type of machine has literally swept the country, and with a little showmanship applied to its design and operation, it seems to have made a hit with the public and will be a standard form of amusement for years to come. These games are usually built in table-type cabinets, and modern cabinet makers and designers have contributed their talent in giving to the trade some high-grade machines as to workmanship and materials.

When I entered the coin-machine business again I found the modern pin games a very interesting and successful type of amusement. These games were making money for operators of such machines everywhere. But to one experienced in the show business it was easy to recognize how a little showmanship applied to the games would improve their earning power. There are three or four new games now that are examples of trying to build a little showmanship into machines. This merely suggests that any person who has been on the road has some ideas about people and about amusement and can get up new ideas for making these amusement machines pay.

The modern amusement machines have a lot more flash and attractiveness than our machines years back. This is real showmanship applied to games. Some have said that it was the flash built into games that was the real winning card, but there are other ideas borrowed from the show world that prove even more profitable than mere flash. Anyway, we have very attractive, high-grade games which will give some pride of ownership, as well as steady money in the pocket. In the old days we used to depend on noise to attract attention to our games. When we placed a machine like the old Dewey in a saloon we used to put a piece of tin underneath the payoff. When someone made a winning the coins would come rattling out and the noise could be heard clear across the room. Patrons would turn

Dan Odom entered show business in 1900 as a candy butcher with John Robinson Circus, staying there for two seasons. In 1902 he was with the Great Wallace Circus; 1903, Harris Nickel Plate Circus, Lemon Bros., Cole-Younger and Frank James Wild West; 1904, Lemon Bros. and Pan-American Circus; 1905-'06, Great Wallace Circus; 1907-'14 hotel and picture business at Birmingham, Ala.; 1915, Sheesley Shows; 1916, Allen Shows; 1917, Campbell Shows; 1918, Allen Shows; 1919, Evans Shows; 1920, Howe's Great London Circus; 1921, Howe's Great London Circus and Yankee Robinson Circus; 1922, Gollmar Bros.' Circus; 1923 and 1924, John Robinson Circus; 1925 to 1930, Hagenbeck-Wallace Circus. From 1920 to 1929 he was part owner and manager of Hagenbeck-Wallace, and in 1930 he was booking agent for Ringling Bros.-Barnum & Bailey Circus and manager of H.-W. Mr. Odom also has had quite a lot of experience in the coin-machine field during these years and recently re-entered it to operate on a large scale and as a manufacturer of machines.

to see what was going on, and of course that attracted more business for our machines.

Nowadays, the trend is toward the beautiful and the silent. High-grade bells are now on the market and the chief feature is their silence. Modern pin games are also getting more silent in their action. A player approaches a pin game today and finds a machine with a plunger or trigger very delicate to the touch; pretty glass balls roll over the playing board with scarcely a sound—just enough to make the game intriguing. From the ground up the games are all suggestive of quality, which makes it possible for the modern operator to get into the most elite locations.

When suggesting a new business to anyone it is only fair to give sound reasons for entering that business. There are several good reasons why the carnival and concession man, and other troupers, might well consider the operation of coin machines as a new field for making money. They have had a good chance to survey the territory and the lay of the land. There are a few large centers already crowded with operators and competition would be rather keen. But the showman has been over the road, and in his tours he has the chance to pick on a good town to settle into the business permanently. If no special choice of towns has already been made the showman could use this season or the next in deciding on a good town for beginning the business. There are few other professionals who have had the chance to survey territory that the showman has in his regular itinerary.

The showman also has a decided advantage over most everybody else, because he knows people and what it requires to amuse them. The coin-machine business is essentially an amusement business. It is the business of getting people to pay their money for automatic entertainment. A mechanic who enters the coin-machine business will know how to repair machines and keep them in good order, but when it comes to the more important matter of getting the "act" across to the public he falls down. Many of the failures in the operating business no doubt can be traced to just this very thing, that the operator does not know how to sell his "act" or game to the public. But the showman has been drilling on this for years and knows all the art of showmanship from A to Z. When you actually get into the operating of machines it will be very apparent how true this is. At first thought one might conclude that to get people to play automatic games would not require any special knowledge of the amusement field. But such knowledge and experience go a long way and many examples of the successful use of show experience can be pointed out.

It was an idea borrowed from my experience in the show world that led us to develop the idea of the reward card, fitted in a frame and attached to the head of the cabinet or table. Pin-game tables had been on the market about two years before this idea was introduced. It has proved so immensely practical that it has spread like wildfire in the trade. But it is possible to go to the concession man and pitchman and get many ideas for variation and stimulating of play. Already, at least six variations of the reward card system have been worked out. It appears that the field is only beginning and that

with more people with show experience coming into the business new ideas for stimulating play will come flocking in.

The concession idea is almost new to the coin-machine business and apparently it is just the thing the trade has been waiting for. The big resort and outdoor field was only seriously considered by coin-machine men this year. With the resort field growing every year big new territory is opened up to concession men experienced in that field. The old idea was to operate amusement machines singly, but it has been discovered that they can be far more successfully operated in batteries of 10 or 12. The carnival and concession man knows how to go to parks, resorts and the like and get concessions for the operation of these games. The concession idea has already been proven a practical success. Even in the small retail store the operator who places two or three machines alongside of each other gets a far better play.

The opportunities for concessions are increasing in many directions. Parks, beaches and resorts are already well known. Many public buildings have been closed to the operator who thinks in terms of one machine placed on commission. But to the experienced showman who talks in terms of a real concession for operating amusement machines there are many choice locations that can be opened. Airports are a new institution and valuable concessions are available at every one of these places. Improved roads are one of the big advantages of our modern civilization and scattered everywhere along these highways are wayside stations, and the improved ones now offer concession privileges. The concession idea also can take advantage of vacant stores and the like in towns and cities all over the country.

A case of a successful carnival man who is entering the coin-machine business on a big scale can be found in Edward A. Hock, of Chicago. Hock is making his regular concession route with the fairs in Canada this season, but says that he is making his plans to add to his coin-machine concessions in a big way next season. He only lately realized the possibilities in the field. His most important concession for coin machines at present is in a park at Aurora, Ill. He has other valuable concessions also and he says that the man who has had concession or carnival experience is well fitted to get into the coin-machine field.

The bugaboo of the concession man and others in his field is the seasonal nature of his business. The long winter months cut heavily into his earnings. The coin-machine business offers a logical way to solve that problem. Many carnival men, concessioners and pitchmen are now following the scheme of making their regular itinerary during the carnival season; then when the season closes they have their machines ready to open up in some good territory for the winter months. It so happens that amusement machines go best during the winter months and the two lines fit well together. As I have already mentioned, the showman has a chance during his summer tours to decide on favorable territory for operating machines. Amusement machines are largely an indoor business, except that parks and resorts are beginning to take them on in great numbers.

This present season will give many showmen a chance to try out the coin-operating business. The manufacturers of coin machines are now getting their fall line of machines in full readiness. During September the coin-machine trade will be alive with the announcements of new amusement devices of all kinds. Hardly an established manufacturer but what has already announced that he has something "new" on the way. Carnival and concession men who have made some money this season will soon have to go into winter quarters. This will be a good time to invest something in amusement machines and try operating a concession during the winter. Many who try this will be inclined to stick to the business the year 'round. But others may prefer the road thru the summer and then go back to some good town to operate amusement games during the winter months. It is almost an ideal arrangement for those who have to face the seasonal tides of the show business.

The showman is not a beginner in the field of amusement, but there are certain traditions and practices common to the coin-machine trade that he will need to know. First, you will need some money to invest and should enter it with the idea of making good. The coin-machine trade has suffered in the past by numbers of men entering the field who had

(Continued on page 38)

Theater Maintenance and Operation Costs



HIS is not meant to be a new or original thought on the practical operation of theaters, but it concerns the economical side of keeping the property in condition. Neglect in following up routine duties is what eventually causes large bills and expensive maintenance of property and equipment. The captain of an ocean liner doubtless has as many duties and as much responsibility as the average theater manager, but there is one daily routine that is never changed. Accompanied by the first officer, the chief steward, the ship's doctor, the chief engineer and other members of his staff, a thorough inspection is made from bow to stern and from the engine room to the top deck. Every detail noted by any member of the staff is corrected and repairs must be made by the crew. They can't call the plumber or requisition for the carpenter in the middle of the ocean. The repairs must be made then and there, and the men on the ship must do it. The application of this situation to the theater is clear. The manager and his staff could easily assemble a half hour before opening and cover every detail; the engineer might make valuable suggestions on the maintenance of motors in the projection room, the stage manager might give the head cleaner some good tips and each benefits by the other's experience. The makeup of the inspecting party might change daily, so as not to interfere with work which is being done in one particular department, and other combinations can easily be put together.

The first and most important item, and one which can be understood by every member of the staff, is not a technical one. It is cleanliness. There is not a machine that will not run better when it's clean; a plumbing fixture that will cause trouble; a roof that will leak or a motor that will burn up if they receive attention and cleaning. It is all very simple and should not be mentioned except for the fact that neglect or delay and dirt do cost money. Just look out the window to adjoining roofs. The clean one is the exception and just comparing it with the others shows which will require the services of the roofer first. It hardly seems possible that the roof over a big, fine theater is not kept clean, but the leaks and the bills show this to be so. Practical, trained mechanics won't let flasher motors become covered with oil and dirt and let them burn up, but the bills again show that something's wrong. Somebody has failed to check up.

So much for the inspection. Check lists, forms, inspection records and reports all help, but putting yes or no after the questions without first being sure that it's yes or no renders the forms useless. It's just as easy and there's more satisfaction in being right.



Getting the work done is the next step. Preventive measures are always better than corrective ones. They cost less. Bills again are a reflection on your staff. A good staff is one in which every member does his work and a little more. A porter or cleaner is not merely a man pushing a mop. With the many good men who can actually be of help in an emergency, the mop pushers can't hold on. It isn't necessary to infringe on the work of union mechanics, but porters that can't fix seats, patch carpet, touch up chipped plaster or clear a stopped-up fixture do not belong.

The manager must be a good housekeeper and building superintendent, among his many other duties. Good exploitation that draws \$500 more into the box office does not help the weekly sheet when it is paid out for maintenance or repairs. The idea is to get it and keep it. Everyone else is doing it and it's just a matter of being smarter than the repairmen who are waiting and hoping for something to break down and go wrong so they can collect. Beat them to it.

Every member of the staff reflects the personality of the manager and getting their full co-operation must be the first step. The manager cannot be an expert projectionist or a licensed engineer but, getting back to the analogy of running a ship, he must be able to talk to his men in their own language. There is nothing mysterious about the most complicated machinery in a theater and it is comparatively simple to get an idea of how it works and why. A couple of hours a week spent in checking the workings of a refrigerating plant will often show short cuts in the cost of operation, maintenance and repairs. An engineer should be able to take his plant apart and put it together without having parts left over, but someone's got to sell him this idea when a gadget goes wrong; in fact, before trouble arises, so as to prevent it. The manager that refuses to be scared into calling for the outside repairman is the man with the least bills again.

Getting help from his own staff by organizing and deputizing duties is another way to lighten the load. A service staff of dressed-up boys trying

By ARTHUR J. BENLINE

Mr. Benline is the head of RKO's Cost Control Department, which was recently created by Herschel Stuart. Benline was in Loew's Construction and Realty Department for four years, later joining Stuart in the Fox New England Theaters, where he remained three years. He is a licensed professional engineer and attended Columbia University and the Massachusetts Institute of Technology.

to imitate West Point cadets is the side that the public sees and should see; courteous, attentive and neat. But there's another side at West Point, too. They've got plenty of other duties, from kitchen police up, and they can't be officers and run an army without knowing the details. The manager must train his staff accordingly, and when the ushers can change lobbies, assist the artist, check temperatures and report to the engineer, and be handy with a brush or screwdriver, they are learning show business and relieving the manager of detail at the same time. The boy that was interested in manual training in high school and can drive a nail straight is a valuable member of any staff.



More than ever before this is the day of the "chiseler." With money coming in fast, the importance of it going out in small amounts was not so considerable. Now the small amounts are comparable with what formerly were major expenditures, and chiseling, chopping and shopping must be done. The patrons do it. They'll walk many blocks down Main Street to save a dime, when there is little or no choice between pictures. The managers haven't the extra dimes to spend either and can't just sign up and order on the first price quoted. There must be more than one price, or wall board, for instance, wouldn't cost \$23 per thousand feet downtown and \$35 uptown in the same city for the same board. The bills read 2-3 cents and 3½ cents per foot and it didn't look quite so bad that way, but the uptown manager had to exploit, advertise and sell a few more tickets to help out the dealer selling the board.

That's one of the ways to look at all waste, extra costs and expensive luxuries. Tickets must be sold at the box office and instead of them being sold for the benefit of the theater they're being sold for the benefit of the high-pressure salesman who would like to unload something that might be good for the buyer but much better for the salesman. He's not one of the paying customers as a rule, either, so there really are more charity performances given than are printed in the papers. Sometimes it isn't the salesman. It might be doing business with a firm since the war that is apparently unaware of the war being over or the depression being on. With prices coming down it is a good idea to check them periodically and see if the firms selling the theaters are giving them the benefit of every break. The good firms are doing it themselves. But don't get caught paying a premium for the privilege of doing business with any firm. They're not selling tickets for you.



These days money in the statement looks better than laying on the stock and supply room shelves. To obtain the best prices and discounts there are standard quantities of commodities that must be purchased, but manufacturers will be lenient on these, too, to keep the business. Therefore, it's good policy to reverse the policy of laying in supplies on a rising market. Keep them down to the actual amount required for one month's operation and when there is a convenient source of supply the stock can be less than that. Reduction of the inventory is in the same classification. There is no reason for a large inventory to be taken month after month on supplies, lamps, carbons or other items in which there is no action. Changes in operation or policy often render these things useless for a particular theater and in chain operation they can be transferred and reused in another house in the circuit, crediting the original theater. The items which are best described as junk are less annoyance when disposed of. They don't collect dirt then, anyway.

Altho it is easy to requisition for supplies, repairs and replacements, it is just as easy to be absolutely sure that they are needed, and are not a personal whim or idea of one of the employees. A city official, when asked how the budget in his de-

partment had been so radically reduced, said that he always insisted on having the worn-out or discarded item produced when a new one was asked for. It cut the new ones in half.

SOMETHING ROTTEN IN DENMARK

(Continued from page 32)

ter, Paris, leading boulevard movie house and the one in which there is the largest American stake in Europe. The figures are in French francs:

	1930-'31	1931-'32
April (11 incl.).....	1,335,945	2,015,909
May	3,484,894	2,897,919
June	2,549,196	1,623,309
July	3,749,645	2,614,520
August	2,484,679	2,413,588
September	2,225,220	2,793,740
October	3,844,159	3,491,842
November	2,908,133	2,383,351
December	2,662,649	3,087,468
January	3,401,480	2,605,561
February	2,581,043	2,080,598
March	2,417,405	2,906,235
April (9 incl.).....	1,616,765	1,130,396

35,361,212 32,026,465

The Paramount can accommodate 1,903 people at a showing. Each seat in 1930-'31 showed a revenue of 18,581 francs. In 1931-'32 this fell to 16,829 francs. It is estimated that 2,500,000 persons paid admissions in 1930-'31 as compared with 2,330,000 in 1931-'32. Daily receipts averaged 96,880 francs in 1930-'31. They were 88,254 in 1931-'32. Other French motion-picture theaters show a comparative decline. Take taxes and overhead from these figures and you begin to get a fair idea of the French manager's troubles.

Yet it should be borne in mind that France has been relatively less hard hit by *la crise* than other countries in Europe, and altho the French manager may bewail falling receipts, the fact remains that many a Paris playhouse has less to show on the red side of the ledger than the theaters of London, Berlin and other large European cities. A particularly gloomy view of the situation is taken in Germany, while in England the chorus of woe is being swelled every day by new managerial voices.



There is no denying that the German theater is in a bad way. Many playhouses are closed and the crop of failures during the last season has been higher than ever. Altho many of the marble municipal theaters built in German cities with frozen American dollars may go tenantless for a long time to come, definite assurance is given that the larger centers will not go dramaless this coming season.

Despite the wailing over the condition of the theater in England, it must be remarked that so far none of the managers appears to be retiring to the poorhouse. True, business is nowhere near as good as it was, but there is no evidence that the drama is dead or even dying, despite the funeral notices appearing in the drama columns of the British press.

The same thing was said of variety in England a few years back. If variety was not quite dead, the pessimists declared, it soon would be. The competition of the talkies, housed in their luxurious palaces, certainly would kill it. The situation, however, is quite the reverse. Now variety is being called in to bolster cinema programs, and in some cases this lively corpse is replacing them altogether.


In London the Pavilion, lately showing films, is now packing them in for 10 hours daily with continuous vaudeville, a policy which is fast spreading to other parts of the country and promises to become the rule in scores of British theaters where vaudeville in recent years has been crowded out by films. The renaissance of variety in England is one of the most heartening signs in the prevailing gloom of the European theater situation.

No matter how dark the theatrical night may be in Europe, no one for a moment seems to doubt the ability of show business to pull thru its difficulties. Tho it is admitted that it will be a much changed theater that emerges from the present depression—a theater which, it is hoped, will be proof against future economic upheavals, and which, without losing any of its artistic or cultural value will become a firmly established business institution.

It seems particularly significant that the first to point the way out of the slough of despond should be the Danish actors and managers. The subsidies have been cut to nearly nothing in that country, the Danes instead of mourning the state of the drama have decided to do something about it. They have voluntarily cut their salaries and have made other equally courageous sacrifices, with the result that while there still may be something rotten in Denmark, it is not half so rotten as it might be. By the time this article gets into print the same may be said for the theater in other European countries. For one, I hope so.

You--And Radio

By RALPH J. WONDERS

 HERE is no doubt that radio is dominated by conservatism. Advertisers, in general, are not pioneers. And advertising agencies, likewise, are not pioneers. They can't afford to be. The dollar invested in radio advertising has to bring returns—if the advertiser is to continue and if the agency is to continue with the account. The great sums of money involved enforce conservatism.

The net result of all of this is that almost each new advertiser going on the air seeks to learn first what is most successful and most popular at present—and then, what is most nearly like it that can be sponsored without fear of the criticism of copying. Hence the sometimes unfortunate sameness in the radio show—a sameness the radio critics are fond of discussing.

Now one would think that, if one knew nothing about radio, all an act had to do to negotiate for a nice fat sale would be to duplicate what any successful act is doing on the air at present. But it doesn't work out like that. Sometimes, but not as a rule, the imitator often has a run of popularity on some other station, but, in general, if he has no modifying or qualifying originality of his own, no little trick of personality either improving upon or differing from the originator of his pattern, the copyist does not last long.



RALPH J. WONDERS

The new act, if it is to be thoroly successful, should be patterned on the broad general lines that have been proved successful in the entertainment field for many years. These general lines are so simple and fundamental and so founded on common sense it is surprising that they can be overlooked by anyone in this business. And yet they often are overlooked!

Take for instance "cuteness." Scores of radio acts try to be "cute"! Well, "cuteness" may be the world and all to some groups of people, but to the groups that, fortunately, are in the majority, the wrong kind of radio "cuteness" is enough to cause that nausea which twists dials to silence.

Take over-sophistication and "artiness." Take acts that are obviously insincere—that are "written down" to a mistaken notion of the tastes of the radio audience. These cannot win that widespread support without which a radio attraction cannot reach commercial security.

And take, too, some of the far-fetched attempts at dramatic wistfulness—efforts put forth by sensitive and well-meaning souls who are straining to spread their conceptions of "beauty." Such efforts will be applauded by like-minded people, but they, too, are not in the majority. And radio is for the majority. Don't ever forget it!

The entertainment food that the majority is always hungry for is music that appeals to the emotions, drama that appeals to the sentiment and comedy that provides relief from thought. We live in a hurried, harassed world and the majority of us want to turn on our radios for relaxation—to help along gayety, to take our minds off our problems. If any radio act can do any of these things and do them in a novel way and with such a degree of finish and perfection as to win general admiration, then that radio act is sure of a sale, is certain to earn radio's best money.

Let the stations themselves experiment and pioneer in developing tastes, raising standards, exploiting and winning support for new types of acts on their sustaining programs. You, if you are a radio artist or aspirant with your eye turned on a possible commercial, stick to the broadest, soundest and finest principles in the entertainment field. That is the advice of one who has been a showman himself and who has engaged many hundreds of performers. And, believe it or not, it's only one performer out of a hundred, or possibly a thousand, who seems to have any keen determination to do the best that can be done, or to bring himself to the highest degree of attainment before offering his wares. To too many aspirants, anything is "good enough" for radio—all it needs is to be "heard." As a matter of fact, success in radio demands the utmost in personal achievement.

The Road to "Big Money."—That, of course, is where all good little radio acts want to get before they die. It would be a foolhardy man that would undertake to describe any practical royal road for

Ralph Wonders has been manager of the Columbia Broadcasting System's Artists' Bureau for the past year and a half, during which time he has developed the comparatively obscure bureau to one of the most important factors in radio. The acts brought out under his direction read like a who's who in radio talent. Prior to being made manager of the artists' bureau of CBS, he was in charge of dance orchestras for the same company. Altho a graduate of Gettysburg College, where he completed a course in civil engineering, he has spent the last 20 years in various branches of show business. After entering the entertainment field in 1913, he became director of entertainment for the Ambassador Hotel System thruout the country. He was active in Atlantic City for 11 seasons, where he directed the activities of many orchestras, including Paul Whiteman's first Eastern appearance as a musical director, and also for years was a member of a ballroom team, his partner being Grace White.

getting there, but there are certain things that can be talked of that may be helpful as signposts. We have already spoken of the direction in which the road runs and of some of the pitfalls along the way.

But one of the commonest of these pitfalls is failure to study audiences and the technique of radio entertainment itself. What do people want? What do they like best? How can this be gotten over to them to best advantage?

Let's assume for the sake of this article that you are a singer or a comedian or that you have an act you believe is suitable for radio. You realize first of all that you are faced with the keenest kind of competition in a field that has felt the pinch of the recent depression, just as every other field has felt it. Artists of every degree and kind are looking to radio for the solution of their own personal problems. And radio, frankly, is crowded, hence the competition you face is keen. Keener now than if this were a boom time.

But you have determination and you have the goods to deliver. You try for an audition for either of the big networks. There will be some difficulty in gaining this because neither of the networks is hungrily looking for new material at present.

You give your audition, taking care not to try to do or say too much, but using, at your audition, the same type of showmanship you would expect to use in a radio program itself. And you find, at least I sincerely hope you do, that the common opinion of those who hear you is that you have something genuine and good to offer.

You are now at the point where you are apt to be told, "We like your work but we cannot schedule you at present." If this is told to you, nine chances out of ten it is not a stall. You can be scheduled only if something else is taken off to make room for you. For there is an act on the air each minute of the day. And each act now on the air has at least some following, or it wouldn't be there.

Or you may be regarded as such a find that the network executives offer you a management contract at once, arrange to put you on sustaining programs so that the radio audience may get to know you better, so that you may build up a following and increase in popularity to such a point that you may be in demand by commercial sponsors.

Or your act may be of the type that would lose its appeal for an advertiser if you are exploited on sustaining time—and you may be put under management contract so that the artists bureau handling you may offer you more advantageously to prospective clients. And then, depending on how good your act is, how good business conditions are, and how good your breaks are at your auditions, you either will be sold or go back to other endeavors.

If that audition of yours doesn't result in a "click" and you are made to realize that those who hear your audition have less faith in you than you have in yourself, or that there is no action that can be stimulated at the time, there are several courses you may pursue with possible success.

You may want to offer your act to a rival network or station; you may want to put it on one of the local stations for the sake of gaining actual broadcasting experience—experience that may permit

you to reshape and improve the act and make it more suitable for network programs; or you may want to offer it direct to one of the many advertising agencies which buy acts direct on behalf of their clients.

There is one human quality which is either an asset or a liability, depending on one's viewpoint, which makes the matter of fixing prices and getting money into an artist's pocket a matter of irritating difficulty at times. That quality is vanity—the kind of vanity which makes a good but less known comedian, for instance, refuse a contract because it is at a lower figure than, let's say, Ed Wynn's. If he has it in mind he should get as much as Ed Wynn he'll probably go for months without any radio connection. If he would only be generous to himself, however, he'd be letting himself go to work at any reasonable figure, realizing that in doing so he'll not only earn more in the long run than he would otherwise but would be enhancing, meanwhile, his earning power by increasing his popularity

All respect is due the artist who knows his value and holds out for the fee he wants, but there can be nothing but friendly regrets for the artist who throws away chance after chance because of unreasonable expectations. Even such an artist's most friendly well-wishers get tired, after a while, of trying to help him.

After all, there is only one very reasonable, safe guide in this matter of prices: Take the advice of someone who can be trusted, who merits confidence. No one, if he can humanly help it, betrays trust and confidence of this sort. If such a counselor says to you even something like this: "Here's a job you ought to take for nothing, for the publicity and buildup you will gain," take it and you will find you have not been misadvised. But first be sure that the one who gives you advice knows what he is talking about. For it is only such a person who will be apt to come to you later and say, "Here's your job—your big job—and it's as good as any in radio."

And the writer of this article hopes he may have the pleasure of saying this to you some day. And you! And you!

SHOWMANSHIP IN THE COIN-MACHINE FIELD

(Continued from page 36)

money enough to buy only a few machines. They created competition for awhile and were soon out.

Secondly, the weak point in the coin-machine business is the competition among operators in getting locations. The trade ethics are that no operator should try to get a location which is already held by another operator. The worst evil in this respect is in offering the location owner a higher commission in order to get the location. Operator Smith has a machine on location and is paying the standard rate of 50 per cent for amusement machines. Operator Jones comes along and offers 60 per cent in order to get his machine in. The merchant then turns Smith and his machine out and takes in Jones. This practice starts a big chain of troubles, and it is well for beginners to avoid all this from the start by observing the rights of the other operator.

The new entrant always raises the question of what machines are best for the beginner. The only answer that can be given is to buy from an established and reputable manufacturer. If in doubt about any particular firm or manufacturer, there are reliable authorities in the trade who will give information upon request. The old reliable *Billboard* conducts a regular department of news and information about this field, and also maintains a valuable information service for its readers. Any standard machine that is good mechanically may be depended on to make some money, but in the rush to get out, new machines manufacturers sometimes place on the market games that are not mechanically right. It is anticipated that there will be a general advance in the quality of new games put on the market; this fall, so that there will be a big field to choose from.

The experienced showman will have the advantage of being able to get out of the beaten path to find locations for machines. In fact, the showman should give little competition to other operators, because he is entering and developing a new field of operations, especially along the line of concessions. If machines are placed in retail stores, it is mostly a matter of good salesmanship in approaching retailers and arranging with them to place games on commission. Hotels, theaters, office buildings, stations, parks, resorts and the like offer a chance for the experienced showman to use the concession idea and make an important advance in the operation of amusement machines. When locations are once obtained, it then becomes necessary to use all the experience gained on the road in dealing with people and in promoting the play of your machines.

The Circus and the Newspaper

By FRANK THAYER



IT WOULD be rash indeed for a newspaper publisher to advise circus publicity men how to run their business. There are, however, some viewpoints pertinent both to the circus and the newspaper that might be helpful to the amusement business. Having been born and long a resident in Ashtabula County, O., where Walter L. Main wintered for many years, and being now affiliated with *The News Advertiser* at Creston, Ia., long the home of the old F. J. Taylor wagon circus, and moreover being a devotee of the circus, I feel that some thoughts on the inter-relation of the circus and the newspaper may be profitable.

I have little patience with the theory that the circus takes money out of town and therefore should be discouraged. There are institutions other than the circus that take money out of the town and never do the town any good. The right kind of a circus helps a town. My belief in this last statement may qualify me to say a few words on the relationship of the newspaper to the circus.

In discussing this subject I would like to predicate my remarks on the experience of the smaller city.

Personally, I would like to see a good circus in Creston once every year. The circus draws people from a distance of 30 miles. Perhaps the people who visit the circus on circus day do not spend much money, but of greater importance is the fact that these people come to think of the town that has a good circus as a live town and as a center for both their amusement and their trading.



FRANK THAYER

To live long and to thrive a town must be a center of something—agriculture, trading, railroad-ing or manufacturing. Creston is the center of a huge agricultural area. Within 100 miles of this point more than 4,200,000 hogs are produced annually, representing a vast reservoir of purchasing power. For this reason Creston is a trading center. On the other hand there are many other trading centers lying outside the 30-mile Creston territory. The farmer may take his hogs to any one of a dozen markets.



If he finds nothing to spur his interest in Creston, he can think of St. Joseph or Omaha, or one of the smaller centers in our territory. On the contrary, if he thinks of Creston not only as a market for his hogs, but as his trading center and a place of amusement, something has been gained for the town. In fact, as a town increases as a center for his amusement, the local entertainments, the movies and festival days all benefit. The circus is a factor in improving community business if the circus is the right kind and if the show is properly sold to the public.

Too many circuses in one year may overdo the situation just as too much green apple pie might overdo the stomach.

While a great bulk of our population is in the metropolitan centers, the showman must remember that the smaller cities of 6,000 to 20,000 lie between jumps from one great center to another and that these smaller cities have great drawing power. In the smaller cities the circus has less competition with other forms of amusement.

Some few amusement publicity men think that the newspapers in the smaller cities are hick propositions anyway and that any old publicity handout will do. From experience I have seen this attitude. I recollect some years ago when I was in charge of a daily in a fair-sized city I had the same attitude that I now have; that is, a circus, if a good one, can be made an asset for the town. The result was that for about two weeks prior to circus day we had a story every day. These stories were in the main good circus copy anywhere. We did not want the circus to flop in our town, for we were aware that the amusement index is a good business index. If a town is a good show town, it is a town of good spenders. And by good spenders I mean that it has people within its confines and within its outlying territory who want the better advantages and amusements of life and are willing to pay for them.

If a circus can do a good business in a town or sell amusement service there is no reason that a new product likewise cannot be sold there. The larger advertising agencies know this, as well as progressive advertising managers on the newspapers.

In the instance cited, we felt that we would like to have some original copy of our own. Accordingly,

Mr. Thayer has had a wide newspaper experience. Starting out as a reporter on *The Conneaut (O.) News Herald*, he later was a member of the editorial staff of *The Springfield (Mass.) Republican* and *The Detroit News*. For several years he lectured on journalism at various universities, including the universities of Kansas, Wisconsin, California and the Medill School of Journalism, founded by *The Chicago Tribune* at Northwestern University. In recent years he has been president of *The Creston (Ia.) Daily News Advertiser* and publicity counsel in Chicago and New York for financial and political accounts. In 1926 his book, "Newspaper Management," was published by the Appleton Press. Mr. Thayer is a graduate of the University of Wisconsin.

we sent a man to the circus stand back a couple of days. This reporter had good treatment and gathered some interesting material which had more life for our readers than canned material prepared the winter previous.

Well, the circus rolled into town. I thought that as I liked the sawdust ring myself and as I had never eaten in the circus dining room, it would be fun to do so. The publicity man back with the show came into the office and when we showed him the publicity, including a couple of editorials we had written, he remarked that he had never seen a better play. He wanted the neatly prepared file we had made with the clippings pasted on white background paper. We gave him the file.



When I suggested that a couple of us on the staff would like to see the backdoor operation of the circus and have dinner with the performers, he said, "All right," and we went over to the show grounds.

This publicity man took us into the cook tent, but when we sat down to the table we had little to eat. Despite the fact that I think the circus had dessert and coffee, we were not served any. We were just hurried along, altho we gave the show two good stories on that day. The circus manager admitted that business was the best that it had been in three weeks.

This incident serves to illustrate how inconsiderate some publicity men are of the publishers or reporters in the smaller cities.

Most publicity men know that reporters on conscientiously edited dailies like to prepare their own copy. All these reporters want is the material and the opportunity to obtain some first-hand information.

Several years ago the John Robinson Show carried a beautiful spectacle, *Cleopatra*. On circus day I thought it would be an excellent thing to send a woman reporter over to interview Cleo herself. Thanks to Rex de Rosselli, this was arranged. The young woman reporter was a clever person and an able writer. She had worked on a large metropolitan daily prior to her marriage to the high-school track coach in our town.



That night the reporter had a capital, readable story as a result of our assignment to find out how Cleo liked the hot weather in Iowa as compared with that of Egypt.

Her story gave some real life viewpoints, stripping the glamour and tinsel but arousing readable interest. It seemed according to the story that Cleo lived in Cincinnati, that she had never been to Egypt or out of the United States, that she was was not the vampire type she portrayed but rather that she was married to the chief electrician and had celebrated her 12th wedding anniversary two days before.

There were few of our women readers who did not read that signed front-page story. It was a good yarn for us and moreover it gave a lot of the human interest of circus life, so much so in fact that the circus as an institution should have benefited for some time to come.

There is no question that men like Bob Hickey, Roland Butler, Frank Braden, Ora Parks, Tom Killilea, Dexter Fellows and Floyd King know what the newspapers want. Bob Hickey, the circus publicity man I know best, knows not less than 5,000 newspaper men in the United States and Canada. And these 5,000 are not mere acquaintances; they are men who are glad to see Bob any time and to take some of his sparkling copy for the benefit of both the show and the newspaper.

I think that these fellows are as courteous to the

newspaper men in the smaller cities as they are to the reporters on the larger city dailies.

To capitalize fully the small city amusement market and favorable publicity relationship with the press, additional pressure seems essential these days. This additional pressure may be merchandizing tieups with local merchants.

Circus owners are conscious of merchandizing methods. Last year Schell Bros.' Circus came to Creston. Thru the merchants in co-operation with *The Creston News Advertiser*, tickets were sold in advance at 10 cents. The show stayed two days and at least at two of the four performances the attendance was a straw.



Thru the side show, concert, reserved seats and concessions the draw for the two days must have been excellent.

I realize that a larger circus might not use this type of stunt, especially at such low prices, but other merchandizing plans could be utilized.

Progressive newspaper managers would welcome an opportunity for a sound merchandizing plan that would not only build up lineage but also create a pulling power for circus business.

To a newspaper that is willing to give every co-operation and to a newspaper that really covers the country territory, I believe it hardly fair for the circus to spend a niggardly amount for display space and then distribute widespread a prepared handbill in newspaper form.

In our case, it is possible for us to put out a special distribution covering every home within 30 miles, altho some of these families may not be readers of our paper. Such a plan gives the local newspaper a break, fosters a finer relationship between the circus management and the paper and actually builds business.

In our town the newspaper is back of the Creston Clubs, which is really the chamber of commerce, and the Junior Creston Club as well. The paper tries to be a dynamo of publicity for the good of the community. Wherever there is such a newspaper, especially one willing to give real editorial co-operation, it seems to me that both interests would be benefited by the circus giving the newspaper a sizable order for business.

Merchandizing methods for promoting business, such as distribution of dodgers, sale of tickets for circus thru merchants at reduced price, and other plans are well known. There is an indirect form of merchandizing that it seems to me is not so widely recognized. It is merchandizing the amusement acts and performers themselves.



For years circuses have used pictures of lions, tigers and trapeze performers. True, pictures are always good and are welcomed if they are newsy and do not command too much space. This type of publicity attack augments news presentation. Some departure from the regular methods, however, is essential.

Last year Bob Hickey with Sells-Floto wrote an effective story about the death of Old Man Adjective, pointing out the passing of the bombastic Barnum type of publicity that has characterized circuses for so many years. This change was needed despite the fact that for traditional reasons the wordy style of an early day is still utilized in combination with other types of copy.

Why wouldn't the type of copy that develops human interest for movie stars and occasionally appears in tabloid features be profitable for the circus?

Present publicity pictures often show the circus girls doing their own laundry back of the dressing rooms, but why not stories even more personalized?

Who wouldn't be interested in a story about the Nelson Family, what Silvers Johnson does in the winter, how the circus cop Joe Lewis got started in the circus business?

What is the life story of the man who is shot out of a cannon's mouth? What caused him to start in this business? How does he feel or what sensation does he experience in being a human cannon ball?



How do clowns of today differ from the clown in the old one-ring circus?

The circus claims to be an educational institution. But why just present wild animals? Why not tell more about them, their habits, their feeding and methods of training?

Does the wild animal trainer use real cartridges in his pistol, or merely blanks?

How does a circus handle so much business detail
(Continued on page 41)

Modern Carnivals

By F. H. BEE JR.

ARE carnivals a thing of the past and only a relic of former times? I do not think so. The trouble is with the carnivals themselves as times are changing rapidly and the world must keep pace with the changes that are taking place in the various lines of business.

We can easily see that all professions are different from a few years ago. Take the chain stores for example. They are rapidly driving the old, obsolete methods of the one-man store out of business. Highly proficient managers are continually studying how to cut down overhead and sell merchandise cheaper, devising new ways of getting trade, weeding out losses and putting capable men in charge of operations. Carnivals can hardly become as well organized as chain stores, but they can change their methods to keep up with the times and give the people what they wish. There are so many ways in which to do this that it is difficult to tell all; in fact, it is impossible, as each carnival has its own problems.

The greatest advance made in carnival business in recent years is undoubtedly the pay-gate system.



F. H. BEE JR.

This has kept and is keeping many a show going today. At first it was ridiculed by townspeople and some members of the profession, as it was a new idea and some people find new ideas hard to assimilate. After being in use for some time it has been found a life saver for many a carnival. It keeps the show moving, makes it possible to pay local bills and laborers their wages, and keeps coat-tail pullers off the midway. People that do not have a dime or will not spend a dime to enter a midway can be safely relied upon to not spend anything but their time after they are inside. Of course, there are exceptions. The spending class of people do not as a rule object to spending a dime if they receive a ride pass or a chance at a free drawing. The ride pass has caused many a child to bring its parents or others to the carnival, and the free prize drawing brings them back night after night. You might say that people do not wish to spend their dimes to take a chance. If so, why do concessions exist? The pay gate has come to stay.

You have frequently heard the remark that all carnivals are alike. Too bad, but that is pretty much the truth. About the same lineup of shows, rides and concessions is to be found on most carnivals. The public has changed from the horse and buggy to the speedy auto and expects the carnival man to do the same in his line of business. Same old fire eater, same old wild man, same old plays in plant show, same old cast of *Jesse James*, same old hamburgers and lemonade and, as a man said the other night, same old lies on the big signs (banners) in front of the tents. Misrepresentation has hurt more than anything else. It would seem to be as easy to tell the truth about the attractions, as the person who buys a ticket and goes inside soon finds it out anyway. Modern, successful financial institutions have found that truthful advertising is more beneficial than unsupported claims. But it does not mean that a person cannot stress and elaborate upon his claims. Again it is not profitable to tell bare-faced lies about a stand or attraction, knowing that the patron will soon find it out.

All successful businesses have found that the old saying, "Keep faith with the public," is a wonderful thing to do, and in the long run will prove profitable to all concerned. New shows and new banners are needed to bring new interest in the show part of the carnival.

Again it seems as if a single attraction (show) carrying very many people cannot make expenses. I cannot give the remedy except as above. But it is an undisputed fact that we need new shows on the midway to bring them up-to-date. What these new shows should be I will have to leave to smarter men than myself. Ten years ago people would purchase tickets, go in and sit down and watch a show from one to one and a half hours, but not so today. They are in a hurry and a show lasting over half an hour soon gets draggy and the people slip out and do not return. They want short, snappy shows—action—for their money.

Many a grind show tries to operate with a ticket seller and outside grinder or ticket taker. Any grind show without an inside talker or lecturer for the patrons must and will fail to be profitable to the

From successful school teacher to successful showman—these few words express the career of Mr. Bee, owner F. H. Bee Shows. For several years he taught school in the winter and attended normal school and college in the summer. When the U. S. entered the World War in 1917 he was one of the first men in his county to join the Army, and after serving two years he was honorably discharged. While in the service of Uncle Sam he contracted pulmonary tuberculosis. Because of this he was unable to continue teaching and he decided to become a showman. With a friend he operated a concession on Dodson's World's Fair Shows and the next year became secretary of Scott's Greater Shows, where he remained three years. In 1927 he organized his own show with one ride and six concessions, which has grown rapidly since. In the accompanying article Mr. Bee gives his personal view of the carnival situation, and he does not wish readers to consider it as a cure-all for the business.

owner or the manager of the carnival. The fact should not be overlooked that the lecturer on the inside is the one who guides or molds the listeners' minds to what he wishes to have them know or believe.

Some concessions have reached their zenith, but that does not mean all of them have gone out of date. We all want something for our money nowadays and the public is like us—it is willing to spend when it can see something to be had in return. There has never been a greater opportunity for real stock concessions than now. People want new merchandise—something different from 10 years ago. We all can remember when certain items made great hits, but haven't most of these leaders fallen by the wayside? However, we still see stands trying to use nothing but the old leaders.

Stick pins were a wonderful item of slum at one time but have passed into oblivion with several others, for instance the teddy bear. People want more than stick pins for their dimes now. Too many stands try to buy all their smaller items and some of the larger ones at the local 10-cent store where the patron does his buying. This is a mistake, because people go to the carnival for something different from what the local store handles. Concessioners should be satisfied with a reasonable profit on each item. Of course they cannot sell as cheaply as the local merchant, consequently should not sell the same articles as are locally sold so that there may be no comparing of prices.

Not enough stock is put out on the ordinary stand today. We all know of instances where concessioners put out lots of stock week after week, and isn't it a fact they make money? A wonderful article regarding stock concessions, written by Mr. Hartmann, was published in *The Billboard* dated June 11. If you have an old copy of *The Billboard* of that date read the article.

Concessions that do not put out stock cannot survive and pay privilege and make a profit for the owner. It does not take people long to get wise to which concessions they can win on and those where there are no winners.

Concessions need to be well flashed. The time has passed when a man could hang up a couple of blankets and two or three dolls, take in a hundred dollars and still have his stock left. People will play a stand with a variety of articles tastefully arranged, and that is the secret of the corn game today. Plenty of stock and a winner every time.

"Stock well displayed is half sold." This applies to the eating stands as well as the games. Just passing some cookhouses and lunch stands makes you hungry by their inviting display of food and drinks (and the smell of the frying onions), while others are bare and lifeless. Mr. Grab-Stand Man: Did you ever put yourself in the public's place and look your stand over? Or, better yet, look at your competitor's place and find his faults and see if you have the same. People come to the carnival primarily to have a good time, and eating, drinking and otherwise enjoying themselves is what generally constitutes a good time.

Why not make your stand, concession or show as inviting as possible? And don't forget, courtesy goes a long, long way, too. People like to be treated

with respect and smiled at and we all like to do business with a friendly person. Why shouldn't we be friendly and courteous to them; they are our customers, are they not? Without the patrons we would have to hunt a new line of business and would still need patrons in the new line. During these hard times it's very doubtful who is the "monkey".

Do not become too attached to your stock; throw some of it out. You can buy brand new items as cheap, if not cheaper, than the old ones, besides putting new stock on your shelves. A successful concession, however, needs not only a good flash, but also players receiving some of it. Do not overlook the fact that a big volume of business at a small profit beats small volume at a big profit. "A fast dime beats a slow quarter," or better still, "A fast nickel beats a slow dime."

Did you ever hear the old saying, "A little powder and paint makes a woman look like what she ain't"? This applies to the paraphernalia of the shows and concessions, and rides, too. A coat of paint makes rides look new and is bound to increase the receipts. The old business axiom is good: "Look prosperous whether you are or not." It makes people have confidence in you. It is really surprising what a quarter's worth of paint will do to the average concession today or a dollar's worth on a show, or five dollars' worth on a ride. Not enough attention is paid to painting around the ordinary carnival today. It is not necessary to buy the highest priced paint, as carnival equipment frequently needs repainting. Help make the carnival look good. Even if there are some who will not do so, you can make your part look good.

Carnival managers should endeavor to try to place their best looking and most profitable parts where they can be more easily seen and observed. Personally, I always have a corn game in front, where it can make a good impression on the newcomer. The ragged tents come last, and poorest looking rides in back. The old belief in putting the weakest rides and shows in best places, to my way of thinking, is wrong. Put the money-getting things where they have the best chance. Carnival business is like everything else, "survival of the fittest." What was right 20 or even 10 years ago is out of date today. That is one thing carnival managers must do—keep up with the times, or go down—and it is a hard thing to keep changing all the time, isn't it? The old methods used to make plenty of money but they won't do it today.

Carnivals must modernize and keep up with the times. If you would ask how to do that I could not answer, except to say that each and every one of us must work out our own ideas and must have the support of the other members on the midway.

For the last 8 or 10 years carnivals have not tried very hard to cater to women and children. If the women and children go to the carnival the men will go too. The rides and stands must cater more to children than ever before. I think the five-cent ride is here. I have been operating my rides for five cents all season and altho the receipts have not been large, this policy beat the times when I operated for a dime. A well-known showman says this is a "nickel year."

All classes of people are finding that their businesses can be run more economically than they had ever dreamed about. This applies to us too. There are many ways of economizing around the show. Excess is frequently an added expense to most shows—excessive use of electricity, using four or three baggage cars when two will do as well, etc.

Motorized shows have taught us that excess is dead waste. For instance on our own show we formerly used four baggage cars to haul five rides, six or seven shows and the usual concessions. Now, by careful loading, the five rides, six or seven shows and usual concessions can be loaded into two baggage cars, thus saving nearly half the usual move.

A few years ago the average gilly carnival had to have from 50 to 100 k.v.a. load. I have been informed by the Kentucky Utilities Company that out of eight carnivals in its territory, one is using 20 k.v.a. and the other seven 15 or less. And among these eight gilly carnivals are some of the largest in the country. A midway must be well lighted but wasting of electricity does not help the business a bit.

Many ways can be found to reduce expenses without cutting salaries, altho that can be done among the higher paid. But don't overlook your advertising, as that is the life blood of the carnival. A carnival must be advertised and advertised well, more so than any other kind of business except a circus, I think.

(Continued on page 43)

There's Life in the Old Road Yet



HE road is dead—long live the road! According to the wise-acres and wise-crackers who add up to a million on the tablecloths of the Astor Hunting Room, it is suicide to troupe with anything heavier than a suitcase. Sleeper jumps for actors mean sleepless nights for producers! A trip thru the tall timber generally means meeting up with the wolf! According to my books, these boys are talking thru their last year's hats, and a Row of Farmers is a Showman's Rosary.

When I announced last August that I was going to tour the *Crazy Quilt* revue, cast intact, the smart little boys with belts on their coats said I was rushing in where angels feared to tread—minus the supporting wings of an angel. They told me that things were not only rotten in the State of Denmark, but in every State in the Union. They painted a picture of theaters so long empty that the managers' families were living in the dressing rooms.

They're wrong! There's life in the old girl yet, but she must be wooed gracefully, diligently and

over a period of months. Every town, whether it's a one-night stand or an eight-week engagement, must be concentrated on and attacked with all the skill of a military campaign. The road isn't theater conscious—the auditorium, the "opry" house, the memorial hall, the Shrine temple and the local theater are as dark as a stock market report. These people must be dynamited into the notion of digging into the family sock and buying theater tickets. A show must be sold to them precisely as you would sell chiclets or



BILLY ROSE

Brownie cameras, and the only way to do that is thru the mouth of the Great God Ballyhoo—and by ballyhoo I mean the straight-from-the-shoulder, turn-on-the-gas campaign of the Barnum & Bailey Circus.



The proper selection of a road press agent is one of the pivotal points. The average Broadway scribbler is so much deadwood on the road. He thinks that the world is bound on the east by the Palace Theater, on the west by the automat, on the south by the Times Building and on the north by the Pepsodent electric sign. Steer clear of him. Go and get yourself one of the small fraternity of road press agents. They have toured the "tanks" all their lives. The local Barnum who handles the engagement is their buddy. The editor of the local paper is their pal. I have met most of them and they are an indefatigable group of workers. They know the likes and dislikes of each water-hole and their advertising splurge is regulated accordingly.

Main Street remembers what the Main Stem forgets. The loyalty of the "hinterland" to its favorites is second only to that of a French audience, where the ingenue who scores at 16 is an ingenue at 66. Mistinguett, a charming old lady, is still the hot mama of the French boulevards. I would rather take a fair show out on the road, starring performers that the corn belt knows and wants to see, than put my money behind a New York smash with a cast of English actors. *Charlot's Revue* is a case in point. It was a New York riot. It went on tour with the original cast and played to shadows. The natives didn't "savvy" the brittle, fly English humor and wouldn't buy it. Outstandingly fine musicals like *The Band Wagon* and *Three's A Crowd*, featuring performers that the road isn't conscious of, didn't fare as well as might have been expected. On the other hand, Maude Adams, a favorite of the Mauve Decade, toured all last season with *The Merchant of Venice*. She played the part of the youthful Portia, and despite her years, to the road theatergoers she was Portia. The road has its sweethearts—its Barrymores, Jolsons, Cowls, Wynns, Cantors, Brices—and they are the real "money balls" of the "sticks."

The chorus girls' slogan around New York is, "Work for Billy Rose and See the World"! The ladies of the *Crazy Quilt* ensemble displayed their charms in 40 different States. Some of the jumps were enormous, but expert railroading, special locomotives and clear tracks made it possible for the show to play almost a year without missing a day. The curtain came down at 11 o'clock in San Antonio one night and went up at 8:30 the next evening in El Paso, 640 miles away. I remember one of the show girls asking the company manager when the troupe was going to get some sleep. His laconic reply was, "In the spring, baby."

By BILLY ROSE

Billy Rose is one of the outstanding musical producers of the legitimate field today. His latest success, "Crazy Quilt," smashed box-office records thruout the country, and this was attributed to Rose's startling innovations in exploitation and publicity. Prior to making his debut as a producer Rose was a well-known lyric writer with many hits to his credit.

A company on tour quickly becomes a big family. The cranky chorine, who is so civil on 42d street, must tip her mitt in Joplin. The loves, hates, laughs and tears all fall into one pot and everybody uses the same spoon. The show girl who insists on monocle and spats in the big town is happy to get the smile of the head carpenter. The orchestra leader quickly shows up in his true colors. He either knows his business or he doesn't. In some towns he directs fiddlers who play without moving their fingers.



Is there any money in the road? Read 'em and weep:

Nashville, Tenn., one performance, \$6,789.

Louisville, Ky., two days, \$10,680.

Des Moines, Ia., one performance, \$9,914.

Memphis, Tenn., one performance, \$11,558.

A week thru Texas, over \$46,000.

And this is merely touching the high spots.

The Great American Desert is yearning for whoopee and hot-cha! The legendary death of the road has left 100,000,000 people bereft of flesh-and-blood entertainment. The local Romeo can't make a date with the second from the left if she happens to be a strip of film in a tin container.

Horace Greeley said, "Go west, young man." Yours truly says, "Go north, south, east and west!" The road's still there if you're willing to recognize its demands.

Those demands, however, are hard to meet. The customers in the so-called "sticks" have had their fill of number two, three and even four companies. For the last five years these companies have been shoved down their throats, and before they could be jogged out of their stay-away-or-you'll-get-burnt attitude it was necessary to convince them that everything was on the up-and-up, that the "original Broadway cast" really was original, and that the producer had no intention of foisting on them the usual road company's lack of talent and adequate production. To that end it was necessary to wake the road customers from their long sleep and to instill renewed confidence in them. Therefore we printed over a million copies of a four-color herald job measuring 17x22 which had the "hinterland" gasping for air. Every statement was signed by the producer.



The following excerpt is an example of how I made the issue a personal one between myself and the possible customers: "To The American Playgoer: In offering *Billy Rose's Crazy Quilt* I am affirming my faith in the theater as a lasting institution and my belief in the late J. Pierpont Morgan's well-known admonition, 'Don't sell the United States short.' *Billy Rose's Crazy Quilt* is about to appear in your city for the first time. It is my earnest desire that in the merit of the performance you will find such satisfaction that on succeeding visits you will look upon the Rose trademark as a guarantee of worth. It is my intention to make the annual advent of *Billy Rose's Revue* an event to be eagerly awaited and enjoyed in pleasant retrospect.

"At a time when sail-trimming seems to be much in vogue, and not the least so in the amusement world, I have taken the reverse position. Instead of seeing how much I can get for the least I can offer at the highest price I dare charge, I am bringing to you what is practically three shows in one, with the three outstanding stars of the American Stage and at prices you can afford to pay.

"*Billy Rose's Crazy Quilt Revue* is in fact three shows in one. It is a combination of the outstanding features of my last season's Broadway successes. I kept the sure-fire elements of *Crazy Quilt*, and then garnished my routine with the best part of *Sweet and Low*, a Broadway smash that stood them up for 28 weeks. To this musical melange I have added a generous third portion of timely, topical new material, including the sensational *El Bolero*.

"Of the three stars, Fannie Brice, Phil Baker and Ted Healy, it is not necessary to dilate. They are so well known to the American theatergoers that comments on their talent are superfluous. A show

with one star is an ordinary custom. A show with two stars is a momentous event. A show with three stars is a transcendent phenomenon.

"Let not the fact that *Billy Rose's Crazy Quilt* is in fact three shows in one or that three brilliant stars of the amusement milky way head its roster confuse the public in error that three-in-one refers to other than the magnitude of the attraction itself. Admission prices are scaled on rock bottom considering the enormous operating expenses and are based on the premise of volume attendance. It is an economic impossibility to go lower and you may be assured that *Billy Rose's Crazy Quilt* will never resort to cut-rate subterfuges. *Billy Rose's Crazy Quilt* will never be priced at other than the advertised scale. I urge the public to buy at the box office or by mail orders. Showmanly yours, Billy Rose."



Almost every grandiose superlative in the English language and out of it was spread across the herald. Squibs were used such as "22 stupendous spectacles" or "The wizardry of modern stagecraft at its zenith," "An eye-filling spectacle of superb magnificence," "A prince's ransom lavished with a prodigality befitting a Hindu Nabob at the Durbar of Delhi," "Rich vestments and dazzling gems conspire with the delectable creatures they adorn to make *Billy Rose's Crazy Quilt* the crowning delight of the universe."

Almost every girl in the show had her picture reproduced in the sheet and the blurb described them as "A veritable bower of American Beauties hand-picked by Billy Rose, master connoisseur of feminine charms. Here are convoked at one time and in a single place, in this colossus of all extravaganzas, nimble nymphs, voluptuous houris, chic grisettes, statuesque odalisques, dashing demoiselles and resplendent mannequins."

It may have been laying it on a little too thick, you may say, but it got them in great big lines in front of the b. o. What matter if the manner of ballyhoo was extravagant? It gave the "sticks" something to talk about. And if more shows went out and used similar tactics, then house managers wouldn't have to double up as watchmen.

THE CIRCUS AND THE NEWSPAPER

(Continued from page 39)

so easily? The administrative side of the circus furnishes a new appeal to the business man.

Where do freaks come from? In the past, undoubtedly, there have been misleading statements on the origin of freaks. While it is good news psychology to present distant people, there is no use faking. Certain types of freaks can come originally from Scranton or Cincinnati, as well as from a distant clime. On the other hand, certain types of freaks from the hinterland above Brazzaville in French Equatorial Africa make better news than from Peoria. Seldom does advance circus publicity feature freaks, at least to my knowledge. The Ubangi savages were an exception.

When I go to the circus I would like to know more about the people of the circus. By publicity properly released on a more personalized basis, it seems to me the attraction would be as great as would mere pictures of an elephant or a handsome lion. The older appeals could be used also, for the circus must appeal to the rising generation as well as to the old group of possibly yearly repeaters.

Several years ago I went over to the Ringling grounds in Chicago. I stopped in front of the side-show tent, being interested in the bally for the mechanical man who was then walking around in front of the side-show ticket stands. I went into the side show, but the mechanical man didn't appear. I spoke to the side-show manager, who expressed his regret and told me to come back the next day. I did. And the manager took me back to the men's side-show dressing tent, and there I had an interesting talk with Ross, the mechanical man himself.

Ross' story was interesting to me and likewise it would be interesting to others. Ross wasn't doing a freak act. His stunt had taken long, careful training in controlling the muscles of the eye. In winters he worked as a living model in clothing stores, but he said that circus life was easier, for he had to maintain the robot attitude for but a few minutes at a time, while in a store window he could not relax for perhaps two hours.

Despite his interesting story, I saw nothing in the publicity about this man. With Northwestern Medical School and Rush Medical School right in Chicago, a demonstration with Ross before a medical class might have proved interesting and have been the basis for a good publicity story. Such a story would have to be written as an individual feature, perhaps by a co-operative assignment with one of the regular writers on one of the sheets.

Certainly the publicity angle on clowns, acrobats and aerial stars would make compelling human-

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Magic and Magicians

By FELIX BLEY

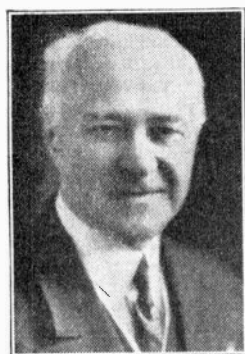


SEEKING the solution of the strange and the sensational, the people of the world have at all times turned to magic, at first as a belief, attributing supernatural powers to the masters of the art. The literature of the world is based on occurrences that are strange. Religions have been proved by miracles, as well as by beliefs. The man who could do the greatest deed, who was able to pass beyond the power of his fellows and approach or enter the realms of the unreal, has always had a following. The world is drawn to mystery and imagination has afforded happiness when the commonplace has caused pain.

No race, no age, no caste or nationality is free from this admiration of the occult. As far back as history and tradition trace the advance of humanity, the trace of mystery is found in temples, on tablets, in the sacred rolls and works of great scholars of the race. Since our first parents were expelled from Eden there has been mystery to greet the child at birth and greater mystery to accompany the aged in the journey to the world beyond. Mystery, all mystery. The pillars of smoke that by day, and the

pillars of flame that by night led the people of Israel toward the Land of Promise; the suspended coffin of Mohammed; the miraculous works of Egypt that remain as monuments to those superlative great are some of the reasons why magic is still today a fascinating entertainment the world over.

During more than 25 years which I have devoted as manager and director of tours of magicians in all parts of the world I have yet to visit a country in which magic is not a popular entertainment. On my tour with Dante, the largest theaters in the capitals of the world were not big enough to accommodate the crowds who sought admission to the opening nights. The same can be said of the Great Nicola. On the opening night in Rio de Janeiro, Brazil, we turned thousands away from the Pavillio International, the largest amusement hall in the city. The openings at Capetown, Johannesburg, Durban, Calcutta, Shanghai, Hongkong, Manila, Sydney, Melbourne, Honolulu, Yokohama and Tokyo were turnaways for both Dante and Nicola, and gave us capacity business on from three to eight-week stands.



FELIX BLEY

While touring the Great Jansen (now Dante) in West Australia in 1912, I had my first test with circus opposition against a magician in foreign land. I had by cable engaged His Majesty Theater at Perth for two weeks, starting with Saturday, which is the regular opening night in Australia. On reaching Perth in advance of the show I found that the Wirth Circus, the Ringling of Australia, was advertised for the two weeks which we were to play, and they were to open on the same night. I tried to have the owner of the theater to release me from my contract, or to change the date, but could not do so. He told me that it was unfortunate, playing against the Wirth Circus, but a contract made was a contract to be kept. There was nothing else to do but make the best of it. I went at it in my usual way to advertise the show. When the troupe arrived I told Jansen I thought I would not have the usual sellout on the opening night. What the chances were to play day and date with the biggest circus in Australia, and at the same prices, I did not know. It sounds like a fairy tale, but not only did we play to turnaway business for the two weeks, but we had the circus against us on the entire West Australia tour and had sellout business in every spot. The people came to our box office first, and when not able to buy tickets went to the circus. Some months later I met George Wirth in Melbourne. He told me that it was the first time that his circus did not make money on the West Australia tour, and that he could not believe that a magician could be such big opposition against his circus.

Carter the Great has an established reputation in Australia, South Africa and the Far East, and plays to record-breaking business. He is now in Australia on his sixth tour. Dante left the United States six years ago on his fourth world tour and has during that time played South America, Italy, Spain, Portugal, Netherlands, Germany, Austria, Russia, Norway, Sweden and Denmark. He is now in South Africa and reports phenomenal business.

Felix Bley has toured more magicians around the world than possibly any other person. He started on his magical career in 1900 with Clivette, "The Man in Black." Later he managed McEwen, the "Scottish Wonder," and Dr. Herbert L. Flint, eminent American hypnotist. During 1911 and 1912 he toured the Great Jansen around the world. Then followed world tours with Fasola, Carter, LeRoy, Talma and Bosco, George and Dante. After retiring from the road he was for three years magic editor of The Billboard. Last season he toured S. S. Henry in the Virgin Islands and Porto Rico. His home is in Knoxville, Tenn.

LeRoy, Talma and Bosco, for many years leaders in the magic art, have headlined in all parts of the world and have attracted large crowds to theaters and music halls. Horace Goldin, "Royal Illusionist," is a great attraction. He has made many tours around the world and is now a big attraction in Europe. The Great Raymond, American magician, has toured the world for the last 25 years, presenting a complete magic show. He has been a great drawing card in the European capitals and in South America. He returned to the United States a year ago and is now a feature attraction in vaudeville, presenting a one-hour show. Arnold DeBier is at present attracting large crowds in Europe with his magic show. Blackstone draws big crowds to the theaters in which he plays. Howard Thurston, long a drawing attraction on his own, draws even larger crowds to the big moving picture and vaudeville theaters and in many places broke all house records this season. Mysterious Smith, in his established territory, is a welcome attraction and does big business. S. S. Henry, one of the leading chautauqua and lyceum entertainers, draws capacity houses with his delightful magic show. Last season he toured the Virgin Islands by invitation of Governor Paul Pearson, and with Mrs. Henry was a guest at Government House. He also played San Juan, Porto Rico, by invitation of Governor Roosevelt. Laurant, Birch, Keating, Wallace and Loring Campbell also attract large crowds. Dean Frederick Eugene Powell for more than 50 years delighted theatergoers and for several years, when touring Mexico and Central America, was a magnet for attracting crowds to the theater.

The adage, "there is nothing new," doesn't apply to magic. Every magician has something new to offer each season. However, it is not necessary to change the entire performance because the magician, after many years of practice, masters certain tricks and becomes identified with them. When the public expects to see a particular effect it is greatly disappointed if it is omitted from the program. Kellar never failed to perform the ring and nest of boxes. Herrmann always included in his program the cannon ball and hat illusion, in which he tore up the borrowed hat, placed it in the cannon, put the ball in on top and fired it at the ceiling. Houdini always did the needle trick. Powell never fails to present the production of flowers; Nicola and Raymond, the substitution trunk; Laurant, the linking rings; S. S. Henry, silk production; LeRoy and Keating, vanishing birds with cage; Blackstone, the dancing handkerchief; Thurston, wrapping up a rabbit for a little girl and changing it to a box of candy; Carter, the tapping hand; Dante, Asrah, DeBier, egg bag; Mysterious Smith, wine and water; George, the floating ball, and Tarbell, the rope trick.

It often happens when an illusion is first offered that it is a failure and when improved by another magician is a sensation. As an instance of this let us take the illusion widely known as "sawing a woman in half." Thurston, writing in *The Saturday Evening Post* of March 17, 1926, relates of this trick that, as presented by Horace Goldin and himself, it was very imperfect and many managers refused to book it. Dante arrived on the scene and the matter was placed in his hands. The result of the application of Dante's technique to this imperfect number was to make it one of the greatest illusions of the world and today the new version is more puzzling than ever. Dante is also given full credit for his improvements to this effect by Thurston in his book, *My Life of Magic*.

Social life plays a great part with a magic show, and here is where the magical societies come in.

They are great boosters, and besides entertaining the visiting magician they fill the front rows on the opening night. Even the little fellows get them as paying guests to their school-house entertainments.

How well do I remember when the Atlanta Society of Magicians, headed by Dr. Van der Veer, Asa Candler, Sherwood Blodgett, Julian Boehm, Anthony De Vaughn, H. H. MacKiran and Albert Harrington helped me to put Dante over in Atlanta on our first visit to that city. Sunday night before the opening the local magicians staged a reception and dinner at the leading hotel, to which all the critics of the local press, as well as some of the society leaders, were invited to meet Dante. For the opening night they bought several hundred tickets and the show started off to a full house with great success.

What would magic be to Thurston without the social part of his tour. Can one picture Thurston playing Cincinnati, St. Louis, Cleveland, Baltimore, Pittsburgh and Detroit and not be entertained by the local magical fraternity. With them the appearance of Thurston is an annual feast in magic. George Stock, president of the Cincinnati Magicians' Club, has presided over the Cincinnati Thurston party for more than 15 years. Hardly is one function over when he plans for the next one to be staged, bigger and better. Worthington, Gans, Fleischman and the rest of the boys in Baltimore devote much time and expense for the entertaining of Thurston and his family during the annual Baltimore engagement.

Every magician who visits Minneapolis knows how Al Smith and his gang entertain, and how they boost a magic show. Traveling magicians also know that they always have a delightful time at Knoxville, Tenn., where they are entertained by local magi headed by that prince of good fellows, John S. Van Gilder, assisted by George Brown, Fox and others. The Nashville boys, headed by Pink Lawrence, T. J. Crawford, James Grigsby and David Price, do things up right. "Dom" and his associates in Detroit are great hosts, and what a pleasure it is to play Spokane, Oakland, San Francisco, Los Angeles, Dallas, Zanesville, Boston and Philadelphia. It does not matter to the local clubs whether it is Thurston, Dante, Blackstone, Nicola, S. S. Henry, Hardini, T. Nelson Downs, Rosini, Laurant, Cardini, Tampa, Rajah Rabold, Loring Campbell, Birch, Wallace, Mulholland, Keating, Gene Gorden, Abbott, Richards, Hugard, Dorny, Harry Opel, Mystic Clayton, Newmann, Dunniger, Gus Fowler, Bert Johnson, Durbin, Great Leon or Bill Hilliar. The magician who visits their town, if he is a good fellow, receives a great reception and is royally entertained. This also goes for the small towns with the friends of magic and the amateur magicians. If it were not for the social side that goes with magic there would be no performances by Max Malini, the globe-trotting magician.

The SAM, the IBM and the IMC, thru their scattered membership, annual conventions and shows, keep magic before the public and bring magicians and their friends together. American magicians touring in foreign lands, thru their SAM membership, receive a warm welcome from the following associated societies: Magic Circle and Magicians' Club, London; British Magical Society, Birmingham; Scottish Conjurers' Association, Glasgow; Australian Society of Magicians, Melbourne; New Zealand Society of Magicians, Auckland; Syndical International Des Artistes Prestidigitateurs, Paris; Sociedade Brasileira De Magia, Rio de Janeiro; Magisher Zirkel, Hamburg, Germany; Magicky Klub, Prague, Czechoslovakia; Magischer Klub and The Magic Circle, Vienna, Austria, and Magyar Amateur Magusok Egyesulete, Budapest, Hungary. Magicians the world over are linked together by their magic wand.

When Alexander Herrmann died *The New York World* said that magic died with him. Far from it. There are more magicians in the business now and they are giving bigger shows and carry more paraphernalia than Herrmann the Great had in his palmy days. The Maskelynes are still operating in London. More magicians are playing vaudeville and picture houses; no club program is complete without a magician; magic under canvas is growing; every side show has its professor and every one of them attracting crowds. The old masters are gone, but the new generation of magicians carries on.

Pitchman's Future Is What He Makes It

By H. J. LONSDALE



LIKE every other trade and calling, the avocation of the pitchmen has been made difficult in recent years. In the last two or three years we of the pitch craft, high and low, have found the going harder. It has been due largely to the widespread unemployment, and unemployment among the masses means putting out of circulation millions of dollars paid for labor in better times. It is the dollar of the working man chiefly that is spent for our merchandise.

The dollars are scarcer now. Therefore the pitchman is compelled to be satisfied with a smaller share of them. But without mutual help and better co-operation among the fraternity the pitchman will see his share of the money in circulation grow even smaller. Is there a remedy, a method that will work to the interests of all of us, whether we are high pitchmen or grinders, road men or home guards? My answer is yes.

During the Chicago World's Fair in 1893 a gathering of pitchmen, including such oldtimers as Frank Anselm, Lou Turner, Al Raymond and a dozen others, of whom I was one, met to discuss the formation of a union of pitchmen.

Looking back, I can now see that if the movement we then started had been carried forward along the right lines the brotherhood of the tripe and keister today would be welded into a large and influential organization and many a town now closed would be open.

But conditions in those days were not so bad. As a matter of fact, the going was comparatively easy for us. There were few towns or good spots in the large cities where pitchmen could not work if they went about the fixing in the proper way. Most of the towns were open and when a medicine pitchman paid \$5 a day for a reader that price was considered exorbitant. Many of the medicine pitchmen would pay it only on Saturday, then move on to a more liberal town.

What a difference there is in the situation today. Thru the years it has grown worse for us. Why? Because the original idea, which years later developed into a pitchmen's organization, the National Pitchmen and Salesmen's Protective Association, was not grasped and worked out along the lines of those organizations of union workingmen that are now powerful enough to demand and secure from the political powers a fair measure of protection to safeguard them in the pursuit of making an honest living.



The opportunity was at hand at the time mentioned above. It was neglected. The years passed. More and more towns were closed to the pitchmen. Licenses in cities and counties grew more burdensome. Conditions generally oppressive and unfair surrounded the pitchman on all sides before the first pitchmen's organization that ever accomplished anything was formed. That organization was the Los Angeles organization which took the name National Pitchmen and Salesmen's Protective Association and which still is in existence.

The work accomplished by that original organization was so beneficial that other lodges sprang up in the country in a short time. For some years all of the branches, especially those in New York, Detroit, Cincinnati, Baltimore and Denver, flourished. Evidently the benefits were not appreciated or understood, for gradually each of the branches outside of Los Angeles went on the skids. The parent lodge in Los Angeles alone functions successfully. Most of the branch lodges long ago automatically forfeited their charters.

To the members of the Los Angeles lodge, who have fought and won many victories, in court and out, for the pitchmen working on the West Coast, the failure of the pitch fraternity at large to recognize the benefits of organization is surprising.

When we read the frequent attacks in the daily newspapers made on the itinerant salespeople, which attacks are invariably instigated by small merchants thru their business organizations, we recall that it was just such practices that aroused the pitchmen on the West Coast to action and brought them together as a fighting unit.

I happen to have at hand a copy of *The Los Angeles Express*, dated December 5, 1924, which contains one of these unjustifiable and unfair articles. The headline of the article reads: "Business men complain of street fakers. Charge that hawkers' goods are misrepresented."

Now to the short-sighted, small-minded business men responsible for such articles in the daily press all direct sellers are "fakers" and "hawkers." They make no effort to inquire into the pitchmen's methods of doing business or the quality of the pitchmen's wares. They prefer to class all itinerant

Mr. Lonsdale is recognized as one of the best informed men on Pitchdom's problems in the United States. A veteran in the business and familiar with the methods of the old school of pitchmen, he has kept pace with the times, changing his style to conform with changed conditions. He has been one of the leaders in the NPSPA since the organization was started. Mr. Lonsdale is secretary of the Supreme Lodge of the NPSPA and for that reason spends most of his time in Los Angeles, where he is in charge of the national headquarters.

venders, whatever lines of goods they may be handling, as "fakers" because they have a vague idea that by making a sweeping condemnation of all they are putting a lot of competitors out of business.

When the article mentioned was published, followed by other similar attacks in other newspapers, a large number of the boys in Los Angeles had just purchased their annual supplies of Christmas goods. The NPSPA was just starting. Membership was small.

The purpose of the Better Business Bureau, which had promoted that newspaper campaign at the behest of some of the merchants, was for a time accomplished. The town was closed. That is, the pitchmen handling Christmas goods were shut out by the authorities from their accustomed places.

Not until then did the pitchmen realize that a war of extermination was being waged against them. Then they sprang into action. Pitchmen in all lines understood that the blows dealt to the venders of Christmas goods would soon be directed at pitch folk in every other line.



It was an awakening. Razor-paste workers, gummy and gummygahoo workers, blades and sharpener men, direct sellers of every form of household and kitchen utensils and every other commodity handled by pitchmen, high and low, banded together with the vender of Christmas goods and the medicine pitchman in a common cause. They were fighting for existence. Thus the parent lodge of the National Pitchmen and Salesmen's Protective Association sprang into being as a mutual protective, non-profit organization, chartered under the laws of California.

Counsel employed by the association applied for and obtained an injunction which restrained the local authorities from interfering in any way with pitchmen carrying on legitimate business.

The trouble was quickly over. Membership in the organization grew rapidly. The NPSPA was running at full strength and making the way smooth for itinerant venders of all lines of merchandise. For a time everything went along fine. (Even today when cops or newspaper men see the NPSPA worker's card on a pitchman's stand they are careful.)

But there came a change. Seeing all their troubles over, many old members of the association began to fall behind in their dues. Pitchmen coming into Los Angeles from other sections of the country and finding the situation to their liking, being unmolested, said:

"Why should I join this organization and pay dues? I am working and having no trouble." They overlooked the fact that it was only thru the dues of members that the organization was enabled to carry on the defensive fight for the rights of the pitchmen, going to court when necessary to combat the business interests that were always on the alert to attack the pitchman and endeavoring by every possible means to destroy him as a competitor, regardless of his constitutional rights.

This lack of co-operation from pitchmen who are not members of the association is still in evidence. These non-members are eager enough to grasp and enjoy all the privileges the organized body has been able to secure, but they are just as eager to evade bearing any share of the costs.



To hold the legal rights and privileges we now enjoy it is necessary for us to stand together for the principles expressed on the banner of the NPSPA—"Unity, Co-Operation, Defense."

The antagonism toward pitchmen in most sections of the country has increased since the depression hit the whole business world and our foes are most active. They regard the direct seller of merchandise, medicines or what have you as one of the causes why they are not doing a greater volume of

business. The argument, or idea, is ridiculous. The competition they meet from the individual pitchman is so small that it is negligible. On the other hand, the pitchman is really a trade ally of the merchant. As a rule the merchant has on his shelves the identical articles the pitchman is selling. But his customers don't know it. After the pitchman has shaken the dust of the town off his feet the same people who have purchased from him when he demonstrated and advertised the articles will purchase the same goods from the merchant's store. The merchant has received the advantage of the pitchman's demonstrations and the advertising of the goods and the advertisement and the demonstration have not cost him a cent.

The pitchmen of America need not expect appreciation from that source. If they expect to survive they must stand together and fight for their rights in an orderly and legal way just as we have done in California.

The cry everywhere in these days is "higher license for the pitchman. Bar him out. He will take it in silence."

Defense of the pitchman, protection of his legal rights, should be somebody's business. That somebody should be the united body of salespeople engaged in the various branches of Pitchdom. When you have such a body your wrongs will be righted and the oppression you now have to contend with will be relieved.



So long as the pitchmen of America remain unorganized conditions will continue to grow worse. It is folly to expect the situation to improve unless you are prepared to make an effort to improve it yourself. There is no future for the pitchman who has made up his mind to suffer in silence and wait for better times.

I remember Big Foot Wallace, one of the most famous high pitchmen this country ever produced, saying in his old age, many years ago, in Kansas City:

"Boys, when I first came to Kansas City, a young man, they met me at the depot with a brass band. They let me entertain them and make my pitch at 12th and Grand. In later years when I came to town they moved me to Seventh and Main. Today you see where they have me. I am working in this alley. It won't be long now before they are pushing the old man down a rathole."

MODERN CARNIVALS

(Continued from page 40)

Don't overlook that county paper. Most of us read the dailies, but nearly all our patrons read the local county papers and they penetrate all parts of the surrounding section that we would never dream about. A reading notice should accompany all ads—on a different sheet or page if possible.

A great deal can be done to promote good feeling among the local townspeople by being friendly with them when trading in the stores and letting them know that you would appreciate their coming to the show; also by trying to win their confidence. It is far better for a carnival to leave a good name in a town than a bad one, even if you never expect to go back. Maybe some of your friends in the show business will be on the next carnival to play the town. It is a very small job on Saturday night for each stand, ride or show to collect the rubbish and make a fire of it, thus leaving the lot in good shape. This will cause good comment by the neighbors and lot owner after you leave.

There is so much to be said that I could go on talking all night, but will stop by saying that Mr. Hartmann asked for my honest opinion and I have given it as best I could. Possibly you may not agree with me on all the things I talked about, but you will agree, I am sure, that it is going to be a long, cold winter, and we had better start getting that bankroll together before the snow comes. So long.

THE CIRCUS AND THE NEWSPAPER

(Continued from page 41)

Interest copy, copy that would be different from the usual line of circus copy. It seems to me that such chatty copy makes good reading for the subscribers and moreover is excellent amusement merchandizing for the circus itself.

The small city amusement market for the circus presents definite problems, and in keeping with changing trends needs changing methods of promotion. The local newspaper, if progressive, should receive definite consideration from circus managements, especially if the paper's manager believes, as I do, that a real circus, properly played up and merchandised, is an opportunity for community institutional promotion, newspaper lineage and favorable reaction to the circus as a continuing phase of American life.

AT LIBERTY AND WANT SITUATION ADVERTISEMENTS

5c WORD, CASH (First Line Large Black Type)
2c WORD, CASH (First Line and Name Black Type)
1c WORD, CASH (Small Type) (No Ad Less Than 25c)
Figure Total of Words at One Rate Only.

AT LIBERTY ACROBATS

APPRENTICE AERIALIST DESIRES PERMANENT location with competent trainer. Six months' professional work. Beautiful physique and appearance, all-round gymnast, attractive personality, a clean and willing worker. Eighteen years old. Can go anywhere. For further information write HINEY DENISON, 1016 Pearl Street, New Albany, Ind.

AT LIBERTY AGENTS AND MANAGERS

HARRY SMITH—SPECIAL PROMOTER and Publicity Manager for ballrooms. Years of experience; references. Address WEST LAKE, Vicksburg, Mich. se3

AGENT AT LIBERTY—Route, advertise, etc. Go anywhere. Join anything that pays off. Write GEORGE W. REID, care of Billboard, New York City.

REGULAR Vaudeville Theatre Manager and Expert Independent Booker of Acts. Superior showmanship counts for greater results. "I do things different and better than many." GEORGE W. ENGLEBRETH, care The Billboard, Cincinnati.

AT LIBERTY BANDS AND ORCHESTRAS

ADMIRAL SIMS AND HIS COMMANDERS—Personality, hot and sweet, plenty radio and dance experience, many novelties. Large library. Photo and references. Fair salary. Capable Booking Agent wanted. FRANK SIMS, 3144 Griffin Ave., Richmond, Va.

AT LIBERTY AFTER SEPTEMBER 1ST—Frank Richards and His Orchestra. Twelve pieces. Write or wire FRANK RICHARDS, 200 Houston Avenue, Muskegon, Mich. au27

CHET JANTZEN'S RECORDING BAND—NOW playing Strong's Casino, Keego Harbor, Mich., till Sept. 15th. 10 men, trios, acts. Band suitable for pit, hotel, dance, boats, or what have you? Reliable offers only. We don't misrepresent, so don't you. BRUCE CARPENTER, 402 E. Farnam, Royal Oak, Mich. au27

DUD DRAKE AND HIS PIRATES—10-PIECE girl band. After Sept. 15. Plenty hot! Write DUD DRAKE, 310 So. Burgess, Columbus, O.

GIRL TRIO — VIOLIN, CELLO, PIANO. Thoroughly experienced hotel work. Large repertoire. Union. At liberty September 1st. Address BOX C-406, Billboard, Cincinnati. se3

AT LIBERTY—Grace's Musical Buddies, a high-class ladies' orchestra, for vaudeville, presentation or hotel ballroom. Available August 6th or later. BOX NY-12, Billboard, New York City. au27

PAUL CORNELIUS Radio Recording Orchestra, now on location at Kentucky's finest ballroom, is desirous of an engagement to open just after Labor Day. 12 men, every one featured. Plenty doubles, singing, novelties galore. Large repertoire, sweet, hot, modern, and corn if desired. Beautiful presentation music racks, etc. Experienced hotels, parks, ballrooms, resorts and stage presentation. Photos, records and best of references. Union or nonunion. Price in keeping with the times. Wire now, 408 Ridgeway Road, Lexington, Ky. Ashland 5058. After September, wire 1209 Edison St., Dayton, O. Adams 9203.

AT LIBERTY CIRCUS AND CARNIVAL

CHAIRPLANE—SMITH AND SMITH at liberty. Large Organ. Up to date. Write or wire JOHN HILGENGA, Gen. Del., Laytonville, Md.

AT LIBERTY FOR SIDE SHOW AFTER Labor Day, circus only. Ventriloquist. Punch and Judy. JACK LE VERE, Zoological Garden, Cincinnati, O.

AT LIBERTY—JUGGLER, ALSO SENSATIONAL Equilibrist. Two acts. THOS. MOSS, 7226 Anna Ave., Maplewood, Mo.

AT LIBERTY DRAMATIC ARTISTS

AT LIBERTY—BUDDY BLANE. JUVENILE Acrobatic Tap Dancer and Blues Singer. Good specialties. Wire BUDDY BLANE, Shellrock, Ia.

AT LIBERTY—Young, talented Performer. Villain, juvenile, comedian, character. Double in specialties. Want offer in stock, repertoire or vaudeville. Steady, reliable. Join immediately. Write MARVIN BERRIER, Amelia, Va.

JUVENILE, age 23, at liberty to join a good, reliable stock or repertoire company. Have two year's stock experience. Nice wardrobe. State all particulars in first letter. Address CLAY FRANKLIN, General Delivery, Allentown, Pa.

AT LIBERTY MAGICIANS

MAGICIAN — COMPLETE REPERTOIRE. American, European and Oriental Effects. Free August 27. Young. Write B. KELLY, 350 West 71st St., New York City.

AT LIBERTY — MAGICIAN'S ASSISTANT. Young, experienced, go anywhere. Write JACK WEISS, 121 Ellery St., Brooklyn, N. Y. au27

"GRIFF," THE MAGICIAN, and Company. Three people. Presenting modern magic, mirth and mystery. Entertainment feature suitable for any occasion. Address 1316 Mississippi Ave., St. Louis, Mo.

For Rates see Headings. Set in 5½-pt. type without display. No cuts. No borders. We do not place charges for ads in the Classified columns upon our books. No bills rendered. CASH MUST ACCOMPANY THE COPY. No Ad at Liberty accepted for less than 25 cents. No Commercial ad accepted for less than \$1.00. Count every word and combined initials, also numbers in copy, and figure cost at one rate only. Advertisements sent by telegraph will not be inserted unless money is wired with copy. Mail address to initials care General Delivery will not be delivered. We reserve the right to reject any advertisement and revise copy. "Till forbid" orders are without time limit and subject to change in rate without notice.

FORMS CLOSE IN CINCINNATI THURSDAY, 4:30 P.M.,

FOR THE FOLLOWING WEEK'S ISSUE.
THE BILLBOARD PUB. CO., 25-27 Opera Place, Box 872, Cincinnati, Ohio.

AT LIBERTY MISCELLANEOUS

YOUNG COUPLE WANTS CONNECTION with reliable pitchman who will break them in. Nine years' trouping experience. THE ALLANS, 27 W. Summit Ave., St. Paul, Minn.

YOUNG MAN—American, 25, single, refined, high school education, chauffeur's license, resident of New York City, would like travel position or any light work with maintenance more for home than salary. Unquestionable references. BOX C-521, Billboard, Cincinnati, O.

YOUNG MAN with new sedan, will consider any worth-while proposition. Will carry passengers anywhere, anytime, on share expenses basis. Write, wire GEORGE W. LILLY, JR., Wilmington, Del.

AT LIBERTY M. P. OPERATORS

A-1 PROJECTIONIST—6 YEARS' EXPERIENCE. Western Electric and other sound equipments. Go anywhere. Write or wire; state salary. HAROLD SANFORD, 209 Braasch Ave., Norfolk, Neb.

A-1 WELL RECOMMENDED PROJECTIONIST—Western Electric Systems, any machines. Offer appreciated, any place, anywhere. Satisfaction 100%. Available. PROJECTIONIST, No. 1957 Alice Ave., St. Louis, Mo.

OPERATOR—Sound man. Locate anywhere. At liberty now. Wire or write F. C. KENYON, 387 N. State St., Marion, O.

PROJECTIONIST—12 years' experience Western Electric and other equipment. Can operate and repair all type machines; furnish references; go anywhere. HARRY MORTON, 632 S. Locke St., Kokomo, Ind. se10

AT LIBERTY MUSICIANS

A-1 VIOLINIST, DOUBLING A-1 Saxophones and Cello. Long experience all lines. Young, reliable, soloist, leader or side. Wife A-1 Organist, Pianist. Prefer location. WM. KESHNER, 336 Walnut, Olney, Ill.

A-1 MODERN TRUMPET — RELIABLE, experienced dance, radio and vaudeville. Modern arranger with library of modern arrangements. Voice, age 23, single, union and trouper. NORM BROOKS, 66 North State St., Concord, N. H.

A FAST TRUMPET AND ARRANGER—With best name and recording bands. Free Sept. 6. Write or wire AUSTIN HULL, General Delivery, Manitowoc, Wis. se3

SAXOPHONIST AT LIBERTY PLAYING C Melody and C Soprano. Address ADRIAN BRINCK, West Point, Ia. au27

A-1 TRUMPET — THOROLY EXPERIENCED vaudeville pit man. Attack, tone and play clean-cut style. Some radio experience. Finest references, union, age 35, married. MUSICIAN, 507½ Wyoming, Charleston, W. Va.

A-1 DRUMMER — THOROUGHLY EXPERIENCED; modern rhythm. Can cut floor show. Good appearance. Will positively satisfy. EARL G. BEAUDREAU, 358 Thurbers Ave., Providence, R. I.

ALTO SAX, CLARINET, BARITONE — GO some; modern, arrange; cut it or no notice. Really sell hokum. Have sedan. All communications answered. WALLIE LOND, Haight St., Ludington, Mich. se3

AT LIBERTY SEPTEMBER 1ST—DRUMMER and first Sax. Drummer is fast rhythm man with modern equipment and technique. Strong baritone voice. Sax doubles on Clarinet and Baritone. Scat singer and accomplished arranger. T. S. DEWEY, Great Barrington, Mass.

BASS, STRING AND BRASS, FOR MODERN, reliable dance band. Good tone, read, fake, age 22, plenty experience. Absolutely cut or check. Don't wire, write. BASSMAN, care of Jack Claveau, Apt. 404, 6811 Paxton Ave., Chicago.

BANJO, DOUBLING PLECTRUM GUITAR. Harmony solos, obbligatos, breaks, strokes; read, fake. Young, neat, personality, single. Consider vaudeville, hotel, dance or radio. Willing to go anywhere. Prefer east or south. Write, stating all. EDWARD GRAHAM BEECHWOOD JR., 1916 Holland Ave., Utica, N. Y. se3

COMPETENT CLARINETIST DOUBLING Alto Saxophone open for engagement. WILLIAM SUND, 731 Barry, Chicago. au27

DANCE TROMBONE — ARRANGE, DOUBLE Alto, Flute, Clarinet, Valve Trombone. Real tone, read and choruses on all. Appearance, 23, congenial. Sing trio baritone and nigger. Recording experience. Prefer Chicago or Milwaukee. Reliable bands only. Satisfy or pack. Write, don't wire. VIRG. WIDENER, care Fredericks, 6035 South Parkway, Chicago.

FLUTIST—WELL EXPERIENCED ALL LINES. Young. Write fully. BOX C-576, Billboard, Cincinnati, O.

TRUMPET — MODERN, UNION, READ, young, neat. Either chair. Can sing some, trio lead. Formerly with Mickey Guy's Brunswick Orchestra, CBS unit; Phil Sheridan's Orchestra, MCA. Join name band immediately. State all in first. Travel or location. Wire "BUD" GUTHERY, 584 Olney Ave., Marion, O.

MODERN DANCE DRUMMER—YOUNG, congenial, all essentials. Voice, fast reader, swing; absolute satisfaction guaranteed. Any reliable offer. Join now or later. DRUMMER, Box 583, Eagle River, Wis.

MODERN DRUMMER, HARPAPHONE, MARIMBA-Xylophone, Machine Tymps. Experienced theatre, radio and dance. Age 32, union, sight reader. Feature 2 and 4-Mallet Marimba-Xylophonist. BOX C-421, Billboard, Cincinnati, O. au27

MUSICAL DIRECTOR AND VIOLINIST—ALSO Teacher all Band and Orchestral Instruments. Highest references. Will go anywhere. FELIX TUSH, 1365 East 14th St., Brooklyn, N. Y. se10

SAX, ALTO AND TENOR. DOUBLING CELLO and Voice. Modern style. Thirty and neat appearing. Working, but desire change. JIMMY STRAUSS, Rasbach Hotel, Kansas City, Mo.

TRUMPET—OKEH FIRST OR SECOND. Experienced, tone, read, fake, all essentials; sing lead, arrange, age 24, good appearance. Cut or else. Reliable bands that pay off, write. FLOYD TRAVERS, care Claveau, 6811 Paxton Ave., Chicago.

A-1 EUPHONIUM BARITONE Soloist for concert band and circus. Experience guaranteed; young; reference; go anywhere. Wire or write DeCARLO, 412 Jackson St., Columbus, Ind.

ALLEGHENY WILD CATS TRIO—Violinist, pianist, guitar and harp entertainers. Comedy singing and jig. Music composers. Neat appearing, reliable. Absolutely sober. Will consider anything reliable. Write; state salary you can pay. SCOTT W. UHL, 164 So. Washington St., Millersburg, O.

AT LIBERTY—Drummer, Singer, entertainer, doubling Trumpet and Piano. Vaudeville and symphony experience. Modern concert and dance arranger. Expert on Rumba rhythm; Vibraphone Soloist. Age 28, good personality, union. Close here Labor Day. Write or wire DRUMMER, Baron's Resort, South Haven, Mich. se10

AT LIBERTY now or for the winter—Alto Sax, Clarinet, Baritone. Modern every respect; cut or else; prefer location. Consider anything; would like Florida or South for winter. Hams lay off. W. MARTIN, 90 Church, Asheville, N. C.

DANCE DRUMMER—Modern swing rhythm, young, experienced, reliable. Read, fake. Good outfit; standard library. Wish position in Chicago or vicinity. State all in first. All communications answered. Write or wire HOWARD LAMKEY, 1804 W. Congress St., Chicago. se3

TROMBONE—Good tone, double good dance Tuba. Permanent location desired. Single, young. Municipal and industrial bands write. Allow time for forwarding. Frank Higgins write. Address BOX C-570, Billboard, Cincinnati, O. se3

TWO GIRLS — Piano Accordion doubling Piano; Eb Sax doubling Clarinet, Drums, Banjo. Read, cut it on all instruments. Sing. At liberty Labor Day. BOX 15, South Haven, Mich. au27

VERSATILE YOUNG MAN—Sober, reliable Musician. Can organize, lead and manage orchestra. Play violin, sax, mandolin, uke; sword swallower; work Punch and magic. First-class Barber. Nine years' experience. Willing, tireless worker. Go anywhere on worth-while proposition. At liberty October 15. B. P. S., Box 387, Wilmington, Del.

AT LIBERTY PARKS AND FAIRS

AERONAUTS, BALLOON ASCENSIONS, Lady or Gent. Established 1911. Now booking. Write, wire JOHNSON BALLOON CO., Clayton, N. J. au27

BALLOON ASCENSIONS — PARACHUTE leaps, plane stunts of all kinds done in person by Red Al. Your opportunity to see the greatest of all daredevils perform in the air. Write for terms. Phone 518-12. RED AL BUHROW, Payne, O.

BALLOONISTS—GIRLS AND BOYS jumping with parachutes from balloons and high speed airplanes. Featured this year Minnesota State Fair. Write or wire for terms. Established 1903. THOMPSON BROS. BALLOON CO., Aurora, Ill. se3

CHARMING YOUNG GIRLS AND Young Men doing parachute leaps from balloons and airplanes. THOMPSON BROS. BALLOON CO., Aurora, Ill. Established 1903.

HIGH DIVE FREE ACT—TWENTY minutes of laughs, spills and thrills. Three high ladder acts. DIVING GORDONS, Gen. Del., Lynn, Mass. se24

BALLOON ASCENSIONS FURNISHED—1 TO 5 parachute drops. CHARLES ARMSTRONG, New Canton, Ill. se3

MR. FAIR SECRETARY—HOW WOULD YOU like to have one of the best singing and talking clowns and come-in workers to work your grand stand? I make them laugh regardless of depression, working all the time. Price right. Formerly with Montana Meech's Wild West. BILLIE SKUNKY WINTERS, Gen. Del., Toledo, O.

MICKY'S MOUSE CIRCUS "ALIVE"—GREATEST novelty show on earth. WORLD'S WONDERS, 849 Cornelia, Chicago.

THE BEST FREE ACT—HIGH DIVING, PLUS Thrilling Fire Dive with Body and Water all Ablaze. Greatest success everywhere booked. SENSATIONAL REGNELL, 47 Wayne Street, Jersey City, N. J. se24

MERRY-GO-ROUND FOR FAIRS OR CELEBRATIONS, Central Michigan or Northwestern Ohio. C. G. CARLSON, Lakeview Park, Jackson, Mich. se3

PAT'S SOCIETY CIRCUS—FOUR SENSATIONAL free acts, two novelty pony acts, beautiful troupe of performing dogs and a big comedy mule act. One of the most beautifully staged animal acts in the world. The acts that pack your grand stand. For full information write PAT'S SOCIETY CIRCUS, Box 99, Petersburg, Va.

AT LIBERTY—Juggling Act, Swinging Wire, for fairs, celebrations, indoor circus, etc. ED DELLMO, Gen. Del., Allentown, Pa.

AT LIBERTY—Two Free Attractions, also two High-Class Pay Shows. The finest equipment. GLENNY AND FORD, Billboard, Cincinnati, O.

AT LIBERTY for Fairs and Celebrations. Do three separate Acts: Slack-Wire Act, Juggling Comedy Balancing Act, Comedy Chair Balancing, Trapeze Act. If interested will send photos of each act. CHESTER HUBER, Wabasha, Minn. se3

AT LIBERTY—Old High Wheel Bicycle for street advertising; Clown Juggling and Contortionist, Comedy Magic, Punch and Judy, Comedy Shadowgraphs; 5 acts. KRUIZO, 457 Ledyard, Detroit, Mich.

"DAKOTA" BILL AND ETHEL POOLE, Big Tim, the Wrestling Bear, and Poole artists in Western Novelties, Science and Skill, Whip-Cracking Manipulation, Impalement Knife Throwing experts, Rifle Shots. For fairs and celebrations. Write for price. Beautiful illustrated literature sent upon request. Henry, Ill. se10

FLYING BEHEES CIRCUS UNIT open for parks, fairs and celebrations in the Midwest. Wire or write for prices. FLYING BEHEES, care Billboard, Kansas City, Mo. au27

HAMPTON'S SOCIETY CIRCUS — Featuring the only dog in the world Walking a Taut Wire Blindfolded. Thirty minute circus entertainment, Clowns, everything. Photos, literature, reference on request. No fair too large, no spot too small. Labor Day open. Depression prices. Wire, write, Bethany, Ill.

JOSEPH P. SCHAD Circus Attractions. Have some open time. Movie acrobats and clowns. Furnish 4 acts to 30 acts. Circus, stage and screen attractions, dance orchestras, bands. An independent attraction. 321 W. State, Enid, Okla.

RICTON—Cincinnati's live-wire promoter, of indoor shows, for all occasions. Benefits for those who sponsor. Says, Thanks for Groesbeck, Tex., also Minnesota, Maine, Tennessee, Illinois offers in past week. Would love to accept, but don't forget offers accepted only for Cincinnati and radius of 200 miles of Cincinnati only. But above offers appreciated nevertheless. Also remember Ricton and LaVonne. Specializing in presenting entire 2-hour vaudeville show (ourselves), consisting of juggling, magic, musical novelties, singing, dancing, witty sayings, etc. A carload of equipment. All occasions. State wants. We're dependable, reliable, never disappoint. We're prosperous. Busy? You bet, always, but we never say enough. We're gluttons for punishment. For information address RICTON AND LAVONNE, P. O. Box 108, Cincinnati, O. For quick action, Cherry 8942, City Phone.

RODEO—Some open time for Parks and Fairs. Large rodeo organization, with only the best of stock and cowboys. Not a circus act on the program; all Wild West. Work guaranteed and percentage. Write BILLY CROSBY, care Billboard, Cincinnati, O. au27

YES, A FEW OPEN DATES, including Labor Day. Our all-star Acts, Comedy, Straight and Clown. Literature, prices, bond furnished. THE HARRISONS, Billboard, Cincinnati, O.

AT LIBERTY PIANO PLAYERS

AT LIBERTY — MODERN RHYTHM dance Pianist. Experience with name bands. All essentials. State salary and length of contract. Wire or write WILLIAM UBELL JR., Canton, Ill.

A-1 DANCE PIANIST — READ OR FAKE, some doubles. Steady, sober, reliable, tux. Go anywhere. All correspondence answered. JOEY RITCHIE, Hazard, Ky.

AT LIBERTY—A-1 DANCE PIANIST. GOOD reader, hot, sweet, modern or corn. Young, single, sober, reliable and neat appearance. Absolutely will satisfy. WILLIAM W. SIEGFRIED, 1114 Main St., Keokuk, Ia.

AT LIBERTY — PIANIST, MALE, AGE 24. Experienced dance, radio, vaudeville. Free after Labor Day. Answer all. ARTHUR POTTER, Ticonderoga, N. Y.

EXPERIENCED PIANIST—YOUNG AND CONGENIAL. BOX 94, Grantville, Ga. se3

MALE PIANIST—SINGLE, READ AND FAKE. Dance bands, shows, anything, anywhere. Wire or write BILLY PALOMBO, 600 Oak Hill Ave., Endicott, N. Y. se3

MODERN DANCE PIANIST — A-1 READER, excellent rhythm, can solo. Dance orchestra, recording, radio, theater experience. Write EUGENE LAWRENCE, Adel, Ga.

MODERN PIANIST—EXPERIENCED, RELIABLE, single; all lines, all essentials. BOX C-441, care Billboard, Cincinnati, O.

MODERN PIANIST DESIRING CONNECTION dance band. Single, reliable, appearance, solid rhythm. BOX C-575, care Billboard, Cincinnati, O.

ORCHESTRA PIANIST DESIRES CONNECTION with good dance orchestra. Thoroughly experienced and can read anything. Age 25, single, neat appearing, reliable and absolutely sober. Consider any reliable offer. OLIVER BALZA, 7414 15th Ave., Kenosha, Wis. se3

PIANIST—EXPERIENCED ALL LINES. RELIABLE. LAWRENCE SCHEBEN, 8300 Water St., St. Louis, Mo. se10

PIANIST AND ARRANGER—YOUNG, WILL consider offers for winter location. Arrangements being used by nationally known bands. Large book of arrangements goes with Write MAX DAVIS, 303 Haight St., Ludington, Mich. au27

PIANIST AT LIBERTY—Sings and can do bits. Orchestra experience. Sight reader. Song and trick pianolog specialties. Good wardrobe. ESTELLE RAMSEY, 506 West Washington Street, Champaign, Ill. Permanent address.

RHYTHM PIANO—Name band experience. Library modern "go" arrangements. Like to join panic band; must be full of boozers, grippers and agitators. Sunrise tours, etc. VINCE FESSLER 334 15th Ave., Moline, Ill.

AT LIBERTY SINGERS

MALE SINGING TRIO—READY TO PLACE real Basso to enlarge for quartet. Must be the best. Young. Bookers and road attractions. get in touch with me quick. This quartet will "click." All young, single, experienced. Formerly the "Steinway Four." Wire or call quick. **JOHN S. HINES**, 404 16th St., Kenova, W. Va.

AT LIBERTY VAUDEVILLE ARTISTS

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appeal to readers of *The Billboard* who
are in a position to do this kind of work.
It is a profession just as much so as any
other means of making a living. If your
present occupation keeps you on the
road you have an excellent opportunity
to represent one or more direct-selling
companies while traveling. You are con-
tinually in new territory and have the
rare chance of introducing something
that is always new.

If you are already selling direct in-
vestigate the many lines that can be
secured and added to what you are
carrying.

Turn your unoccupied hours—the time
between engagements—into real money-
making minutes.

The direct-selling industry has been
carefully analyzed and we are convinced
it affords an opportunity for you to add
to your income in a dignified, pleasant
and profitable manner.

Whether you devote only a few hours
a day, a few weeks at a time, or go into
it 100 per cent makes no difference.

A line to any direct-selling advertiser
in *The Billboard* will bring a reply com-
plete in every detail by return mail.
These advertisers depend entirely upon
their representatives as their only
method of distribution. Their repre-
sentatives are the life blood of their
businesses and they treat them right.
They will be glad to hear from you and
show you a kind of co-operation to help
you increase your earning power that
will be a complete surprise to you.

What Is Direct Selling

A manufacturer develops a commodity.
He feels there is a need or a popular de-
mand for it. Rather than market his
product thru the regular trade channels
of first selling the jobber, the jobber
selling the retailer and then waiting for
the retailer to push his merchandise or
else he himself appropriating large sums
of money for a national advertising cam-
paign to create a demand for it, he de-
cides upon direct selling as the means of
outlet.

Mr. Manufacturer places an ad telling
what it is he has to sell and stating that
he would like to hear from men and
women who would be interested in ac-
ting as his representatives. He may have
an article that sells to the housewife,
such as women's apparel or a household
item. Perhaps it is a product appealing
to men, such as shirts, ties, tailoring,
razor-blade sharpeners, etc. Then, too,
remarkable successes have resulted in
selling certain types of automobile acces-
sories direct to the automobile owner.
Recently the merchant and dealer have
been reached thru direct-selling sales-
men with items that the storekeeper
can profitably sell by simply displaying
them on his counters.

The manufacturer who selects direct
selling as his method of distribution
saves the middleman's profit. He is go-
ing direct to the consumer thru his rep-

Direct - Selling Field Offers
Money - Making Opportunities

representatives who are meeting the public
and acquainting it with his merchandise.
He passes this saving of the middle-
man's profit on to his representative in
the way of generous commissions and
on to the consumer by a saving on the
retail price of his product.

Methods Used

Certain manufacturers whose sales
outfits do not consist of the complete
article they are selling are willing to
lend these sales kits free of charge.
For example, the tailoring and shirt
houses produce outfits that enable a
man to immediately start to intelligently
sell their line. The outfits are made up
of generous size swatches of their mate-
rials, beautiful illustrations, measuring
equipment, order books, etc.

On the other hand the concern selling
a specialty in which case the representa-
tive must have the actual article itself
in order to sell or demonstrate it en-
deavors to place a sample in the hands
of the representative at the lowest pos-
sible price.

One class of direct-selling concerns
have their representatives collect a de-
posit at the time the order is taken. In
this case the representative keeps this
deposit as his commission. He sends the
order into the concern he is represent-
ing and they ship C. O. D. to the cus-
tomer for the balance. The representa-
tive does no delivering.

The other class of direct-selling houses
require that the representative buy the
merchandise from them in certain
quantities at special discounts. The rep-
resentative in this case collects the en-
tire amount involved and does his own
delivering.

Those few concerns operating under
both methods usually allow a larger
profit to the representative when he
does his own delivering.

Earning Power Unlimited

None of us like to have our earning
power limited. Working for a salary has
its advantages, but the opportunities to
make real money, to enjoy a handsome
income, are few and far between. Selling
direct to the consumer, representing a
manufacturer who is interested in your
welfare as well as his own and who is
trying his best to produce a line of mer-
chandise that will build a steady and
highly satisfactory income for you is far
more pleasant.

Direct selling gives you the oppor-
tunity of practically owning a business
of your own. No boss to tell you when
to come or go. No one to cater to or
please or whose good nature you must
depend upon for a raise. In direct selling

your earning power is only limited by the
time and effort you wish to put into it.

Your first orders are the beginning—
the foundation of a business you will
later on be proud to own. Your repeat
orders come easy and add quickly to
your profits while you are making the
acquaintance of new customers.

If you are employed direct selling
gives you the opportunity of turning
your spare time into well-paying hours.
A few hours a day or a few in the eve-
ning need be your only beginning. It
will pave the way and gradually enable
you to give up a poor paying and un-
pleasant connection if you are laboring
under that handicap now.

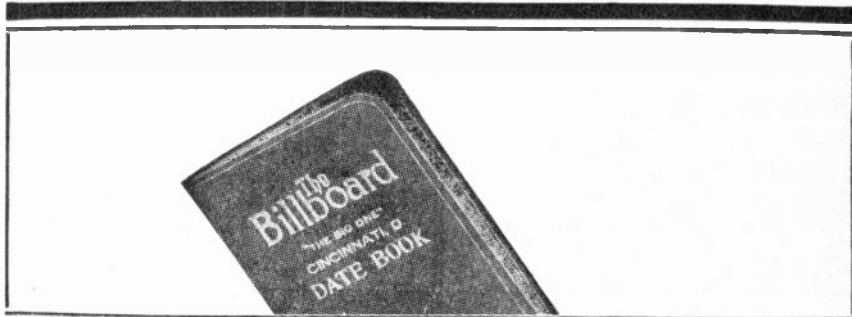
Then, too, you have the opportunity
of appointing sub agents as your busi-
ness grows. Most of the commissions
paid by direct-selling concerns will en-
able you to have sub agents and split
your commission with them to your and
their satisfaction.

In fact, the field is practically un-
limited as far as your earning possibili-
ties are concerned. There is nothing to
stop you from carrying two or three
lines at one time. If your prospect is not
interested in one he may be in the other.
In some cases you will make sales from
all the lines you carry to one individual,
thereby securing the maximum amount
of profit from each interview.

What Others Are Doing

Direct selling is not something new,
untried and yet in the experimental
stage. It is the oldest form of mer-
chandising known to man. The sales of

(See *DIRECT-SELLING* on page 80)



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Gray, Billy (Fox) Brooklyn.
Gray, Otto, & Cowboys (Pal.) Rochester, N. Y.
Grey, Lawrence (RKO Albee) Providence.
Griffin, Victor (Imperial) Toronto, Ont.

Haines, Nat, & Co. (Gates) Brooklyn.
Hall, Julian (Albee) Cincinnati.
Hanley, Eddie, & Co. (State) New York.
Happiness Show Idea (Fox) St. Louis.
Harris, Bud (Capitol) Trenton, N. J.
Harris Twins & Loretta (Orph.) Denver.
Harrison & Fisher (State) New York.
Harrison, Happy, Circus (State) New York.
Hayes, Grace (Pal.) Cleveland.
Hello Parree Idea & Sunkist Beauties (Met.) Boston.
Hibbert & Hartman (Ritz) Elizabeth, N. J.
Hill & Hoffman (Orph.) Denver.
Hilton & Garon (Loew) Jersey City, N. J.
Hilton Sisters (RKO Albee) Providence.
Holland & Knight (Orph.) Madison, Wis.
Hollywood Stars on Parade (Orph.) New York.
Howard, Paul (Imperial) Toronto, Ont.
Huber, Great (State-Lake) Chicago.
Hughes, Ray, & Pam (Earle) Philadelphia.
Hutchins & Smith (Earle) Philadelphia.
Hyde, Herman (Orph.) New York.

Route Department

When no date is given the week of August 20-26 is to be supplied.
In split-week houses, the acts below play August 24-26.

Impressions Idea & Sunkist Beauties (Paramount) New Haven, Conn.
Irwin & McAvoy (Uptown) Chicago.

Jack & Jerry (Fox) St. Louis.
Jane, Baby (Wisconsin) Milwaukee.
Jarrett, Art (Capitol) New York.
Jones, Dave, & Peggy (Orph.) Omaha, Neb.
Jones, Paul (Albee) Cincinnati.
Jordan & Woods (State-Lake) Chicago.
Jordan, Johnny, Co. (Fair) Marshall, Mich., 23-27; (Fair) Allegan 30-Sept. 2.
Joy Boys, The (Fox) St. Louis.
Judy & Cheron (Albee) Cincinnati.
June, Dorothy (Albee) Cincinnati.

Karels & Kay (State) New Orleans.
Karoli & Swanson (Pal.) Washington, D. C.
Kavanagh, Stan (Loew) Montreal, Que.
Kaye, Rudy (Orph.) Madison, Wis.
Keene Twins (Imperial) Toronto, Ont.
Kelly, Henry J., & Vera (State-Lake) Chicago.
Kikutas Japs (Loew's Orph.) Boston.
Knox, Agnes (Loew's State) Los Angeles.
Kuhn, Bobby (Chicago) Chicago.

La Verne (Paramount) Des Moines, Ia.
Lahr, Bert (Paradise) New York.
Lane, Murray, & Harmonica Rascals (State-Lake) Chicago.
Lassiter Bros. (Chicago) Chicago.
Latell, Alf (Loew) Memphis, Tenn.
LeDoux & Louise (Fair) Three Rivers, Que., Can.
Le Paul (Hipp.) Toronto, Ont.
Lee, Jane & Katherine (Pal.) Chicago.
Lewis & Ames (Hipp.) Toronto, Ont.
Lewis, Beth (Fox) Philadelphia.
Lewis, Maxine (Paramount) Des Moines, Ia.
Lewis, Ted (Wisconsin) Milwaukee.
Lewis, Ted, & Jubilee Show (Wisconsin) Milwaukee.
Lewis, Ted, High Hat Beauties (Wisconsin) Milwaukee.

Lewis, Ted, High Hat Band (Wisconsin) Milwaukee.
Lewis, Welcome, & Co. (Hipp.) Toronto, Ont.
Lu Cille & La Verne (Fox) Philadelphia.
Lucas, Nick (Earle) Washington, D. C.
Ludlow, Burlie, & Chiccos (Loew) Memphis, Tenn.
Lyman, Abe, & Orch. (Loew) Jersey City, N. J.
Lyons, George (Gates) Brooklyn.
Lytell, Bert, & Co. (Earle) Philadelphia.

McLeod, Elsie (Wisconsin) Milwaukee.
Mack, Lewis, & Co. (Earle) Washington, D. C.
Madie & Ray (Orph.) New York.
Major, Jack (Orph.) New Orleans.
Mall, Paul (State) New Orleans.
Mandis, Joe, Trio (RKO Albee) Providence.
Marlome, Mary (Triboro) Astoria, N. Y.
Mary & Marie (Fox) St. Louis.
May, Bobby (Orph.) Omaha, Neb.
May, Marty (Pal.) Washington, D. C.
Mayer Jr., Lottie (Loew's State) Los Angeles.
Michon Bros. (Buffalo) Buffalo.
Mills, Kirk & Martin (Century) Baltimore.
Minevich, Borah, & Band (State) New York.
Montenegro, Conchita (Loew's State) Los Angeles.
Montgomery, Marshall (RKO Pal.) Albany, N. Y.
Moore, Owen (Pal.) Washington, D. C.
Morgan & Stone (Chicago) Chicago.
Moro & Yaconelli (Imperial) Toronto, Ont.
Mystery Idea & Sunkist Beauties (Buffalo) Buffalo.

Nadine (Fox) Philadelphia.
Nattova, Natacha (Paramount) New Haven, Conn.
Navarra, Leon (Earle) Philadelphia.
Nelson, Sunkist Eddie (Pal.) Chicago.
Nichols Bros. (Capitol) New York.
Night Club Idea & Sunkist Ensemble (Orph.) Madison, Wis.
Olga & Mishka (Paramount) Des Moines.

Olivette, Nina (Uptown) Chicago.
On the Riviera Idea & Sunkist Disappearing Diving Beauties (Loew's State) Los Angeles.

Palmer, Gaston (State-Lake) Chicago.
Peabody, Eddie (Fox) St. Louis.
Peck, Virginia (Paramount) Des Moines, Ia.
Pepper, Jack, & Co. (Earle) Philadelphia.
Pepper, Mark (Imperial) Toronto, Ont.
Petch & Deauville (Orph.) Madison, Wis.
Pincus, Bobby (RKO Albee) Providence.
Pollard, Daphne (RKO Albee) Providence.
Pressman, Esther (Wisconsin) Milwaukee.
Princess Wahletka (Orph.) Denver.
Pritchard, Ann, & Co. (RKO Albee) Providence.

Ramon & Virginia (Met.) Boston.
Randall's Riding School, Palisades, N. J.

RAND'S CANINE REVUE

Vinton, Ia., Fair, August 22 to 25; West Point, Neb., Fair, August 28 to September 1.

Rapp, Barney, & Orch. (Pal.) Cleveland.
Ray, Ina (Imperial) Toronto, Ont.
Retter, Deszo (Orph.) Madison, Wis.
Rhapsody in Rhythm Idea & Russell Markert Dancers (Fox) Brooklyn.
Rogers, Roy (State) Memphis, Tenn.
Rolsman's Alabamians (Princess) Nashville, Tenn.
"Rookies" Idea (Uptown) Chicago.
Rose, Joe (Paramount) New Haven, Conn.
Roshier & Shags (Met.) Boston.
Roth, Lillian (Loew) Jersey City, N. J.
Royce, Rita, & Co. (Loew) Montreal, Que.
Rugel, Yvette (State) New York.
Russian Canine Actors (Fox) Philadelphia.

Sam, Singing, "Barbasol" (Met.) Brooklyn.
Sanborne, Fred (Pal.) Chicago.
Santley, Zella (State) Memphis, Tenn.
Santo, Don, & Exie (Orph.) Omaha, Neb.
Savage, Steve (Albee) Cincinnati.
Schaller, Jack, Attrs. (Fair) Osage, Ia.; (Fair) Merrill, Wis., 29-Sept. 3.
Schaller's, Jack, Four Devils & Teeter Board (Fair) Essex Junction, Vt., 29-Sept. 3.
Schaller's, Jack, Four Jacks & Continental Four (Fair) Norwich, N. Y.; (Fair) Flemington, N. J., 29-Sept. 3.
Schaller's, Jack, Queens & Four Girls (Fair) Hudson Falls, N. Y.; (Fair) Ballston Spa 29-Sept. 3.

Schmid, Madeline (State) Memphis, Tenn.
Semon, Primrose (Boulevard) New York.
Shade, Lillian (Century) Baltimore.
Sharp, Sylvia (Chicago) Chicago.
Sharples, Wally, & Co. (Pal.) Rochester, N. Y.
Shaw, Carl, & Co. (Met.) Brooklyn.
Show Boat Review (Pal.) Washington, D. C.
Sisters of the Skillet (RKO Pal.) Albany, N. Y.
Small Bros., Three (Prospect) Brooklyn.
Stadler, Rose Trio (Imperial) Toronto, Ont.
Stanley Twins (Earle) Washington, D. C.
Star Night Idea (Albee) Cincinnati.
Steuer, Frank (State) New Orleans.
Stone & Gibbons (Orph.) New Orleans.
Sunkist Ensemble (Chicago) Chicago.
Sydell, Paul, & Spotty (Fox) Brooklyn.
Syner, Ken (Imperial) Toronto, Ont.

Tom & Hank (Fox) St. Louis.
Trahan, Al (Orph.) Omaha, Neb.
Tucker, Al, Society Orch. (Met.) Brooklyn.
Tudy (Paramount) Des Moines, Ia.
Tylreel, Johnny, & Co. (Boulevard) New York.

Vaughn, Martha (Fox) St. Louis.
Vells Idea & Sunkist Beauties (State) Memphis, Tenn.
Veloz & Yolanda (Paradise) New York.
Victor Girls, Three (Pal.) Rochester, N. Y.

Waldman, Ted & Al (Boulevard) New York.
Walker, Janice (Orph.) Madison, Wis.
Walton, Bert (105th St.) Cleveland.
Ward, Solly, & Co. (Century) Baltimore.
Wayne, Wynn (Buffalo) Buffalo.
Wells, Billy, & Four Fays (Loew's Orph.) Boston.
West, Buster (State) New York.
Whittier, Chas. "Snowball" (Wisconsin) Milwaukee.
Wilbert, Raymond (State-Lake) Chicago.
Williams, Hannah (Paradise) New York.
Williams, Herb (Pal.) Washington, D. C.
Wills & Davis (Pal.) Cleveland.
Wing Wah Troupe (Met.) Brooklyn.
Winnie & Dolly (Orph.) New York.
Withers, Grant, & Eddie Moran (Loew) Memphis, Tenn.

JACK O. WIZIARDE

PRESENTS THE WIZIARDE NOVELTY CIRCUS, and Scenes from the Life History of George Washington, 10 Acts, 15 Clown Numbers. THE GREAT NORTON COUNTY FAIR, Norton, Kan., Aug. 23-26.

BRITT WOOD

BOOKED SOLID RKO 1935.

Vacationing at Lake Lansing, Haslett, Mich.

Withrow High School Band (105th St.) Cleveland.

Young, Joe (Triboro) Astoria, N. Y.

Zelaya (Loew) Jersey City, N. J.

REPERTOIRE

Billroy's Comedians, Billy Wehle, mgr.: Pulaski, Va., 22-27.
Griffith Players, Frank T. Griffith, mgr.: Grayson, Ky., 22-27.
Obrecht, Christy, Show: Madison, Minn., 22-27; Minneota 28; Sleepy Eye 29-Sept. 3.

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FAIR DATES FOR 1932

ALABAMA.

Andalusia—Covington Co. Fair. Nov. 9-12.
Thos. P. Littlejohn, mgr.
Hartselle—Morgan Co. Fair. Oct. —. Dr. W. M. Booth.
Huntsville—Madison Co. Fair Assn. Sept. 28-Oct. 1. Marie Dickson.
Jasper—Walker Co. Amer. Legion Fair Assn. Oct. —. C. R. Wiggins.
Mobile—Greater Mobile Gulf Coast Fair Assn. Oct. 17-25. R. C. Schwarz.
Troy—Pike Co. Fair. Nov. 2-5. Thos. P. Littlejohn, mgr.
Tusculum—American Legion Fair. Oct. 3-8. A. B. Blackburn Jr.

ARIZONA.

Phoenix—Arizona State Fair. Oct. 24-30. J. P. Dillon.

ARKANSAS.

DeQueen—Sevier Co. Fair Assn. Sept. 20-23. C. L. Leighton.
Imboden—Tri-Co. Fair Assn. Sept. 15-17. L. H. Kaiser.
Little Rock—Arkansas State Fair. Oct. 10-15. E. G. Bylander.
Marshall—Searcy Co. Fair Assn. Sept. 15-17. H. G. Trece.
Rison—Cleveland Co. Fair. Sept. 29-Oct. 1. J. G. Mosley.

CALIFORNIA.

Anderson—Shasta Co. Fair. Sept. 14-16. Mrs. W. H. Tormey.
Bakersfield—Kern Co. Agr. Fair Assn. Sept. 21-25 (tentative). L. B. Nourse.
Caruthers—Caruthers District Fair. Probably Oct. 13-15. C. L. Walton.
Ferndale—Humboldt Co. Fair. Aug. 24-28. Robt. H. Flowers.
Fresno—Fresno District Fair. Sept. 13-18. Treffe R. LaSenay, mgr.
Los Angeles—Great Western Live Stock Show & Rodeo. Nov. 26-Dec. 4. J. A. McNaughton.
Merced—Rodeo & Stock Show. Sept. 17-18. Walter Found.
Monterey—Monterey Co. Fair. Sept. 29-Oct. 2. C. M. Brown.
Oakland—Pacific Slope Dairy Show Assn. Nov. 5-11. C. M. Chaplin, mgr.
Orland—Glenn Co. Live Stock & Agr. Assn. Sept. 19-24. E. A. Kirk.
Pomona—Los Angeles Co. Fair Assn. Sept. 16-25. C. B. Afflerbaugh.
Sacramento—California State Fair. Sept. 3-10. Chas. W. Paine.
San Diego—San Diego Co. Fair. Sept. 27-Oct. 1. Felix Landis.
South San Francisco—Junior Livestock & Baby Beef Show at U. S. Yards. Nov. 14-16. E. W. Stephens, mgr.
Stockton—San Joaquin Co. Fair Assn. Aug. 22-28. E. G. Vollmann.
Tulare—Tulare Co. Fair Assn. Sept. 20-24. A. J. Elliott.

COLORADO.

Akron—Washington Co. Fair. Sept. 7-9. G. S. Wood.
Castle Rock—Douglas Co. Fair. Sept. 24-25. Cortez—Montezuma Co. Fair. Sept. 21-24.
Cripple Creek—Teller Co. 4-H Club Fair. Sept. 3.
Denver—Natl. Western Stock Show and Rodeo. Jan. 14-21. C. R. Jones, mgr., Union Stock Yards.
Eads—Kiowa Co. Fair. Sept. 8-9.
Greeley—Weld Co. Jr. Fair. Sept. 8-9.
Haxburg—Phillips Co. Jr. Fair. Aug. 30 or 31.
Julesburg—Sedgewick Co. Jr. Fair. Aug. 30-31.
Lamar—4-H Club Fair. Aug. 30-31.
Littleton—4-H Club Day. Sept. 10.
Longmont—Boulder Co. Jr. Fair. Sept. 1-2.
Montrose—Montrose Co. Fair. Sept. 8-9.
Norwood—San Miguel Basin Fair Assn. Sept. 8-10. J. H. Cheney.
Pueblo—Colorado State Fair. Sept. 12-16. J. J. Clark, mgr.
Rifle—Garfield Co. Fair. Aug. 31-Sept. 3.
Rocky Ford—Arkansas Valley Expo. & Fair Assn. Aug. 31-Sept. 2. Belle Daring.
Sterling—Logan Co. Jr. Fair. Sept. 1-2.
Yuma—Yuma Co. Jr. Fair. Sept. 2 or 3.

CONNECTICUT.

Brooklyn—Windham Co. Agr. Assn. Sept. 27-29. Marshall J. Frink.
Chaplin—Natchaug Grange Fair. Oct. 1.
Helen M. Weeks, North Windham.
Chester—Chester Agr. Soc. Sept. 30. G. R. Spencer.
Danbury—Danbury Agr. Soc. Oct. 3-8. G. M. Rundle.
Durham—Durham Agr. Fair Assn. Oct. 5-6. F. H. Page, Dunham Centre.
Durham (Middletown)—Middlesex Co. 4-H Club Fair Assn. Aug. 31-Sept. 2. Leona Hayes, Middletown.
Glastonbury—Good Will Grange Fair. Sept. 15-17. Harry A. Tomlinson, Addison, Conn.
Goshen—Goshen Agr. Soc. Sept. 5. Mrs. Edith W. Cooke.
Granby—Granby Grange Fair. Sept. 16-17. Edwin H. Shattuck.
Guilford—Guilford Agr. Soc. Sept. 28. Lewis E. Coulter.
Haddam Neck—Haddam Neck Fair Assn. Sept. 5. Leonard J. Selden, R. D. Hampton.
Hartington—Hartington Agr. Soc. Oct. 4. S. L. Rauch, R. R. 2, Torrington, Conn.
Litchfield—Litchfield Grange Fair. Sept. 8. Marion Doyle, Bantam, Conn.
Mansfield—Echo Grange Fair. Sept. 27. Fred Rosebrooks, Willimantic, Conn.
Meriden—Meriden Grange Fair. Sept. 23-24. Mrs. W. H. H. H. H.
Newington—Newington Grange Fair. Sept. 22-24. Clara Houchill, R. D. 1, New Britain.
Norwich—Norwich Grange Fair. Sept. 16-17. Mrs. Ida E. Richardson.
Pachaug—Pachaug Grange Fair. Sept. 8-10. Mrs. Mildred L. Browning, Jewett City.
Plymouth—Plymouth Fair. Oct. 1. Edith E. Sutcliffe.
Riverton—Union Agr. Soc. Oct. 12. H. P. Deming, R. R. 2, Winsted, Conn.
Rocky Hill—Grange Fair. Sept. 16-17. Nellie C. Warner.
Salisbury—Salisbury Fair Assn. Sept. 9-10. Robt. Scoville, pres., Taconic, Conn.
Somers—Union Fair of Somers. Sept. 28. B. R. Grant, Melrose, Conn.
Stafford Springs—Stafford Springs Agr. Soc. Oct. 12-14. David P. Mitchell.
Terryville—Plymouth Agr. Soc. Sept. 24. Miss Marion Cleveland, Plymouth, Conn.
Washington—Washington Fair. Sept. 3. Celia D. Ford, Washington Depot, Conn.
Waterbury—Mad River Grange Fair. Sept. 9-10. Maurice A. Goodson, R. F. D. 1.
Wolcott, near Waterbury—Wolcott Fair. Oct. 1-2. M. E. Pierpont, R. D. 5, Waterbury, Conn.
Woodstock—Woodstock Fair. Sept. 13-15. Freeman R. Nelson, Pomfret Center, Conn.

FLORIDA.

Orlando—Central Fla. Expo. Feb. 21-25.
Crawford T. Bickford, secy.-mgr.
Tallahassee—Leon Co. Livestock Show. Last of Oct. G. C. Hodge, County Agent.
Winter Haven—Florida Orange Festival. Jan. 24-28. J. B. Guthrie, mgr.

GEORGIA.

Americus—Sumter Co. Fair Assn. Oct. 14-20. O. C. Johnson.
Atlanta—Southeastern Fair Assn. Oct. 1-8. Oscar Mills, gen. mgr.
Augusta—Exchange Club Fair. Nov. 7-12. S. E. Wall, gen. chrm.
Bainbridge—Declar Co. Fair. Oct. 11-15. T. P. Littlejohn, mgr.
Canton—Cherokee Co. Fair Assn. Oct. 4-8. W. S. Elliott.
Carrollton—Carrollton District Fair. Sept. 21-24. Thos. P. Littlejohn, mgr.
Cedartown—Polk Co. Fair. Oct. —. Wm. Parker, jr., pres.
Hoboken—Brantley Co. Fair. Oct. 10-15. Killey & Miller, mgrs., Tarpon Springs, Fla.
La Fayette—Walker Co. Fair Assn. Oct. 20-22. R. E. Davis.
Macon—Georgia State Expo. Oct. 17-22. E. Ross Jordan.
Marietta—Cobb Co. Fair Assn. Sept. 28-Oct. 1. R. L. Vansant.
Valdosta—Lowndes Co. Free Fair. Oct. 24-29. H. K. Wilkinson, secy.-mgr.
West Point—Georgia-Alabama Fair Assn. Oct. 5-8. F. A. Norman.

IDAHO.

Blackfoot—Eastern Idaho District Fair. Sept. 27-30. J. C. Sorensen, Firth, Ida.
Boise—Western Idaho State Fair. Aug. 31-Sept. 3. Frank J. Keenan.
Caldwell—Southwest Idaho Dairy Show. Oct. —. Chas. Laurensen.
Cambridge—Washington Co. Fair Assn. Sept. 14-16. Arthur Wilson.
Filer—Twin Falls Co. Fair. Sept. 6-8. H. W. Graves.
Jerome—Jerome Co. Fair. Sept. 15-17. Earl J. Kennedy.
Nampa—Nampa Harvest Festival. Sept. 5-7. P. W. Duffes.
Paris—Bear Lake Co. Fair. Sept. 22-24. A. E. Duke.
Salmon—Lemhi Co. Fair Assn. Sept. 20-22. Harry Summers.
Weiser—Weiser Valley Fair & Rodeo. Sept. 1-3. Lou T. Farber.

ILLINOIS.

Aledo—Mercer Co. Agr. Soc. Aug. 29-Sept. 4. W. O. Peak, Jr.
Anna—Southern Ill. Fair Assn. Aug. 29-Sept. 2. J. F. Norris.
Antioch—Antioch Country Fair Assn. Oct. 6-8. C. L. Kutill.
Augusta—Augusta Community Live Stock Assn. Aug. 30-Sept. 1. James A. Phillips.
Aurora—Northern Ill. Junior Fair at Expo. Park. Sept. 1-3. Ira Judd.
Belvidere—Boone Co. Agr. Soc. Aug. 30-Sept. 2. George A. Ralston, Caledonia, Ill.
Breese—Clinton Co. Fair Assn. Sept. 14-18. A. W. Grunz.
Bridgeport—Lawrence Co. Fair Assn. Sept. 5-9. G. C. Gross.
Brownstown—Payette Co. Fair Assn. Sept. 6-10. Oliver E. Reece.
Carbondale—Jackson Co. Agr. Soc. Sept. 19-24. L. H. Meininger.
Carmi—White Co. Agr. Assn. Aug. 23-26. Harry E. Puntney.
Carrollton—Greene Co. Fair Assn. Oct. 3-7. S. Elmer Simpson.
Chicago—Internatl. Live Stock Expo. Nov. 26-Dec. 3. B. H. Heise, Union Stock Yards.
DuQuoin—DuQuoin State Fair Assn. Sept. 5-10. W. R. Hayes, gen. mgr.
Elizabeth—Community Fair. Sept. 14-15.
Elizabethtown—Hardin Co. Agr. Soc. Oct. 13-15. Dewey Green.
Fairbury—Fairbury Fair. Sept. 5-10. George H. Decker.
Fairmount—Fair, ausp. 4-H Club. Sept. 12-17. E. R. Merifield.
Farmer City—Farmer City Agr. Fair Assn. Sept. 13-16. W. F. Peterson.
Golconda—Pope Co. Agr. Soc. Sept. 28-Oct. 1. J. Roy Gullett.
Henry—Marshall-Putnam Fair. Sept. 13-16. Ben McAllister.
Jacksonville—Morgan Co. Fair Assn. Aug. 30-Sept. 2. Roy E. Welch.
Jerseyville—Jersey Co. Fair Assn. Sept. 5-8. Wm. Ryan Jr.
LaFayette—LaFayette Fair Assn. Sept. 5-9. H. G. Craig.
Marion—Williamson Co. Fair. Sept. 13-16. George C. Campbell.
Marshall—Marshall Community Fair. Sept. 15-17. C. W. Haworth.
Mazon—Grundy Co. Agr. Soc. Sept. 5-9. F. A. Murray.
Melvin—Ford Co. Fair. Sept. 8-10. W. C. Iehl.
Mendota—Mendota Agr. Fair. Aug. 24-25. C. E. Mercer.
Modesto—Macoupin Co. Fair. Sept. 27-30. Ed O. Turner.
Morrison—Whiteside Co. Fair Assn. Sept. 5-9. Paul F. Boyd.
Mount Carmel—Wabash Co. Fair Assn. Aug. 30-Sept. 2. E. Guy Mundy.
Mount Vernon—Mt. Vernon State Fair Assn. Sept. 19-24. Martin Henn.
Olney—Richland Co. Fair. Sept. 14-17. J. F. Miller.
Oregon—Ogle Co. Fair Assn. Sept. 5-8. Albert S. Cole.
Pecatonica—Winnebago Co. Fair Assn. Sept. 14-18. George E. Sumner.
Peotone—Will Co. Fair Assn. Sept. 7-9. Mrs. Elmer Barton.
Petersburg—Menard Co. Agr. Fair. Sept. 14-16. Henry Melchers Jr.
Princeton—Bureau Co. Agr. Assn. Aug. 30-Sept. 2. G. P. Selbel, Manlius, Ill.
Quincy—Adams Co. Fair Assn. Sept. 5-10 (tentative). C. C. Mast.
Robinson—Crawford Co. Grange Fair. Sept. 12-16. O. L. Wakefield.
Roseville—Warren Co. Agr. Fair Assn. Aug. 23-26. Parks Forster.
St. Joseph—Champaign Co. Fair. Aug. 31-Sept. 3. Everett R. Peters.
Salem—Marion Co. Agr. Soc. Oct. 6-8. F. J. Blackburn.
Sandwich—Sandwich Fair Assn. Sept. 7-9. C. L. Stinson.

Sparta—Randolph Co. Fair. Sept. 27-30. Rilen McConachie.
Springfield—Illinois State Fair. Aug. 20-27. Milton E. Jones, gen. mgr.
Tuscola—Douglas Co. Fair Assn. Aug. 31-Sept. 2. L. R. McNeill.
Vienna—Johnson Co. Fair. Aug. 23-26. George Gray.
Warren—Warren Fair. Aug. 30-Sept. 2. J. W. Richardson.

INDIANA.

Angola—Steuben Co. Fair. Sept. 3-8. R. J. Carpenter.
Auburn—DeKalb Co. Free Fair. Oct. 5-8. Frank Nicolai.
Bluffton—Bluffton Free Street Fair. Sept. 27-Oct. 1. Carl Helms.
Boswell—Benton Co. Jr. Live-Stock Show. Sept. 1-2. Stanley S. Follett.
Bourbon—Bourbon Fair Assn. Sept. 20-23. M. M. Beck.
Cayuga—Vermillion Co. Fair. Week Aug. 22. V. N. Asbury, Newport, Ind.
Connersville—Fayette Co. Free Fair. Aug. 22-26. J. L. Kennedy.
Converse—Miami Co. Agr. Assn. Sept. 13-16. W. J. Gift.
Crown Point—Lake Co. Fair. Aug. 29-Sept. 2. Fred A. Ruf.
Fairmount—Grant Co. Agr. Fair. Aug. 30-Sept. 2. John R. Little.
Frankfort—Clinton Co. Fair. Aug. 22-26. Will G. Ross.
Franklin—Johnson Co. Fair. Aug. 23-26. Neil Godwin.
Goshen—Elkhart Co. Fair. Aug. 30-Sept. 3. V. Swartz.
Indianapolis—Indiana State Fair. Sept. 3-9. E. J. Barker.
Kentland—Newton Co. Fair. Sept. 14-17. A. M. Schuh.
Kingman—Kingman Fair Assn. Sept. 14-17. E. P. Moore.
Laporte—Laporte Co. Agr. Assn. Aug. 23-26. J. A. Terry.
Lyons—Lyons Community Club Fair. Sept. 8-10. O. McLaughlin.
Medaryville—Community Fair. Sept. 8-10. Joe Ryden.
Princeton—Gibson Co. Fair Assn. Aug. 22-27. C. L. Woods.
Rensselaer—Jasper Co. Fair Assn. Aug. 23-26. Chas. A. Halleck.
Richmond—Wayne Co. Fair Assn. Aug. 30-Sept. 2. Ray E. Swallow.
Rockville—Parke Co. Fair Assn. Aug. 30-Sept. 2. Harry W. Shores.
Salem—Washington Co. Fair. Aug. 22-27. Chas. R. Morris.
Seymour—Jackson Co. Fair. Aug. 22-27. W. H. Huber.
Shelbyville—Shelby Co. Agr. Assn. Aug. 30-Sept. 2.
Warsaw—Kosciusko Co. Fair on streets. Sept. 27-Oct. 1. C. U. Lowe.
Winamac—Pulaski Co. Farmers & Merchants' Fair. Aug. 25-27. Clarence Zimmerman.

IOWA.

Ackley—Four-Counties Agr. Fair. Dec. 5-9. Martin J. Ryken.
Albia—Monroe Co. Agr. Soc. Aug. 22-25. W. B. Griffith.
Algona—Kossuth Co. Agr. Assn. Sept. 5-9. P. Zerrass.
Allison—Butler Co. Fair. Sept. 6-9. A. H. Werner.
Audubon—Audubon Co. Fair. Sept. 12-16. W. J. Hoyt.
Atlantic—Cass Co. Fair. Sept. 5-9. Carl E. Hoffman.
Aurora—Aurora Agr. Soc. Aug. 30-Sept. 1. C. H. Gerald.
Avoca—Pottawattamie Co. Fair. Aug. 22-25. L. H. Brandes.
Clarinda—Page Co. Fair Assn. Sept. 14-16. A. V. Pfander.
Columbus Junction—Louisa Co. Fair. Sept. 6-9. E. H. Wiegner.
Coon Rapids—Four-County Fair. Sept. 20-22. A. C. Burton.
Cresco—Howard Co. Fair. Aug. 30-Sept. 2. F. D. Mead.
Decorah—Winnebago Co. Fair. Sept. 13-16. J. Reg. Pearson.
Derby—Derby District Agr. Soc. Sept. 6-9. L. W. Snook.
Des Moines—Iowa State Fair. Aug. 24-Sept. 2. A. R. Corey.
Eldon—Wapello Co. Agr. Fair Assn. Aug. 22-25. L. W. Hall.
Fonda—Pocahontas Co. Fair. Aug. 23-26. L. M. Ruck.
Greenfield—Adair Co. Fair Assn. Sept. 13-16. Frank A. Gatch.
Grundy Center—Grundy Co. Agr. Soc. Sept. 6-9. J. Vanderwick.
Guthrie Center—Guthrie Co. Fair Assn. Sept. 6-9. George Fell, Coon Rapids, Ia.
Hampton—Franklin Co. Agr. Soc. Aug. 22-25. G. A. Marken.
Humboldt—Humboldt Co. Fair. Aug. 29-Sept. 1. C. Skow.
Independence—Buchanan Co. Fair Assn. Sept. 6-9. George R. McArthur.
Iowa Falls—Central Iowa Agr. Assn. Oct. 5-8. C. Klemme.
Jefferson—Greene Co. Fair Assn. Sept. 7-10. D. E. Lyon.
Keosauqua—Van Buren Co. Fair. Sept. 5-9. A. J. Secor.
Lorimer—Lorimer Agr. Fair. Aug. 22-25. Blanch Erickson.
Manchester—Delaware Co. Fair. Aug. 30-Sept. 2. E. W. Williams.
Manson—Calhoun Co. Fair Assn. Sept. 6-9. T. S. Powers.
Marshalltown—Central Iowa Fair. Sept. 12-16. V. A. McGrew.
Mason City—North Iowa Free Fair. Sept. 5-9. F. G. Mitchell.
Missouri Valley—Harrison Co. Agr. Soc. Sept. 13-16. Frank C. Burke.
Moline—Woodbury Co. Fair. Sept. 13-16. F. L. McDermott.
Monticello—Jones Co. Fair Assn. Aug. 23-26. Harry I. Rodman.
Nashua—Big 4 Fair. Aug. 22-26. Norton Bloom.
National—Clayton Co. Agr. Soc. Aug. 31-Sept. 3. A. D. Rogman, Garnaville, Ia.
Newton—Jasper Co. Agr. Soc. Sept. 4-8. G. Frank Wilson.
Northwood—Worth Co. Fair Soc. Aug. 30-Sept. 2. C. H. Dwell.

Orange City—Sioux Co. Agr. Soc. Aug. 23-26. Gerret Van Stryland.
Osage—Mitchell Co. Fair. Aug. 22-26. A. Cordes.
Oskaloosa—Southern Iowa Fair & Expo. Sept. 3-8. Ross Remington.
Postville—Big Four Fair. Sept. 27-30. J. C. Weihe.
Perry—Tri-County Fair. Aug. 22-25. C. A. Etnire.
Spencer—Clay Co. Fair. Sept. 20-24. Leo C. Dailey.
Tipton—Cedar Co. Fair Assn. Aug. 30-Sept. 2. C. S. Miller.
Toledo—Tama Co. Fair Assn. Sept. 3-6. Z. R. Mills.
Vinton—Benton Co. Fair. Aug. 22-25. C. D. Moore, Urbana, Ia.
Waterloo—Dairy Cattle Congress & Allied Shows. Oct. 3-9. E. S. Estel.
Waukon—Allamakee Co. Agr. Assn. Sept. 6-9. E. M. Phipps.
Waverly—Bremer Co. Fair Assn. Aug. 30-Sept. 2. George Vasseller, pres.
Webster City—Hamilton Co. Expo. Sept. 5-9. W. H. Harrison.
West Union—Fayette Co. Agr. Soc. Aug. 22-26. E. A. McIlree.
West Liberty—Union Dist. Agr. Soc. Aug. 22-25. L. L. Birkett.
What Cheer—Keokuk Co. Fair. Aug. 22-25. O. J. Roland.
Winfield—Winfield Fair Assn. Aug. 31-Sept. 2. Russell Canby.

KANSAS.

Abilene—Central Kan. Free Fair. Sept. 27-30. A. L. Hoffman.
Alma—Wabaunsee Co. Fair Assn. Sept. —. Hal G. Weaver.
Ashland—Clark Co. Fair Assn. Second week in Sept. C. C. McFarland.
Auburn—Auburn Grange Fair. Oct. 7-8. Helen Gillespie.
Barnes—Washington Co. Fair. Sept. 21-23. D. Linn Liver.
Bellevue—North Central Kan. Free Fair. Aug. 29-Sept. 2. W. R. Barnard.
Beloit—Mitchell Co. Fair Assn. Sept. 27-Oct. 1. John R. Albert.
Big Springs—Douglas Co. Agr. Fair Assn. Sept. 8-10. Elmer G. Bahnmaier, R. 2, Le-compton, Kan.
Blue Rapids—Marshall Co. Fair Assn. Sept. 27-30. H. A. Watters.
Blue Mound—Linn Co.—Blue Mound Agr. Show. Sept. 15-17. Roy Emmons.
Burden—Eastern Cowley Co. Fair. Aug. 31-Sept. 2. Dick Alexander.
Burlington—Coffey Co. Agr. Fair Assn. Sept. 19-23. John Redmond.
Caldwell—Sumner Co. Fair Assn. Oct. 5-8. George W. Murray.
Chanute—Neosho Co. Fair. Sept. 19-24. T. F. Morrison.
Cimarron—Gray Co. Fair Assn. Sept. 22-24. Chas. S. Sturtevant.
Clay Center—Clay Co. Free Fair Assn. Sept. 6-9. W. F. Miller.
Coffeyville—Montgomery Co. Fair Assn. Aug. 29-Sept. 2. Chas. W. Hugins.
Colby—Thomas Co. Free Fair. Aug. 30-Sept. 2. J. B. Kuska.
Columbus—Soldiers & Sailors Reunion & Free Fair. Sept. 5-10. R. C. Osterhout.
Cottonwood Falls—Chase Co. Fair. Oct. 6-8. W. A. Browne.
Delphos—Ottawa Co. Fair Assn. Sept. 29-Oct. 1. J. P. Morrison.
Dodge City—Great Southwest Free Fair Assn. Sept. 26-Oct. 1. Geo. Shuler Jr.
Effingham—Effingham Atchison Co. Fair Assn. Aug. 24-26. Clarence Hegarty.
Girard—Crawford Co. Fair Assn. Aug. 30-Sept. 2. George H. Detjen.
Glasco—Glasco Stock Show. Sept. 22-24. R. M. Sawhill.
Goodland—Northwest Kan. District Free Fair. Aug. 23-26. Evan Knudson.
Gove—Gove Co. Fair Assn. Sept. 9-11. E. E. Baker.
Hardtner—Barber Co. Fair Assn. Sept. 28-30. J. M. Molz.
Harper—Harper Co. Agr. Fair Assn. Oct. 18-21. R. E. Dresser.
Hartford—Hartford Fair Assn. Sept. 29-Oct. 1. Sam P. Norbury.
Havensville—Community Fair. Sept. 23-24. James Craft.
Hill City—Graham Co. Agr. Assn. Sept. 14-16. James Holmes.
Hillsboro—Marion Co. Fair. Oct. 25-28. L. H. Harms.
Holcomb—Finney Co. Fair. Oct. 6-7. A. E. Cook.
Horton—Tri-County Fair Assn. Sept. 7-9. H. W. Wilson.
Hutchinson—Kansas State Fair. Sept. 17-23. A. L. Sponsler.
Iola—Allen Co. Fair Assn. Aug. 29-Sept. 2. Dr. F. S. Beattie.
Junction City—Geary Co. 4-H Club Expo. Sept. 6-8. Paul B. Gwin.
Kincaid—Kincaid Farmers' Fair Assn. Sept. 29-Oct. 1. Arthur Gibbo.
Kingman—Kingman Co. Fair Assn. Oct. 12-15. Arthur Goenner, Zenda, Kan.
Lane—Lane Agr. Fair. Sept. 2-3. Wm. Owens.
LaCygne—A. T. A. Fair & Stock Show. Aug. 23-26. Paul Keith.
Lindsborg—McPherson Co.—Lindsborg Dist. Fair Assn. Oct. 17-22. S. E. Dahlsen.
Meade—Meade Co. Fair Assn. Aug. 24-27. H. B. Fleming.
Merriam—Johnson Co. Fair. Aug. 25-27. W. D. Hall.
Newton—Harvey Co. Fair & Fall Festival. Oct. —. E. G. Hamilton.
Norton—Norton Co. Fair. Aug. 23-26. Noah Garrett.
Onaga—Pottawatomie Co. Fair Assn. Sept. 7-9. C. Haughwout.
Oswego—Labette Co. Fair Assn. Sept. 6-10. C. Montgomery.
Ottawa—Franklin Co. Agr. Soc. Week of Sept. 5. E. Lister.
Overbrook—Overbrook Free Fair Assn. Aug. 25-27. Gerald Coffman.
Parker—Community Fair. Sept. 8-10. H. W. Hill.
Quinter—Quinter Fair. Sept. 13-16. Homer L. Peck.
Richmond—Richmond Free Fair Assn. Aug. 25-26. John H. Roekers.
Rush Center—Rush Co. Fair Assn. Aug. 23-26. S. A. Renner.
Russell—Russell Co. Fair Assn. Aug. 30-Sept. 2. J. W. Morphy.
Sedan—Chautauqua Co. Free Fair. Oct. 6-8. Carl Ackerman.
Stafford—Stafford Co. Fair. Oct. 4-7. Dr. E. E. Boyd.
Stockton—Rooks Co. Fair Assn. Aug. 23-26. John Q. Adams.

Jewell Grove—Sylvan Grove Fair Assn. Sept. 20-23. G. W. Mehl.
 Thayer—Home-Coming Picnic & Fair. Sept. 7-9. H. M. Minnick.
 Tonganoxie—Leavenworth Co. Fair Assn. Oct. 13-15. Walt Niebarger.
 Topeka—Kansas Free Fair Assn. Sept. 12-16. Maurice W. Jencks.
 Vinland—Vinland Grange Fair. Sept. 22-24. T. P. Stevens.
 Valley Falls—Jefferson Co. Fair Assn. Oct. 5-7. George Harman.
 Washington—Washington Co. Fair Assn. Sept. 15-17. A. C. Fuhrken.
 Watson—Shawnee Grange Fair. Sept. 23-24. C. J. Milliken, Tecumseh, Kan.
 Wakeeney—Trego Co. Free Fair. Aug. 30-Sept. 2. Guy G. Blakely.
 West Mineral—Mineral District Free Fair. Sept. 28-Oct. 1. J. C. Thompson.
 Wetmore—Wetmore Dist. Free Fair Assn. Sept. 8-9. E. J. Woodman.
 Wichita—Kansas Natl. Live Stock Show. Nov. 7-10. Dan Smith.
 Winfield—Covley Co. Fair Assn. Oct. 11-14. G. B. Wooddell.

KENTUCKY.

Alexandria—Campbell Co. Agrl. Soc. Sept. 1-3. H. Carman, Ft. Thomas, Ky.
 Barbourville—Knox Co. Fair. Sept. 1-3. J. J. Tye.
 Bedford—Trimble Co. Fair, asep. American Legion. Sept. 29-Oct. 1. C. A. Hollowell.
 Eminence—Henry Co. Fair Assn. Oct. 7-8. Lewis S. Moss.
 Florence—North Kentucky Fair. Aug. 31-Sept. 3. Hubert Conner, Burlington, Ky.
 Fulton—Fulton Co. Fair. Sept. 7-10. J. W. Gordon, pres.
 Germantown—Germantown Fair. Aug. 24-27. C. D. Asbury, Augusta, Ky.
 Grayson—Carter Co. Fair. Aug. 24-27. J. L. Lusby.
 Guthrie—Park City Fair. Sept. 7-10. J. M. Scott.
 Hodgenville—LaRue Co. Fair Assn. Sept. 7-10. H. D. LaRue.
 Louisville—Kentucky State Fair. Sept. 12-17. Garth Ferguson.
 Manchester—Clay Co. Fair Assn. Aug. 25-27. Mrs. Roberta White.
 Shelbyville—Shelby Co. Fair Assn. Aug. 24-27. T. R. Webber.
 Somerset—Pulaski Co. Fair Assn. Aug. 30-Sept. 2. Beecher Smith, Jr.
 Vanceburg—Vanceburg Kinnicknick Fair Co. Sept. 7-10. Mrs. H. S. Kimble.
 Williamstown—Grant Co. Fair. Aug. 25-27.

LOUISIANA.

Abbeville—Vermilion Parish Fair Assn. Oct. 11-16. J. D. Sobert.
 Alexandria—Central La. Fair. Oct. —. S. E. Bowers, mgr.
 Baton Rouge—E. Baton Rouge Parish Fair. Oct. 5-7. I. J. Heath.
 Clinton—East Feliciana Fair Assn. Oct. 13-15. J. C. Decuir.
 Coushatta—Red River Parish Free Fair. Oct. 4-8. H. H. Hester.
 De Ridder—Beauregard Parish Fair Assn. Oct. 4-8. Ruth Calvert.
 Donaldsonville—South La. State Fair, Inc. Oct. 9-16. R. S. Vickers.
 Eunice—Tri-Parish Fair. Oct. 13-16. E. A. Veillon.
 Ferriday—Concordia Parish Fair. Oct. 4-8. J. E. Clayton, mgr.
 Franklinton—Washington Parish Free Fair. Oct. 19-22. H. E. Hoppen, mgr.
 Jennings—Jefferson Davis Parish Fair Assn. Nov. 1-4. H. C. Fondren.
 Jonesboro—Jackson Parish Fair Assn. Oct. 13-15. Leon Mitchell.
 Jonesville—Catahoula Parish Fair. Oct. 4-8. J. E. Clayton, mgr.
 Leesville—Vernon Parish Fair Assn. Week of Oct. 17. O. E. Morris.
 Loranger—Tangipahoa Parish Fair. Oct. 6-8. Mrs. L. M. Cook.
 Natchitoches—Natchitoches Parish Fair Assn. Oct. 5-8. A. A. Lay.
 Marksville—Avozelles Parish Fair. Sept. 28-Oct. 2. J. E. Clayton, mgr.
 Metairie—Metairie Ridge Fair. Nov. 1-6. J. E. Clayton, mgr.
 New Iberia—Terrebonne District Fair. Oct. 12-16. J. E. Clayton, mgr.
 New Roads—Pointe Coupee Parish Fair. Sept. 30-Oct. 2. A. J. Marchand.
 Oak Grove—West Carroll Parish Fair Assn. Oct. 12-15. R. E. Benton.
 Olla—North Central La. Fair Assn. Oct. 11-14. C. L. Davis.
 Port Allen—West Baton Rouge Parish Fair Assn. Sept. 23-25. A. E. Camus.
 Rayville—Richland Parish Fair. Sept. 26-Oct. 1. E. P. Norman, pres.
 St. Francisville—W. Feliciana Parish Colored Fair Assn. Oct. 13-15. J. T. Ringgold.
 Shreveport—State Fair of La. Oct. 22-30. W. R. Hirsch.
 Shreveport—Caddo Parish Fair. Oct. 15-16. Mrs. Clarence Vincent.
 Sulphur—Calcasieu-Cameron Fair Assn. Oct. 17-22. Dr. A. H. Lafargue, mgr.; Mrs. Clyde Elender, secy.
 Tallulah—Louisiana Delta Fair Assn. Oct. 4-7. P. O. Benjamin.
 Verda—Grant Parish Fair Assn. Oct. 12-14. Miss Odella Purvis, New Verda, La.
 Winnfield—Winn Parish Fair Assn. Oct. 5-8. W. H. Baker.

MAINE.

Acton—Shapleigh & Acton Agrl. Soc. Oct. 4-6. F. E. Young, Emery Mills, Me.
 Andover—Oxford North Agrl. Soc. Sept. 28-29. Roger L. Thurston.
 Athens—Wesserunett Valley Fair. Sept. 27-28. W. A. Dore.
 Bangor—Eastern Maine State Fair, Inc. Aug. 22-26. Jos. Steward.
 Belfast—Belfast Fair. Sept. 14-15. H. C. Buzzell.
 Blue Hill—Hancock Co. Agrl. Soc. Sept. 5-7. Edward G. Williams.
 Cornish—Cornish Agrl. Assn. Aug. 30-Sept. 1. Leon M. Ayer.
 Damariscotta—Lincoln Co. Fair. Oct. 4-6. Edw. B. Denny.
 Dover-Foxcroft—Piscataquis Valley Fair. Aug. 26-27. F. W. Mason.
 Ellsworth—Hancock Co. Fair Assn. Aug. 30-Sept. 1. L. C. Fortier.
 Embden—Emden Agrl. Soc. Sept. 17. Grant Witham, Solon, Me.
 Exeter—Penobscot & Piscataquis Fair Assn. Sept. 13-15. Mrs. C. R. Smith.
 Farmington—Franklin Co. Agrl. Soc. Sept. 20-22. Frank E. Knowlton.
 Freyburg—West Oxford Agrl. Assn. Oct. 4-6. F. G. Buzzell.

Guilford—Guilford Athletic Assn. Sept. 3. Elmer W. Sayward.
 Houlton—Houlton Agrl. Soc. Aug. 30-Sept. 1. Frank B. Cassidy.
 Leeds Center—Leeds Agrl. Assn. Sept. 29. Dr. W. E. Gould, North Leeds, Me.
 Lewiston—Maine State Fair. Sept. 5-8. J. S. Butler.
 Lincolnville—Tranquillity Grange Agrl. Soc. Oct. 5. D. R. Heal.
 Litchfield—Litchfield Farmers' Club. Oct. 4-5. Chas. H. Harvey, R. F. D. 6, Gardiner, Me.
 Livermore Falls—Androscoggin Co. Fair Assn. Aug. 24-26. Chas. D. Dyke.
 Machias—Washington Co. Agrl. Soc. Sept. 13-15. J. L. Andrews, Jonesboro, Me.
 Monmouth—Cochewegan Agrl. Assn. Sept. 28. W. E. Reynolds.
 Montville—St. Georges Agrl. Soc. Oct. 11-12. W. S. Lamson, Liberty, Me.
 Monroe—Waldo & Penobscot Agrl. Soc. Sept. 9-10. G. A. Palmer.
 New Gloucester—New Gloucester Agrl. Assn. Sept. 27-28. John P. Witham.
 Norridgewock—Norridgewock Agrl. Fair. Oct. 1. Roland E. Everett.
 North Waterford—World's Fair Assn. Sept. 30-Oct. 1. W. Fillebrown.
 Phillips—North Franklin Agrl. Soc. Aug. 31-Sept. 1. H. W. Worthingley.
 Presque Isle—Northern Maine Fair. Sept. 6-8. Clayton H. Steele.
 South Paris—Oxford Co. Agrl. Soc. Sept. 13-15. Stanley M. Wheeler.
 Springfield—North Penobscot Agrl. Soc. Sept. 6-8. I. R. Averill, Prentiss, Me.
 Topsham—Sagadahoc Agrl. Soc. Oct. 11-13. E. C. Patten.
 Union—North Knox Agrl. Soc. Sept. 27-29. H. L. Grinnell.
 Unity—Unity Park Assn. Sept. 20-21. C. W. Taylor.
 Waterboro—Waterboro Grange Fair. Sept. 27. M. E. Ricker.
 Waterville—Waterville Fair. Aug. 30-Sept. 2. Selden Whitcomb.
 West Cumberland—Cumberland Farmers' Club. Sept. 20-21. A. P. Corey, Cumberland Centre.
 Windsor—South Kennebec Agrl. Soc. Sept. 5-6. Arthur N. Douglas, Gardiner, Me.

MARYLAND.

Bel Air—Harford Co. Fair Assn. Oct. 11-14. Thos. Roy Brooks.
 Cumberland—Cumberland Fair Assn. Aug. 22-25. Harry A. Manley.
 Frederick—Great Frederick Fair. Oct. 11-14. Guy K. Motter.
 Hagerstown—Hagerstown Inter-State Fair & Expo. Sept. 13-17. Chas. W. Wolf.
 LaPlata—Charles Co. Fair. Sept. 29-Oct. 1. H. S. Swann.
 Mount Airy—Mt. Airy Fair Assn. Aug. 24-27. J. T. McCaslin, 125 E. Baltimore st., Baltimore.
 Timonium—Maryland State Fair. Sept. 5-10. M. L. Daiger, 533 Equitable Bldg., Baltimore.
 Upper Marlboro—Southern Md. Fair. Aug. 30-Sept. 3. Wm. G. Brooke.
 White Hall—White Hall Fair. Sept. 28-Oct. 1. W. Evans Anderson.

MASSACHUSETTS.

Acton—Acton Agrl. Assn. Sept. 16-17. B. D. Hall, W. Acton.
 Blandford—Union Agrl. Soc. Sept. 5-6. C. R. Ripley.
 Bourne—Community Fair. Sept. 2-3. Bridgewater—Plymouth Co. Agrl. Soc. Sept. 5. Lillian W. Baird, E. Bridgewater.
 Brockton—Brockton Agrl. Soc. Sept. 13-17. Perley G. Flint.
 Charlemont—Deerfield Valley Agrl. Soc. Sept. 9-10. Albert G. Rivers.
 Cummington—Hillsdale Agrl. Soc. Sept. 27-28. Leon A. Stevens.
 East Bridgewater—Community Fair. Sept. 23-24.
 Granville—Community Fair. Sept. 14.
 Great Barrington—Housatonic Agrl. Soc. Aug. 30-Sept. 2. Joseph H. Maloney.
 Greenfield—Franklin Co. Agrl. Soc. Sept. 12-14. Whitman B. Wells.
 Groton—Groton Farmers & Mechanic Club; Sept. 23-24. Herbert W. Taylor.
 Heath—Heath Agrl. Soc. Aug. 31. Homer S. Tanner.
 Hingham—Community Fair. Sept. 17-18.
 Littleville—Community Fair Assn. Oct. 1. Pearl Rich, Huntington, Mass.
 Marshfield—Marshfield Agrl. Soc. Aug. 24-27. C. R. Crosse.
 Middlefield—Highland Agrl. Soc. Sept. 2-3. Willard A. Pease, Chester, Mass.
 Monson—Community Fair. Sept. 9-10.
 Northampton—Hampshire, Franklin & Hampden Co. Agrl. Soc. Oct. 3-5. George H. Bean.
 Orange—Community Fair. Sept. 15-16.
 Segreganset—Bristol Co. Young Farmers' Fair. Oct. 13-14. F. M. Corder.
 South Amherst—Community Fair. Oct. 28-29.
 South Weymouth—Weymouth Fair. Sept. 29-Oct. 1. Warren F. Roulston, N. Weymouth.
 Springfield—Eastern States Expo. Sept. 18-24. Charles A. Nash.
 Sturbridge—Worcester South Agrl. Soc. Sept. 3-5. Thos. Ashworth, Charlton City.
 Topsfield—Essex Agrl. Soc. Sept. 7-10. Ralph H. Gaskill.
 Truro—Community Fair. Sept. 22.
 Upton—Community Fair. Sept. 28.
 Uxbridge—Blackstone Valley Agrl. Soc. Sept. 16-17. M. R. Sharpe.
 Wales—Community Fair. Oct. 8.
 West Tisbury—Martha's Vineyard Agrl. Soc. Sept. 6-8. George G. Gifford.
 Westfield—Community Fair. Sept. 9.
 Worcester—Worcester Fair & Progress Expo. Sept. 27-Oct. 1. G. A. Parsons, mgr.

MICHIGAN.

Adrian—Lenawee Co. Fair. Sept. 19-23. F. A. Bradish.
 Allegan—Allegan Co. Agrl. Soc. Aug. 30-Sept. 2. Swan M. Sequist.
 Allenville—MacKinnac Co. Fair Assn. Sept. 12-14. Paul A. Luepnitz.
 Alpena—Alpena Co. Fair. Aug. 30-Sept. 3. Ray J. Bushey.
 Ann Arbor—Washtenaw Co. Fair. During week of Aug. 29. R. H. Alber.
 Armada—Armada Agrl. Soc. Probable dates, Aug. 30-Sept. 2. Frank E. Sumner.
 Bay City—Northeastern Mich. Free Fair Assn. Aug. 29-Sept. 2. Leo V. Van Laan.
 Big Rapids—Grangers, Gleaners & Farmers' Fair Assn. Sept. 6-9. George E. Hurst.
 Cadillac—Northern Dist. Fair Assn. Sept. 12-15. Earl McNitt.
 Caro—Caro Fair Assn. Week of Aug. 22. W. R. Ayre.
 Centerville—Grange Fair of St. Joseph Co. Sept. 19-24. A. Meade Royer, Three Rivers.
 Crosswell—Crosswell Agrl. Soc. Aug. 30-Sept. 2. J. D. Galbraith.

Detroit—Michigan State Fair & Expo. Sept. 4-10. Fred A. Chapman, mgr.; John L. McNamara, secy.
 East Jordan—Charlevoix Co. Agrl. Soc. Sept. 14-16. L. G. Cornell.
 Escanaba—Upper Peninsula State Fair. Aug. 22-27. George E. Harvey.
 Ewart—Osceola Co. Fair Assn. Aug. 24-26. R. B. Dyer.
 Hastings—Barry Co. Agrl. Soc. Sept. 6-10. F. C. Parker.
 Harrison—Clare Co. Agrl. Soc. Sept. 20-23. Chas. Kleinhardt.
 Hart—Oscoda Co. Agrl. Soc. Sept. 13-16. G. E. Wyckoff.
 Hartford—Van Buren Co. Fair. Sept. 27-Oct. 1. Stephen A. Doyle.
 Hillsdale—Hillsdale Co. Agrl. Soc. Sept. 27-Oct. 1. H. B. Kelley.
 Imlay City—Imlay City Fair Soc. Sept. 6-9. S. H. Large.
 Jackson—Jackson Co. Agrl. Soc. Aug. 30-Sept. 2. Fred Randolph.
 Marne—Ottawa & West Kent Agrl. Soc. Sept. 6-9. Chas. P. Goodenow.
 Marquette—Marquette Co. Fair. Aug. 30-Sept. 3. John T. McNamara.
 Marshall—Calhoun Co. Fair. Aug. 23-26. Russell E. Hardenburg, R. D. 2, Battle Creek.
 Montrose—Flint River Valley Agrl. Soc. Sept. 2-5. Howard Field, Clio, Mich.
 Muskegon—Muskegon Co. Fair Assn. Sept. 12-17. D. A. Van Cort, Whitehall, Mich.
 Newberry—Luce Co. Fair Assn. Sept. 7-9. W. B. Stevens.
 Northville—Northville-Wayne Co. Fair. Aug. 24-27. Floyd A. Northrop.
 Onekama—Manistee Co. Agrl. Soc. Aug. 30-Sept. 2. Arch Marshall Jr., Bear Lake.
 Pickford—Chippewa, Mackinac Agrl. Soc. Sept. 3-6. John H. Wise.
 Saginaw—Saginaw Fair. Sept. 12-17. W. F. (Bill) Jahnke.
 Stalwart—Stalwart Agrl. Soc. Oct. 6-7. R. G. Crawford.
 Standish—Arenac Agrl. Soc. Oct. 4-7. Roy J. Crandell.
 Three Oaks—Three Oaks Community Fair Assn. Aug. 30-Sept. 2. J. C. Kramer.
 Traverse City—Northwestern Mich. Fair Assn. Sept. 5-9. Arnell Engstrom.
 Yale—St. Clair Co. Agrl. Soc. Aug. 23-26. J. Charles Smith.

MINNESOTA.

Aitkin—Aitkin Co. Fair Assn. Aug. 23-25. W. F. Murphy.
 Albert Lea—Freeborn Co. Fair Assn. Aug. 24-27. Andrew C. Hanson.
 Alexandria—Douglas Co. Agrl. Assn. Aug. 25-27. R. S. Thornton.
 Appleton—Swift Co. Fair Assn. Aug. 29-31. J. G. Anderson.
 Austin—Mower Co. Agrl. Soc. Aug. 22-25. H. W. Hurlbut.
 Bagley—Clearwater Co. Agrl. Soc. Aug. 29-Sept. 1. P. L. Renne.
 Barnum—Carlton Co. Agrl. Assn. Aug. 24-26. A. H. Dathe.
 Bird Island—Renville Co. Agrl. Soc. Sept. 12-14. J. K. Frakes.
 Blue Earth—Faribault Co. Agrl. Soc. Sept. 1-3. Everett Werner.
 Browns Valley—Traverse Co. Fair Assn. Sept. 3-5. George Bailey.
 Caledonia—Houston Co. Agrl. Soc. Aug. 28-31. Ed Zimmerman.
 Cambridge—Isanti Co. Fair Assn. Sept. 14-17. L. C. Carlson.
 Carver—Carver Co. Agrl. Soc. Aug. 25-28. George K. Dols.
 Clinton—Big Stone Co. Agrl. Soc. Sept. 7-10. F. W. Watkins.
 Elk River—Sherburne Co. Agrl. Soc. Sept. 23-24. C. E. Stower.
 Fairmont—Martin Co. Agrl. Soc. Sept. 12-14. H. G. Noffe.
 Farmington—Dakota Co. Agrl. Soc. Aug. 25-28. F. J. Grove.
 Fosston—Northwestern Minn. Agrl. Soc. Sept. 2-4. Lorence Granum.
 Garden City—Blue Earth Co. Agrl. Soc. Aug. 29-31. L. L. Champlin, Mankato, Minn.
 Glenwood—Pope Co. Fair Assn. Sept. 12-14. W. H. Engebretson.
 Grand Marais—Cook Co. Fair. Sept. 14-16. Wm. Clinch.
 Grand Rapids—Itasca Co. Agrl. Assn. Aug. 26-28. Allen J. Doran.
 Herman—Grant Co. Agrl. Assn. Aug. 31-Sept. 3. E. R. Haney.
 Hopkins—Hennepin Co. Agrl. Soc. Aug. 25-27. A. H. Emme, Loretto, Minn.
 Hutchinson—McLeod Co. Agrl. Assn. Aug. 25-28. D. Albert Adams.
 Jackson—Jackson Co. Fair Assn. Aug. 29-31. H. L. Strom.
 Jordan—Scott Co. Good Seed Assn. Sept. 15-17. George B. Strat.
 Little Falls—Morrison Co. Fair. Aug. 26-28. A. I. Stone.
 Long Prairie—Todd Co. Agrl. Soc. Aug. 23-25. L. Langeson.
 Luverne—Rock Co. Fair. Aug. 31-Sept. 3. B. E. Pelstring.
 Madison—Lac Qui Parle Co. Agrl. Soc. Sept. 12-15. Oscar O. Peterson.
 Marshall—Lyon Co. Agrl. Soc. Sept. 6-9. Roy W. Williams.
 Montevideo—Chippewa Co. Fair Assn. Sept. 1-4. J. M. Thomson.
 Morris—Stevens Co. Fair. Sept. 1-3. George W. Belse.
 Motley—Morrison Co. Agrl. Assn. Sept. 2-3. E. G. Haymaker.
 New Ulm—Brown Co. Agrl. Soc. Aug. 25-28. Wm. A. Lindemann.
 Northfield—Rice Co. Agrl. Assn. Aug. 24-26. George B. Larkin.
 Northome—Koochiching Co. Agrl. Assn. Sept. 13-15. P. R. Scribner.
 Owatonna—Steele Co. Agrl. Soc. Aug. 29-Sept. 1. C. A. Tincer.
 Park Rapids—Shell Prairies Agrl. Assn. Aug. 29-Sept. 1. A. T. Hinds.
 Perham—Perham Agrl. Soc. Aug. 29-31. C. W. Lotterer.
 Pine River—Cass Co. Agrl. Assn. Sept. 9-10. Alice Henry.
 Pipestone—Pipestone Co. Agrl. Soc. Aug. 29-Sept. 1. Robert L. Palmer.
 Plainview—Wabasha Co. Indust. Fair Assn. Sept. 14-17. C. R. Greive.
 Proctor—St. Louis Co. Community Fair Assn. Aug. 30-Sept. 1. Wm. E. Fay.
 Princeton—Mille Lacs Co. Agrl. Soc. Aug. 24-27. Clifton Cravens.
 Redwood Falls—Redwood Co. Agrl. Soc. Aug. 29-Sept. 1. W. A. Hauck.
 Rush City—Chisago Co. Agrl. Soc. Aug. 25-27. J. F. McGrath.
 St. Charles—Winona Co. Agrl. & Indust. Fair Assn. Sept. 1-3. John Frisch.

St. Cloud—Benton Co. Agrl. Soc. Aug. 24-27. Frank L. Smith.
 St. Paul—Minnesota State Fair. Sept. 3-10. St. Raymond A. Lee.
 St. Peter—Nicollet Co. Agrl. Sept. 1-4. Matt E. Sheehan.
 St. Vincent—St. Vincent Union Industrial Assn. Sept. 15-16. Mark McGovern.
 Shakopee—Scott Co. Agrl. Soc. Sept. 1-3. R. T. Schumacher.
 Slayton—Murray Co. Fair Assn. Sept. 1-3. C. J. McKenny, Iona, Minn.
 Two Harbors—Lake Co. Agrl. Soc. Aug. 31-Sept. 3. Fred D. W. Thias.
 Tyler—Lincoln Co. Fair Assn. Aug. 25-28. Phil J. Ehret.
 Waseca—Waseca Co. Agrl. Soc. Aug. 23-25. Wheaton—Traverse Co. Agrl. Assn. Sept. 14-17. J. B. Bruns.
 Willmar—Kandiyohi Co. Fair Assn. Sept. 14-17. Wm. O. Johnson.
 Windom—Cottonwood Co. Agrl. Soc. Sept. 12-16. Phil G. Redding.
 Worthington—Nobles Co. Fair Assn. Aug. 24-27. Chas. J. Gilbert.
 Zumbrota—Goodhue Co. Fair Assn. Sept. 20-23. Lewis Schofield.

MISSISSIPPI.

Bassfield—Community Fair. Oct. 7-8. F. L. Holloway.
 Canton—Madison Co. Fair Assn. Oct. 4-8. J. E. Clayton, mgr.
 Carthage—Leake Co. Fair Assn. Sept. 27-30. J. H. Sossen, Walnut Grove, Miss.
 Columbus—Columbus Radius Fair. Oct. 3-7. R. E. Johnston.
 Grenada—North Miss. Fair. Oct. 17-22. J. E. Clayton, mgr.
 Jackson—Mississippi State Fair. Oct. 10-15. Mabel L. Stire.
 Jackson—Miss. Negro State Fair. Oct. 17-22. M. B. Brown, gen. mgr.
 Laurel—South Miss. Fair. Last week in Oct. E. P. Ford.
 Louisville—Winton Co. Fair. Oct. 10-15. Irvin Paul.
 Macon—Noxubee Co. Colored Fair Assn. Oct. 18-21. Joe Reed.
 Meridian—Meridian Fair Assn. Oct. 3-8. R. H. Pate.
 Oxford—Lafayette Co. Fair Assn. Oct. 3-8. D. T. Keel.
 Pascagoula—Jackson Co. Fair. Oct. 27-28. Mrs. Iola M. Havens.
 Petal—Forrest Co. Fair. Sept. —. Bode Hughes.
 Tupelo—Miss-Ala. Fair. Oct. 4-8. W. A. Spight.
 Yazoo City—Yazoo Co. Fair, asep. Amer. Legion. Week of Sept. 26. D. Wolslein.

MISSOURI.

Bolivar—Polk Co. Agrl. Soc. Aug. 31-Sept. 3. F. L. Templeton.
 California—Moniteau Co. Fair. Aug. 30-Sept. 2. R. R. Conrad.
 Easton—Buchanan Co. Mfg. & Mech. Assn. Sept. 14-17. Henry B. Iba.
 Kahoka—Clark Co. Fair Assn. Aug. 30-Sept. 2. Isom J. Martin.
 Kansas City—American Royal Live Stock & Horse Show. Nov. 12-19. Frank H. Servatius.
 Lockwood—Dade Co. Dist. Fair Assn. Sept. 7-10. Ben H. Lammers.
 Lutesville—Bollinger Co. Fair Assn. Oct. —. George A. Clark.
 Macon—Macon Co. Fair Assn. Aug. 30-Sept. 1. C. B. Williams.
 Marceline—Tri-County Fair Assn. Aug. 31-Sept. 2. O. E. Downing.
 Mountain Grove—Tri-County Fair. Sept. 29-Oct. 1. W. A. Hoffarth.
 Neosho—Newton Co. Harvest Show. Sept. 21-23. A. J. Miller.
 Palmyra—Marion Co. Fair. Aug. 31-Sept. 3. J. F. Culler.
 Platte City—Platte Co. Agrl. Assn. Aug. 23-26. J. Frank Sexton.
 Poplar Bluff—Butler Co. Fair Assn. Sept. 12-16. Haskell S. Bloodworth.
 Princeton—Mercer Co. Free Fair. Aug. 24-27. George A. Tumbleson.
 Safe—Safe Community Fair. Sept. 6. Dr. W. H. Biles, St. James, Mo.
 Sedalia—Missouri State Fair. Aug. 20-27. W. D. Smith.
 Thayer—Oregon Co. Fair Assn. Sept. 12-17. R. H. Williams.
 Van Buren—Carter Co. Fair. Sept. 22-24. Roy J. Mann.

MONTANA.

Billings—Midland Empire Fair. Sept. 5-9. Herbert M. White.
 Chinook—Blaine Co. Fair Assn. Sept. 5-6. James Griffin.
 Dodson—Phillips Co. Fair Assn. Aug. 27-28. B. J. Schmitz.
 Fort Benton—Chouteau Co. Fair. Sept. 16-17. L. R. Loundagin.
 Glasgow—Valley Co. Fair. Sept. 7-10. R. F. Mowery.
 Great Falls—North Montana Fair. Aug. 22-26. Harold F. DePue.
 Havre—Hill Co. Fair. Sept. 1-3. Earl J. Bronson.
 Kalispell—All-Flethead Co. Fair. Sept. 28-30. J. C. Paisley.
 Lewistown—Central Montana Fair. Aug. 30-Sept. 2. H. L. Fitton.
 Miles City—Eastern Montana Fair. Sept. 15-17. J. H. Bohling.
 Missoula—Western Montana 4-H Fair. Sept. 13-16. W. C. Peat.
 Shelby—Toole Co. Fair Assn. Sept. 14-16. M. H. Ostrem.
 Sidney—Richland Co. Fair. Sept. 12-15. Dan E. Kind.

NEBRASKA.

Albion—Boone Co. Agrl. Assn. Aug. 29-Sept. 2. Frank Fitzgerald.
 Alma—Harlan Co. Fair Assn. Sept. 13-16. W. B. Fowler.
 Arlington—Washington Co. Agrl. Soc. Sept. 20-23. J. C. Badger.
 Arthur—Arthur Co. Agrl. Assn. Sept. 1-3. R. L. Roy.
 Auburn—Nemaha Co. Agrl. Soc. Aug. 30-Sept. 2. H. L. Ernst.
 Aurora—Hamilton Co. Agrl. Soc. Aug. 29-Sept. 2. H. E. Toof.
 Bassett—Rock Co. Fair Assn. Aug. 24-27. Vern Van Norman.
 Beatrice—Gage Co. Fair. Sept. 27-30. A. N. Thomsen.
 Beaver City—Furnas Co. Agrl. Soc. Aug. 30-Sept. 2. Everett Beachler.
 Bertrand—Phelps Co. Agrl. Soc. Aug. 31-Sept. 2. W. J. Ehlers.
 Bladen—Webster Co. Fair Assn. Aug. 23-25. Paul F. Taggart, Red Cloud, Neb.
 Bloomfield—Knox Co. Fair. Sept. 12-16. Henry F. Kuhl, Plainview, Neb.

Bridgeport—Morrill Co. Fair Assn. Sept. 14-16. Wm. H. Willis.
Broken Bow—Custer Co. Rodeo-Fair. Aug. 23-26. Allan F. Black.
Butte—Boyd Co. Agrl. Soc. Sept. 7-9. W. W. Mahannah.
Central City—Merrick Co. Agrl. Soc. Sept. 12-15. Harvey D. Abel.
Chadron—Dawes Co. Fair Assn. Sept. 14-17. Harry T. Sly.
Chambers—Holt Co. Agrl. Soc. Sept. 13-16. E. A. Farrier.
Chappell—Deuel Co. Fair Assn. Sept. 13-16. S. R. Ferris.
Clay Center—Clay Co. Agrl. Assn. Sept. 20-23. H. M. Hanson.
Columbus—Mid-Nebraska Expo. Sept. 14-16. Jack Windmiller.
Concord—Dixon Co. Agrl. Soc. Aug. 30-Sept. 1. E. J. Hughes.
Crete—Saline Co. Fair. Sept. 13-16. Fred W. Ball.
David City—Butler Co. Fair Assn. Sept. 20-23. Chas. Lemley, Rising City, Neb.
Deshler—Thayer Co. Agrl. Soc. Aug. 23-26. E. J. Mitchell.
Dunning—Blaine Co. Agrl. Soc. Sept. 15-17. Pete Whitescarver.
Elwood—Gosper Co. Live Stock Show. Sept. 14-16. Robt. W. Tilden.
Fairbury—Jefferson Co. Agrl. Soc. Sept. 20-23. C. E. Gilmore.
Franklin—Franklin Co. Agrl. Soc. Aug. 29-Sept. 1. O. C. Thomas.
Fullerton—Nance Co. Fair Assn. Sept. 13-16. J. P. Stack.
Geneva—Fillmore Co. Agrl. Soc. Sept. 13-16. Lee Thompson.
Gordon—Sheridan Co. Fair Assn. Aug. 30-Sept. 1. Joe W. Leedom.
Grant—Perkins Co. Fair Assn. Aug. 24-27. U. V. Dobbs.
Greeley—Greeley Co. Agrl. Soc. Aug. 30-Sept. 1. Leland E. Woodley, Spalding, Neb.
Hartington—Cedar Co. Fair Assn. Sept. 6-9. Anthony Hirschman.
Harrison—Sioux Co. Agrl. Assn. Sept. 1-3. V. E. Marsteller.
Hastings—Adams Co. Agrl. Soc. Aug. 23-26. Elliott R. Davis.
Hemphill—Box Butte Co. Fair. Aug. 30-Sept. 1. W. H. Mackler.
Hooper—Dodge Co. Fair. Sept. 6-9. G. H. Looschen.
Humboldt—Richardson Co. Agrl. Soc. Sept. 14-16. J. J. Brown.
Hyannis—Grant Co. Fair and Rodeo. Aug. 30-Sept. 1. Clay Ogle.
Kearney—Buffalo Co. Agrl. Assn. Aug. 30-Sept. 2. F. A. Mueller.
Kimball—Kimball Co. Agrl. Soc. Aug. 31-Sept. 2. Frank A. Smith.
Leigh—Colfax Co. Fair Assn. Sept. 6-9. J. H. Moeller.
Lewelling—Garden Co. Agrl. Assn. Sept. 13-16. A. W. Kemper.
Lexington—Lawson Co. Fair Assn. Aug. 23-26. F. A. Wisner.
Lincoln—Lancaster Co. Agrl. Soc. Sept. 4-9. B. F. Preston.
Lincoln—Nebraska State Fair. Sept. 4-9. George Jackson.
Loup City—Sherman Co. Agrl. Soc. Sept. 6-9. C. F. Beushausen.
Madison—Madison Co. Agrl. Soc. Sept. 13-16. J. E. Martin.
Mitchell—Scotts Bluff Co. Agrl. Soc. Sept. 14-16. O. P. Burrows.
Neigh—Antelope Co. Fair Assn. Sept. 13-16. C. E. Ward.
Nelson—Nuckolls Co. Agrl. Assn. Sept. 13-16. J. J. Pfeiffer.
Norden—Keya Paha Co. Agrl. Soc. Sept. 14-16. John Starkjohann, Sparks, Neb.
Omaha—Ak-Sar-Ben Stock Show. Oct. 29-Nov. 4. Chas. R. Gardner.
Ord—Loup Valley Agrl. Soc. Aug. 29-Sept. 1. Vincent Kokes.
Osceola—Polk Co. Agrl. Soc. Aug. 29-Sept. 1. Chas. Newcomer.
Pawnee City—Pawnee Co. Fair Assn. Oct. 4-7. D. W. Osborn.
Pierce—Pierce Co. Agrl. Assn. Sept. 7-9. A. L. Brande.
St. Paul—Howard Co. Agrl. Soc. Sept. 13-16. Charles Dobry.
Scribner—Scribner Stock Show. Sept. 14-16. C. S. Zucker.
Seward—Seward Co. Agrl. Soc. Aug. 30-Sept. 1. Stanley A. Matzke.
Sidney—Cheyenne Co. Fair. Sept. 13-16. O. A. Olson.
Stanton—Stanton Co. Agrl. Assn. Aug. 23-26. Ervine E. Pont.
Stapleton—Logan Co. Fair Assn. Sept. 7-10. R. E. Fifield.
Stockville—Frontier Co. Agrl. Soc. Aug. 30-Sept. 2. R. D. Logan.
Syracuse—Otoe Co. Agrl. Assn. Aug. 31-Sept. 2. E. L. Hunt.
Tecomseh—Johnson Co. Agrl. Assn. Second week in Sept. T. J. Current.
Wahoo—Saunders Co. Agrl. Soc. Sept. 27-30. E. S. Schiefelbein.
Walthill—Thurston Co. Fair. Aug. 29-Sept. 1. E. T. Winter.
Waterloo—Douglas Co. Fair. Sept. 14-17. H. E. Lang.
Wayne—Wayne Co. Fair Assn. Sept. 14-17. Wm. E. Von Seggern.
Weeping Water—Cass Co. Agrl. Soc. Sept. 13-16. Frank Wood.
West Point—Cuming Co. Agrl. Assn. Aug. 28-Sept. 1. E. M. Baumann.
NEW HAMPSHIRE.
Center Sandwich—Center Sandwich Fair. Oct. 12. Chas. B. Hoyt, mgr.
Contoocook—Hopkinton Fair. Sept. 20-22. L. A. Nelson.
Deerfield—Deerfield Fair. Oct. 5-6. E. B. Hersey, Gossville, N. H.
Hollis—Community Fair. Oct. 11. Wm. C. Sipe.
Lancaster—Coos & Essex Agrl. Soc. Sept. 5-7. W. H. Sargent.
Pittsfield—Pittsfield Agrl. Fair Assn. Sept. 8-10. George F. Mitchell.
Plymouth—Union Grange Fair Assn. Oct. 4-6. O. P. Smith, Ashland, N. H.
Rochester—Rochester Fair. Sept. 27-30. Ralph E. Gane.
Tamworth—Carroll Co. Fair. Sept. 14-15. Edw. G. Coughlin, W. Ossipee, N. H.
Tuftonboro—Orange Fair. Oct. 4. Mary J. Blake, Center Tuftonboro.
NEW JERSEY.
Branchville—Sussex Co. Fair. Aug. 23-27. Boyd S. Ely.
Bridgeton—Garden State Fair. Sept. 14-17. Frank D. Emerson.
Egg Harbor City—Atlantic Co. Agrl. Fair. Aug. 31-Sept. 2. A. G. Vautrinot, mgr.; W. B. McDougall, secy.

Flemington—Flemington Fair Assn. Aug. 30-Sept. 5. Major Edward B. Allen, mgr.; Dr. C. S. Harris, secy.
Mt. Holly—Burlington Co. Fair. Sept. 21-22.
Trenton—Trenton Fair Assn. Sept. 5-10. J. Fred Margerum, gen mgr.
Woodstown—Salem Co. Fair. Aug. 24-27. Howard Harris Jr.
NEW MEXICO.
Clayton—Union Co. Fair. Oct. 20-22.
Clovis—Curry Co. Fair Assn. Sept. 28-Oct. 1. J. Simpson Morgan.
Fort Sumner—DeBaca Co. Fair Assn. Oct. 6-8. P. E. Phillips.
Roswell—Eastern N. M. State Fair. Oct. 5-8. M. S. Prager.
Roy—Harding Co. Fair. Sept. 22-24.
Willard—Torrance Co. Fair Assn. Oct. 5-7. P. D. Willoughby.

NEW YORK.
Altamont—Albany-Schenectady Co. Fair. Sept. 12-17. Roy F. Peugh.
Angelica—Allegany Co. Agrl. Soc. Aug. 30-Sept. 2. L. L. Stillwell.
Avon—Genesee Valley Breeders' Assn. Sept. 1-2. E. E. Greene.
Ballston Spa—Saratoga Co. Agrl. Soc. Aug. 30-Sept. 3. James B. Bunyan.
Batavia—Genesee Co. Agrl. Soc. Aug. 23-27. Dr. A. E. Martin.
Bath—Steuben Co. Agrl. Soc. Sept. 20-23. John M. Farr.
Brookport—Monroe Co. Agrl. Soc. Sept. 1-3. Fred H. Shafer.
Brookfield—Madison Co. Agrl. Soc. Sept. 5-8. F. M. Spooner.
Cairo—Greene Co. Agrl. Soc. Aug. 22-25. George W. Squires.
Canton—St. Lawrence Co. Fair Soc. Aug. 30-Sept. 2. Benjamin Hosley.
Cattaraugus—Indian Fair Assn. Sept. 14-17. Morris Jimerson, Box 52, Versailles, N. Y.
Chatham—Columbia Co. Agrl. Soc. Sept. 5-10. Wm. A. Dardess.
Cobleskill—Cobleskill Agrl. Soc. Sept. 19-23. Wm. H. Golding.
Dundee—Dundee Fair Assn. Sept. 27-29. L. R. Haumer.
Dunkirk—Chautauqua Co. Fair. Sept. 5-10. A. L. Pfeiffer.
Ellenville—Ulster Co. Agrl. Soc. Aug. 30-Sept. 2. E. W. Hathaway, Kingston, N. Y.
Elmira—Chemung Co. Agrl. Soc. Sept. 13-17. J. E. Williamson.
Fonda—Montgomery Co. Agrl. Soc. Sept. 5-8. C. Everett Dievendorf, Canajoharie, N. Y.
Gloversville—Fulton-Hamilton Agrl. Soc. Sept. 13-17. C. V. Musgrave.
Hamburg—Erie Co. Agrl. Soc. Aug. 29-Sept. 3. J. C. Newton.
Hudson Falls—Washington Co. Agrl. Soc. Aug. 23-26. Charles D. McCall.
Ithaca—Tompkins Co. Agrl. Assn. Sept. 12-15. Wm. E. Pearson.
Little Valley—Cattaraugus Co. Agrl. Soc. Aug. 22-27. J. W. Watson.
Lockport—Niagara Co. Fair. Sept. 12-17. F. E. Pease, gen. mgr.
Lowville—Lewis Co. Agrl. Soc. Aug. 23-26. M. M. Lyman.
Malone—Franklin Co. Agrl. Soc. Aug. 23-26. Wm. W. King.
Middletown—Orange Co. Agrl. Soc. Aug. 22-27. Alan C. Madden.
Mineola—Mineola Fair. Sept. 13-17. Fred D. Baldwin.
Morris—Morris Fair Assn. Sept. 12-15. Chester T. Backus.
Naples—Naples Union Agrl. Soc. Sept. 8-10. Leon Cornish.
Nassau—Nassau Fair. Aug. 23-26. Chas. C. Poyner.
Norwich—Chenango Co. Agrl. Soc. Aug. 23-26. R. D. Case.
Owego—Tioga Co. Agrl. Soc. Aug. 23-26. Fred G. Frost, Newark Valley, N. Y.
Palmyra—Palmyra Union Agrl. Soc. Sept. 22-24. W. Ray Converse.
Penn Yan—Yates Co. Agrl. Soc. Aug. 30-Sept. 2. Charles M. Watkins.
Rhinebeck—Dutchess Co. Fair. Aug. 30-Sept. 2. Benson R. Frost.
Riverhead—Suffolk Co. Fair. Sept. 20-24. Frank M. Corwin.
Rochester—Rochester Expo. Assn. Sept. 5-10. Wm. B. Boothby, gen. mgr.
Schaghticoke—Rensselaer Co. Agrl. Soc. Sept. 5-8. Farnam P. Caird, Troy, N. Y.
Syracuse—New York State Fair. Sept. 5-10. J. Dan Ackerman, dir.
Trumansburg—Union Agrl. & Hort. Soc. Sept. 5-9. F. E. Hadley.
Vernon—Vernon Agrl. Soc. Sept. 28-Oct. 1. Fred C. Smith.
Walton—Delaware Valley Agrl. Soc. Aug. 30-Sept. 2. Harry McCabe.
Waterloo—Seneca Co. Fair. Aug. 30-Sept. 2. M. P. Sandford.
Watertown—Jefferson Co. Agrl. Soc. Aug. 30-Sept. 2. A. E. Emerson, Dexter, N. Y.
Watkins Glen—Schuyler Co. Agrl. Soc. Sept. 21-23. Melio Hitchcock, Horseheads, N. Y.
Westport—Essex Co. Agrl. Soc. Aug. 23-26. Clark C. Payne.

NORTH CAROLINA.
Apex—West Wake Fair. Oct. 4-7. J. L. Castleberry.
Asheboro—Randolph Co. Fair Assn. Sept. 20-24. C. M. Hayworth.
Asheville—Buncombe Co. Fair & Home-Coming Jubilee. Sept. 19-24. E. W. Pearson, mgr.
Carthage—Moore Co. Fair. Oct. 11-15. O. B. Welch, mgr.
Cherokee—Cherokee Indian Fair Assn. Oct. 4-7. J. L. Walters.
Concord—Cabarrus District Fair. Oct. 14-15. T. N. Spencer.
East Bend—Yadkin Co. Fair Assn. Oct. 11-14. N. G. Hutchens.
Goldboro—Wayne Co. Fair Assn. Week of Oct. 17. W. C. Denmark.
Greensboro—Carolina Fairs, Inc. Sept. 20-24. Garland Daniel, pres.
Hickory—Catawba Fair Assn. Oct. 4-8. John W. Robinson.
Leaksville—Spray—Rockingham Co. Fair Assn. Sept. 12-17. J. L. Clayton, mgr., Leaksville.
Lumberton—Robeson Fair Assn. Week of Oct. 3 or 10. W. O. Thompson.
Mebane—Mebane Six-Counties Fair. Oct. 3-8. C. S. Parnell.
Monroe—Union Co. Fair Assn. Oct. 18-22. M. W. Williams.
North Wilkesboro—Great Wilkes Fair Assn. Sept. 20-23. Genio Cardwell.
Raleigh—North Carolina State Fair. Oct. 10-15. T. B. Smith, secy-mgr.
Reidsville—Reidsville Jubilee Fair. Oct. 10-15. George W. Faucette.
Sallsbury—Rowan Co. Fair Assn. Week of Sept. 26. Paul Whitlock.
Shelby—Cleveland Co. Negro Fair. Oct. 12-15. A. W. Foster.

Spindale—Rutherford Co. Fair. Sept. 20-26. F. E. Patton, Rutherford, N. C.
Spruce Pine—Toe River Fair Assn. Sept. 20-24. W. M. Wiseman.
Washington—Beaufort Co. Fair. Oct. 17-22. Frank W. Millar Jr.
Wendell—East Wake Fair. Oct. 3-7. B. G. Mattox.
Wilmington—Tidewater-Counties Fair. Oct. 17-22. C. W. Hollowbush.
Winston-Salem—Winston-Salem & Forsyth Co. Fair Assn. Oct. 4-8. T. N. Spencer, Concord, N. C.
Youngsville—Youngsville Community Agrl. Fair. Approx. Oct. 10. C. H. Williamson.

NORTH DAKOTA.
Ashley—McIntosh Co. Fair Assn. Sept. 15-17. W. B. Maercklein.
Ellendale—Dickey Co. Fair Assn. Sept. 15-17. A. A. Penn.

OHIO.
Ashland—Ashland Co. Agrl. Soc. Sept. 20-22. C. W. Barton.
Athens—Athens Co. Fair. Aug. 23-26. Frank Biddle.
Attica—Attica Fair Assn. Sept. 27-30. Carl B. Carpenter.
Barlow—Barlow Agrl. & Mechl. Assn. Sept. 29-30. E. Lawton.
Bellefontaine—Logan Co. Agrl. Soc. Oct. 4-7. Don A. Detrick.
Bellevue—Free Fair & Homecoming. Sept. 15-17. Glenn Shaffer, chrm.
Berea—Cuyahoga Co. Agrl. Soc. Sept. 14-16. H. E. Crawford.
Bluffton—Bluffton Agrl. Show. Dec. 7-9. Harry F. Barnes.
Burton—Geauga Co. Agrl. Soc. Sept. 1-5. W. S. Ford.
Cadiz—Harrison Co. Agrl. Soc. Sept. 21-23. Sam F. Dickerson.
Caldwell—Noble Co. Fair. Aug. 31-Sept. 2. O. J. Lorenz.
Canfield—Mahoning Co. Agrl. Soc. Sept. 2-5. E. R. Zeiger.
Carrollton—Carroll Co. Agrl. Soc. Oct. 4-7. J. M. Scott, Harlem Springs, O.
Circleville—Circleville Pumpkin Show Soc. Oct. 5-8. Mack Parrett, Jr.
Columbus—Ohio State Fair. Aug. 29-Sept. 3. Earl H. Hanefeld, dir.
Coshocton—Coshocton Co. Agrl. Soc. Oct. 4-8. C. V. Croy, Dresden, O.
Croton—Hartford Central Agrl. Soc. Sept. 7-9. Perry M. Case.
Dayton—Montgomery Co. Agrl. Board. Sept. 5-8. R. C. Haines.
Delphos—Delphos Tri-County Fair. Aug. 23-27. Art O. Wulthorst.
Dover—Tuscarawas Co. Fair. Oct. 12-13. J. D. Craig.
Eaton—Peeble Co. Agrl. Soc. Sept. 14-16. A. H. Morton, Camden, O.
Elyria—Lorain Co. Agrl. Soc. Sept. 3-6. W. B. Richmond.
Fremont—Sandusky Co. Agrl. Soc. Sept. 13-16. C. A. Hochenadel.
Georgetown—Brown Co. Agrl. Soc. Oct. 4-8. E. A. Quinlan.
Greenville—Darke Co. Agrl. Soc. Aug. 22-26. Bert Huffer, R. R. 5, Union City, Ind.
Hamilton—Butler Co. Agrl. Soc. Sept. 27-30. Wm. M. Brown.
Hicksville—Defiance Co. Agrl. Assn. Sept. 20-24. A. C. Battershell.
Jefferson—Ashtabula Co. Agrl. Soc. Aug. 23-26. E. W. Humphrey, R. 2, Ashtabula, O.
Kinsman—Kinsman Fair Assn. Aug. 23-25. George G. Johnson.
Lancaster—Fairfield Co. Agrl. Soc. Oct. 12-15. F. G. Webb.
Lanon—Warren Co. Agrl. Soc. Sept. 20-23. H. D. Williams.
Lisbon—Columbiana Co. Agrl. Soc. Sept. 13-15. H. E. Marsden.
London—Madison Co. Agrl. Soc. Aug. 23-26. Lamar P. Wilson.
Loudonville—Loudonville Agrl. Soc. (Free Street Fair.) Oct. 4-6. O. K. Address.
Lucasville—Scioto Co. Agrl. Assn. Aug. 23-26. W. F. Gahm, Portsmouth, O.
McArthur—Vinton Co. Agrl. Soc. Sept. 14-17. John Jones.
McConnellsville—Morgan Co. Agrl. Soc. Sept. 13-15. W. W. Barkhurst.
Mansfield—Richland Co. Agrl. Soc. Aug. 23-26. W. H. Shryock.
Marietta—Washington Co. Agrl. Assn. Sept. 5-7. H. B. Goddard.
Marion—Marion Co. Agrl. Soc. Sept. 13-16. O. G. Ritzler.
Marysville—Union Co. Agrl. Soc. Sept. 6-9. W. C. Moore.
Medina—Medina Co. Agrl. Soc. Sept. 13-15. F. M. Plank.
Millersburg—Holmes Co. Agrl. Soc. Sept. 21-24. H. C. Logsdon.
Montpelier—Williams Co. Agrl. Soc. Sept. 13-17. A. C. Hause.
Mount Gilead—Morrow Co. Agrl. Soc. Sept. 27-30. Floyd E. Rhinehart.
Mount Vernon—Knox Co. Agrl. Assn. Aug. 23-26. Carl Poulson.
Napoleon—Henry Co. Agrl. Soc. Aug. 30-Sept. 2. D. C. Brown.
Newark—Licking Co. Agrl. Soc. Aug. 23-26. Earl F. Reeb.
Norwalk—Huron Co. Agrl. Soc. Sept. 6-9. Max M. Phillips.
Old Washington—Guernsey Co. Agrl. Soc. Sept. 27-30. J. F. St. Clair.
Ottawa—Putnam Co. Agrl. Soc. Oct. 4-8. W. H. Tobias, Gilboa, O.
Painesville—Lake Co. Agrl. Soc. Sept. 6-9. Chas. J. Gray.
Paulding—Paulding Co. Agrl. Soc. Aug. 30-Sept. 2. W. R. Mentzer.
Powell—Delaware Co. Agrl. Soc. Aug. 24-26. W. G. McKittrick, R. 5, Delaware, O.
Randolph—Randolph Agrl. Soc. Sept. 30-Oct. 1. H. J. Dibble.
Rock Springs—Meigs Co. Agrl. Soc. Sept. 6-8. Eldon Weeks.
St. Clairsville—Belmont Co. Agrl. Assn. Sept. 14-16. John D. Hays.
Sidney—Shelby Co. Agrl. Soc. Sept. 13-16. Ben O. Harman, Anna, O.
Smithfield—Jefferson Co. Agrl. Soc. Sept. 28-30. J. O. Hayne.
Smyrna—Tri-County Fair Assn. Sept. 6-8. Charlie Hibbs, Piedmont, O.
Somerset—Somerset Pumpkin Show & Agrl. Assn. Sept. 28-Oct. 1. A. W. King.
Tiffin—Seneca Co. Agrl. Soc. Aug. 23-26. C. B. Stewart.
Toledo—Lucas Co. Agrl. Soc. Aug. 23-25. Chas. Glann, 411 Michigan st.
Upper Sandusky—Wyandot Co. Agrl. Soc. Sept. 13-16. Ira T. Matteson.
Van Wert—Van Wert Co. Agrl. Soc. Sept. 5-9. N. E. Stuckey.
Wapakoneta—Auglaize Co. Agrl. Soc. Aug. 28-Sept. 2. C. C. Zofkie.

Warren—Trumbull Co. Agrl. Soc. Aug. 24-26. Dr. George M. Boone.
Wauseon—Fulton Co. Agrl. Soc. Sept. 6-9. Orlo Whittecar.
Wellington—Wellington Agrl. Fair. Aug. 23-25. L. G. Bradstock.
West Union—Adams Co. Agrl. Soc. Sept. 6-9. A. E. Johnson.
Wooster—Wayne Co. Agrl. Soc. Sept. 27-30. W. J. Buss.

OKLAHOMA.

Anadarko—Caddo Co. Free Fair. Sept. 14-17. E. T. Cook.
Ardmore—Southern Oklahoma & Carter Co. Free Fair. Sept. 12-17. George L. Dyer.
Binger—Binger Free Fair Assn. Sept. 8-10. Homer Thomas.
Blackwell—Kay Co. Free Fair Assn. Sept. 14-17. E. H. Martin.
Boise City—Cimarron Co. Free Fair Assn. Oct. 6-8. Wm. E. Baker.
Bristow—Creek Co. Free Fair Assn. Sept. 13-16. J. E. Nichol.
Canton—Canton Fair-Rodeo. Sept. 3-5. Troy Stansbury.
Carnegie—Caddo Co. Free Fair. Sept. 7-9. C. A. Pletcher.
Craterville Park—State Indian Fair Assn. Aug. 25-27. Herman Asenap.
Cushing—Cushing District Free Fair. Sept. 1-3. B. H. Schlegel.
Dewey—Washington Co. Free Fair. Sept. 13-16. Mrs. Sam Watt.
Dover—Dover Free Fair Assn. Sept. 1-3. J. W. Gramlich.
Elk City—Beckham Co. Fair Assn. Sept. 16-19.
Guymon—Texas Co. Free Fair. Oct. 11-14. Walter W. Kennedy.
Henryetta—Henryetta District Fair. Sept. 7-10. Leon J. McDonald.
Holdenville—Hughes Co. Free Fair. Sept. 13-16. James W. Rodgers.
Hugo—Choctaw Co. Free Fair Assn. Week of Sept. 19 (tentative). W. E. Schooler.
Hydro—Hydro District Free Fair. Sept. 8-10. Mrs. Lulu G. Thralls.
Idabel—McCurtain Co. Free Fair Assn. Sept. 7-10. S. B. West.
Jay—Delaware Co. Fair. Sept. 13-15. S. A. Simpson.
Madill—Marshall Co. Free Fair Assn. Sept. 7-10. M. E. Ewing.
Muskogee—Free Oklahoma State Fair. Oct. 1-8. Ethel Murray Simonds.
Newkirk—Kay Co. Free Fair. Sept. 14-17. E. H. Martin.
Oklahoma City—Okla. State Fair & Expo. Sept. 24-Oct. 1. Ralph T. Hemphill.
Oklahoma City—Okla. Co. Free Fair Assn. Sept. 19-21. A. T. Burge.
Pawhuska—Osage Co. Fair. Sept. 13-16. W. Cromwell.
Poteau—LeFlore Co. Free Fair. Sept. 22-24. C. C. Garrett.
Stillwater—Payne Co. Free Fair Assn. Sept. 19-21. W. A. Adams.
Talihina—Kiamichi Valley Free Fair. Sept. 15-17. W. E. Ward.
Tulsa—Tulsa State Fair. Sept. 17-24. John T. Kramer.
Wewoka—Seminole Co. Free Fair. Sept. 7-10. C. S. Sullivan.
Wilson—Wilson Free Fair Assn. Sept. 7-9. Arleigh Davis.

OREGON.

Canby—Clackamas Co. Fair. Sept. 20-23. H. W. Kanne, Oregon City, Ore.
Condon—Gilliam Co. Fair Assn. Sept. 22-24. John P. Hess.
Grants Pass—Josephine Co. Fair Assn. Sept. 7-10. F. G. Roper.
Gresham—Portland Inter-State Fair. Aug. 30-Sept. 5. A. H. Lea, 310 Oregon Bldg., Portland.
La Grange—Union Co. Fair. Sept. 20-21. W. K. Gekaler.
Myrtle Point—Coos & Curry Co. Fair. Sept. 21-24. L. H. Pearce.
Ontario—Malheur Co. Agrl. Assn. Aug. 25-27. O. D. Dearborn.
Portland—Pacific Internatl. Livestock Expo. Oct. 22-29. O. M. Plummer.
Redmond—Deschutes Co. Fair Assn. Sept. 22-24. N. A. Burdick.
St. Helens—Columbia Co. Fair Assn. Sept. 1-3. Clyde M. Watson.
Salem—Oregon State Fair. Sept. 26-Oct. 1. Ella S. Wilson.
Tillamook—Tillamook Co. Fair. Aug. 24-27. C. H. Bergstrom.

PENNSYLVANIA

Allentown—Lehigh Co. Agrl. Soc. Sept. 18-23. M. H. Beary.
Arendtsville—South Mountain Fair Assn. Sept. 13-17. A. D. Sheely.
Athens—Interstate Fair. Sept. 7-10. Chas. E. Mills.
Bedford—Bedford Co. Fair Assn. Sept. 5-8. A. C. Brice.
Bloomsburg—Bloomsburg Fair. Sept. 27-Oct. 1. Harry B. Correll.
Brookville—Jefferson Co. Agrl. Assn. Sept. 5-10. John W. Conrad.
Burgittstown—Union Agrl. Assn. Oct. 4-6. J. L. McGough.
Centre Hall—Grange Encampment & Centre Co. Fair. Aug. 27-Sept. 2. Mrs. Edith S. Dale, State College, Pa.
Clarion—Clarion Fair Assn. Aug. 23-26. R. B. Keck.
Cochranon—Cochranon Community Fair Assn. Sept. 22-24. A. N. Shaffer.
Conneautville—Community Fair Assn. Sept. 22-24. G. A. Enders.
Conneaut Lake—Crawford Co. Fair Assn. Week of Sept. 26. M. W. Williams, Meadville, Pa.
Cookport—Cookport Fair Assn. Sept. 22-24. Don S. McCoy, Commodore, Pa.
Dayton—Dayton Agrl. Assn. Sept. 13-16. J. R. Borland.
Dawson—Fayette Co. Fair Assn. Sept. 26-Oct. 1. George G. Cochran.
Doylestown—Doylestown Fair. Sept. 27-Oct. 1. J. Allen Gady.
Edinboro—Edinboro Community Agrl. Assn. Sept. 29-Oct. 1. B. E. Decker.
Forksville—Sullivan Co. Agrl. Soc. Sept. 28-Oct. 1. Eugene Avery, Eldredsville, Pa.
Franklin—Venango Co. Farmers' Assn. Oct. 19-21. C. D. Sutton.
Gratz—Gratz Fair Assn. Sept. 20-23. Guy R. Klinger.
Harford—Harford Agrl. Soc. Sept. 7-9. O. F. Maynard.
Hatfield—Montgomery Co. Agrl. Assn. Sept. 5-10. Allen Lord.

Honesdale—Wayne Co. Agrl. Soc. Sept. 20-23. E. W. Gammell.
 Hughesville—Lycum Co. Fair Assn. Oct. 4-8. Edward E. Frontz.
 Huntington—Huntingdon Co. Agrl. Assn. Aug. 30-Sept. 2. C. S. Whittaker, R. D. Alexandria.
 Jennerstown—Jenner Fair Assn. Sept. 13-16. Waldo E. Buechley, Stoyestown, Pa.
 Leighton—Leighton Fair. Sept. 27-Oct. 1. Wm. J. Zahn.
 Lewisburg—Union Co. Agrl. Soc. Oct. 11-14. Wm. J. Brown.
 Lewistown—Lewistown Fair Assn. Aug. 22-27. S. B. Russell.
 Linesville—Linesville Community Fair Assn. Sept. 20-22. Thomas F. Collins.
 McConnellsbury—Fulton Co. Fair Assn. Sept. 20-23. Glenn R. Spangler.
 Mansfield—Smythe Park Assn. Sept. 21-24. F. H. Marvin.
 Mechanicburg—Grangers (Fair) Picnic. Aug. 30-Sept. 5. Alva M. Richwine.
 Mercer—Mercer Central Agrl. Soc. Sept. 13-15. J. P. Orr.
 Montrose—Susquehanna Co. Agrl. Soc. Aug. 24-26. John F. Mahon.
 New Castle—New Castle Agrl. Assn. Sept. 20-22. A. C. Shoaf.
 Newfoundland—Greene Dreher Community Fair Assn. Sept. 15-17. W. B. Frisbie.
 Newport—Perry Co. Agrl. Soc. Sept. 13-15. M. L. Ritter.
 Newville—Mifflin Agrl. Assn. Sept. 13-16. A. E. Miller.
 North East—North East Community Fair Assn. Sept. 28-Oct. 1. J. Wayne Haskell.
 Port Royal—Juniata Co. Agrl. Soc. Aug. 30-Sept. 3. J. H. Book.
 Pottsville—Schuylkill Co. Fair. Sept. 5-9. Chas. P. Hoffman.
 Quakertown—Bucks Co. Agrl. Soc. Aug. 23-27. Claude S. Hillegass.
 Reading—Reading Fair. Sept. 13-17. Chas. W. Swoyer.
 Red Lion—Red Lion Gala Week Fair. Aug. 22-27. R. M. Spangler.
 Smethport—McKean Co. Fair Assn. Sept. 5-8. Daniel Bacon.
 Stewartstown—Stewartstown Agrl. Assn. Sept. 14-17. W. H. Ebaugh.
 Stoneboro—Great Stoneboro Fair. Sept. 2-5. W. B. Parker.
 Sugar Grove—Community Fair Assn. Sept. 15-17. T. R. Sponsler.
 Towanda—Bradford Co. Agrl. Soc. Aug. 29-Sept. 3. Karl D. Shiner.
 Townville—Townville Community Fair Assn. Sept. 22-24. J. Bumgardner.
 Troy—Troy Agrl. Soc. Sept. 6-9. H. P. Holcombe.
 Tunkhannock—Wyoming Co. Fair Assn. Sept. 13-16. Percy H. Brunges.
 Watsburg—Watsburg Agrl. Aug. 30-Sept. 2. H. M. Burrows.
 Waynesburg—Waynesburg Fair Assn. Sept. 13-16. Ambrose Bradley.
 West Alexander—West Alexander Agrl. Assn. Sept. 13-15. E. A. Chambers.
 Westfield—Westfield Fair. Aug. 30-Sept. 2. G. B. Clark.
 York—York Fair. Oct. 4-8. John H. Rutter.

RHODE ISLAND.

Burrillville—Providence Co. Agrl. Assn. Sept. 8-10. Martin S. Smith, North Scituate, R. I.
 Fiskeville—Pawtuxet Valley Agrl. Assn. Sept. 21-24. Cora Henry, W. Warwick, R. I.
 Kingston—Washington Co. Agrl. Assn. Aug. 31-Sept. 3. A. W. Stedman, Wakefield, R. I.
 Portsmouth—Newport Co. Agrl. Soc. Sept. 7-10. Sumner D. Hollis, 278 Federal Bldg., Newport, R. I.

SOUTH CAROLINA.

Anderson—Anderson Fair. Nov. 1-5. J. A. Mitchell.
 Anderson—Anderson Colored Fair Assn. Nov. 8-12. S. C. Perry.
 Charleston—Charleston Agrl. Assn. Oct. 31-Nov. 5. W. M. Frampton, mgr.
 Chesterfield—Chesterfield Co. Fair. Week of Oct. 17.
 Columbia—South Carolina State Fair. Oct. 17-22. Paul V. Moore.
 Dillon—Dillon Co. Fair. Last week in Oct.
 Joe C. Davis.
 Florence—Dee Fair Assn. Oct. 31-Nov. 3. E. D. Sallenger.
 Greenville—Greenville Fair. Sept. 10-15. C. A. Abbott, mgr.
 Greer—Greenville Co. Fair. Oct. 11-15. C. A. Herlong.
 Newberry—Newberry Co. Fair. Oct. 25-28. J. P. Moon.
 Orangeburg—Orangeburg Co. Fair Assn. Oct. 25-28. J. M. Hughes.
 Orangeburg—Orangeburg Co. Colored Fair Assn. Oct. 12-14. W. C. Lewis.
 Owings—Mt. Carmel Agrl. & Stock Show. Nov. 9-12. R. L. M. Saxon.
 Rock Hill—York Co. Fair Assn. Week of Oct. 10. Miss F. M. Fewell.
 Spartanburg—Spartanburg Co. Fair Assn. Oct. 25-29. J. P. Feilder.
 Sumter—Sumter Co. Fair. Oct. 24-29. J. Cliff Brown.
 Walterboro—Colleton Co. Fair Assn. Nov. 1-4. W. W. Smoak.
 York—York Co. Colored Fair. Oct. 25-29. W. G. McKnight.

SOUTH DAKOTA.

Aberdeen—Tri-State Fair Assn. Sept. 5-10. H. J. Tallman.
 Blunt—Hughes Co. Fair. Sept. 1-3. Mrs. Grayce Glans.
 Buffalo Gap—Buffalo Gap Fair Assn. Sept. 1-3. F. H. Tower.
 Camp Crook—Harding Co. Fair. Sept. 15-16. Roy Van Dewulser.
 Clear Lake—Deuel Co. Fair Assn. Sept. 7-9. Fred Seeger.
 Edgemont—Fall River Co. Fair. Aug. 29-31. M. H. Rosellus.
 Eureka—McPherson—Campbell Agrl. Soc. Sept. 2-3. Walter F. Broich, mgr.
 Faith—Faith Fair Assn. Aug. 25-27. Margaret Joyce.
 Fort Pierre—Stanley Co. Fair. Sept. 1-3. G. E. Sumner.
 Garrettsburg—Garrettsburg Fair Assn. Sept. 15-17. N. S. Ekberg.
 Huron—South Dakota State Fair. Sept. 12-16. John F. White.
 Kimball—Brule Co. Fair Assn. Sept. 1-3. Martin Arntsen.
 Lemmon—Interstate Fair Assn. Sept. 8-10. W. W. Robertson.
 McLaughlin—Anderson Co. Fair Assn. Sept. 1-3 (if fair is held). C. Christenson.
 Mitchell—Corn Palace Festival. Sept. 26-Oct. 1. Carl Rolston.

Murdo—Jones Co. Fair. Sept. 1-3. F. J. Carpenter.
 Nisland—Butte Co. Fair. Sept. 1-3. A. D. Ellison, Belle Fourche, S. D.
 Onida—Sully Co. Fair. Aug. 25-27. U. J. Norgaard.
 Parker—Turner Co. Fair Assn. Aug. 29-31. V. L. Gotthelf.
 Rapid City—Western S. D. Fair & Alfalfa Palace. Sept. 5-7. R. L. Bronson.
 Sioux Falls—Minnehaha Co. Fair. Sept. 5-7. George Hinsvark, Renner, S. D.
 Tripp—Hutchinson Co. Fair Assn. Sept. 6-9. R. T. Hirsch.
 Vermilion—Clay Co. Fair Assn. Aug. 30-Sept. 1.
 Winner—All-Rosebud Fair. Sept. 8-10. M. A. Schonebaum.

TENNESSEE.

Alamo—Crockett Co. Fair Assn. Sept. 19-24. F. D. Jeter.
 Alexandria—DeKalb Co. Fair. Aug. 31-Sept. 3. Rob Roy.
 Brighton—Tipton Co. Fair. Sept. 22-23. M. E. Hill.
 Camden—Benton Co. Fair Assn. Oct. 13-15. R. L. Davis.
 Centerville—Hickman Co. Fair Assn. Oct. 5-8. F. C. Adair.
 Clarksville—Montgomery Co. Fair. Oct. 7-8. Mrs. Vernon Ussery.
 Clinton—Anderson Co. Fair. Sept. 6-10. Address Secy.—mgr. Newport, Tenn. Fair.
 Columbia—Middle Tenn. District Fair. Sept. 12-17. George L. Buchnau.
 Cookeville—Putnam Co. Fair. Sept. 8-10. O. D. Massa.
 Deer Lodge—Morgan Co. Fair Assn. Sept. 20-23. Nicholas Jacks, Lancing, Tenn.
 Dover—Stewart Co. Fair. Sept. 30-Oct. 1. T. R. Martin.
 Erin—Houston Co. Fair. Oct. 13-15. J. A. Richardson.
 Franklin—Williamson Co. Fair. Sept. 17. W. H. Rochester.
 Gallatin—Sumner Co. (Colored) Fair Assn. Aug. 25-27. Edw. V. Anthony.
 Gatlinburg—Sevier Co. Fair. Oct. 9. Eva L. Hathaway.
 Greeneville—Greene Co. Fair. Oct. 5-7. H. E. Holland.
 Jackson—West Tenn. District Fair. Sept. 12-17. W. F. Barry.
 Jackson—Madison Co. A. & M. Fair Assn. Sept. 20-24. J. E. McNeely.
 Johnson City—Appalachian Tri-State Fair Assn. Sept. 12-17. Carroll E. King.
 Knoxville—East Tenn. Division Fair. Sept. 26-Oct. 1. H. D. Faust.
 LaFollette—Tri-County Fair Assn. Aug. 31-Sept. 3. Pat W. Kerr.
 Lawrenceburg—Lawrence Co. District Fair. Oct. 3-8. E. R. Braly.
 Lebanon—Wilson Co. Fair Assn. Sept. 14-17. A. W. McCartney.
 Lexington—Henderson Co. Fair Assn. Sept. 26-Oct. 1. A. S. Montgomery, pres.
 Linden—Perry Co. Fair Assn. Sept. 30-Oct. 1. Beulah Tucker.
 Lynchburg—Moore Co. Fair. Sept. 10. R. W. Sweeney.
 McMinnville—Warren Co. Fair. Sept. 8-10. C. D. Walling.
 Manchester—Coffee Co. Free Fair. Sept. 22-24. W. J. Crowder.
 Memphis—Colored Tri-State Fair Assn. Oct. 6-8. Dr. L. G. Patterson.
 Memphis—Mid-South Fair. Sept. 25-Oct. 1. Frank D. Fuller.
 Nashville—Tennessee State Fair. Sept. 19-24. J. W. Russwurm.
 Newbern—Dyer Co. Fair Assn. Oct. 6-8. E. H. Shuck.
 Newport—Appalachian Fair Assn. Sept. 13-17. Address Secy.—mgr.
 Oneida—Scott Co. Fair. Sept. 19. E. C. Terry.
 Piney Flats—Sullivan Co. Fair. Sept. 8-10. J. A. Anderson & G. R. Price, mgrs., Box 96.
 Pleasant View—Cheatham Co. Fair. Oct. 20-21. Mrs. A. G. Morris.
 Portland—Sumner-Portland Community Fair. Oct. 7-8. Mrs. H. L. W. Hill.
 Rogersville—Hawkins-Hancock Co. Fair. Sept. 7-10. Robert F. Southern.
 Santa Fe—Maury Co. Fair. Sept. 16-17. F. S. Wade.
 Shelbyville—Bedford Co. Fair. Sept. 30-Oct. 1. Thos. L. Thompson, gen. mgr.
 Somerville—Fayette Co. Fair. Sept. 22-24. Roy C. Coleson.
 Sparta—White Co. Fair. Sept. 15-17. M. C. Wallace.
 Spencer—Van Buren Co. Fair. Sept. 30-Oct. 1. Ella B. Worthington, Creek, Tenn.
 Tellico Plains—Talequah Indian Fair. Oct. 4-8. J. D. Humphries.
 Tracy City—Grundy Co. Fair Assn. Sept. 1-3. R. L. Crouch.
 Trenton—Gibson Co. Fair. Sept. 7-10. Jno. R. Wade.
 Union City—Obion Co. Fair. First Week in Sept. C. P. Merryman.
 Waynesboro—Wayne Co. Fair. Sept. 27-Oct. 1. T. B. Garth.

TEXAS.

Ablene—West Texas Fair. Sept. 26-Oct. 1. T. N. Carswell.
 Amarillo—Tri-State Fair. Sept. 19-24. Avery Rush.
 Athens—East Texas Cotton Palace. Sept. 12-17. J. O. Moosberg.
 Ballinger—Runnels Co. Fair Assn. Oct. 4-8. J. D. Motley.
 Beaumont—South Texas State Fair. Nov. 3-11. L. B. Herring Jr.
 Beeville—Bee Co. Fair Assn. Sept. 21-24. E. M. Quinn.
 Bellville—Austin Co. Fair Assn. Sept. 28-Oct. 1. L. A. Machemehl Jr.
 Boerne—Kendall Co. Fair Assn. Aug. 26-28. W. E. Jamensch.
 Bonham—Fannin Co. Fair. Sept. 28-Oct. 3. L. K. Crawford.
 Bowie—Bowie Fair Assn. Oct. 6-8. Melvin Crup.
 Brenham—Washington Co. Fair Assn. Oct. 12-14. Julius Fischer.
 Bryan—American Legion Free Fair. Oct. 20-22. A. B. Ford.
 Conroe—Montgomery Co. Fair. Sept. 28-Oct. 1. W. I. Glass.
 Dallas—State Fair of Texas. Oct. 8-23. Roy Rupard.
 Denton—Denton Co. Agrl. Assn. Oct. 4-8. J. H. Russell.
 Dublin—Dublin Free Fall Fair. Sept. 8-10. D. R. Franks.
 Eastland—Central West Texas Fair. Sept. 21-24. Dr. H. B. Tanner.

Ennis—Ellis Co. Fair. Oct. 3-8. Ed Keever.
 Flatonia—Flatonia Fair Assn. Sept. 15-18. M. Fernau, jr., mgr.
 Floresville—Wilson Co. Fair Assn. Oct. 19-22. E. D. Beck.
 Franklin—Robertson Co. Fair. Nov. 3-5. Horace Holden.
 Gainesville—Cooke Co. Fair. Aug. 31-Sept. 5. Claude Jones.
 Gonzales—Gonzales Co. Fair Assn. Oct. 4-8. Claude Holley.
 Grapeland—North Houston Co. Fair. Sept. 15-17. Leon Anderson.
 Greenville—Hunt Co. Fair. Sept. 26-Oct. 1. J. F. Nichols.
 Harlingen—Valley Mid-Winter Free Fair Assn. Nov. 19-27. A. L. Brooks.
 Hondo—Medina Co. Fair Assn. Nov. 10-11. C. M. Merritt.
 Huntsville—Walker Co. Fair Assn. Oct. 5-8. Ann R. Standley.
 Jasper—Jasper Co. Fair Assn. Oct. 18-22. Gilbert Adams.
 Jefferson—Marion Co. Fair Assn. Sept. —. John H. Erickson.
 LaGrange—Fayette Co. Fair Assn. Oct. 6-9. George Hausler.
 Liberty—Liberty Co. Fair Assn. Oct. 13-15. M. T. Karkowski.
 Linden—Cass Co. Fair. Sept. 28-Oct. 1. F. B. Sullivan.
 Longview—East Texas Exhn. Assn. Sept. 12-17. M. D. Abernathy, mgr.; L. A. Sessums, secy.
 Lubbock—Panhandle South Plains Fair Assn. Sept. 26-Oct. 1. A. B. Davis.
 Lufkin—Angelina Co. Fair Assn. Sept. —. Dr. T. A. Taylor, pres.
 McKinney—Collin Co. Free Fair. Sept. 19-22. W. Hammond Moore.
 Marshall—Central East Texas Fair Assn. Oct. 3-8. M. R. Martin.
 Mineral Wells—Palo Pinto Co. Fair Assn. Sept. 28-Oct. 1. George D. Barber.
 Mount Pleasant—Titus Co. Fair Assn. Sept. 27-Oct. 1. Sam Williams.
 New Boston—near Texarkana—Fair. Sept. 27-Oct. 1. M. E. Melton, Texarkana.
 Nixon—Nixon Fair Assn. Sept. 14-17. T. C. Cobb.
 Palestine—Texas Fruit Palace. Sept. 19-24. Tim O'Connell.
 Paris—Lamar Co. Fair Assn. Sept. 19-24. J. M. Caviness.
 Pearsall—Winter Garden Fair. Nov. 9-12. N. H. Hunt.
 Pleasanton—Atascosa Co. Fair Assn. Aug. 31-Sept. 3. Hollis Smith.
 Rusk—Cherokee Co. Fair. Sept. 27-Oct. 1. D. B. Lawson.
 Seguin—Gaudalup Co. Fair Assn. Sept. 27-30. George J. Kempen.
 Sherman—Red River Valley Fair. Oct. 3-8. Frank Thompson.
 Tyler—East Texas Fair Assn. Sept. 26-Oct. 1. Russell S. Rhodes.
 Victoria—Victoria District Fair Assn. Oct. 12-15. G. A. Pringle.
 Wharton—Wharton Co. Fair Assn. Sept. 20-24. H. C. Coppenhaver.
 Yorktown—Yorktown Fair Assn. Oct. 19-21. Paul A. Schmidt.

UTAH.

Brigham City—Peach Day. Sept. 16-17. W. L. Holst, mgr.
 Heber—Wasatch Co. Fair. Sept. 1-2. Russell Keetch.
 Manti—Sanpete Co. Fair Assn. Sept. 8-10. Glen A. Jensen.
 Morgan—Morgan Co. Fair. Sept. 8-10. Richard T. Fry.
 Nephi—Juab Co. Fair Assn. Sept. 15-17. Joel Taylor.
 Ogden—Ogden Livestock Show. Jan. 6-12. Reed W. Warnick.
 Provo—Utah Co. Fair Assn. Sept. 22-24. Jos. Anderson, mgr.
 Randolph—Rich Co. Fair. Sept. 6-7. Lawrence Johnson.
 Salt Lake City—Utah State Fair. Oct. 1-8. E. S. Holmes, mgr.; Martha E. Gibbs, secy.
 Tooele—Tooele Co. Fair. Sept. 24.
 Tremonton—Box Elder Co. Fair Assn. Sept. 1-3. C. J. Dewey.

VERMONT.

Barton—Orleans Co. Fair. Aug. 23-25. F. C. Brown.
 Essex Junction—Champlain Valley Expo. Aug. 29-Sept. 3. C. H. Mower, mgr., Burlington.
 Manchester Center—Manchester Fair. Sept. 13-15. H. D. Giddings, mgr.
 Rutland—Rutland Fair. Sept. 5-10. F. S. Nicholson.
 Tunbridge—Union Agrl. Soc. Sept. 20-22. Edw. R. Flint.
 Woodstock—Shenandoah Co. Fair Assn. Sept. 13-16. J. W. Bailey.

VIRGINIA.

Amherst—Amherst Co. Fair Assn. Oct. 4-7. Thos. Whitehead.
 Appomattox—Great Appomattox Fair. Sept. 20-24. J. C. Caldwell.
 Bedford—Bedford Co. Fair Assn. Sept. 27-30. J. Callaway Brown.
 Clintwood—Farmers' Fair Assn. Sept. 15-17. C. J. Mullins.
 Covington—Alleghany Co. Fair Assn. Sept. 13-17. Thos. B. McCaleb.
 Culpepper—Culpepper Fair Assn. Sept. 5-7. G. W. Norris.
 Dungannon—Scott Co. Fair Assn. Probably Sept. 22-24. H. L. Stallard.
 Emporia—Emporia Fair Assn. Oct. 11-14. B. M. Garner.
 Fairfax—Fairfax Co. Fair Assn. Sept. 9-10. Robert D. Graham.
 Fredericksburg—Fredericksburg Fair Assn. Sept. 20-23. H. K. Sweetser.
 Galax—Galax Fair Assn. Sept. 12-16. W. C. Roberson.
 Keller—Eastern Shore Agrl. Fair Assn. Aug. 29-Sept. 3. H. E. Mears.
 Kilmarnock—Chesapeake Fair Assn. Nov. 8-11. A. Noblett.
 Lexington—Rockbridge Co. Fair. Sept. 19-23. Edward T. Robinson.
 Madison—Madison Co. Fair Assn. Oct. 12-14. E. V. Breeden, mgr.
 Martinsville—Henry Co. Fair Assn. Oct. 4-7. A. L. Tuggle.
 Newport News—Peninsular Agrl. Fair Assn. (Colored). Sept. 5-10. John Jeeter.
 Orange—Seven-County Fair Assn. Sept. 27-30. E. V. Breeden.
 Pearisburg—Giles Co. Fair Assn. Sept. 6-9. C. R. Adair, Narrows, Va.
 Petersburg—Petersburg Fair Assn. Oct. 10-15. R. W. Eanes.
 Richmond—Virginia State Fair. Oct. 3-8. Charles A. Somma.
 Rocky Mount—Franklin Co. Fair Assn. Sept. 27-Oct. 1. H. F. Fralin.

Shipman—Nelson Co. Fair Assn. Oct. 11-14. P. T. Brittle.
 South Boston—Halifax Co. Fair Assn. Oct. 18-21. W. W. Wilkins.
 Staunton—Staunton Fair. Sept. 5-10. C. B. Ralston.
 Staunton—West Staunton Colored Fair. Aug. 22-27. Chas. Spears, R. 1, Box 99.
 Suffolk—Four-County Fair Assn. Oct. 18-22. Mrs. Lem P. Jordan.
 Suffolk—Tidewater (Colored) Fair Assn. Oct. 18-21. W. H. Crocker.
 Tazewell—Tazewell Fair Assn. Aug. 23-27. C. H. Perry, Jr.
 Woodstock—Windsor Co. Fair. Aug. 23-25. Edwin R. Shepard.

WASHINGTON.

Centralia—Chehalis—Southwest Wash. Fair. Aug. 23-28. R. R. Somerville, Chehalis.
 Ellensburg—Kittitas Co. Fair Assn. Sept. 3-5. Boynton Dodge.
 Lynden—Northwest Wash. Fair Assn. Sept. 2-3. Dan P. Stearns.
 Oroville—Okanogan Co. Fair. Sept. 3-5. Port Angeles—Clallam Co. Fair. Sept. 1-3. F. R. Beahan.
 Puyallup—Western Wash. Fair Assn. Sept. 19-25. W. A. Linklater, mgr.
 Walla Walla—Walla Walla Fair Assn. Sept. 1-3.

Yakima—Washington State Fair. Sept. 12-17.

G. Dowe McQueen, secy-mgr.

WEST VIRGINIA.

Ceredo—Wayne Co. Fair. Sept. 14-17. J. J. Billups.
 Charleston—Kenawha Expo. & State 4-H Fair. Sept. 24-Oct. 3. M. J. Simms.
 Chester—Hancock Co. Fair. Sept. 1-3. Walter Gumble.
 Glenview—Gilmer Co. Fair. Sept. 26-29. Asa Crites, Tanner, W. Va.
 Helvetia—Helvetia Fair Assn. Sept. 14-16. Mrs. James McNeal.
 Marlinton—Pocahontas Co. Fair. Aug. 22-26. Z. S. Smith.
 Moundsville—Marshall Co. Fair. Sept. 5-7.
 Parsons—Tucker Co. Fair Assn. Sept. 12-17. L. W. Sturm.
 Pennsboro—Richie Co. Fair Assn. Aug. 30-Sept. 2. H. J. Scott.
 Petersburg—Tri-Co. Co-Op. Fair Assn. Sept. 23-30. C. L. Stickler.
 Philippi—Barbour Co. Fair Assn. Sept. 22-24. M. B. Smith.
 Point Pleasant—Mason Co. Fair Assn. Sept. 5-8. O. D. White.
 Princeton—Mercer Co. Fair. Aug. 23-26. John M. Bailey, Athens, W. Va.
 Ripley—Jackson Co. Fair. Aug. 24-27. Dr. W. E. Casto.
 Ronceverte—Greenbrier Valley Fair. Aug. 20-Sept. 2. W. L. Tabscott, Lewisburg.
 Sherpherdstown—Morgans Grove Fair. Aug. 31-Sept. 2. A. W. Billmyer.
 Sutton—Braxton Co. Fair Assn. Sept. 13-16. John B. Fox.
 Weston (Jackson Mills)—Jackson Mills Fair Assn. Sept. 20-23. Russell H. Gist, Clarksburg.
 Wheeling—West Virginia Expo. & State Fair Assn. Sept. 5-10. Carl G. Bachmann, receiver.

WISCONSIN.

Athens—Athens Adv. & Agrl. Assn. Sept. 13-15. A. W. Braun.
 Beaver Dam—Dodge Co. Fair Assn. Sept. 26-30. J. F. Malone.
 Black River Falls—Jackson Co. Agrl. Soc. Sept. 11-14. Ed P. Nemec.
 Bloomington—Blakes Prairie Agrl. Soc. Sept. 7-9. H. L. Pohle.
 Boscobel—Boscobel Agrl. Assn. Aug. 23-25. H. A. Lewis.
 Cranston—Forest Co. Agrl. Soc. Sept. 6-9. Ray M. Ritter.
 Eagle River—Vilas Co. Agrl. Soc. Sept. 1-3. Chas. A. Bethke.
 Elkhorn—Walworth Co. Agrl. Soc. Sept. 5-9. Ora P. Taylor.
 Ellsworth—Pierce Co. Fair. Sept. 13-16. O. A. Halls.
 Galesville—Trempealeau Co. Agrl. Soc. Aug. 22-25. Alfred N. Sageau.
 Grantsburg—Burnett Co. Agrl. Soc. Aug. 31-Sept. 2. J. H. Jensen.
 Green Bay—DePere—Brown Co. Agrl. & Fair Assn. Aug. 27-30. John Greenwood, Green Bay.
 Hayward—Sawyer Co. Fair Assn. Sept. 2-5. R. E. Wittwer.
 Hortonville—Outagamie Co. Agrl. Soc. Sept. 2-4. Milford L. Steffen.
 Iron River—Bayfield Co. Fair Assn. Sept. 9-12. John L. MacRae.
 Janesville—Rock Co. 4-H Fair & Live-Stock Expo. Aug. 23-25. R. T. Glasco.
 Jefferson—Jefferson Co. Agrl. Soc. Sept. 16-18. Ernst Nass.
 La Crosse—Interstate Fair. Sept. 20-23. C. S. Van Auken.
 Ladysmith—Rusk Co. Agrl. Soc. Sept. 19-22. H. W. True.
 Lodi—Lodi Union Agrl. Soc. Sept. 6-8. G. E. Bissell.
 Luxemburg—Kewaunee Co. Fair. Sept. 3-5. Julius Cahn.
 Manitowoc—Manitowoc Co. Fair. Aug. 22-26. George W. Kiel.
 Marshfield—Central Wis. State Fair Assn. Sept. 5-9. E. R. Williams.
 Mauston—Juneau Co. Agrl. Soc. Aug. 22-26. W. F. Winsor.
 Medford—Taylor Co. Fair Assn. Assn. Sept. 3-6. P. C. Schmoldt.
 Menominee—Dunn Co. Agrl. Soc. Aug. 24-27. R. C. Swanson.
 Milwaukee—Wisconsin State Fair. Aug. 28-Sept. 2. Ralph E. Ammon, Madison, Wis.
 Merrill—Lincoln Co. Free Fair. Aug. 29-Sept. 2. Orley Beck.
 Oshkosh—Winnebago Co. Fair & Expo. Sept. 19-23. Taylor G. Brown.
 Phillips—Price Co. Agrl. Soc. Sept. 6-9. G. E. Bliese.
 Portage—Columbia Co. Fair Assn. Sept. 13-16. Chas. Funk.
 Rhinelander—Oneida Co. Fair. Sept. 3-6. J. M. Reed.
 Richland Center—Richland Co. Fair. Sept. 20-23. E. C. Stewart.
 Rosholt—Rosholt Free Community Fair Assn. Sept. 5-8. Lester Peterson.
 St. Croix Falls—Polk Co. Fair Soc. Aug. 24-27. D. A. Young.
 Shawano—Shawano Co. Agrl. Assn. Sept. 6-9. Louis W. Cattau.
 Spooner—Washburn Co. Fair Assn. Aug. 30-Sept. 1. W. C. Crocker.
 Sturgeon Bay—Door Co. Fair Assn. Aug. 28-29. B. F. Rusy.
 Union Grove—Racine Co. Agrl. Soc. Sept. 13-15. E. A. Polley, Rochester, Wis.

Viroqua—Vernon Co. Agrl. Soc. Sept. 27-30. J. E. Dickson.
Wausaukee—Marquette Co. Fair Assn. Sept. 8-11. Charles B. Drewry, Marquette.
Wautoma—Waushara Co. Agrl. Soc. Sept. 13-15. Chas. T. Taylor.
Webster—Central Burnett Co. Fair Assn. Sept. 8-10. R. E. Krause.
West Bend—Washington Co. Agrl. Soc. Sept. 16-18. E. D. Byrns.
Westfield—Marquette Co. Fair. Sept. 6-9. W. P. Fuller.
Weyauwega—Waupaca Co. Agrl. Assn. Aug. 26-29. A. J. Rieck.

WYOMING

Buffalo—Powder River Fair & Rodeo. Aug. 24-26. D. A. Jay.
Douglas—Wyoming State Fair. Sept. 13-16. Henry Hern.
Pine Bluffs—Laramie Co. Fair. Sept. 8-10. Dr. M. L. Morris.
Rawlins—Carbon Co. Fair & Rodeo. Sept. 1-3. C. C. Cox.
Riverton—Fremont Co. Fair Assn. Sept. 9-10. W. P. Fletcher.
Torrington—Goshen Co. Fair. Aug. 24-26. Gerold D. Boyer.

CANADA

ALBERTA

Edson—Edson Agrl. Soc. Sept. 9. Mrs. C. H. Trapp.

BRITISH COLUMBIA

Agassiz—Agassiz Agrl. Soc. Sept. 7. Frank Sweatman.
Albion—Albion Agrl. Assn. Sept. 14. Miss E. G. Croil.
Aldergrove—Aldergrove Agrl. Assn. Sept. 14. Frank Eve.
Armstrong—Interior Provincial Exhn. Assn. Sept. 19-22. Mat. Hassen.
Chilliwack—Chilliwack Agrl. Assn. Sept. 14-16. E. H. Barton.
Cobble Hill—Cobble Hill Dist. Agrl. Assn. Sept. 8. R. B. Moulton.
Coomb's—Coomb's Agrl. Assn. Sept. 13-14. O. Lodge, Errington.
Courtenay—Comox Agrl. Assn. Sept. 5. E. Felix Thomas.
Creston—Creston Agrl. Soc. Oct. 5. Chas. Murrell.
Duncan—Cowichan Agrl. Assn. Sept. 16-17. Wm. Waldon.
Edgewood—Edgewood Agrl. Soc. Sept. 13-14. W. H. Cowell.
Falkland—Falkland Agrl. Assn. Sept. 9. C. B. Bailey.
Fort Fraser—Fort Fraser Agrl. Assn. Sept. 5. Fulford Harbor—Agrl. Soc. Sept. 7. Mrs. M. F. Reid.
Golden—Golden Agrl. Assn. Sept. 7-8.
Haney—Haney Agrl. Soc. Sept. 15. Capt. G. L. Atkinson.
Harrop—Harrop Agrl. Assn. Sept. 7.
Invermere—Invermere Agrl. Assn. Aug. 30-Sept. 1. E. C. Peatfield.
Ioco—Ioco Agrl. Assn. Sept. 3.
Kamloops—Kamloops Agrl. Assn. Sept. 20-22. D. B. Johnstone.
Kimberley—Kimberley Agrl. Assn. Aug. 26-27.
Ladysmith—Ladysmith Agrl. Assn. Sept. 21-22. J. A. Hartley.
Langley (Milner)—Langley Agrl. Assn. Sept. 22-23. H. Freeman.
Laqueti Island—Agrl. Assn. Sept. 10. W. B. T. Grant.
Lumby—Lumby Agrl. Assn. Sept. 8. M. Gibson.
Matsqui—Matsqui Agrl. Assn. Sept. 8-9. Dr. J. F. Wood.
Mission—Mission Agrl. Assn. Sept. 8. E. S. Golder.
Nakusp—Arrow Lakes Agrl. Assn. Sept. 21-22. H. Kershaw.
Natal—Natal Agrl. Assn. Sept. 5. D. Thewlis, Michel, B. C.
Nelson—Nelson Agrl. Assn. Sept. 14-16. G. Horstead.
North Vancouver—N. Vancouver Hort. Soc. Sept. 9-10. J. V. Black.
Peachland—Peachland Agrl. Assn. Sept. 3. Mrs. Annie Miller.
Pemberton—Pemberton Agrl. Assn. Sept. 16.
Prince George—Prince George Agrl. Soc. Aug. 16-17.
Prince Rupert—Northern B. C. Agrl. Assn. Aug. 30-Sept. 2. Mrs. Irene Vance.
Saarnichton—Saarnichton Agrl. Soc. Sept. 13-14. S. G. Stoddard.
Salmon Arm—Salmon Arm Agrl. Assn. Sept. 13-14. E. W. H. Booth.
Sayward—Sayward Agrl. Soc. Sept. 5. Arthur Henry.
Slocan City—Slocan Valley Agrl. Assn. Sept. 15-16. Mrs. W. A. Blackbourne.
Smithers—Buckley Valley Agrl. Assn. Aug. 24-26. Evelyn M. Hudson.
South Burnaby—S. Burnaby Agrl. Soc. Sept. 14-15. Mrs. C. A. Davis.
South Vancouver—S. Vancouver Agrl. Assn. Oct. 14-15. G. P. Arnett.
Surrey—Surrey Dist. Agrl. Assn. Sept. 20-21. T. W. Currie, R. R. 3. New Westminster.
Vancouver—Canada Pacific Exhn. Aug. 29-Sept. 5. John K. Matheson.
Victoria—Provincial Exhn. of B. C. Aug. 22-27. W. H. Mearns.
Westbank—Westbank Agrl. Soc. Sept. 2. Mrs. W. H. Moffat.
West Vancouver—W. Vancouver Agrl. Assn. Sept. 10. Mrs. E. A. Ford.
Whonock—Whonock Agrl. Assn. Sept. 8. T. C. Crowe.
Williams Lake—Agrl. Soc. Sept. 14-15. T. Thomas.

MANITOBA

Brokenhead—Brokenhead Agrl. Soc. Sept. 24. A. Hastmann, Beausejour, Man.
Ethelbert—Ethelbert Agrl. Soc. Aug. 26. John Pelechety.
Kelwood—Kelwood Agrl. Soc. Sept. 30. Angus Wood.
Kildonan—Kildonan Agrl. Soc. Sept. 2-3. H. H. Tracey, 337 Roberta ave., E. Kildonan.
Kinosota—Kinosota Agrl. Soc. Sept. 22. H. H. Scrase.
Lundar—Lundar Agrl. Soc. Sept. 9. C. Shewfelt.
Rhineland—Rhineland Agrl. Soc. Sept. 9. P. D. Reimer, Altona, Man.
St. Francois—Cartier-St. Francois Agrl. Soc. Sept. 15. C. A. Prefontaine.
NEW BRUNSWICK
Chatham—Miramichi Agrl. Exhn. Assn. Sept. 19-22. H. B. McDonald.
Fredericton—Fredericton Exhn. Sept. 10-17. C. L. Sypher.
Saint John—Saint John Exhn. Sept. 3-10. H. A. Porter.
St. Stephen—St. Stephen Exhn. Sept. 19-23. W. S. Stevens.

Stanley—Stanley Agrl. Soc. Sept. 27-29. T. Allan Best.
Woodstock—Woodstock Exhn. Sept. 13-16. R. W. Maxwell.

NOVA SCOTIA

Antigonish—Antigonish Co. Fair. Sept. 29-30. Thomas F. Macdonald.
Bear River—Digby Co. Exhn. Sept. 20-21. Fulton H. Parker.
Bridgewater—Lunenburg Co. Exhn. Sept. 20-23. W. J. Crouse.
Caledonia—Queens Co. Agrl. Exhn. Sept. 27-29. Fred Kempton, Kempton, N. S.
Halifax—Provincial Exhn. of N. S. Oct. 17-22. H. D. Bidden.
Lawrencetown—Annapolis Co. Farmers' Assn. Sept. 13-16. J. A. Steele.
Yarmouth—Yarmouth Co. Agrl. Soc. Sept. 28-30. E. L. Crosby.
Little Brook—Little Brook Agrl. Soc. Sept. 22-23. A. S. Comeau.
Middle Musquodoboit—Musquodoboit Agrl. Soc. Sept. 20-21. R. H. Reid.
Oxford—Cumberland Co. Exhn. Sept. 21-23. W. W. Thompson.
Pictou—Pictou Co. & N. Colchester Exhn. Sept. 27-28. John D. MacDonald.
Shelburne—Shelburne Co. Agrl. Soc. Sept. 29-30. Leslie MacKay.
Stewiacke—Colchester & E. Hants Exhn. Sept. 13-15. A. D. Fulton.
Sydney—Cape Breton Agrl. Soc. Sept. 27-30. D. R. Nicholson.
Windsor—Windsor Agrl. Soc. Sept. 13-15. Thos. F. Aylward.

ONTARIO

Aberfoyle—Aberfoyle Agrl. Soc. Oct. 5.
Abingdon—Abingdon Agrl. Soc. Oct. 7-8. D. W. Nicholls, Caistor Center.
Acton—Acton Agrl. Soc. Sept. 20-22. F. L. 22-23. George C. Stewart.
Agriculture—Scarboro Agrl. Soc. Sept. 20-21. M. G. Jonson.
Alfred—Alfred Agrl. Soc. Sept. 6-7. Oscar Vallee.
Alliston—Alliston Agrl. Soc. Sept. 16-17. H. A. Murphy.
Almonte—N. Lanark Agrl. Soc. Sept. 21-24. G. L. Comba.
Alvinston—Alvinston Agrl. Soc. Oct. 5-6. W. A. Moffatt.
Ancaster—Ancaster Agrl. Soc. Sept. 16-17. Ernest McMullen, R. R. 1, Hamilton.
Apsley—Apsley Agrl. Soc. Sept. 13-14. Mrs. Roland Tucker.
Arnprior—Arnprior Agrl. Soc. Sept. 27-29. James G. M. Jack.
Avonmore—Roxborough Agrl. Soc. Sept. 27-28. George Canham, R. R. 1, Newington.
Arthur—Arthur Agrl. Soc. Sept. 27-28. G. L. Golding.
Ashworth—Stisted Agrl. Soc. Sept. 22. Jos. Demaine.
Atwood—Elma Agrl. Soc. Sept. 16-17. E. H. Swing.
Aylmer—Elgin Co. Fair. Sept. 6-8. E. A. Hamstree.
Ayton—Ayton Agrl. Soc. Sept. 30-Oct. 1. J. W. Werner.
Bancroft—Bancroft Agrl. Soc. Sept. 15-16. J. L. Churcher.
Barrie—Barrie Agrl. Soc. Sept. 19-21. G. O. Cameron.
Bar River—N. Shore Agrl. Soc. Sept. 28. W. K. Headrick.
Bayfield—Bayfield Agrl. Soc. Sept. 28-29. A. E. Irwin.
Baysville—Baysville Agrl. Soc. Sept. 29. Mrs. R. Vanclief.
Beachburg—North Renfrew Agrl. Soc. Sept. 28-29. B. H. Brown.
Beamsville—Clinton Agrl. Soc. Sept. 23-24. E. B. Osborne.
Beaverton—N. Ont. Agrl. Soc. Sept. 15-16. J. P. Chrystal.
Beeton—Beeton Agrl. Soc. Sept. 29-30. F. C. Pierson.
Belleville—Belleville Agrl. Soc. Aug. 30-Sept. 2. R. H. Ketcheson.
Belmont—Belmont Agrl. Soc. Sept. 29. E. L. Taylor.
Binbrook—Binbrook Agrl. Soc. Sept. 9-10. R. S. Laidman, Glanford Sta.
Blackstock—Cartwright Agrl. Soc. Sept. 20-21. Jas. Byers.
Blyth—Blyth Agrl. Soc. Sept. 30-Oct. 1. J. H. R. Elliott.
Bobcaygeon—Verulam Agrl. Soc. Sept. 30-Oct. 1. Thos. H. Henderson.
Bolton—Aibion & Bolton Agrl. Soc. Sept. 30-Oct. 1. Dr. W. J. McCabe.
Bonfield—Bonfield Agrl. Soc. Sept. 27-28. M. Dupuis.
Bothwell's Corners—Bothwell's Corners Agrl. Soc. Sept. 14-15.
Bracebridge—S. Muskoka Agrl. Soc. Sept. 21-23. Jerry Dickie.
Bradford—Bradford Agrl. Soc. Oct. 4-5. George G. Green.
Brampton—Peel Agrl. Soc. Sept. 27-28. Thos. W. Thomson.
Brigden—Moore Agrl. Soc. Oct. 4. W. J. Manley.
Brighton—Brighton Agrl. Soc. Sept. 13-14. R. O. Quick.
Bruce Mines—Bruce Mines Agrl. Soc. Sept. 13-14. W. A. White.
Brussels—E. Huron Agrl. Soc. Sept. 29-30. Dan McTavish.
Burford—S. Brant Agrl. Soc. Oct. 4-5. C. M. Collins.
Burk's Falls—Burk's Falls Agrl. Soc. Sept. 15-16. Fred Metcalfe.
Burlington—Nelson & Burlington Agrl. Soc. Sept. 23-24. Stanley Dynes.
Caledon—Caledon Agrl. Soc. Sept. 23-24. E. E. Wilson.
Caledonia—Caledonia Agrl. Soc. Oct. 6-8. B. E. French.
Campbellford—Seymour Agrl. Soc. Sept. 28-29. G. A. Kingston.
Carp—Carp Agrl. Soc. Sept. 30-Oct. 1. J. C. Hopkins.
Cape Croker Reserve—Agrl. Soc. Sept. 15-16. Walter Johnson, Wiarton Rks.
Centerville—Addington Agrl. Soc. Sept. 9-10. George A. McGill.
Charlton—Charlton Agrl. Soc. Sept. 13-14. H. W. Netherton, Brentha.
Chatsworth—Holland Agrl. Soc. Oct. 13-14. Allan Findlay.
Chesley—Chesley Agrl. Soc. Sept. 20-21. W. G. Warmington.
Chesterville—Chesterville Agrl. Soc. Sept. 19-20. M. B. Stewart.
Christian Island—Agrl. Soc. Sept. 13-14. Walter Simons.
Clarence Creek—Clarence Creek Agrl. Soc. Sept. 14. George David.

Clarksburg—Collingwood Tp. Agrl. Soc. Sept. 20-21. J. J. Buchanan.
Cobden—Cobden Agrl. Soc. Sept. 20-21. G. A. Parr.
Cochrane—Cochrane Agrl. Soc. Sept. 13-14. E. Bisson.
Coe Hill—Wollaston Agrl. Soc. Sept. 13-14. H. G. Bulled.
Coldwater—Coldwater Agrl. Soc. Sept. 13-14. C. M. Robinson.
Cookstown—Cookstown Agrl. Soc. Oct. 6-7. T. J. Dawson.
Cooksville—Cooksville Agrl. Soc. Sept. 30-Oct. 1. F. Pense, Pt. Credit.
Courtland—Middleton Agrl. Soc. Oct. 6. J. G. Burnett.
Cornwall—Cornwall Agrl. Soc. Aug. 31-Sept. 3. Arthur MacDonald.
Colborne—Cramahe-Haldimand Agrl. Soc. Sept. 27-28. W. J. Troop.
Collingwood—Nottawasage & Great Northern Exhn. Sept. 21-24. O. G. Bernhardt.
Comber—Comber Agrl. Soc. Sept. 15-17. Rev. Geo. S. Hammond.
Delaware—Delaware Agrl. Soc. Oct. 12. E. E. Ryckman.
Delta—Delta Fair Assn. Sept. 5-7. Isaac Stevens, Harlem, Ont.
Demorestville—Demorestville Agrl. Soc. Oct. 8. W. Rightmeyer, R. R. 8, Pictou.
Desbarats—Desbarats Agrl. Soc. Sept. 20-21. M. Carter.
Desboro—Desboro Agrl. Soc. Sept. 22-23. John H. Lang.
Desoronto—Mohawk Agrl. Soc. Sept. 14. R. H. Hill.
Dorchester Station—Dorchester Agrl. Soc. Oct. 5. B. R. Barr.
Drayton—Drayton Agrl. Soc. Sept. 21-22. R. P. Brandon.
Dresden—Camden Agrl. Soc. Sept. 22-24. H. J. French.
Dryden—Dryden Agrl. Soc. Sept. 21-22. Kenneth G. Austin.
Drumbo—Drumbo Agrl. Soc. Sept. 27-28. Wilfred A. Cockburn, R. R. 1, Richwood.
Dunchurch—United Tps. Agrl. Soc. Sept. 22-23. Jas. Clelland.
Dundalk—Proton Agrl. Soc. Sept. 27-28. A. D. McAllister.
Dungannon—Dungannon Agrl. Soc. Oct. 12. C. W. Alton.
Durham—Durham Agrl. Soc. Sept. 13-14. Jas. Mather.
Elmira—Elmira Agrl. Soc. Sept. 2-5. H. W. Zilliox.
Elmvale—Flos Agrl. Soc. Sept. 26-28. G. E. Smith.
Embro—W. Zorra & Embro Agrl. Soc. Oct. 6. Dr. H. B. Atkinson.
Emo—Rainy River Valley Agrl. Soc. Aug. 25-27. G. Littlefield.
Emsdale—Perry Agrl. Soc. Sept. 22-23. Arthur Rowley.
Englehart—Englehart Agrl. Soc. Sept. 16-17. Mrs. E. Gardiner.
Erin—Erin Agrl. Soc. Oct. 6-7. A. C. McMillan.
Exeter—Exeter Agrl. Soc. Sept. 20-21. R. G. Seldon.
Fairground—Fairground Agrl. Soc. Oct. 4. Louis N. Smith, King Lake.
Fenwick—Fenwick Agrl. Soc. Oct. 4-5. U. C. Reece, R. R. 3.
Fergus—Wellington Co. Fair. Sept. 16-17. E. A. Kopas.
Feverisham—Osprey Agrl. Soc. Oct. 6-7. Geo. W. Ross, Maxwell.
Flesherton—E. Grey Agrl. Soc. Sept. 22-23. H. A. McCauley.
Florence—Florence Agrl. Soc. Oct. 6-7. J. A. Beatty.
Fordwich—Howick Agrl. Soc. Sept. 30-Oct. 1. J. H. Rogers.
Forest—Forest Agrl. Soc. Sept. 27-28. H. J. Pettypiece.
Fort Erie—Fort Erie Agrl. Soc. Sept. 20-21. Wm. A. Myer, Ridgeway.
Frankford—Frankford Agrl. Soc. Sept. 27-28. James Stickle.
Garden River—Garden River Agrl. Soc. Sept. 15-16. T. Thibault.
Galt—S. Waterloo Agrl. Soc. Sept. 23-24. R. E. Cowan, R. R. 3.
Georgetown—Esquesing Agrl. Soc. Oct. 4-5. Wm. A. Wilson.
Georgina Island—Agrl. Soc. Sept. 15-16. A. R. Scelbe.
Glencoe—Mosa & Ekfrid Agrl. Soc. Sept. 27-28. John T. Lethbridge.
Goderich—Goderich Indust. Exhn. Sept. 20-21. Fred Woolcombe.
Goderham—Glamorgan Agrl. Soc. Sept. 28. Mrs. Lorne Hunter.
Gore Bay—Gore Bay Agrl. Soc. Sept. 27-28. John W. Kinney.
Grand Valley—E. Luther Agrl. Soc. Sept. 30-Oct. 1. Willis Rounding.
Gravenhurst—Gravenhurst Agrl. Soc. Sept. 13-14. J. B. Lindsell.
Haliburton—Haliburton Agrl. Soc. Sept. 22. Chas. Neville.
Hanover—Hanover Fall Fair. Sept. 15-16. S. B. Clarke.
Harrison—W. Wellington Agrl. Soc. Sept. 29-30. J. F. Young, R. R. 3.
Harrow—Colchester, South, Agrl. Soc. Sept. 29-Oct. 1. F. J. Martin.
Hepworth—Hepworth Agrl. Soc. Sept. 13-14. H. E. Doubt.
Hearst—Hearst Agrl. Soc. Aug. 30-31. T. Tremblay.
Highgate—Orford Agrl. Soc. Oct. 7-8. Merton S. Scott, R. R. 1.
Holstein—Egremont Agrl. Soc. Sept. 29-30. Clarence Fenton.
Huntsville—N. Muskoka Agrl. Soc. Sept. 13-14. W. J. A. Lalor.
Hymers—Whitefish Valley Agrl. Soc. Sept. 13-14. Walter Hansen, Sellers.
Ilderton—London Tp. Agrl. Soc. Sept. 28. E. Douglas.
Ingersoll—Ingersoll Agrl. Soc. Sept. 29-30. George F. Janes.
Inventory—Storrington Agrl. Soc. Sept. 21. Clifford E. Barr.
Iron Bridge—Iron Bridge Agrl. Soc. Oct. 5. A. LaRone, Dean Lake.
Jarvis—Jarvis Agrl. Soc. Sept. 27-28. George L. Miller.
Kagawong—Billings Agrl. Soc. Sept. 22-23. W. J. McKenzie.
Kapusking—Kapusking Agrl. Soc. Sept. 1-3. John MacKay.
Kemble—Keppel & Sarawak Agrl. Soc. Sept. 20-21. Wm. A. McGregor.
Kenora—Kenora Agrl. Soc. Aug. 25-26. E. L. Carter.
Kilsyth—Kilsyth Agrl. Soc. Oct. 6-7. Ernest Fleming, R. R. 5, Tara.

Kinmount—Galway Agrl. Soc. Sept. 16-17. C. P. Doherty.
Kincardine—Kincardine Agrl. Soc. Sept. 15-16. E. A. Henry.
Kingston—Kingston & Frontenac Indust. Agrl. Assn. Sept. 12-16. James Shaw.
Kirkton—Kirkton Agrl. Soc. Oct. 4-5. Amos Doupe.
Lakefield—Lakefield Agrl. Soc. Sept. 27-28. E. J. Galvin.
Lambeth—Westminster Agrl. Soc. Sept. 22. W. Anguish.
Lanark—Lanark Village Agrl. Soc. Sept. 9. L. C. Affleck.
Langton—N. Walsingham Agrl. Soc. Sept. 24. C. W. Slaght.
Lansdowne—Lansdowne Agrl. Soc. Sept. 7-9. S. C. E. Dixon.
Leamington—Mersea, Leamington & S. Gesfield Agrl. Soc. Oct. 3-7. Emma Atkins.
Lindsay—Lindsay Central Exhn. Sept. 21-24. H. B. Black.
Lion's Head—Eastnor Agrl. Soc. Oct. 5-6. H. Lougheed.
Listowel—Listowel Agrl. Soc. Sept. 21-22. Jas. Clelland.
Lombardy—Lombardy Agrl. Soc. Sept. 10. John Breen.
London—Western Fair. Sept. 12-17. W. D. Jackson.
Loring—Loring Agrl. Soc. Sept. 13-14. Rudolph Bain.
Lucknow—Lucknow Agrl. Soc. Sept. 29-30. Jos. Agnew.
McDonald's Corners—McDonald's Corners Agrl. Soc. Sept. 30. Walter Geddes.
McKellar—McKellar Agrl. Soc. Sept. 19-21. Reuben Jackson.
Maberly—Maberly Agrl. Soc. Sept. 28. Elwood L. Gray.
Madoc—Madoc Agrl. Soc. Oct. 4-5. W. J. Hill.
Magnetawan—Magnetawan Agrl. Soc. Sept. 15-16. O. A. Schade.
Manitowaning—Manitowaning Agrl. Soc. Sept. 29-30. S. Purdy.
Markdale—Markdale Agrl. Soc. Oct. 4-5. T. S. Cooper.
Markham—Markham Fair. Sept. 29-Oct. 1. R. H. Crosby.
Marmora—Marmora Agrl. Soc. Sept. 22-23. C. A. Blecker.
Massey—Massey Agrl. Soc. Sept. 20-21. Oscar Cole.
Maxville—Kenyon Agrl. Soc. Sept. 22-23. J. P. McNaughton.
Maynooth—Maynooth Agrl. Soc. Sept. 27-28. J. F. McAlpine.
Meaford—Meaford & St. Vincent Agrl. Soc. Sept. 15-17. W. F. Riley.
Melbourne—Melbourne Agrl. Soc. Oct. 7. Alan McDougald.
Merlin—Raleigh & Tilbury Agrl. Soc. Sept. 28-29. M. A. Drew.
Metcalfe—Metcalfe Agrl. Soc. Sept. 13-14. T. Allen Hicks.
Merrickville—Merrickville Agrl. Soc. Sept. 15-16. A. H. Johnston.
Middleville—Lanark Tp. Agrl. Soc. Sept. 28. Agnes Yuill.
Midland—Tiny & Tay Agrl. Soc. Oct. 3-5. E. H. Telfer.
Mildmay—Carrick Agrl. Soc. Sept. 20-21. P. D. Liesemer.
Millbrook—Millbrook Agrl. Soc. Sept. 30-Oct. 1. J. N. McGill.
Milton—Halton Agrl. Soc. Sept. 23-24. A. L. McNabb.
Milvorton—Morningside Agrl. Soc. Sept. 15-16. Wm. Zimmerman.
Minden—Minden Agrl. Soc. Sept. 27. W. MacArthur.
Mitchell—Fullarton Agrl. Soc. Sept. 27-28. Miss G. Lehman.
Moraviantown—Moraviantown Agrl. Soc. Oct. 19-20. Mrs. Hilda Huff, R. R. 3, Thomasville.
Morrison—Morrison Agrl. Soc. Sept. 30. Albert Forsythe, R. R. 1, Washago.
Mt. Brydges—Caradoc Agrl. Soc. Oct. 4. Thos. Green.
Mt. Forest—Mt. Forest Agrl. Soc. Sept. 21-22. J. C. McGilvray.
Muncey—United Indian Agrl. Soc. Sept. 28. Leland Miskokomon.
Murrillo—Oliver Agrl. Soc. Oct. 4-5. Chas. R. B. Hill.
Napanee—Lennox Co. Agrl. Soc. Sept. 7-9. D. A. Garrison.
Neustadt—Normanby Agrl. Soc. Sept. 24. A. J. Hessel.
New Liskeard—New Liskeard Agrl. Soc. Sept. 8-10. Thos. E. Armstrong.
New Hamburg—Wilmot Agrl. Soc. Sept. 16-17. Allan R. G. Smith.
Newington—Stormont Fair. Sept. 15-16. A. C. Jardine.
Niagara-on-Lake—Niagara Town & Tp. Agrl. Soc. Sept. 17. R. Field, Virgil.
Noelville—Martland & Cosby Agrl. Soc. Sept. 13-14. Emile Dupuis.
Norwich—Norwich Agrl. Soc. Sept. 27-28. John McKee.
Norwood—E. Peterboro Agrl. Soc. Oct. 11-12. Miss Jean Roxburgh.
Oakwood—Oakwood Agrl. Soc. Sept. 19-20. J. B. Weldon.
Odessa—Odessa Agrl. Soc. Sept. 29-30. A. M. Fraser, R. R. 3, Kingston.
Ohsweken—Ohsweken Agrl. Soc. Sept. 29-Oct. 1. Reg W. Hill.
Orangeville—Dufferin Agrl. Soc. Sept. 15-16. Jos. E. Cooney.
Orillia—E. Simcoe Agrl. Soc. Sept. 9-10. Irwin McMahon.
Oro—Oro Agrl. Soc. Sept. 15. I. T. McMahon, Hawkestone.
Orono—Durham Central Agrl. Soc. Sept. 27-28. Adolph Henry.
Orville—Christie Agrl. Soc. Sept. 15. Mrs. E. K. White.
Oshawa—South Ont. Agrl. Soc. Sept. 12-14. Chas. P. Davis.
Ottawa—Central Canada Exhn. Assn. Aug. 22-27. H. H. McElroy.
Owen Sound—Owen Sound Agrl. Soc. Sept. 29-Oct. 1. S. H. Buchanan.
Paisley—Paisley Agrl. Soc. Sept. 27-28. J. B. McBride.
Pakenham—Pakenham Agrl. Soc. Sept. 19-20. T. H. Sadler.
Parham—Parham Agrl. Soc. Sept. 7-8. J. N. Smith.
Paris—Paris Agrl. Fair. Sept. 20-21. H. C. O'Neill.
Parkhill—Parkhill Agrl. Soc. Oct. 4-5. W. W. Taft.
Perth—South Lanark Agrl. Soc. Sept. 8-9. Wm. J. Ewart.

Peterborough — Peterboro Industrial Exhn. Sept. 12-17. F. J. A. Hall.	Seaforth—Seaforth Agrl. Soc. Sept. 22-23. Mrs. J. A. Kerr.	Verner—Verner Agrl. Soc. Sept. 21. Omer Robertgren.	Laprairie—Laprairie Agrl. Soc. Sept. 21. Raoul Lussier.
Petrolia—Petrolia Agrl. Soc. Sept. 26-27. W. A. Wilson.	Shannonville—Shannonville Agrl. Soc. Sept. 17. Clarence Long.	Wallacetown—W. Elgin Agrl. Soc. Sept. 29-30. S. Turville.	L'Avenir—Drummond Agrl. Soc. Sept. 5-6. J. C. St. Amant.
Pinkerton—Pinkerton Agrl. Soc. Sept. 23. Merton Taylor.	Shedden—Shedden Agrl. Soc. Sept. 21. M. D. McCormick.	Walpole Island—Walpole Island Agrl. Soc. Aug. 31-Sept. 3. Peter Altman.	Maniwaki—Gatineau Agrl. Soc., Div. B. Sept. 13-15. Palma Joanis.
Porcupine—Porcupine Agrl. Soc. Sept. 13-14. Mrs. N. King.	Shelburne—Dufferin Central Agrl. Soc. Sept. 20-21. M. C. Crawford.	Walter's Falls—Walter's Falls Agrl. Soc. Sept. 27-28. H. V. Wales.	Montmagny—Montmagny Agrl. Soc. Aug. 29-31. Paul Carignan.
Porquus Junction—Porquus Junction Agrl. Soc. Sept. 14. H. Steele.	Simcoe—Norfolk Co. Fair. Oct. 11-13. G. G. Bramhill.	Walsh—Walsh Agrl. Soc. Oct. 15.	New Richmond—New Richmond Agrl. Soc. Sept. 22. W. H. Willett.
Port Carling—Medora & Wood Agrl. Soc. Sept. 15-16. Sidney Penney.	Smithville — Peninsular Central Agrl. Soc. Sept. 30-Oct. 1. John E. Naergarth.	Warkworth—Percy Tp. Soc. Oct. 6-7. J. L. Phillips.	Notre Dame du Lac—Temiscouata Agrl. Soc. Aug. 30-31. L. J. Dube.
Port Elgin—N. Bruce Agrl. Soc. Oct. 7-8. G. McLaren.	South Mountain—Mountain Agrl. Soc. Sept. 7-8. Dr. C. Stirtan.	Warren—Warren Agrl. Soc. Sept. 15. Mrs. F. McDonald.	Papineauville—Papineau Agrl. Soc. Sept. 14-15. J. N. Vallieres, St. Andre Avellin.
Port Perry—Port Perry Agrl. Soc. Sept. 16-17. N. Ewers.	South River—Machar Agrl. Soc. Sept. 29-30. H. W. Bessey.	Welland—Welland Co. Agrl. Soc. Sept. 27-29. Hugh J. Reilly.	Pont Chateau—Soulages Agrl. Soc. Sept. 5. G. R. Vernier, Coteau Landing.
Port Arthur—Fort William—Canadian Lakehead Exhn. Aug. 15-20. Sidney Prince, Port Arthur.	Spencerville—Spencerville Agrl. Soc. Sept. 27-28. A. Miller.	Wellandport—Monck Agrl. Soc. Sept. 6-7. M. A. Morrison.	Quebec City—Provincial Expo. of Quebec. Sept. 5-10. Georges Morisset.
Priceville—Priceville Agrl. Soc. Sept. 13-14. W. W. Ramage.	Sprucedale—McMurrich Agrl. Soc. Sept. 20-21. Albert Foeller.	Welliesley—Welliesley Agrl. Soc. Sept. 13-14. N. S. Fleischauer.	Quyon—Pontiac Agrl. Soc., Div. C. Sept. 7-8. M. J. Muldoon, Beechgrove.
Powassan—Powassan Agrl. Soc. Sept. 27-28. W. G. Oldfield.	Springfield—S. Dorchester Agrl. Soc. Sept. 20-21. George Stewart.	Wheatley—Romney & Wheatley Agrl. Soc. Oct. 13-14. Arthur Poulter.	Richmond—Richmond Co. Agrl. Soc. Aug. 25-27. W. R. Stevens.
Providence Bay—Providence Bay Agrl. Soc. Oct. 5-6. Wesley Anderson.	Stella—Amherst Island Agrl. Soc. Sept. 27. David H. Filson.	Wiaraton—Wiaraton Agrl. Soc. Sept. 15-16. Dr. J. H. McDonald.	Rimouski—Rimouski Agrl. Soc. Sept. 13-16. Alfred Dube, Beausejour.
Rama—Rama Agrl. Soc. Sept. 19-21. O. H. Cooper, R. R. 1, Washago.	Stirling—Stirling Agrl. Soc. Sept. 20-21. J. E. O'Donnell.	Wilkesport—Wilkesport Agrl. Soc. Sept. 14. Williamstown—St. Lawrence Valley Agrl. Soc. Sept. 13-14. G. C. Henderson.	Roberval—Roberval Agrl. Soc. Aug. 24-28. J. E. Bolly.
Ramona—Ramona Agrl. Soc. Sept. 28. Renfrew—Renfrew Agrl. Soc. Sept. 13-16. C. A. Dewey.	Stratford—Stratford Agrl. Soc. Sept. 19-21. Wm. Anderson.	Windham Centre—Windham Agrl. Soc. Sept. 27. Bert Granger.	St. Alexandre—Agrl. Soc., Co. of Iberville. Sept. 2-3. Alcide Quintin.
Riceville—Riceville Agrl. Soc. Sept. 21. Jas. Ryan.	Strathroy—Strathroy Agrl. Soc. Sept. 29-30. Edgar Bogue.	Wingham—Turnberry Agrl. Soc. Oct. 7-8. W. J. Greer.	St. Barnabe—St. Maurice Agrl. Soc. Sept. 13. R. Bellemare.
Richards Landing—Agrl. Soc. Sept. 22-23. Argyle Ross.	Sturgeon Falls—Sturgeon Falls Agrl. Soc. Sept. 13-14. Q. O. Quenneville.	Woodbridge—Woodbridge Agrl. Soc. Oct. 8-10. N. Geo. Wallace.	St. Bruno—Chambly Agrl. Soc. Sept. 5. G. E. Mayrand.
Richmond—Carleton Co. Agrl. Soc. Sept. 22-24. Geo. M. Stewart.	Sunderland—Brock Agrl. Soc. Sept. 27-28. P. B. St. John.	Woodstock—Woodstock Agrl. Soc. Sept. 22-24. P. M. Dewan.	St. Edouard—Napierville Agrl. Soc. Sept. 7. Arthur Collette, St. Remi.
Ridgetown—Howard Agrl. Soc. Oct. 10-13. J. D. Brien.	Sundridge—Strong Agrl. Soc. Sept. 20-22. M. J. Guley.	Wooler—Wooler Agrl. Soc. Sept. 9. H. Wesels, R. R. 1, Trenton.	St. Ephrem—Beauce Agrl. Soc. Sept. 22. Ach. Faucher.
Ripley—Huron Tp. Agrl. Soc. Sept. 27-28. A. K. McRay.	Tara—Tara Agrl. Soc. Oct. 4-5. Jas. F. Young.	Wyoming—Plympton & Wyoming Agrl. Soc. Sept. 29-30. W. W. Rice.	St. Famille—Montmorency Agrl. Soc., Div. B. Sept. 27. Albert Faucher.
Rocklyn—Rocklyn Agrl. Soc. Sept. 23-24. Ed. Lanktree, Meaford.	Tavistock—Tavistock Agrl. Soc. Sept. 9-10. H. Schlemmer.	Zurich—Zurich Agrl. Soc. Sept. 26-27. E. F. Klopp.	St. Henedine—Dorchester Agrl. Soc., Div. A. Sept. 14. Oscar DeBlais, Frampton.
Roblins Mills—Roblins Mills Fair. Oct. 1. W. H. C. Roblin, Ameliasburg, Ont.	Teeswater—Teeswater Agrl. Soc. Oct. 4-5. Ken McKenzie.		St. Jean—St. Jean Agrl. Soc. Sept. 5-6. J. R. St. Arnaud, Iberville.
Rockton — Rockton Agrl. Soc. Sept. 27-28. Wm. Y. Wood.	Thedford—Bosquet Agrl. Soc. Sept. 22-23. R. P. Bass.		St. Julien—Montcalm Agrl. Soc. Sept. 13. J. F. Daniel, St. Esprit.
Rodney—Rodney Fair. Oct. 3-4. J. A. MacLean.	Thessalon—Thessalon Agrl. Soc. Sept. 22-23. R. C. Doble.		St. Lazare—Vaudreuil Agrl. Soc. Sept. 8. Jos. Denis, Vaudreuil.
Roseneath—Roseneath Agrl. Soc. Oct. 13-14. C. W. Varcoe.	Thorndale—Thorndale Agrl. Soc. Sept. 20-21. Harry J. Harding.		St. Liboire—Bagot Agrl. Soc. Sept. 15. R. Geory, Acton Vale.
Rosseau — Rosseau Agrl. Soc. Sept. 13-15. Mrs. C. S. Raymond.	Thorold—Thorold Fair. Sept. 13-14. John W. Shriner.		St. Martin—Chateauguay Agrl. Soc. Sept. 13. Louis Patenaude.
Russell—Russell Agrl. Soc. Sept. 9-10. J. A. Gamble.	Tillsonburg—Tillsonburg & Derham Agrl. Soc. Aug. 30-Sept. 1. M. Ostrander.		St. Pascal—Kamouraska Agrl. Soc. Sept. 20-22. P. W. Levesque.
St. Marys—St. Perth Agrl. Soc. Oct. 7-8. J. A. McMaster.	Tiverton—Tiverton Agrl. Soc. Oct. 3-4. John McFadyan.		St. Scholastique—Expo. de Ste. Scholastique. Sept. 20-22. Leon Beaudet.
Sarnia Reserve—Agrl. Soc. Sept. 7-9. Amos White, Sarnia.	Toronto—Canadian Natl. Exhn. Aug. 26-Sept. 10. H. W. Waters, mgr.		St. Stanislas—Champlain Agrl. Soc. Sept. 14. J. T. Jacob.
Sarnia—W. Lambton Agrl. Assn. Sept. 19-21. M. A. Sanders.	Trout Creek—Trout Creek Agrl. Soc. Sept. 20-21. H. Guiry.		St. Victoire—Richelieu Agrl. Soc. Sept. 5-6. J. U. Girouard, St. Durs.
Saugeen—Saugeen Agrl. Soc. Oct. 3-4. Sidney Solomon, Chippawa Hill.	Tweed—Tweed Agrl. Soc. Sept. 29-30. C. R. Brown.		Scotstown—Compton Agrl. Soc. No. 2. Sept. 7-9. George F. Cowan.
Sault Ste. Marie—Central Algoma Agrl. Soc. Aug. 22-24. F. R. Cullis.	Underwood—Underwood Agrl. Soc. Sept. 29. Bert Russell, R. R. 3, Tiverton.		Shawville—Pontiac Co. Agrl. Soc. No. 1. Sept. 22-24. R. W. Hodgins.
Schomberg—Schomberg Agrl. Soc. Oct. 7-8. A. H. McLeod.	Utterson—Stephenson & Watt Agrl. Soc. Sept. 28-29. Mrs. S. A. Hanes.		Sherbrooke—Canada's Great Eastern Exhn. Aug. 28-Sept. 2. Col. Sydney E. Francis, mgr.
	Vankleek Hill—Vankleek Hill Agrl. Soc. Sept. 7-10. Z. Labrosse Jr.		Three Rivers—Three Rivers Fair Assn. Aug. 20-26. Dr. J. H. Vigneau.

ALABAMA

Birmingham—State Merchants' Assn. Aug. 25-26. W. T. Wells, 117 N. 21st st.
Birmingham—Southern Medical Assn. Nov. 16-18. C. P. Loran, 1220 Empire Bldg.
Birmingham—State Congress Parents & Teachers. Oct. 19-20. Mrs. J. Phillips, 5005 Parkway, Fairfield.
Montgomery—Order Eastern Star. Oct. 18-19. Mrs. F. G. Newsom, Masonic Temple.

ARIZONA

Prescott—State Fed. of Labor. Sept. 19. B. F. Carpenter, Box 463, Phoenix.

ARKANSAS

El Dorado—State Firemen's Assn. Sept. 19. Ft. Smith—Kiwanis Clubs. Oct. 17-19. C. Hubbell, Central Bldg., Wichita, Kan.
Hot Springs—State Fed. of Labor. Sept. 12. H. Thackrey, 213 W. 2d st., Little Rock.
Little Rock—State Fed. Women's Clubs. Nov. 4-5. Mrs. Hogaboom, 133 Arbor st., Hot Springs.
Little Rock—Order Eastern Star. Nov. —. Mrs. E. C. Lynn, Hazen, Ark.
Little Rock—F. & A. M. Masons. Nov. 15-16. F. Hempstead, Masonic Temple.
Little Rock—State Baptist Assn. Nov. 22. Rev. J. R. Luck, Magnolia, Ark.
Walnut Ridge—Order of Odd Fellows. Oct. 24-26. R. S. Whitlock, Bentonville, Kan.
Walnut Ridge—Rebekah Assembly. Oct. 25. Mrs. E. Hamilton, 515 N. Walnut st., Hope, Ark.

CALIFORNIA

Coronado—State Bar Assn. Sept. 15-17. Judge E. Daney, 180 Broadway, San Diego.
Fresno—P. of H. State Grange. Oct. 18-20. Mrs. M. Gamble, 753 Slater st., Santa Rosa.
Long Beach — Intl. Typographical Union. Sept. 12-17. G. R. Merritt, 1231 Locust ave.
Long Beach—Amer. Radio Relay League. Sept. 3-5. M. C. James, 2915 E. 5th st.
Long Beach—Ben Hur, State Congress. Sept. 22-24. Nettle Bruner, 1222 E. 9th st.
Long Beach—So. Calif. Baptist Y. P. Conf. Nov. 25-27. W. G. Hanbery, Heartwell Bldg.
Long Beach—Order of Scots. Nov. 2-5. J. Horner, New Auditorium.
Los Angeles—Theta Xi Frat. Aug. 31-Sept. 3. H. P. Davison, 1708 Landreth Bldg., St. Louis, Mo.
Los Angeles—Order of Beauceant. Sept. 29-30. Mrs. S. G. Nordstrum, 1275 Harper ave., Hollywood.
Los Angeles—Progressive Chiropractic Assn. Aug. 29-31. Dr. C. H. Wood, 918 Venice Blvd.
Los Angeles—Amer. Numismatic Assn. Aug. 22-29. J. P. Kennedy, Bank of Italy Bldg.
Los Angeles—American Bankers' Assn. Oct. 3-6. F. N. Shepherd, 22 E. 40th st., New York City.
Los Angeles—State Fraternal Congress. Nov. 3-4. S. G. Dunkerley, 1329 S. Hope st.
Los Angeles—State Chiropractic Assn. Nov. 18-20. Dr. S. Giese, 6304 S. Broadway.
Los Angeles—State Natural Gasoline Assn. Nov. 10. W. McIlhenny, Paramount Bldg.
Modesto—State Fed. of Labor. Sept. 19-24. P. Scharrenberg, 525 Market st., San Francisco.
Modesto—Odd Fellows Encampment. Oct. 10-11. M. Ludlow, 7th & Market sts., San Francisco.
Oakland—American Legion of Calif. Sept. 4-6. J. Fisk, City Hall, San Francisco.
Oakland—F. & A. Masons. Oct. 11-14. J. Whicher, Masonic Temple, San Francisco.

CONVENTIONS

Pasadena—Order of Beauceant. Sept. 29-30. Mrs. E. Bennett, 3800 College ave., Kansas City, Mo.
Sacramento—Veterans of Foreign Wars. Aug. 28-Sept. 2. R. B. Handy Jr., Bdw. at 34th st., Kansas City, Mo.
Sacramento—Military Order of Cootie. Aug. 28-Sept. 3. Y. F. Hanrahan, 108 W. 5th st., Davenport, Ia.
San Diego—State League of Municipalities. Sept. 26-29. A. H. Wright, City Hall.
San Diego—Walter League of Southern Calif. Sept. 3-5. Rev. C. Damschroeder, 3993 Park Blvd.
San Diego—Intl. Assn. Fire Chiefs. Oct. 18-21. Chief J. J. Mulcahey, Fire Dept., Yonkers, N. Y.
San Diego—Pacific Coast Fire Chiefs' Assn. Oct. 17. H. E. Strasser, 1171 7th ave.
San Francisco—Order Eastern Star. Oct. 17-20. Miss S. Linscott, Phelan Bldg.
San Francisco—American Humane Assn. Oct. 18-20. N. J. Walker, 80 Howard st., Albany, N. Y.
San Francisco—State Teachers' Assn. Nov. 21-23. E. G. Gridley, 2163 Center st., Berkeley.
San Francisco—Kiwanis Clubs. Oct. 19-22. F. S. Kistemann, Hotel Oakland, Oakland, Calif.
San Francisco—State Wool Growers' Assn. Nov. 17-18. W. P. Wing, 405 Sansome st.
San Francisco—363d Infantry Assn. Sept. 23-24.
San Jose—State Elks' Assn. Oct. 13-15. R. Benbaugh, 350 Cedar st., San Diego, Calif.
Stockton—State Letter Carriers' Assn. Sept. 1. F. J. Eason, 2445 F st., San Diego.

COLORADO

Colorado Springs—State Hospital Assn. Nov. 8-9. W. S. McNary, 4200 E. 9th ave., Denver.
Denver—Amer. Chemical Soc. Aug. 29-31. Dr. C. Parsons, 1709 G st., N. W., Washington, D. C.
Denver—F. & A. Masons. Sept. 20-21. W. Cooper, Masonic Temple.
Denver—Order Eastern Star. Sept. 22-24. Mrs. N. Wist, Masonic Temple.
Denver—Order of Hibernians. Sept. 19. D. Horan, 1355 Navajo st.
Denver—Order of Odd Fellows, Grand Lodge. Sept. 19-24. J. E. Kroh, 16 W. Chase st.
Denver—Natl. Coffee Roasters' Assn. Sept. 12-14. W. F. Williamson, 11 Water st., New York City.
Denver—Knights Templar. Sept. 23. W. H. Cooper, Masonic Bldg.
Denver—Phi Delta Theta. Sept. 6-8. A. R. Priest, Box 157, Oxford, O.
Denver—Hotel Assn. Oct. or Nov. B. B. Morse, Cosmopolitan Hotel.
Denver—State Education Assn. Nov. 10-12. W. B. Mooney, 530 Commonwealth Bldg.
Estes Park—Alpha Sigma Alpha Sorority. Aug. 26-29. Miss L. Wilcox, 1916 44th st., Des Moines, Ia.
Estes Park—Phi Delta Theta Frat. Aug. 29-31. A. R. Priest, Box 157, Oxford, O.

Estes Park—State Medical Soc. Sept. 8-9. H. Sethman, Metropolitan Bldg., Denver.
Greeley—State W. C. T. Union. Sept. 20-22. Mrs. B. Teller, 177 S. Lincoln st., Littleton, Colo.
Greeley—State Baptist Conv. Oct. 5-7. Rev. F. B. Palmer, Colorado Bldg.
Loveland—Odd Fellows Encampment. Oct. 17. J. Norman, 302 Exchange Bldg., Denver.
Loveland—Rebekah Assembly. Oct. 18-19. L. Lamont, 2870 E. 13th ave., Denver.

CONNECTICUT

Bridgeport—Junior Order. Sept. 27. J. W. Wellington, Box 323, Norwich, Conn.
Chester—Order Un. American Men. Sept. 17. E. Kisselbrock, 176 Carlton st., New Britain.
New London—Degree of Pocahontas. Oct. 11. Miss H. Wright, 56 Park place, Middletown, Conn.
Torrington—Odd Fellows Encampment. Oct. 18. W. Hutchinson, Box 1689, New Haven, Conn.

DELAWARE

Cheswold—Pat. Order Sons of Amer. Aug. 30. Laurel—Order of Red Men. Oct. 26. E. McIntyre, 2318 W. 14th st., Wilmington.
Wilmington—State Vol. Firemen's Assn. Sept. 21-22. W. Sevier, Box 696.
Wilmington—Knights of Pythias. Oct. 20. G. A. Sander, 906 West st.
Wilmington—Order of Odd Fellows. Nov. 15-16. W. Douty, 10th & King sts.
Wilmington—State Education Assn. Nov. 10-11. Eunice C. Bounds, 351 City Bldg.
Wilmington—Rebekah Assembly. Nov. 3. Mrs. P. F. Croes, 1309 King st.

DISTRICT OF COLUMBIA

Washington — Alpha Sigma Lambda Frat. Sept. 3-4. W. L. Culkins, 1922 S. 34th st., Omaha, Neb.
Washington—Shepherds of Bethlehem of N. A. Sept. 26-28. C. E. Carr, Camden, N. J.
Washington—Order Daughters of St. George. Sept. 27. A. Stevenson, 11 S. Wilder st., Lowell, Mass.
Washington—Amer. Bar Assn. Oct. 12-15. W. D. MacCracken Jr., 1140 N. Dearborn st., Chicago.
Washington—Amer. Inst. Park Executives & Amer. Park Soc. Opens Sept. 18. W. H. Walker, 2033 Hollywood place, South Bend, Ind.
Washington—Amer. Assn. of Engineers. Sept. 27-29. M. E. McIver, 8 S. Mich. ave., Chicago.
Washington—Knights of Golden Eagle. Oct. 11-13. F. W. Anton, 814 N. Broad st., Philadelphia.
Washington—Amer. Public Health Assn. Oct. 24-27. K. Emerson, M. D., 450 7th ave., New York City.
Washington—Amer. Clan Gregor Soc. Oct. 20-21. K. D. Magruder, 5562 Hobart st., Pittsburgh.
Washington—Natl. Safety Council. Oct. 3-7. W. H. Cameron, 20 N. Wacker drive, Chicago.
Washington—Scottish Rite Masons (Colored). Oct. 16. J. T. Beason, 1630 11th st., N. W.

Washington—Natl. Fox Hunters' Assn. Oct. 31-Nov. 5. J. M. Hill, 919 College st., Bowling Green, Ky.
Washington—Military Order of World War. Oct. 6-8. Major E. S. Bettelheim Jr., 1518 K st.
Washington—Natl. Municipal League. Sept. 19-21. R. Forbes, 309 E. 34th st., New York City.
Washington—Natl. Paint, Oil & Varnish Assn. & Amer. Paint & Varnish Mfrs.' Assn. Week of Nov. 14. G. V. Horgan, 2201 New York ave., N. W., Washington, D. C.

FLORIDA

Bradenton—Kiwanis Clubs. Oct. 24-26. A. P. Mickler, Box 1051, Orlando, Fla.
Hollywood—Un. Daughters of Confederacy. Oct. 18-20. Mrs. D. John, 8th ave., N. St. Petersburg.
Hollywood—Southeastern Florist Assn. Nov. 15-17. L. J. Spence, 523 Power Bldg., Chattanooga, Tenn.
Jacksonville—Intl. Order Blue Goose. Oct. —. C. Helliwell, 413 Caswell Block, Milwaukee, Wis.

GEORGIA

Atlanta—Amer. Veterinary Med. Assn. Aug. 23-26. Dr. H. P. Hoskins, 1230 W. Washington Blvd., Chicago.
Atlanta—Amer. Poultry Assn. First week in Oct. E. B. Campbell, 655 W. 3d st., Ft. Wayne, Ind.
Atlanta—Natl. Tire Dealers' Assn. Nov. 14-16. N. P. Trimborn, 100 N. LaSalle st., Chicago.
Griffin—State W. C. T. Union. Oct. 18-19. Mrs. R. L. Miller, Waynesboro, Ga.
Macon—F. & A. Masons. Oct. 25. F. F. Baker.
Macon—State Baptist Assn. Nov. 15. B. D. Ragsdale.

IDAHO

Boise—State Education Assn. Nov. 25-26. J. Hillman, Sanna Bldg.
Lewiston—Order of Odd Fellows. Oct. 17-19. P. F. Horne, Caldwell, Ida.
Lewiston—Rebekah Assembly. Oct. 17. Mrs. F. Crosson, Box 1276, Boise, Ida.
Moscow—A. F. & A. Masons. Sept. 13. C. F. Pike, Masonic Temple, Boise.
Weiser—Knights of Pythias. Sept. 28. F. E. Smith.
Weiser—Pythian Sisters. Sept. 28. Miss L. Knight.

ILLINOIS

Bloomington—Kiwanis Clubs. Sept. 11-13. R. Blunt, Sherman Hotel, Chicago.
Chicago—Financial Advertisers' Assn. Sept. 12-14. P. E. Reed, 231 S. LaSalle st.
Chicago—Natl. Assn. Motor Bus Operators. Sept. 22-23. J. M. Meighan, 823 Tower Bldg., Washington, D. C.
Chicago—Order Sons of Amer. Sept. 27-28. H. A. Miller, 1157 Butler st., Easton, Pa.
Chicago—Natl. Fed. Implement Dirs.' Assn. Oct. 12-13. H. J. Hodge, Box 544, Abilene, Kan.
Chicago—Natl. Assn. Farm Equipment Mfrs. Oct. 13. H. J. Sameit, 608 S. Dearborn st.
Chicago—Allied Trades of Baking Industry. Oct. 3. G. Reuter, 595 Madison ave., New York City.
Chicago—Amer. Bakers' Assn. Oct. 3-6. T. Smith, 1135 Fullerton ave.
Chicago—Natl. Spiritualists' Assn. Oct. 17-20. H. Strack, 600 Pa. ave., S. E., Washington, D. C.

- Chicago—Farmers Natl. Grain Dirs.' Assn. Nov. 28-29. W. H. Thompson, Box 686, Ft. Dodge, Ia.
- Chicago—Intl. Assn. Fairs & Expos. Nov. 29-30. R. T. Hemphill, Oklahoma City.
- Chicago—Percheron Soc. of Amer. Nov. 28. E. D. McFarland, 828 Exchange ave.
- Chicago—Lambda Gamma Delta Frat. Nov. 26. C. Spencer, 111 E. Michigan ave., Jackson, Mich.
- Chicago—Amer. Physical Soc. Nov. 26. W. L. Severinghaus, Columbia Univ., New York City.
- Chicago—Natl. Assn. Prac. Ref. Engineers. Nov. 1-4. E. H. Fox, 435 N. Waller ave.
- Danville—Knights Templar. Aug. 27-29. W. H. Jennings, 38 S. Dearborn st., Chicago.
- Danville—Order Eastern Star. Oct. 4-5. Mrs. N. Kenner, 32 W. Randolph st., Chicago.
- Danville—State Haymakers' Assn. Oct. 29. G. Reininghaus, 704 W. Madison st., Chicago.
- Decatur—State Fed. of Labor. Sept. 13. V. A. Olander, 66 Lake Shore Drive, Chicago.
- Decatur—State Firemen's Assn. Sept. 13-15. R. W. Alsip, Champaign.
- Geneva—Ord. of Good Templars. Sept. 3-4. A. Fahland, 2905 N. Newland ave., Chicago.
- Joliet—Kings Daughters & Sons. Oct. 12-14. Mrs. C. B. Williams, 208 W. Richmond ave., Peoria, Ill.
- Peoria—W. C. T. Union of Ill. Oct. 12-13. Miss E. Marshall, 105 W. Monroe st., Chicago.
- Peoria—State Telephone Ass. Nov. 15-16. A. Parsons, 523 E. Capitol ave., Springfield.
- Springfield—G. A. R. Natl. Encampment. Sept. 18-23. W. F. Hambricht, 340 City Hall, Philadelphia, Pa.
- Springfield—Sons of Union Veterans. Sept. 18-23. H. H. Haumer, Colonial Bldg., Reading, Pa.
- Springfield—Knights of Pythias. Sept. 27-28. A. Douglas, 618 S. 6th st.
- Springfield—Order of Odd Fellows. Oct. 18-19. J. M. Sikes, 115 W. Monroe st.
- Springfield—Order Red Men. Oct. 4. W. Votrian, Myers Bldg.
- Springfield—Rebekah Assembly. Oct. 18. Mrs. M. Crowell, 309 Mulberry st., Rockford.
- Springfield—Degree of Pocahontas. Oct. 4. Miss M. Davies, 309 W. College ave., Jacksonville.
- Urbana—Baptist State Conv. Oct. —. Rev. J. R. Hastings, Taylorville, Ill.
- INDIANA**
- Anderson—Knights of Golden Eagle. Sept. 13. J. Conklin, Union City, Ind.
- Columbus—State W. C. T. Union. Oct. 14-16. Mrs. M. D. Donnell, R. R. 1, Greensburg.
- Evansville—State Baptists' Assn. Oct. 11-12. Rev. G. T. King, Columbus, Ind.
- Ft. Wayne—State Fed. of Labor. Sept. 15-16. A. Fritz, Peoples Bank Bldg., Indianapolis.
- Ft. Wayne—Knights of Pythias. Oct. 4-5. C. Mitchell, Pythian Bldg., Indianapolis.
- French Lick—U. S. Bldg. & Loan League. Sept. 1-2. H. Cellarius, 22 E. 12th st., Cincinnati, O.
- French Lick—Outdoor Adv. Assn. Oct. 25-28. J. Paver, 165 W. Wacker drive, Chicago, Ill.
- Indianapolis—Junior Order. Aug. 25-26. J. McFarland, Portland, Ind.
- Indianapolis—A. A. S. R. Masons. Sept. 20-22. C. H. Spilman, 1117 Statler Bldg., Boston, Mass.
- Indianapolis—State Osteopathic Assn. Oct. 11-12. Dr. F. Marsh, 505 Johnson Block, Muncie.
- Indianapolis—Order Red Men. Oct. 19. A. Hobbs, Ind. Tr. Bldg.
- Indianapolis—Degree of Pocahontas. Oct. 19. Miss L. Ross, Box 303, Shelbyville, Ind.
- Indianapolis—Natl. Tent & Awning Mfg. Assn. Oct. 10-13. J. E. McGregor, 532 Endicott Bldg., St. Paul, Minn.
- Indianapolis—State Implement Dirs.' Assn. Nov. 30-Dec. 1. W. O. Scott, Milford.
- Indianapolis—State Cannery Assn. Nov. 17-18. K. N. Rider, Trafalgar, Ind.
- Indianapolis—Order of Odd Fellows. Nov. 16-17. G. P. Bornwasser, 1208 I. O. F. Bldg.
- Indianapolis—State Fed. of Clubs. Nov. 1-3. Mrs. G. W. Jaqua, Winchester, Ind.
- Logansport—Veteran Odd Fellows' Assn. Sept. 10. L. C. Robinson, Valparaiso, Ind.
- Michigan City—State Medical Assn. Sept. 27-29. T. Hendricks.
- Portland—P. of H. State Grange. Oct. 18-20. W. R. Grant, R. 10, Columbus, Ind.
- South Bend—Daughters of Amer. Revolution. Oct. —. Mrs. W. Schlosser, 99 N. Forsyth st., Franklin.
- Terre Haute—State Chiropractors' Assn. Oct. 2-3. O. McKeever, 417 E. 21st st., Indianapolis.
- Valparaiso—Order of Moose. Sept. 23-24.
- West Baden—Grain & Feed Dealers' Natl. Assn. Sept. 19-21. C. Quinn, 321 Gardner Bldg., Toledo, O.
- West Baden—Kiwanis Clubs. Sept. 13-15. K. Meyers, Richmond.
- West Baden—Amer. Photo-Engravers' Assn. Oct. 13-15. L. Flader, Chicago, Ill.
- IOWA**
- Burlington—Order Red Men. Oct. 11-12. W. Boswell, 303 N. 8th st., Marshalltown, Ia.
- Burlington—Degree of Pocahontas. Oct. 11. Miss L. Dawson, 1121 Scott st., Davenport.
- Cedar Rapids—Vasa Order of Amer. Sept. 3. A. Hedquist, 1316 26th st., Sioux City, Ia.
- Cedar Rapids—Order of Odd Fellows. Oct. 17-21. J. H. Woodside, 614 1st ave., W.
- Cedar Rapids—Rebekah Assembly. Oct. 18-20. Miss S. E. Matheny, 310 S. 12th st., Keokuk, Ia.
- Cedar Rapids—Order Eastern Star. Oct. 25-27. Mrs. A. Thompson.
- Chariton—State Firemen's Assn. Sept. 20-21. B. A. Soener, Independence, Ia.
- Denison—State W. C. T. Union. Oct. 4-6. Mrs. C. Ballenger, 644 S. 1st st., Council Bluffs.
- Des Moines—R. & S. Masons. Oct. 11-12. D. Brownlee, Box 266, Sioux City, Ia.
- Des Moines—R. A. Masons. Oct. 13. O. F. Graves, Harlan, Ia.
- Des Moines—State Chiropractors' Assn. Oct. 6-8. Dr. T. H. Holstern, Iowa Falls.
- Des Moines—State Teachers' Assn. Nov. 3-5. C. F. Pye, 415 Shops Bldg.
- Mason City—State Creamery Operators' Assn. Nov. 2. C. R. Conway, Garner, Ia.
- Ottumwa—Kiwanis Clubs. Oct. 5-7. S. Dorsey, Iowa Natl. Bank Bldg., Des Moines.
- Ottumwa—Degree of Honor. Nov. —. Mrs. B. Culbreth, 820 H. ave., Cedar Rapids, Ia.
- Sioux City—State Baptist Conv. Oct. 25-30. Rev. F. Anderson, Hubbell Bldg.
- KANSAS**
- Abilene—State Farm Bureau. Nov. 1-2. J. Smith, Box 392, Manhattan, Kan.
- Clay Center—Farmers' Educ' & Co-Op. Assn. Oct. 27. F. H. Lynn, Box 51, Salina, Kan.
- Coffeyville—State W. C. T. Union. Oct. 4-6. Miss M. Dobbs, 3062 E. Douglas st., Wichita.
- Kansas City—Soc. of 353d Inf., 89th Div. Sept. 3-5. C. H. Paulson, 119 W. 6th st., Topeka, Kan.
- Kansas City—State Teachers' Assn. Nov. —. F. L. Pinet, Topeka.
- Manhattan—Order of Odd Fellows. Oct. 12-13. W. J. Russell, 117 W. 6th st., Topeka.
- Manhattan—Rebekah Assembly. Oct. 12-13. Mrs. G. Johnston, 9 E. 7th st., Lawrence, Kan.
- Neodesha—State Osteopathic Assn. Nov. 2. R. DeLong, 1st Natl. Bk. Bldg., Wichita.
- Pratt—Order Red Men. Oct. 4. C. Shreve, 108 Iowa ave., Holton, Kan.
- Pratt—Degree of Pocahontas. Oct. 4. Miss F. Barkman, 700 N. 12th st., Kansas City.
- Topeka—American Legion of Kan. Sept. 5-6. E. A. Ryan, Memorial Bldg.
- Topeka—Order B'Nai B'rith. Oct. —. J. Hartman, Coffeyville, Kan.
- Wichita—State Baptist Conv. Oct. 11-12. J. F. Crawford, 918 Kansas ave., Topeka.
- KENTUCKY**
- Ashland—Educational Assn., Eastern Ky. Nov. 10-12. H. R. Brown, Paintsville, Ky.
- Corbin—State Firemen's Assn. Sept. 6-8. S. G. Render, 940 Stark Bldg., Louisville.
- Covington—Legion of Moose. Sept. 2-5. R. Wenzler, Moose Home, Owensboro, Ky.
- Danville—Un. Daughters of Confederacy. Oct. 19. Mrs. J. Reburn, Morganfield, Ky.
- Frankfort—State Fed. of Labor. Sept. 19-20. P. Campbell, Box 305, Louisville.
- Frankfort — Sons & Daughters of Liberty. Sept. 26. Mrs. H. Stanley, 603 Ashland ave., Louisville.
- Hitchins—Knights of Golden Eagle. Aug. 26. L. Brenham, 2902 Moore st., Ashland, Ky.
- Lexington—Alpha Lambda Tau. Sept. 1-2. H. R. Maugans, Hurt Bldg., Atlanta, Ga.
- Lexington—Order of Odd Fellows. Oct. 11-12. W. Davies, Trust Bldg.
- Lexington—Rebekah Assembly. Oct. 11-12. Mrs. A. Breiel, 122 Evergreen ave., Newport, Ky.
- Lexington—Knights of Pythias. Oct. 25-26. J. Mulligan, R. 8.
- Lexington—Order Eastern Star. Oct. 25. Mrs. S. Terry, Lincoln Bk. Bldg., Louisville.
- Lexington—State Christian Miss. Soc. Nov. 13-15. C. G. Banks, Maysville, Ky.
- London—State Baptist Assn. Nov. 8-9. H. S. Summers, Madisonville, Ky.
- Louisville—R. A. Masons. Oct. 18-19. G. A. Holland, Lexington.
- Louisville—F. & A. M., R. A. M. & R. & S. Masons. Oct. 17-19. F. Hardwick, Shubert Bldg.
- Louisville—Natl. Retail Lumber Dirs.' Assn. Oct. —. W. E. Difford, 435 E. Burnet ave.
- Louisville—Natl. Builders' Supply Assn. Nov. —. W. L. Lacey, 1032 S. 3rd st.
- Louisville—Phi Beta Gamma Natl. Frat. Nov. —. D. S. Justice, 2027 S. 2d st.
- Pikeville—Junior Order. Aug. 24-25. O. C. Stubbs, First Natl. Bk. Bldg., Covington.
- LOUISIANA**
- Alexandria—State Fed. Women's Clubs. Nov. 4-7. Mrs. J. Wilkinson, 1224 St. Charles ave., New Orleans.
- Monroe—Southwestern Grotto Assn. Reunion. Sept. 4-5. L. N. Collier, Box 1210.
- New Orleans—Order of Druids. Sept. 20-22. C. G. Geider, 29 S. Delaware st., Indianapolis, Ind.
- New Orleans—Southern Logging Congress. Oct. 18-19. J. Boyd, 823 Perdido st.
- New Orleans—State Real Estate Assn. Nov. —. H. Lazarus, 826 Perdido st.
- Winnfield—State Baptist Assn. Nov. 15-17. J. S. Ramond, Box 16, Shreveport.
- MAINE**
- Bangor—State Teachers' Assn. Oct. 27-28. A. Gordon, State House, Augusta, Me.
- Bath—Knights of Golden Eagle. Sept. 8. F. S. Brown, W. Bath.
- Lakewood—State Fed. Women's Clubs. Sept. 20-21. Mrs. C. M. Gay, Waldoboro, Me.
- Lewiston—State Pomological Soc. Nov. 15-17. E. L. Newdick, Augusta, Me.
- Poland Springs—Kiwanis Clubs. Sept. 25-27. R. W. Haskell, S. Portland.
- Portland—Order of Odd Fellows. Oct. 18-19. J. Townsend, 25-A Forest ave.
- Portland—Degree of Pocahontas. Oct. 12. Miss R. Hawks, 266 Main st., Cumberland Mills, Me.
- Portland—Rebekah Assembly. Oct. 17. Mrs. G. Knowlton, Belfast, Me.
- Portland—Order Red Men. Oct. 12. H. B. Seal, 178 Middle st.
- Sanford—Junior Order. Sept. 7. H. D. Perkins, 16 Emery st.
- MARYLAND**
- Baltimore—Natl. Rural Letter Carriers' Assn. Week of Aug. 22. F. S. Russell, Chestertown, Md.
- Baltimore—Order of Ahepa. Aug. 26-31. C. Coventanos, 538 W. Franklin st.
- Baltimore—Amer. Fisheries Soc. Sept. 21. S. Gordon, Investment Bldg., Washington, D. C.
- Baltimore—Un. Daughters of Confederacy. Oct. 26-27. Mrs. F. Orrick, 327 Taplow road.
- Baltimore—Amer. Inst. Electrical Engrs. Oct. 10-13. H. H. Henline, 33 W. 39th st., New York City.
- Baltimore—State Parent-Teacher Assn. Nov. 16-17. Mrs. W. Podlich, 3402 Hartford road.
- Frederick—Sons & Daughters of Liberty. Oct. 27-28. W. Mosbert, 2805 W. Lanvale st., Baltimore.
- Ocean City—Amer. Legion of Md. Aug. 25-27. A. S. McGee, Baltimore.
- MASSACHUSETTS**
- Boston—State Funeral Dirs.' Assn. Sept. 13-14. C. L. Reade, 22 Common st., Waltham.
- Boston—Natl. Assn. Retail Druggists. Sept. 19-22. S. Henry, 168 N. Michigan ave., Chicago.
- Boston—Photographers' Assn. of N. E. Sept. 21-22. L. Lindsay, Rutland, Vt.
- Boston—Amer. Natl. Retail Jewelers' Assn. Sept. 12-15. C. T. Evans, 22 W. 48th st., New York City.
- Boston—Asso. Industries of Mass. Oct. 19-20. O. L. Stone, Room 950, Park Sq. Bldg.
- Boston—Sons of Temperance. Oct. 12. A. Mitchell, 249 Roslindale ave., Roslindale, Mass.
- Boston—Order Red Men. Oct. 20. G. Emerson, 18 Boylston st.
- Boston—Degree of Pocahontas. Oct. 19. Miss S. Annis, 40 Bellevue rd., Beach Bluff, Mass.
- Boston—Veteran Odd Fellows' Assn. Oct. 31. F. Mackintosh, 92 Worcester st.
- Boston—State School Supts.' Assn. Nov. 17-18. S. H. Chace, Beverly, Mass.
- Boston—Natl. Assn. Cotton Mfrs. Sept. 29. R. Fisher, 80 Federal st.
- Brockton—State C. E. Union. Sept. 30-Oct. 2. R. J. Blair, 41 Mt. Vernon st., Boston.
- Lowell—Order Daughters of St. George. Sept. 27-29. Mrs. A. O. Stevenson, 11 S. Wilder st.
- Quincy—State W. C. T. Union. Oct. 17-18. Mrs. G. Putman, 541 Mass. ave., Boston.
- Springfield—State Firemen's Assn. Sept. 6-8. R. J. Griffin, North St. Pl. Station.
- Springfield—N. E. Waterworks Assn. Sept. 27-30. F. J. Gifford, 715 Tremont Temple, Boston.
- Springfield—Natl. Assn. Postmasters of U. S. Sept. 14-17. G. D. Roe, Westfield, Mass.
- Springfield—First Dist. Adv. Fed. of Amer. Oct. 17-18. C. H. DeForest, 31 Elm st.
- Springfield—N. E. Awning & Tent Mfrs.' Assn. Nov. —. T. F. Meyers, 100 Alderman st.
- Swampscott—Natl. Assn. of Gardeners. Sept. 6-8. Mrs. D. E. Hansell, 522 5th ave., New York City.
- Swampscott—Illuminating Engineering Soc. Sept. 26-29. E. H. Hobbie, 220 5th ave., New York City.
- Swampscott—Daughters of Amer. Revolution. Oct. 3. Mrs. F. S. Nason, Scituate, Mass.
- West Boyfords—Junior Order. Oct. 4. E. C. Dorr, 28 Union st., Groveland, Mass.
- Worcester—Order of Good Templars. Sept. 4-5. A. Johnson, 38 Main st., Southbridge, Mass.
- MICHIGAN**
- Detroit—Yachtsmen's Assn. of Amer. Sept. 1-5. J. Barrett, Stroh Bldg.
- Detroit—Natl. Technicians' Assn. (Colored). Sept. 2-4. C. Duke, 184 W. Washington st., Chicago.
- Detroit—Amer. Physical Therapy Assn. Sept. 28-30. C. C. Vinton, 585 West End ave., New York City.
- Detroit—Order Eastern Star. Oct. 11-12. Miss G. Nauman, West Branch, Mich.
- Detroit—Intl. Assn. Ice Cream Mfrs. Oct. 20-21. R. C. Hibben, Telegraph Bldg., Harrisburg, Pa.
- East Lansing—P. of H. State Grange. Oct. 26-28. Mrs. M. E. Lovejoy, Perry, Mich.
- Flint—Allied Theater Owners of Mich. Oct. 5-6.
- Flint—State Council of Religious Educ. Oct. 26-27. E. Halpenny, 412 Mutual Bldg., Lansing.
- Grand Rapids—State Dist. of Kiwanis Intl. Oct. 4-5. F. W. Clement, 410 Ypsi-Ann Bldg., Ann Arbor.
- Howell—King's Daughters & Sons. Oct. 20-21. Mrs. F. Whitney, 1317 S. Jefferson st., Saginaw.
- Lansing—Order of Odd Fellows. Oct. 18-19. F. Rogers, 105 Hillsdale st.
- Lansing—Rebekah Assembly. Oct. 18-19. Miss E. Smith, 119 Union ave., N. E., Grand Rapids.
- Owosso—Knights of Pythias. Sept. 21. W. Hampton, 320 S. Main st., Ann Arbor.
- Plymouth—Order Red Men. Oct. 9. W. J. Canady, Holt, Mich.
- St. Joseph-Benton Harbor — Daughters of Amer. Revolution. Oct. 4-6. Mrs. Lynn T. Miller, Ithaca, Mich.
- MINNESOTA**
- Albert Lea—Knights Templar. Sept. 14-15. J. Fishel, Masonic Temple, St. Paul.
- Austin—P. of H. State Grange. Oct. 18. Mrs. A. Overholt, Linden Hills Sta., R. 2, Minneapolis.
- Duluth—Order of Good Templars. Sept. 3-4. J. Norman, 4101 Emerson ave., N., Minneapolis.
- Red Wing—State Fed. Women's Clubs. Oct. 4-5. Mrs. E. Galbrandson, 701 Newton st., Albert Lea.
- Rochester—State Parent-Teacher Assn. Oct. 24-25. Mrs. H. Swenson, 714 2d ave., Fairbault.
- St. Paul—Vasa Order of Amer. Aug. 28-29. A. Horngren, 1693 Taylor ave.
- St. Paul—State Florists' Assn. Sept. 15. C. A. Mathes, 1326 Osceola ave.
- St. Paul—R. A. Masons. Oct. 11. J. Fishel, Masonic Temple.
- St. Paul—Natl. Restaurant Assn. Oct. 3-7. F. J. Wiffler, 6 N. Mich. ave., Chicago.
- St. Paul—Amer. Country Life Assn. Oct. 26-29. B. Y. Landis, 105 E. 22d st., New York City.
- St. Paul—State Education Assn. Oct. 27-29. C. G. Schulz, 2642 University ave.
- St. Paul—State Milk Producers' Assn. Nov. 26. H. R. Leonard.
- St. Paul—State Bowling Tournament. Nov. 25-Dec. 11. L. J. Warren, 403 Pioneer Bldg.
- Waseca—State Council Religious Educ. Oct. 27-28. H. Stright, Oppenheim Bldg., St. Paul.
- MISSISSIPPI**
- Columbia—Farmers' Week. Oct. 3-8. J. Mayes, Jefferson City, Mo.
- Gulfton—State Fed. of Labor. Sept. 12. H. Edmiston, 2620 19th st., Meridian.
- Jackson—Southern Circulation Mgrs.' Assn. Oct. 13-14. H. Powell, care The Banner, Nashville, Tenn.
- MISSOURI**
- Excelsior Springs—Reunion 35th Div. Assn. Sept. 25-26. K. C. Lewis, Capitol Bldg., Topeka.
- Hannibal—American Legion of Mo. Aug. 28-30. J. F. Duggan, 3709 Broadway, Kansas City.
- Hannibal—State W. C. T. Union. Oct. 4-6. Mrs. L. May, 400 McDaniel Bldg., Springfield, Mo.
- Hannibal—State Cong. Parent & Teachers. Oct. 10-13. Mrs. J. Cook, 45 Mason ave., Webster Groves.
- Jefferson City—Daughters of Amer. Revolution. Oct. 4-7. Mrs. J. O. Pasley, 1413 Bass ave., Columbia.
- Kansas City—Bro. Ry. Carmen of Amer. Sept. —. J. M. Ellis, 107 W. Linwood Blvd.
- Kansas City—Amer. Inst. of Accountants. Oct. —. J. L. Carey, 135 Cedar st., New York City.
- Kansas City—Assn. of Electragists. Oct. 10-12. L. W. Davis, 420 Lexington ave., New York City.
- Kansas City—State Telephone Assn. Nov. 10-11. R. W. Hedrick, Jefferson City, Mo.
- Kansas City—State Poultry Assn. Nov. 12-19. T. W. Noland, Mountain Grove, Mo.
- Kansas City—State Teachers' Assn. Nov. 9-11. E. M. Carter, Columbia, Mo.
- Kirksville—State Osteopathic Assn. Oct. 6. Dr. J. L. Allen, Higginsville, Mo.
- St. Louis—Natl. Federated Crafts. Sept. —. A. Crawford, 5435 N. Artesian ave., Chicago.
- St. Louis—Intl. Assn. of Electrotypers. Sept. 21-23. N. Gross, Leader Bldg., Cleveland, O.
- St. Louis—Amer. Assn. Railroad Ticket Agents. Oct. 10-11. E. R. Hutton, 163 W. Jackson Blvd., Chicago.
- St. Louis—Order Eastern Star. Oct. 11-13. Mrs. F. Peabody, 3681 Linclev Blvd.
- St. Louis—Odd Fellows' Encampment. Oct. 11-12. H. A. Collins, Lamar, Mo.
- St. Louis—Amer. College of Surgeons. Oct. 17-21. F. H. Martin, 40 E. Erie st., Chicago.
- St. Louis—State Fraternal Congress. Nov. 17-18. Miss J. Reddington, 1122 Chambers Bldg., Kansas City.
- St. Louis—Natl. Assn. of Broadcasters. Nov. 14-16.
- St. Louis—Asso. Cooperage Industries of Amer. Nov. 16-17. L. F. Horn, 411 Olive st.
- Sedalia—35th Div. of Kan.-Mo. Sept. 23-25. C. B. Fennell, care Chamber of Commerce.
- Sedalia—State Baptist General Assn. Oct. 18-20. S. E. Ewing, 919 N. Taylor ave., St. Louis.
- Springfield—State C. E. Union. Nov. 10-13. A. C. Crouch, Room 200, Y. M. C. A., Kansas City.
- MONTANA**
- Butte—Order of Odd Fellows. Oct. 17-19. R. W. Kemp, Box 1364, Missoula, Mont.
- Butte—Rebekah Assembly. Oct. 19. Mrs. N. W. Neill, 843 6th ave., Helena, Mont.
- Great Falls—Knights of Pythias. Sept. 12-13. D. B. Hopkins, Butte, Mont.
- Missoula—W. C. T. Union. Sept. 21-22. Mrs. R. Haynes, Sheridan, Mont.
- NEBRASKA**
- Chadron—State Fed. Women's Clubs. Oct. 11-12. Mrs. C. W. Heyner, Franklin, Neb.
- Falls City—State Volunteer Firemen's Assn. Oct. 18-20. F. W. Muller, Norfolk, Neb.
- Grand Island—State Parent-Teachers Assn. Oct. 12-14. Mrs. E. Wing, Bankers' Life Bldg., Lincoln.
- Grand Island—Order United Workmen. Oct. 5-6. J. E. Fogarty, 1409 9th st., Seattle, Wash.
- Hastings—Order of Odd Fellows. Oct. 18-20. E. S. Davis, Box 367, North Platte, Neb.
- Hastings—Rebekah Assembly. Oct. 18-19. Mrs. E. L. Talbot, 4506 S. 22d st., Omaha.
- Kearney—P. of H. State Grange. Oct. 11. T. A. Hodson, Gothenburg, Neb.
- Norfolk — Walther League. Sept. 4-5. D. Witte, 856 N. 21st st., Lincoln, Neb.
- Norfolk—State Baptist Conv. Oct. 12-15. H. G. Morton, 1222 Farnam st., Omaha.
- Norfolk—State Teachers' Assn. Oct. 29-30. E. M. Hosman, 509 Richards Block, Lincoln.
- Omaha—State Blacksmiths' Assn. Oct. 26-28. G. C. Casten, Grafton, Neb.
- Omaha—Midwest Implement Dirs.' Assn. Nov. 30-Dec. 2. J. Wallace, 517 S. Main st., Council Bluffs, Ia.
- Omaha—State Florists' Assn. Nov. —. R. Danielson, Lincoln, Neb.
- Omaha—State Bankers' Assn. Nov. 3-4. W. B. Hughes, 420 Farnam Bldg.
- NEVADA**
- Reno—Knights of Pythias. Sept. 15. S. H. Rosenthal, Box 464.
- Reno—State Medical Assn. Sept. 23-24. Dr. H. J. Brown, Box 688.
- NEW HAMPSHIRE**
- Bethlehem—Order Eastern Star. Sept. 14-15. Mrs. B. Norris, 392 Islington st., Portsmouth, N. H.
- Bethlehem—Rotary Clubs. Sept. 23-24.
- Center Barnstead—Junior Order. Sept. 16. J. M. Goodrich, Atkinson Depot, N. H.
- Conway—State Firemen's Assn. Sept. 6-7. O. Stone, 312 Manchester st., Manchester.
- Lancaster—Knights Templar. Sept. 27. H. M. Cheney, 44 S. Main st., Concord, N. H.
- Lebanon—Odd Fellows' Encampment. Oct. 11. H. A. Currier, Franklin, N. H.
- Manchester—Order Red Men. Oct. 6. H. M. Young, Box 729.
- Manchester—Degree of Pocahontas. Oct. 5. Miss E. Viel, Exeter, N. H.
- Manchester—Order Good Templars. Oct. 13. Miss G. Holmes, 743 Pine st.
- Manchester—State Teachers' Assn. Oct. 21. J. Condon.
- Nashua—State W. C. T. Union. Oct. 18-19. Mrs. L. Davis, 9 Myrtle st., Rochester.
- NEW JERSEY**
- Asbury Park—Daughters of Amer. Sept. 20-21. Miss S. Lake, 411 4th st., Ocean City.
- Asbury Park—Knights of Pythias. Sept. 21-22. E. Margerum, Trenton, N. J.
- Asbury Park—Daughter of Scotia. Sept. 20-22. Janet B. Rutherford, 71 Cabot st., Hartford, Conn.
- Atlantic City—Amer. Gas Assn. Oct. 10-14. K. R. Boyes, 420 Lexington ave., New York City.
- Atlantic City — Pat. Order Sons of Amer. Sept. 12-13. G. W. Smith, 136 Chambers st., Philadelphia.
- Atlantic City—State Firemen's Assn. Sept. 16-17. W. Exall, C. of C. Bldg., Newark.
- Atlantic City—State Gladiolus Soc. Sept. 3-4. C. Taylor, 4786 Oak Terrace, Merchantville.
- Atlantic City — State Funeral Dirs.' Assn. Sept. 13-15. J. H. Broemel, 347 Lafayette st., Newark.
- Atlantic City—Natl. Petroleum Assn. Sept. 16-18. F. B. Dow, Munsey Bldg., Washington, D. C.
- Atlantic City—Amer. Hardware Mfrs.' Assn. Oct. 17-19. C. F. Rockwell, 342 Madison ave., New York City.
- Atlantic City—Natl. Hardware Assn. Oct. 17-19. G. Fernley, 505 Arch st., Philadelphia, Pa.
- Atlantic City—Junior Order. Oct. 12-13. E. T. Barclay, 137 E. State st., Trenton.
- Atlantic City—State Baptist Conv. Oct. 24-26. Rev. C. Goodall, 158 Wash. st., Newark.
- Atlantic City—Kiwanis Clubs. Oct. —. E. Beach.
- Atlantic City—Rebekah Assembly. Oct. 12. Miss E. Van Dusen, 118 Broad st., Manassquan, N. J.
- Atlantic City—Natl. Selected Morticians. Oct. 4-7. W. M. Krieger, 520 N. Mich. ave., Chicago.
- Atlantic City—Congress Parents & Teachers. Nov. 2-3. Mrs. A. Roberts, Moorestown, N. J.
- Atlantic City—State Teachers' Assn. Nov. 11-14. C. F. Ogden, Clifton, N. J.

Atlantic City—Sons & Daughters of Liberty. Sept. 13.
Bridgeton—State W. C. T. Union. Oct. 27-31. Mrs. E. Christner, 108 Claremont ave., Montclair, N. J.
Jersey City—King's Daughters & Sons. Oct. 20-21. Mrs. C. Saxton, 473 Bramhall ave.
Newark—State Fed. of Labor. Sept. 12-14. H. Reilly, 850 Broad st., Newark.
Paterson—Order of Good Templars. Sept. 14-15. D. W. McNeill, 133 Walnut st.
Somerville—State C. E. Union. Oct. 11-13. F. L. Mintell, 6 Woodruff Bldg., Rahway, N. J.
Trenton—Knights of Golden Eagle. Sept. 19. F. E. Reynolds, 68 Oxford st., Glen Ridge, N. J.
Trenton—Patriotic Order of Americans. Oct. 18-19. Mrs. M. M. Bowker, 427 Elm ave., Riverton, N. J.
Trenton—Supreme Encampment, Order Knights Hospitaliers. Oct. 29. R. R. Lawley, 6515 N. 6th st., Philadelphia, Pa.

NEW MEXICO

Albuquerque—Order of Odd Fellows. Sept. 26. C. B. Smith, Artesia, N. M.
Albuquerque—Rebekah Assembly. Sept. 26. Mrs. I. Lindahl, Box 146, Gallup, N. M.
Albuquerque—State Fed. of Labor. Sept. 14-16. L. Thompson, Santa Fe.
Roswell—State Educational Assn. Nov. 2-5. P. L. Flickinger, Box 1538, Santa Fe.

NEW YORK

Albany—State Congress Parent & Teachers' Assn. Oct. 2-8. Mrs. J. F. Purdy, 94 S. Pine st.
Albany—State Monarch Clubs. Oct. —. W. Wood, 48 Evans st., Binghamton, N. Y.
Albany—Teachers' Assn., Eastern Dist. Oct. 20-21.
Albany—State Waterways Assn. Nov. 21-22.
Brooklyn—Amer. Legion of N. Y. Aug. 25-27. M. Stember, Room 305, Halls of Records, New York City.
Buffalo—Daughters of Amer. Sept. 7-8. Mrs. E. Dean, 320 W. Newell st., Syracuse.
Buffalo—Amer. Dental Assn. Sept. 12-16. H. B. Finney, 212 E. Superior st., Chicago.
Buffalo—Daughters of Amer. Revolution. Oct. 4-6. Mrs. H. D. Bixby, Halesite, N. Y.
Ithaca—Amer. Psychological Assn. Sept. 8-10. D. G. Paterson, Univ. of Minn., Minneapolis.
Jamestown—Order of DeMolay. Sept. 2-3.
Kingston—Junior Order. Sept. 26-27. F. S. Faye, 1 Madison ave., New York City.
Mt. Vernon—State Fed. Men's Bible Classes. Nov. 12-13. E. Stert, 104 E. Beechwood ave.
New York—American Dahlia Soc. Sept. 22-23. W. J. Rathgeber, New Haven, Conn.
New York—Theta Chi Frat. Sept. 8-10. A. H. Aldridge, Broad St. Bk. Bldg., Trenton, N. J.
New York—United Textile Workers of Amer. Sept. 12-17. J. Starr, 603 Bible House.
New York—Fed. Colored Catholics. Sept. 3-5. H. M. Smith, 1727 13th st., N. W., Washington, D. C.
New York—Soc. of Fifth Div. Sept. 3-5. Capt. C. F. Cooper, Fort Jay, Governors Island, N. Y.
New York—Congress of Anesthetists. Oct. 17-21. Dr. F. H. McMechan, 318 Hotel Westlake, Rocky River, O.
New York—Direct Mail Adv. Assn. Oct. 6-7. F. L. Pierce, 2227 Barium Tower, Detroit.
New York—United Restaurant Owners' Assn. Nov. —. C. W. Klein, 570 7th ave.
New York—Phi Alpha Gamma Frat. Nov. 11-12. Dr. H. J. McLaren, 514 11th ave., New Brighton, Pa.
New York—Natl. Assn. Amusement Parks. Nov. 28-Dec. 2. A. R. Hodge, Riverview Park, Chicago.
New York—State Hotel Assn. Nov. 14-13. M. A. Caldwell, 221 W. 57th st.
New York—Master Photo Finishers of Amer. Nov. 14-17. G. A. Bingham, Box 1020, Rockford, Ill.
New York—Middle Atlantic Fisheries Assn. Nov. or Dec. J. H. Matthews, 203 Front st.
New York—Amer. Dietetic Assn. Nov. 7-10. Miss P. Rowe, Hopkins Hospital, Baltimore, Md.
New York—Natl. Indust. Traffic League. Nov. 14-17. J. H. Beek, 1 N. LaSalle St. Bldg., Chicago.
New York—Amateur Athletic Union. Nov. 20-22. D. J. Ferris, 233 Broadway.
New York—Amer. Bridge League. Nov. 28-Dec. 3. W. E. McKenney, 422 Guarantee Title Bldg., Cleveland, O.
Newburg—State W. C. T. Union. Oct. 20-25. Helen G. Estelle, 156 5th ave., New York.
Poughkeepsie—R. & S. Masons. Sept. 12-13. G. E. Hatch, Lincoln Alliance Bldg., Rochester.
Poughkeepsie—State Council Religious Educ. Oct. 13-14. W. Landes, 80 Howard st., Albany.
Rye—Natl. Elec. Mfrs.' Assn. Sept. 26.
Syracuse—Natl. Exchange Club. Sept. 11-14. H. M. Harter, Huron Bldg., Toledo, O.
Syracuse—Pi Phi Frat. Sept. 1-3. A. J. Lewis, 1115 Midland ave.
Syracuse—State Automotive Assn. Oct. 3-4. W. Bates, 184 State st., Albany.
Utica—State Baptist Conv. Oct. 24-27. J. Smith, 433 S. Salina st., Syracuse.
Yonkers—Order of Harugari. Sept. 1-2. W. Mossdorf, 634 N. Salina st., Syracuse.

NORTH CAROLINA

Asheville—Order of Red Men, Great Council. Sept. 12-16. H. F. Stetser, 1521 W. Girard ave., Phila.
Asheville—Educational Assn. Oct. 14-15. J. B. Warren, Box 274, Raleigh, N. C.
Charlotte—King's Daughters & Sons. Second week Oct. Mrs. J. H. Norman, 835 W. Morgan st., Raleigh.
Charlotte—State Baptist Assn. Nov. 15-16. C. S. Green, Box 985, Durham.
Greensboro—P. of H. State Grange. Sept. 20-21. R. L. Trexler, R. 6, Salisbury.
Winston-Salem—National Grange, P. of H. Nov. 15-25. H. A. Caton, 145 15th st., Coshocton, O.

NORTH DAKOTA

Devils Lake—State Fed. Women's Clubs. Sept. —. Mrs. O. A. Stevens, 1110 10th st., Fargo.
Grand Forks—State Education Assn. Oct. 26-28. M. E. McCurdy, Fargo.
Minot—State Fed. of Labor. Sept. 4-5. L. J. Mero, Box 299, Grand Forks.

OHIO

Akron—Kappa Beta Kappa. Nov. 25. A. Finney.

Bucyrus—King's Daughters & Sons. Oct. 4-5. Mrs. E. Holycross, Marysville, O.
Canton—37th Div. AEF Vets. Assn. Sept. 3-5. C. W. Goble, 329 Stoneman Bldg., Columbus.
Canton—F. & A. Masons. Oct. 19-20. H. S. Johnson, Masonic Temple, Cincinnati.
Cedar Point—State Elks' Assn. Aug. 28-Sept. 2.
Cincinnati—State Letter Carriers' Assn. Sept. 3-5. E. A. Price, Middletown, O.
Cincinnati—Assn. Dairy, Food & Drug Officials of U. S. Sept. 26-30. W. C. Geagley, Dept. of Agr., Lansing, Mich.
Cincinnati—Ohio Kiwanis District. Oct. 23-26. P. Land, 640 N. Main st., Akron, O.
Cincinnati—Un. Typothetae of Amer. Oct. 17-20. J. J. Deviny, 1200 Tower Bldg., Washington, D. C.
Cincinnati—Intl. City Managers' Assn. Oct. 24-26. C. E. Ridley, 923 E. 60th st., Chicago.
Cincinnati—State Conf. of Methodists. Aug. 30-Sept. 5. A. Kestle, 820 Ridgeway ave., Hamilton.
Cincinnati—Sons of Amer., Ohio-Ky. Sept. 5. E. R. Dieckman, 4214 Delaney st.
Cincinnati—S. Western Ohio Teachers' Assn. Oct. 28-29. W. Q. Brown, Kennedy School.
Cincinnati—Natl. Scholastic Press Assn. Nov. 3-5. Mrs. P. Sigat, Univ. of Minn., Minneapolis.
Cincinnati—Amer. Fed. of Labor. Nov. 21-Dec. 3. F. Morrison, A. F. of L. Bldg., Washington, D. C.
Cincinnati—Natl. Assn. for Adv. of Colored People. Sept. 23-25.
Cincinnati—Daughters of Isabella. Nov. —. Mrs. M. L. Kopf, 63 Va. ave., Dayton, O.
Cleveland—Natl. Baptist Conv. (Colored). First week in Sept.
Cleveland—Army & Navy Union. Second week in Sept. G. Gray, Armory, Akron, O.
Cleveland—Natl. Machine Tool Bldrs' Assn. Sept. 10-15. E. F. DuBrul, 630 Vine st., Cincinnati.
Cleveland—Order of Harugari. Sept. 18-20. J. Linck, 912 4th st., Portsmouth, O.
Cleveland—Electrochemical Soc. Sept. 22-24. C. G. Fink, Columbia Univ., New York City.
Cleveland—State W. C. T. Union. Oct. 17-20. Mrs. H. Van Kirk, Schultz Bldg., Columbus.
Cleveland—Co-Operative League. Oct. —. J. N. Perkins, 167 W. 12th st., New York City.
Cleveland—Knights of Malta. Oct. 18. F. Gray, Broad & Arch sts., Philadelphia, Pa.
Cleveland—Amer. Bottlers of Carb. Beverages. Nov. 14-18. J. Owens, 726 Bond Bldg., Washington, D. C.
Cleveland—Natl. Battery Mfrs.' Assn. Nov. 17. W. Parker, 7 E. 44th st., New York City.
Cleveland—Natl. Minstrel Players & Fans' Assn. Aug. 29-30.
Columbus—Junior Order. Aug. 30. W. A. Clark, Urbana, O.
Columbus—State Fed. P. O. Clerks. Sept. 6-7. E. J. Bodette, Pasadena Bldg., Toledo.
Columbus—Tribe of Ben Hur. Sept. 12-13. W. Lloyd, 1707 Woodward ave., Springfield.
Columbus—Natl. Tax Assn. Sept. 12-16. W. G. Query, Box 420, Columbia, S. C.
Columbus—Knights Templars. Oct. 11-12. H. Schaefer, Spitzer Bldg., Toledo, O.
Columbus—R. A. Masons. Oct. 5-6. M. Ham-bright, 1st Natl. Bank Bldg., Springfield.
Columbus—State Bldg. Assn. League. Second week Oct. J. Devine, Citizens' Bank Bldg.
Columbus—State Cong. Parent-Teachers. Oct. —. Mrs. R. Jordan, 18871 Lorain road, Cleveland.
Columbus—Natl. Assn. Mutual Insurance Co's. Oct. 17-19. H. Cooper, 126 E. Main st., Crawfordsville, Ind.
Columbus—Chrysanthemum Soc. of Amer. Nov. 8-9. A. Laurie, State Univ., Columbus.
Columbus—State Farm Bureau Fed. Nov. —. M. D. Lincoln, 620 E. Broad st.
Columbus—State Fed. of Labor. Oct. 3. T. J. Donnelly, Atlas Bldg.
Dayton—Order Eastern Star. Oct. 25. Mrs. B. Boice, 2259 Arlington ave., Columbus.
Galion—Sons & Daughters of Liberty. Oct. 4-5. J. W. Sellers, 799 Shademan ave., Akron.
Lakeside—Intl. Lyceum & Chau. Assn. Aug. 29-Sept. 3. R. L. Myers, 411 S. Wabash ave., Hotel Lorraine, Chicago, Ill.
Lancaster—Pythian Sisters. Sept. 23-24. Miss J. Bell, 1577 Elmwood ave., Lakewood, O.
Lima—National Puzzlers' League. Sept. 3-5. Mansfield—State Newspaper Women's Assn. Oct. 7-9.
Marietta—State Baptist Y. P. Union. Nov. 26-27. Miss E. Felsburg, 139 N. Garland ave., Dayton.
Marion—Stats Grotto Assn. Oct. 6-8. W. C. Schmidt, Hotel Statler, Cleveland.
Portsmouth—State Music Merchants' Assn. Sept. 13. C. Gross, 1763 Walnut Terrace, Springfield.
Toledo—Order of DeMolay. Aug. 29-31. A. D. Gruber, 511 Runyan ave., Lima, O.

OKLAHOMA

Alex—State Baptist General Soc. Nov. 15. G. C. Hill, Box 177, Rocky, Okla.
Guthrie—Order United Workmen. Oct. 27. J. Hester, 610 E. Cleveland st.
Hobart—Order of Odd Fellows. Oct. 18. G. W. Bruce, Guthrie, Okla.
Hobart—Rebekah Assembly. Oct. 18. Mrs. H. Kirby, 1515 W. 28th st., Oklahoma City.
Muskogee—American Legion of Okla. Aug. 28-30.
Oklahoma City—State Nurses' Assn. Oct. 27-28. Mrs. A. Godfrey, 1740 S. Wheeling st., Tulsa.
Oklahoma City—Natl. Aid Life Assn. Nov. 17-19. M. R. Coste, Box 1536.
Pawhuska—State Elks' Assn. Sept. 5-6. L. Pfotenbauer, 225 W. 4th st., Oklahoma City.
Ponca City—State Baptist Assn. Nov. 16-17. J. Rounds, 223 1/2 W. 1st st., Oklahoma City.
Tulsa—State Fed. of Labor. Sept. 14. V. S. Purdy, 515 Calif. st., Oklahoma City.
Tulsa—Asso. Master Barbers of Amer. Oct. 25-27. L. E. McVain, 506 S. Wabash ave., Chicago.

OREGON

Portland—Assn. of Nurserymen. Aug. 30-Sept. 2. C. A. Tonneson, Burton, Wash.
Portland—American Legion. Sept. 12-15. B. F. Dorris, 81 Sixth st.
Portland—LaSociete des 40 Hommes et 3 Chevaux. Sept. 12-15. C. W. Ardery, 777 N. Meridian st., Indianapolis, Ind.
Portland—Royal Arcanum. Oct. 11. H. A. Demmer, 595 Elliott ave.
Portland—Knights of Pythias. Oct. 11-12. W. C. Gleason, Box 767.

Portland—Pythian Sisters. Oct. 11-12. O. Farrington, 648 E. 64th st., N. Portland.
Portland—Loggers' Assn. Nov. 21. J. Wolf, 500 Concord Bldg.

PENNSYLVANIA

Allentown—Alpha Gamma Sigma Frat. Nov. 24-26. K. L. Schmidt, 143 Penn st., Lansdale.
Harrisburg—State Automotive Assn. Sept. 19-20. S. C. Klugh, Kline Bldg.
Harrisburg—Frat. Pat. Americans. Sept. 13-14. C. Brinser, 133 S. 12th st., Philadelphia.
Lancaster—State Firemen's Assn. Oct. 4-5. C. E. Clark, Wayne, Pa.
Norristown—Junior Order. Sept. 12. C. H. Hall, Bailey Bldg., Philadelphia.
Perkasie—Bro. of America. Sept. 13. Mrs. K. Fritz, 5000 N. Sydenham st., Philadelphia.
Philadelphia—Natl. Electrical Craftsmen. Sept. 7-8. A. S. Armstrong, 57 Portage ave., Detroit, Mich.
Philadelphia—Natl. Assn. Insurance Agents. Sept. 20-23. W. H. Bennett, 80 Malden Lane, New York City.
Philadelphia—State Fed. of Women. Oct. 10-14. Mrs. F. W. Haller, 504 Allen st., State College.
Philadelphia—Sons of Temperance. Oct. 26. D. N. Turner, 3317 St. Vincent st.
Philadelphia—Un. Lutheran Church in Amer. Oct. 12-19. Dr. A. R. Wentz, 39 E. 35th st., New York City.
Philadelphia—Lady Artisans of Amer. Oct. 13. Mrs. M. H. Dern, 4535 Greene st.
Philadelphia—Eastern Farm Equipment Dirs.' Assn. Nov. 15-16. C. A. Lippincott, Moorestown, N. J.
Philadelphia—Assn. Ice Cream Mfrs. of Pa. & N. J. Nov. 15-17. W. H. List Jr., 621 S. 12th st., Newark, N. J.
Philadelphia—Interstate Milk Producers' Assn. Nov. 29-30. I. R. Zollers, 219 N. Broad st.
Pittsburgh—Knights of Mystic Chain. Sept. 13-15. L. Burgess, 539 Jamestown ave., Philadelphia.
Pittsburgh—Italian Sons & Daughters of Amer. Sept. 2-5. L. Saterial, 323 4th ave.
Pittsburgh—State Letter Carriers' Assn. Sept. 4-5. D. Dougherty, 852 S. Cameron st., Harrisburg.
Pittsburgh—State Medical Soc. Oct. 3-5. Dr. W. Donaldson, Jenkins Arcade.
Pittsburgh—Natl. Assn. Ice Industries. Nov. 15-18. L. C. Smith, 163 W. Washington st., Chicago.
Pittsburgh—Amer. Rabbit & Cavy Breeders' Assn. Nov. —. A. Weygandt, 7408 Normal ave., Chicago.
Pottstown—Order Ind. Americans. Sept. 5-6. M. Rasener, 1414 Oxford st., Philadelphia.
Reading—Vets. of 314th Inf. Sept. 23-25. J. G. Smedley, 123 S. Broad st., Philadelphia.
Reading—Sons & Daughters of Liberty. Oct. 13-14. F. Ballard, 1321 Arch st., Philadelphia.
Scranton—Daughters of Amer. Sept. 26-27. Mrs. A. Paff, 950 Taylor ave.
State College—Alpha Chi Rho Frat. Sept. 7-10. W. W. Walden, 15 E. 26th st., New York City.
Wilkes-Barre—State Hotel Assn. Nov. 11. D. Provan, Adelphi Hotel, Philadelphia, Pa.
Williamsport—Kiwanis Club. Sept. 26-28. S. C. Smith, 1313 N. 2d st., Harrisburg.
York—State W. C. T. Union. Oct. 26-29. Mrs. R. Robinson, 715 Wallace ave., Pittsburgh.
York—State Cong. Parent & Teachers. Oct. 11-12. Mrs. R. Zaner, 805 S. George st.

RHODE ISLAND

Pawtucket—Order Red Men. Oct. 26. J. Monroe, 175 Althea st., Providence.
Providence—Daughters of Amer. Oct. —. M. C. Roth, Home Savings & Loan Bldg., Youngstown, O.

SOUTH CAROLINA

Charleston—Natl. Council Catholic Women. Oct. 9-12. Agnes G. Regan, 1312 Mass. ave., N. W., Washington, D. C.
Columbia—State Baptist Assn. Nov. 16. W. C. Allen, Box 185, Bamberg, S. C.

SOUTH DAKOTA

Aberdeen—State Barbers' Assn. Oct. 3-4. C. Peiper, 403 E. 8th st., Sioux Falls.
Aberdeen—Order Eastern Star. Oct. 12. Mrs. A. Williamson, 520 N. Lee ave., Madison.
Huron—Knights of Pythias. Sept. 14-15. J. Johnson, 357 3d st., S. W.
Huron—State Farmers' Union. Oct. 11-13. E. H. Sauber, Yankton, S. D.
Huron—State Congress Parents & Teachers. Oct. 20. Mrs. G. Flyte, Gannvalley, S. D.
Rapid City—State Education Assn. Nov. 20-23. N. E. Steele, No. 3 Perry Bldg., Sioux Falls.
Sioux Falls—State Fed. Women's Clubs. Oct. 4-6. Miss Q. Stuart, Buffalo Gap, S. D.
Yankton—Kiwanis Clubs. Sept. 27. R. A. Grady, Duluth, Minn.

TENNESSEE

Chattanooga—Southern Nurserymen's Assn. Aug. 24-25. W. C. Daniels, Pomona, N. C.
Chattanooga—Sigma Phi Epsilon Frat. Sept. 1-3. W. L. Phillips, 518 W. Franklin st., Richmond, Va.
Chattanooga—Order of Odd Fellows. Oct. 18-19. C. Wright, Oneida, Tenn.
Chattanooga—Rebekah Assembly. Oct. 18. Mrs. L. Dunn, care Journal, Knoxville.
Jackson—State Baptist Assn. Nov. 16-17. Rev. F. Ball, Lexington, Tenn.
Jackson—State Fraternal Congress. Nov. 8-9. C. E. Drummond, 419 N. Hayes ave.
Johnson City—State Parent-Teacher Assn. Oct. 26-27. Mrs. D. Shattuck, 1625 Netherwood ave., Memphis.
Knoxville—Un. Daughters of Confederacy. Oct. 11-13. Mrs. C. L. Hooper, 402 W. Walnut st., Dickson, Tenn.
Memphis—Natl. Hardwood Lumber Assn. Sept. 29-30. L. S. Beale, 2408 Buckingham Bldg., Chicago.
Memphis—Amer. Hotel Assn. of U. S. & Can. Sept. 20-24. F. W. Bering, Hotel Sherman, Chicago.
Memphis—State Nurses' Assn. Oct. 13-14. Miss G. Holmes, Methodist Hospital.
Memphis—Natl. Assn. Com'l Org. Secretaries. Oct. 23-27. J. H. Hott, Chamber of Commerce, Ft. Worth, Tex.
Memphis—Amer. C. A. Melin, 1760 Woolworth bldg., New York City.
Memphis—Henry George Foundation of Amer. Oct. 10-12. P. R. Williams, 1309 Berger Bldg., Pittsburgh.
Memphis—Gen. Div. of Un. Daughters of Confederacy. Nov. 19. Mrs. W. E. Massey, 738 Onapaw ave., Hot Springs, Ark.

Memphis—W. Tenn. Education Assn. Nov. 18-19. O. H. Jones, Board of Educ.
Memphis—Natl. Council Teachers of English. Nov. 24-26. W. W. Hatfield, 211 W. 68th st., Chicago.
Nashville—Kiwanis Clubs. Oct. —. R. S. Wilson, Madisonville, Ky.
Nashville—State Real Estate Boards. Nov. 10-11. J. Gillespie, Hitchcock Bldg.

TEXAS

Abilene—State Baptist Assn. Nov. 16. J. H. Williams, Burt Bldg., Dallas.
Dallas—Order King's Daughters. Nov. 19-20. Mrs. L. C. Snowden, Southwestern Life Bldg.
Ft. Worth—Order Eastern Star. Oct. 25-27. D. G. Weller.
Ft. Worth—Southwest Water Works Assn. Oct. 18-21. L. A. Quigley, City Hall.
Ft. Worth—State Music Teachers' Assn. Nov. 25-26. S. Losh.
Ft. Worth—State Teachers' Assn. Nov. 25-26. R. Ellis.
Galveston—Congress Parents & Teachers. Nov. 15-18. Mrs. S. Chamness, Box S, Capitol Sta., Austin.
Harlingen—Kiwanis Clubs. Oct. 13-14. P. Chamberlin, Dewey, Okla.
Houston—Natl. Baptist Conv. (Colored). Sept. 7-12. H. A. Boyd, Nashville, Tenn.
Houston—Amer. Petroleum Inst. Nov. 15-17. L. Walker, 250 Park ave., New York City.
Houston—State Baptist Y. P. Union. Nov. 25-26. Miss J. Elder.
San Antonio—S. W. Tex. Teachers' Inst. Sept. 6-9. C. Arnold, 1005 Nolan st.
San Antonio—Old Trail Drivers' Assn. Oct. 6. J. Van Riper, Box 1095.
San Antonio—Natl. Assn. of Circus Fans. Sept. 17-20.
Terrell—Odd Fellows' Encampment. Oct. 10-11. E. Q. Vestal, 912 Commerce st., Dallas.
Waco—State Dyers & Cleaners' Assn. Nov. —. K. Bertucci, Box 146, Dallas.

UTAH

Eureka—State Fed. of Labor. Sept. 12-14. G. A. Yager, Salt Lake City.
Salt Lake City—State Education Assn. Oct. 27-29. D. W. Parratt, 330 E. 21st st., S.
Salt Lake City—Order Eastern Star. Oct. 13-14. Mrs. F. Shields, 559 16th st., E.

VERMONT

Barre—Order Red Men. Aug. 31. J. Drummond, 4 Valley st., St. Johnsbury, Vt.
Brattleboro—State Elks' Assn. Oct. 4. E. J. Shear Sr.
Burlington—State Teachers' Assn. Oct. 13-15. Miss M. Parkhurst, 323 Pearl st.
Montpelier—State Congress Parents & Teachers. Sept. 30. Mrs. E. Crane, 239 S. Prospect st., Burlington.
Richford—State C. E. Union. Oct. 12-13. Miss M. Gray, 37 Russell st., Burlington.
Rutland—State Council Religious Educ. Sept. 28-29. G. Robbins, 455 Shelburne road, Burlington.

VIRGINIA

Alexandria—State Master Barbers' Assn. Sept. 5. C. Mitchell, 514 Main st., S. Boston, Va.
Alexandria—Junior Order. Oct. 18-19. T. R. Ivey, Box 308, Petersburg, Va.
Newport News—Knights of Pythias. Oct. 4-5. G. C. Cabell, 66 Haddington Bldg., Norfolk.
Richmond—Natl. Negro Bankers' Assn. Sept. 22-23. R. R. Wright, 19th and South sts., Philadelphia, Pa.
Richmond—R. A. Masons. Oct. 27. J. Clift, Masonic Temple.
Richmond—State Co-Operative Educ. Assn. Nov. 21-25. J. H. Montgomery, 16 1/2 N. 9th st.
Richmond—State Teachers' Assn. (Colored). Nov. 23-26. L. P. Palmer, Newport News.
Richmond—State Fox Hunters' Assn. Week of Oct. 17. R. Palmore.
Suffolk—King's Daughters & Sons. Oct. 18. Mrs. M. Smythe, 609 Highland ave., S. W., Roanoke.

WASHINGTON

Pasco—State W. C. T. Union. Middle of Oct. Mrs. M. Huffman, R. F. D., Davenport, Wash.
Spokane—Good Roads Assn. Sept. 23-24.
Tacoma—Bricklayers, Masons & Plasterers' Assn. Sept. 3-5. F. Barnes, 403 E. Morgan st., Portland, Ore.
Tacoma—Knights of Pythias. Oct. 2. F. G. Cook, Box 548, Olympia, Wash.
Vancouver—Order of DeMolay. Sept. 2-3. A. Kalin, Box 125, Spokane, Wash.
Walla Walla—State Letter Carriers' Assn. Sept. 1-2. H. B. Jenkins, Bellingham.
Yakima—State Firemen's Assn. Sept. 1-2. H. B. Jenkins, Bellingham.
Yakima—State Nurses' Assn. Oct. 8-9. Miss C. Gillespie, Cobb Bldg., Seattle.

WEST VIRGINIA

Bluefield—A. F. & A. Masons. Oct. 5. G. Laidley, Charleston, W. Va.
Charleston—Junior Order. Aug. 24. R. E. Lambert, Box 81, Huntington, W. Va.
Charleston—Daughters of Amer. Revolution. Oct. 12-14. Mrs. C. B. Wright, 1204 11th st., Huntington.
Charleston—Kiwanis Clubs. Oct. 21-22. J. E. Cruise, Box 704, Clarksburg, W. Va.
Clarksburg—Order Eastern Star. Sept. 28-29. Miss E. M. Barnes, Middlebourne, W. Va.
Clarksburg—State Dairymen's Assn. Oct. 26-28. J. O. Hopkins, Morgantown.
Dunbar—Order Un. American Men. Oct. 20-21. E. C. Harkins, 1426 7th ave., Charleston.
Huntington—Order of Odd Fellows. Oct. 11. A. J. Wilkinson.
Huntington—Rebekah Assembly. Oct. 11. Mrs. N. Thorne, 812 Field st., Fairmont, W. Va.
Huntington—State Cong. Parents & Teachers. Oct. 24-26. Mrs. C. H. Swinburne, 1204 West ave., Charleston.
Pughtown—P. of H. State Grange. Oct. 27-28. Mrs. N. Johnson, Williamstown, W. Va.
Parkersburg—Knights of Pythias. Aug. 24-25. O. J. Rife, Kenova, W. Va.
Wheeling—Order Un. Workmen. Sept. 21-22. A. B. Fleming, 1121 Chapline st.
White Sulphur Springs—Natl. Wholesale Drugists' Assn. Week of Sept. 19. E. L. Newcomb, 51 Malden Lane, New York City.
White Sulphur Springs—Investment Bankers' Assn. Oct. 22-26. C. L. Felske, 33 S. Clark st., Chicago.

WISCONSIN

Appleton—State Elks' Assn. Aug. 25-27. T. Benfey, 701 N. 8th st., Sheboygan.
Madison—Knights Templars. Oct. 11. J. H. Fertig, 780 N. Van Buren st., Milwaukee.

Milwaukee—State Medical Soc. Sept. 13-16. J. G. Crownhart, Wash. Bldg., Madison.
 Milwaukee—State Master Bakers' Assn. Sept. 26-28. J. W. Pinzer, 2836 N. 39th st.
 Milwaukee—Natl. Exhibitors' Assn. Sept. 12-17. F. Raven, 1140 Lake st., Oak Park, Ill.
 Milwaukee—Natl. Assn. Power Engineers. Sept. 5-10. F. W. Raven, 1140 Lake st. Chicago.
 Milwaukee—Natl. Funeral Dirs.' Assn. Sept. 26-30. H. J. Gilligan 603 Provident Bk. Bldg., Cincinnati, O.
 Milwaukee—Order Eastern Star. Oct. 4. Mrs. H. Leflin, Masonic Temple.
 Milwaukee—Bowling Assn. Opens Nov. 26. W. Mattison, 3311 Gallatin road, Toledo, O.
 Neenah—Danish Bros. of Amer. Sept. 3-4. Oshkosh—State Fed. Women's Clubs. Oct. 11-12. Mrs. R. S. Reardon, Rhinelander.
 Racine—State Assn. Ret. Meat Dealers. Oct. 9-10. H. L. Wichert, 1659 Oregon st., Oshkosh.
 Richland Center—Odd Fellows' Encampment. Oct. 18-19. J. Fathers, 25 W. Milwaukee st., Janesville, Wis.
 Sparta—State W. C. T. Union. Sept. 29-30. Miss E. Lewis, 126 N. Main st., Juneau.
 Stevens Point—Polish Assn. of Amer. Sept. 13-15.

WYOMING

Rawlins—A. F. & A. Masons. Aug. 25-26. J. M. Lowndes, Casper, Wyo.
 Rawlins—State Bankers' Assn. Sept. 2-3. Miss K. Snyder, Box 1135, Casper, Wyo.
 Rock Springs—Knights of Pythias. Aug. 26-27. H. Jones, Hanna, Wyo.
 Thermopolis—State Teachers' Assn. Oct. 13-14. H. Moyer, Rawlins, Wyo.

CANADA

Dauphin, Man.—United Farmers. Nov. 8-10. Mrs. A. Gray, Hamilton Bk., Winnipeg.
 Edmonton, Alta.—Hotelmen's Assn. Nov. 23-24. W. Kehoe, Ins. Exch. Bldg., Calgary.
 London, Ont.—North America Manx Assn. Aug. 29-31. A. B. Kelly, 2711 Dover ave., Cleveland, O.
 Montreal, Que.—Financial Advertisers' Assn. Sept. 12-14. P. E. Reed, 231 S. LaSalle st., Chicago, Ill.
 Montreal, Que.—Amer. Academy of Ophthalmology. Sept. 19-23. Dr. W. P. Wherry, 1500 Medical Arts Bldg., Omaha, Neb.
 Montreal, Que.—Congress of Labor. Nov. 7. W. Burford, 230 Laurier ave., W. Ottawa, Ont.
 Quebec, Que.—Fisheries Assn. of Can. Sept. 13-14. R. Gould, Univ. Tower, Montreal.
 Toronto, Ont.—Canadian Pharm. Assn. Aug. 22-27. R. B. J. Stanbury, 43 Victoria st.
 Toronto, Ont.—Amer. Pharm. Assn. Aug. 22-27. E. F. Kelly, 10 W. Chase st., Baltimore, Md.
 Toronto, Ont.—Dames of Malta. Sept. 13-15. L. D. Woodington, 1505 Race st., Philadelphia, Pa.
 Toronto, Ont.—Florists' Telegraph Delivery. Sept. 12-15. G. B. Barber, 484 E. Grand Blvd., Detroit, Mich.
 Toronto, Ont.—Hospital Assn. of Ont. Oct. 26-28. Dr. F. Routley, Medical Arts Bldg., Toronto, 5.
 Toronto, Ont.—Laundry Owners' Natl. Assn. Week of Oct. 17. A. Johnson, Box 1187, Joliet, Ill.
 Toronto, Ont.—Contracting Plasterers' Intl. Assn. Sept. 26-29. E. McDonnell, 4755 Commonwealth ave., Detroit, Mich.
 Toronto, Ont.—American Life Conv. Oct. 3-7. Judge B. K. Elliott, 1221 Locust st., St. Louis, Mo.
 Toronto, Ont.—Beekeepers' Assn. of Ont. Nov. 23-24. F. Millen, Guelph, Ont.
 Vancouver, B. C.—Amer. Inst. of Elec. Engrs. Aug. 29-Sept. 2. F. L. Hutchinson, 33 W. 39th st., New York City.

Coming Events

ARKANSAS

Mammoth Spring—42d Annual Soldiers, Sailors & Marines' Reunion. Aug. 15-27. E. E. Sterling, secy.

CALIFORNIA

Los Angeles—Pacific Coast Gift & Art Show. Aug. 29-Sept. 3. S. J. Wolf, secy, 220 W. Fifth st.
 San Francisco—Food Show & Home Appliance Expo. Oct. 8-15. F. A. Tissier, secy., 525 Market st.

COLORADO

Alamosa—Potato Club Achievement Day. Aug. 29-31.
 Manitou—Street Carnival & Days of '49. Aug. 24-30. Don Cotton, mgr.

CONNECTICUT

Danbury—Elks Fair at Elks' Aud. Oct. 3-8.

FLORIDA

Tarpon Springs—American Legion Carnival. Jan. 8-15. Kiley & Miller, mgrs.

IDAHO

Parma—Fall Festival. Sept. 18.

ILLINOIS

Ashkum—Home-Coming. Aug. 26-27. Jas. A. Reynolds, secy.
 Carbondale—Merchants & Mfg. Expo. with Cattle-Poultry & Agrl. Fair. Sept. 19-24. Address Jr. Chamber of Commerce.

Chicago—National Business Show. Nov. 14-19. E. O. Tupper, 50 Church st., New York City.

Chicago—Celebration, ausp. Democratic Organization. Sept. 7-13. M. J. Doolan, 342 W. 69th st.

Davis—O. O. F. Indoor Fair. Oct. 6-8. Edw. Degunther, chief.

Donovan—Homecoming & Fall Festival. Sept. 2-3. Paul T. Robertson, chrm.

Lexington—Homecoming & Street Fair. Sept. 5-10. Mort L. Bixler, Box E.

Oquawka—Homecoming. Sept. 1-3. Robt. Meloon Jr., secy.

Plymouth—Celebration. Aug. 25-26. Address Old Settlers' Assn.

Silvis—Homecoming. Aug. 26-27. Phil Goethals, secy.

INDIANA

Francesville—Street Fair. Sept. 1-3. L. E. Mast, secy.

Indianapolis—Dahlia Show. Sept. 17-18. R. C. Swartz, secy.

La Porte—Celebration. Week of Sept. 11. H. H. Martin, chrm.

Linton—Community Home-Coming & Celebration. Aug. 31-Sept. 5. Lexie Smith, promoter.
 Shoals—Celebration, ausp. Amer. Legion. Sept. 5-10. Andrew J. Vinson.
 Waynedale—Street Fair. Aug. 31-Sept. 3. C. G. Venderly, Motor Route No. 4, Ft. Wayne.

IOWA

Calamus—Field Day. Aug. 27. Dr. E. L. Johnson, secy.
 Cherokee—Pilot Rock Plowing Match. Sept. 7-8. Donald Graham, secy.
 Des Moines—Mfrs. & Merchants' Expo. at Coliseum. Oct. 1-8. R. J. Cavanaugh, pres.
 Des Moines—Food Show. Sept. 19-24.

KANSAS

Lecompton—Harvest Home Picnic. Aug. 25-26. Harry Glenn, secy.
 Melvern—Sunflower Days. Aug. 25-26. Raymond Morris, secy.
 Paola—Fall Festival. Sept. 2-5. C. B. Rice, secy.
 Sparks—Sparks Picnic. Aug. 25-28. Claude Thompson, secy.
 Wellsville—Picnic Fair. Sept. 15-16. Donald Coughlin, secy.

LOUISIANA

New Orleans—Winter Garden Poultry Show. Nov. 24-26.
 New Orleans—New Orleans Products Week. Oct. 3-8.

MARYLAND

Jessup—Pine Grove Rabbit Show & Carnival. Sept. 3-10. C. F. Cooper, secy.

MASSACHUSETTS

Boston—Gift Show. Sept. 12-16.
 Boston—Horse Show. Oct. 25-29.
 Lowell—Annual Tombola, ausp. Amer. Legion. Aug. 29-Sept. 5.
 North Adams—Old Home Week. Sept. 3-5.
 Springfield—Dog Show. Sept. 22-23. M. Danziger, Box 1448.

MICHIGAN

Cadillac—Potato Show. Nov. 2-4.
 Gaylord—Potato Show. Oct. 26-28.
 Keweenaw—Firemen's Fair. Aug. 25-27. R. M. Ottman, Fire Chief.
 Mayville—Potato Show. Nov. 8-10.
 Newberry—Potato Show. Oct. 19-20.
 Romeo—Peach Festival. Sept. 3-5.
 Stockbridge—Fall Festival. Sept. 12-14. L. G. Morse, secy.
 Weidman—Weidman Day (homecoming). Aug. 27.

MINNESOTA

New Prague—Live-Stock Show. Nov. 16-17. J. E. Kubier, secy.
 St. Paul—Natl. Prof. Golf Assn. Tournament. Aug. 30-Sept. 4. Harry Miller.

Cygneth—Home-Coming, ausp. Volunteer Fire Dept. Aug. 22-27. Frank Phillips, chief.
 East Cleveland—Carnival, ausp. Lions' Club. Sept. 1-3. Wm. Terrell, 14325 Euclid ave.
 Fostoria—Centennial Celebration. Sept. 2-5.
 Hoytville—Homecoming. Aug. 24-27.

PENNSYLVANIA

Erie—Horse Show. Aug. 24-27.
 McClure—McClure Bean Soup Home-Coming Celebration. Sept. 16-17. S. H. Bubb, secy.
 Millersville—Manor Farm Show. Oct. 6-8. H. P. Siglin.
 Philadelphia—Horse Show, ausp. Riders & Drivers' Assn. Sept. 21-24.
 Philadelphia—Electric & Radio Show. Sept. 26-Oct. 1. George R. Conover, dir., 17th & Sansome sts.
 Philadelphia—Food Show. Oct. 8-21. E. J. Rowe, mgr., 20th & Hamilton sts.

SOUTH DAKOTA

Menno—Stock Show. Sept. 1-3.
 Parkston—Community Days. Sept. 5-6.
 Tyndall—Achievement Days. Aug. 30-31.

WISCONSIN

Glidden—Community Fair & Homecoming. Sept. 3-5. Phil Stoltz, secy.
 Oconto—Corn & Potato Show. Nov. 8-9. J. I. Etheridge, secy.

CANADA

Amherst, N. S.—Maritime Winter Fair. Nov. 5-10. S. A. Hilton, secy., Nappan, N. S.
 Ottawa, Ont.—Intl. Plowing Match & Farming Mach. Demonstration. Oct. 11-14. Neil Calder, pres.
 Toronto, Ont.—Broadview Y. M. C. A. Boys' Fall Fair. Oct. 5-8.
 Toronto, Ont.—Royal Agrl. Winter Fair. Nov. 16-24. A. P. Westervelt, secy., 317 Bay st.
 Toronto, Ont.—Horse Show. Nov. 16-24.

Labor Day Celebrations

COLORADO
 Pueblo—Ausp. Trades & Labor Assembly, Earl M. Kouns, secy., Box 462.

ILLINOIS
 Benld—Sept. 4-5. Address H. J. Lohmar, Mayor, City Hall.
 Chicago—Ausp. Fed. of Labor. F. C. E. Lundquist, secy., committee, Amer. Furniture Mart, 666 Lake Shore drive.
 Davis—Firemen's Picnic. John Afflerbaugh, secy.

INDIANA
 Cromwell—Harry Hussey, secy.

"The Billboard" --- and You

For 37 years The Billboard has conscientiously rendered a definite service to people affiliated with the amusement industry. This service to our many thousands of readers has been in numerous forms—publishing of authentic news, editorial comment, constructive criticism, suggestions, letter list, routes in advance, lists of various enterprises and events, etc., not to overlook a special service at our various offices to inquirers or callers for information and advice concerning amusement organizations and individuals.

Our aim is to be of even greater service in the future, and your assistance will aid us in accomplishing this. We earnestly solicit your candid opinions and welcome and value criticisms or suggestions.

Furthermore, your friends in the amusement industry are naturally interested in your activities or the activities of the organization with which you are connected. Won't you submit to us any news or other data pertaining to the amusement field which in your judgment will prove interesting or of a definite value to them? Many have been doing this for years and we invite you to join them.

St. Paul—Junior Live Stock Show. Oct. 31-Nov. 3. W. E. Morris, mgr., Univ. Farm, St. Paul.

MISSISSIPPI

Biloxi—Dog Show. Oct. 12-13. R. C. Duncan, supt., New Orleans, La.

MISSOURI

Albany—Odd Fellows' Reunion. Aug. 30-Sept. 1. H. A. Smith, secy.

Kansas City—American Royal Horse Show. Nov. 14-19.

Kansas City—Dahlia Show. Oct. 1-2. W. T. Doran, Independence, Mo.

Oscola—Street Fair. Sept. —. Chas. H. Green, secy.

St. Clair—Amer. Legion Celebration. Sept. 3-10. C. R. Brooks, secy.

St. Louis—Southwest Natl. Radio Show. Oct. 17-22. Wm. P. Mackie, secy., Century Bldg.

Atlantic City—Flower Show & Garden Pageant at Auditorium. Sept. 3-10.

Hohokus—Bergen Co. Police Fair. Sept. 2-5.

Wildwood—American Beauty Pageant, Chamber of Commerce. Sept. 1-3.

NEW MEXICO

Santa Fe—Fiesta. Sept. 5-6.

NEW YORK

Buffalo—Natl. Metal Expo. Oct. 3-7. W. H. Eisenman, 7016 Euclid ave., Cleveland, O.

Buffalo—Better Homes & Bldg. Expo. Oct. 23-29. G. F. Kingdon, secy., 63 Niagara st.

New York—National Business Show, Grand Central Palace. Oct. 17-22. E. O. Tupper, secy., 50 Church st.

New York—Natl. Hotel Expo., Grand Central Palace. Nov. 14-18. M. A. Cadwell, 221 W. 57th st.

New York—Horse Show at Madison Sq. Garden. Nov. 9-15.

NORTH CAROLINA

Lexington—Made in Davidson County Week. Sept. 9-11. Dave Leonard, secy.

OHIO

Canton—E. Canton Street Fair & Pumpkin Show. Oct. 3-5. George Marlowe, dir.

Chillicothe—Community & Parish Fair. Aug. 25-27.

Cincinnati—Food & Health Expo. at Zoo. Aug. 23-Sept. 5. A. G. Scheffer, dir.

Cincinnati—Riding Club Horse Show. Oct. 27-29.

Cleveland—National Air Races. Aug. 27-Sept. 5.

Columbus—Radio Show. Sept. 12-16. H. Reinhard, mgr.

Farmland—Hovey Thornburg, secy.
 Linton—Lexie Smith, secy., Box 45.
 Vincennes—Ausp. Chamber of Commerce, Miss Aline Robinson, secy.

Wabash—Old Settlers' Celebration.
 Washington—Southern Ind. Labor Day Assn., Bert P. Campbell, Princeton, Ind.

KANSAS

Chapman—Ausp. Commercial Club. W. E. Poor, secy.

LOUISIANA

New Orleans—Ausp. Central Trades & Labor Council.

MASSACHUSETTS

North Adams—Home-Coming Celebration. Sept. 3-5.

MICHIGAN

Hamilton—D. L. Briul, secy.

Jonesville—Sept. 3-5. L. E. Towe, chrm. committee.

Manteno—John A. Muche, secy.

MINNESOTA

Tracy—C. G. Porter, chrm.

MISSOURI

Hannibal—J. H. Abrams, chrm. committee, 1510 Pleasant st.

OHIO

Fort Recovery—John & Bill's Picnic, Wm. N. Adney, secy.

Hamilton—Ausp. Trades & Labor Council, Stanley Ogg, secy.

TEXAS

Dallas—Ausp. Central Labor Council, Aug. W. Schulz, exec. secy.

WISCONSIN

Superior—Ausp. Trades & Labor Assembly, Henry B. Smith, cor. secy.

Stadiums

ALABAMA
 University—Denny Stadium at Univ. of Ala.

ARIZONA
 Phoenix—Echo Canyon Bowl.

CALIFORNIA
 Berkeley—Univ. of Calif. Stadium.
 Hollywood—Hollywood Bowl.
 Los Angeles—Municipal Stadium.
 Palo Alto—Stanford Bowl.
 Redlands—Redlands Bowl.
 Sacramento—Stadium.
 San Diego—Lotus Bowl.

San Francisco—Kezar Stadium.
COLORADO
 Colorado Springs—Colorado College Stadium.
 Denver—Univ. of Denver Stadium.

CONNECTICUT

New Haven—New Haven Arena.
 New Haven—Stadium at Savin Rock.

FLORIDA

Jacksonville—Municipal Stadium.
 Miami—Madison Sq. Garden Stadium.

GEORGIA

Athens—Univ. of Ga. Stadium.

ILLINOIS

Chicago—Soldiers' Stadium.
 Chicago—Chicago Stadium.
 Rock Island—Stadium.

INDIANA

Bloomington—Memorial Stadium.

IOWA

Iowa City—Stadium.

KANSAS

Lawrence—Haskell Stadium.

KENTUCKY

Lexington—Univ. of Ky. Stadium.

MICHIGAN

Flint—Stadium at Atwood Park.

MINNESOTA

Minneapolis—Memorial Stadium of Univ. of Minn.
 St. Peter—Gustavus Adolphus College Stadium.

MISSISSIPPI

Jackson—Municipal Stadium.

MISSOURI

St. Louis—Stadium and Arena, opp. Forest Park.

NEBRASKA

Lincoln—Memorial Stadium, Univ. of Neb.

NEW YORK

Coney Island—Stadium.
 New York—Yankee Stadium.
 New York—Lewisohn Stadium of College of City of New York.
 New York—Starlight Park Stadium.

NORTH CAROLINA

Durham—Duke's Stadium.

OHIO

Cincinnati—Nippert Stadium, Univ. of Cincinnati.
 Cleveland—Stadium on Lake Front.
 Cleveland Heights—Stadium at Mayfield & Taylor roads.

OREGON

Portland—Multnomah Civic Stadium.

PENNSYLVANIA

Johnstown—Stadium.
 Philadelphia—Municipal Stadium.

TEXAS

Dallas—State Fair Stadium.
 San Antonio—Stadium.

UTAH

Ogden—Civic Stadium.

VIRGINIA

Richmond—Stadium.

WASHINGTON

Seattle—Univ. of Wash. Stadium.
 Spokane—Gonzaga Stadium.
 Tacoma—Tacoma Stadium.

WEST VIRGINIA

Wheeling—Stadium.

WISCONSIN

Madison—Univ. of Wis. Stadium.

Frontier Contests

CALIFORNIA

Merced—Merced Roundup. Sept. 17-18. Walter Found, secy.

COLORADO

Montrose—Hi-Boy Rodeo. Sept. 21-23. J. Foster Wilson, secy.

Trinidad—Kit Carson Roundup, operated by Co. Fair Assn. Sept. 5-7. Henry E. Wilby, secy.

IDAHO

Weiser—Rodeo at Weiser Valley Fair. Sept. 1-3. Lou T. Farber, secy.

ILLINOIS

Chicago—Colonel W. T. Johnson's Championship Rodeo. Chicago Stadium. Sept. 30-Oct. 9. Sidney N. Strotz, mgr.

KANSAS

Garden City—Elks' Rodeo. Aug. 24-26. D. A. Knox, secy.

MASSACHUSETTS

Boston—World Championship Rodeo. Boston Madison Square Garden. Nov. 4-12. Dick Dunn, mgr.

MISSOURI

St. Louis—Rodeo, benefit of Welcome Inn at St. Louis Arena. Sept. 17-24. Fred Beebe, producer.

NEBRASKA

Broken Bow—Custer Co. Rodeo-Fair. Aug. 23-26. Allan F. Black, secy.

Hyannis—Rodeo at Grant Co. Fair. Aug. 30-Sept. 1. Clay B. Ogle, secy.

NEW JERSEY

Woodstown—Salem County Fair Rodeo. Aug. 24-27. Howard Harris Jr., secy.

NEW MEXICO

Roswell—Rodeo at Eastern N. M. State Fair. Oct. 5-8. Amonett & Crosby, mgrs.,

C I R C U S E S

Conducted by CHARLES WIRTH—Communications to 25 Opera Place, Cincinnati, O.

Covington Big For Bostock

Good matinee, on straw at night — new tops make very attractive appearance

CINCINNATI, Aug. 20.—Bostock Circus and Bill Cody Ranch Wild West made its first appearance in this section Wednesday, at Covington, Ky., in Covington Ball Park. The matinee was favored by ideal weather, resulting in a two-thirds house. About 6 p.m. a heavy shower of rain, but weather soon cleared and for the night performance both reserves and "blues" were packed to overflowing—in both ends people seated on straw, about 20 feet onto the track.

The new big top, 120-foot round top with three 40s, with 36x30 marquee, and new menagerie top, 60 with four 30s, made a very attractive appearance. Approximately 75 units of rolling stock, including equipment carriers, animal cages, etc., and housecars and automobiles. A number of the units were tableau, with scenic productions on slides. Side show tent, 60 with two 30s; Bill Cody horses (individual attraction), 30x40; dressing room, 50 with two 20s; cookhouse, 40x80. Performance presented in and over two curbed rings and center space for arena, also on hippodrome track.

Show recently reduced admission prices. Here the general admission charge was 25 cents and the same amount for reserves; 10 cents for side show and the same for concert. Pit Show with Cody's horses, a dime. Merchant ticket plan has been restored—10 cents and a ticket admits one.

Lineup in menagerie included two elephants, six camels, baby camel, dromedary, lions, including two white cubs; hyena and a number of other cage animals. The cages, long semi-trailer units.

A pleasing program presented, under direction of Bert Wallace, who kept the various displays moving in quick order. Announcing of acts by Doc Young. While the show had no big outstanding features, numerous turns drew heavy applause, particularly those of Walter Powell, Miss Callahan and Ray Gaudet, and two specs., *Mother Goose in Fairyland*, opening, and *America*, closing. Both well staged, especially the patriotic number. The elephant ride, in which girls and boys are invited to take a little trip on "Jap," monster pachyderm, rather novel, and made a big hit. Bill Cody made several appearances during big show program, riding around track. Capt. Slim Walker also received a big hand with his trained lions.

The Program

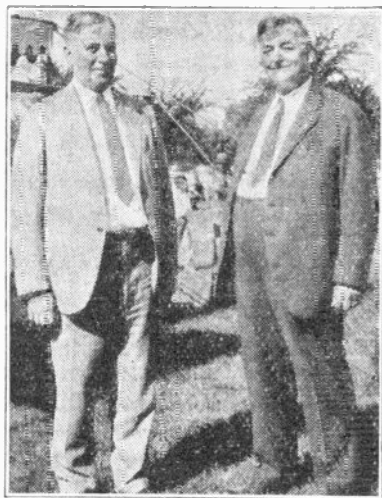
The program, following the spec and Cody announcement: No. 1—Ponies and riding dogs, presented by Charles Jones and Doc Young. No. 2—Elephants, "Jap," presented by Bert, and "Nemo," by Jeanette Wallace. Clever routines. No. 3—Capt. Slim Walker puts four lions thru an interesting routine in steel arena. Act would show to better advantage if arena was larger. No. 4—Gaudet, Callahan and Harris, on single traps. Clown walkaround. No. 5—Six dogs, worked by (See COVINGTON BIG on page 61)

Second Mix Trial October 10

ERIE, Pa., Aug. 20.—The second court action of Col. Zack T. Miller, who is suing Tom Mix for \$100,000 for alleged breach of contract, is scheduled to open here October 10. In a previous suit here last year Miller was awarded damages of approximately \$90,000. Mix took an appeal from the verdict and a new trial was granted.

Codonas for Paris Show

PARIS, Aug. 12. — Among the well-known acts engaged for coming season at Cirque Medrano are the Flying Codonas and Lindsay Fabre with his boxing kangaroo, "Aussie."



A. R. COREY, secretary of Iowa State Fair, Des Moines, and Jacob A. Wagner, chairman board of directors of CFA, "snapped" at the fairgrounds when Ringling-Barnum recently played an engagement there.

Successful Tour For Dill Show

JOHNSON CITY, Tenn., Aug. 20.—Sam B. Dill's Circus continues to find it necessary to do three shows a day to handle the crowds in many towns. After a successful tour thru the Carolinas, with some three-show spots, the Dill Circus swung into Tennessee early this month. Business at Johnson City was good; at Knoxville a capacity matinee and two packed houses at night.

Dainty little Mary Miller and "Buddy," the educated sea lion, continue to be the high spots.

Holland for Salt Lake Elks

SALT LAKE CITY, Aug. 20.—Holland's Indoor Circus will be the feature of the Elks' annual charity fund to be staged in Odeon Spanish Ballroom here September 8 to 15. Milton Holland and assistants are at the Elks' Club arranging details and putting out a big souvenir program. Mr. Holland is assisted by Walter A. Higgins, who is manager for the Salt Lake show. Irv. J. Polack is general representative for the Holland Show.

New P. A. for Paris Show

PARIS, Aug. 12.—Jean Coupain, for several years publicity man at Cirque d'Hiver, has been appointed press agent of Cirque Medrano.

Al G. Barnes Show Closing August 28

HOLLYWOOD, Calif., Aug. 20.—The Al G. Barnes Circus will close at Ventura, Calif., August 28. Season's business has been spotty. It will be the earliest closing date that show has had.

Manager S. L. Cronin is here looking for quarters.

Seaver Plans Show

CHICAGO, Aug. 20.—Plans which Vernon C. Seaver, in association with Col. Frederick Cummins, had made for a circus for Florida winter showing and to be routed north in the spring were abandoned following the death of Col. Cummins, but are now being revived by Seaver. He writes from Miami, Fla., that he has again "put on the harness for the daily parade" and is now busy with plans for a show to open in Miami about December 1. "No depression down here, you can tell the circus folks," Seaver writes. "Tourists are here now for the summer, with thousands coming for the winter. Money to spend, too; plenty."

Alexander Planning Unit

CANTON, O., Aug. 20.—Roy Alexander, whose acrobatic act is with Nellie Dutton's Circus, playing parks and fairs, informed local representative of *The Billboard* that at close of season he plans to frame a small unit circus, along lines of the Dutton Show, to move on motor trucks and will play independent dates, fairs and parks. Alexander troupe is using five people. Informs that he already has obtained sufficient blues for his show and plans later in the season to acquire a top and other property.

Required To Post Bond

STAMFORD, Conn., Aug. 20.—Circuses playing here will be required to post a bond insuring the city against damages to sidewalks and streets and another bond providing for cleaning up the grounds and streets before permission to exhibit will be granted. Sells-Floto was the first to play here under the new ruling.

Dunbar-Schweyer in Havana

HAVANA, Aug. 20.—The Dunbar-Schweyer Circus has returned here after playing many of the interior towns of the Island. Seem to be doing business with 20-cent top. On Sundays, three shows are given—two in afternoon and one at night. Last Sunday a windstorm struck show and tore some of the canvas.

Looking Back Thru The Billboard

25 Years Ago

(Issue of August 24, 1907)

Victor B. Cooke is manager Barnum & Bailey No. 2 car. . . . H. W. McGeary is manager of George W. Rollins' Trained Animal Show. . . . Richard Murphy, with Buffalo Bill Show, was seriously injured at Bloomington, Ill. . . . "Pop" Semon is contracting agent for Buffalo Bill Show. . . . Ed Westburg has closed as general agent of Castello & Company's Shows. . . . E. C. Brannan is traffic agent for Gollmar Bros. . . . This is Jack L. Bledsoe's sixth season as contracting agent of Reno & Alvord Shows. . . . Boyd C. Belcher has left Pawnee Bill Show. . . . Major Keller, military juggler, last season with Barnum & Bailey, is now with Buffalo Bill. . . . The McLains, the Randolphs, the Porterfields, Charles Baker, among others, are with LaMont Bros. . . . W. S. Freed has succeeded W. S. Dunnington as manager of Hagenbeck-Wallace No. 2 car.

10 Years Ago

(Issue of August 26, 1922)

Al G. Barnes had four turnaways on its first visit to Pittsburgh. . . . George Rich has closed as general agent with Campbell, Bailey & Hutchinson and joined James B. Wells' Animal Circus as g. a. . . . Oscar Wiley is general agent of Rhoda Royal Show. . . . Seen together at Palmer House, Chicago, were these agents: Murray Pennock, Al G. Barnes; Fred Gollmar, Gollmar Bros.; George Robinson, Wortham Shows; T. W. Ballenger, Vernon Reaver and L. B. Greenhaw, of Sparks. . . . Joseph (Whitey) Ross will be back as boss canvasman with Patterson Show. . . . Campbell, Bailey & Hutchinson gave three shows at Cape May, N. J., with turnaways at two of them. . . . Billy DeArmo has closed with Campbell Bros. and will play vaudeville. . . . "Cal" Towers, 73, who had been with various big tops for 50 years, died at Muscatine, Ia., August 13.

F. H. Stowell Framing Show

Building trucks at Fort Edward, N. Y. — obtains title of Cole & Rogers

CINCINNATI, Aug. 20. — Frank H. Stowell, of Fort Edward, N. Y., is planning to launch a motorized circus. States that he purchased the title of Cole & Rogers Circus from Elmer Jones last spring and has been buying equipment during the summer.

Work has been started at Fort Edward on a number of trailer-trucks, under direction of Jack Mance, of construction department of Chevrolet division of General Motors Corporation. One will be a six-wheel truck and trailer, which will carry four cross pony cages and a band wagon, all loaded by runs and a pull-up truck. Twenty head of stock will be transported in a special built truck and trailer. Big top, a 60 with two 30s and a 40. Program will be given in one large ring.

Mr. Stowell has been visiting truck shows in order to obtain ideas on equipment construction. On September 6 he will go to Philadelphia and other points, where he expects to buy live stock and menagerie features.

Community Show To Open At Gainesville, Tex.

GAINESVILLE, Tex., Aug. 20. — The community circus of Gainesville is being whipped into shape for the beginning of the fall fair season, when the show exhibits at the Cooke County Fair here September 3-5. Ardmore, Okla., September 16-17; Sherman, Tex., October 3-4, and Denton, Tex., October 5-6, follow.

Alex Murrell, superintendent, is having all properties and equipment repainted, and is building permanent lighting equipment for show.

George Tyler and Dorothy Murphy have joined the Keel riding act with Jimmy Scruggs, billed as the "smallest bareback rider in the world." Jimmie is 10 years old. T. J. Finnie replaces Tyler in the Jerry Murrell riding troupe.

Sarah Frances Garrett is out of the swinging ladder display with a broken arm, suffered in a fall from her ladder, and will probably miss the first two dates. Bertha Blake is filling in.

Henri Stone, who was with the show last spring, will probably not be back for opening of the fall season, but will join later. He is now with June and Jack Alfred's Comedians, doing contortion and playing parts.

Harold McDaniel has organized a new 25-piece band.

Henry Show in Oregon

CINCINNATI, Aug. 20.—J. E. Henry states that Henry Bros.' Circus has made towns from Portland to Astoria, Ore., on the Columbia highway, and is now going down the Coast on the 101 Highway, playing the beach towns. Outfit has done fairly well. Tom Curley, cornetist, joined at Astoria. Three lions were born July 21. A new side-show top and 200 feet of new side wall for big top have been purchased. Show has been contracted for Clackamas County Fair.

Boswell Show in So. Africa

LONDON, Aug. 9. — Boswell's Circus is now in the fifth month of its tour in Central and South Africa. Two of the outstanding hits with the show are the Dakotas (Buck Warren and Chick Cooper), lariat spinners and stock-whip crackers, and the St. Moritz Skaters. There is much friendly rivalry among the acts as to who can shoot the most big game.

Floto Closing On Labor Day

**Atlanta will be final stand
—return of H.-W. to Bowers and Ballard denied**

CHICAGO, Aug. 20.—With the circus season nearing its end the rumor factory has been working overtime, and wherever two showmen get together one may hear the supposed "lowdown" on the various shows. Only trouble with these rumors is that subsequently many of them are discovered to be "all wet."

From many sources *The Billboard* received information this week that the Hagenbeck-Wallace would close following its engagement at the Wisconsin State Fair. Inquiry at the Ringling offices here elicited the information that the show positively will not close at that time, but will continue on the road, just how long was not known. The show is booked for Toledo, O., for Labor Day.

Closing date for Sells-Floto has been definitely set for Labor Day at Atlanta, Ga., the Ringling office states, and the Al G. Barnes Circus will close at Ventura, Calif., August 28.

A report that has gained wide currency is to the effect that Hagenbeck-Wallace is to be returned to control of Bert Bowers and Ed Ballard, several reasons being advanced for the reported transfer. At the Ringling offices it was said that nothing is known of such a deal, and doubt was expressed as to the correctness of the report.

With the Circus Fans

—By THE RINGMASTER—

CFA
President, **H. HERTZBERG**, 607 Brady Bldg., San Antonio, Tex.
Secretary, **W. M. BUCKINGHAM**, 2115 N. 1st St., Norfolk, Conn.
Editor, **K. K. KNECHT**, Box 276, Evansville, Ind.

Circus Fans are making plans to go in numbers to San Antonio to the seventh annual convention, September 17-20. Hotel St. Anthony will be the official headquarters. The San Antonio CFA Tent is sending out some fine heralds calling attention to the big meeting. President Hertzberg arrived home in San Antonio August 20 and jumped right into a meeting to complete the final plans for the four-day meeting. Ringling-Barnum will be there on the 19th.

The tragic death August 13 of Ray Graham, youngest of the three Graham brothers, among the topnotchers in the

automotive world, was a shock to the entire country. Ill health, an autopsy revealing softening of the brain, was the cause. Ray was an original member of the CFA, being member No. 17, and the sympathy of all CFA is extended to his brothers, also CFA, and his family. Karl Kae Knecht, editor of *The White Tops*, attended the burial at Washington, Ind., August 16, and so did Ed Ballard, of West Baden, Ind. Ray had a host of friends in the circus world and hired many former trouperes.

The second dinner given by the Chicago CFA Tent members at the Cliff Dwellers' Club to folk from the Big One, not only had well-known circus folk as guests, but many other distinguished folk, as Tom Talmadge, president of the Cliff Dwellers; Herbert Bradley and Harry Bigelow, hunters of big African game; Dr. William McGovern, who entered Thibet a number of years ago, disguised as his own servant, and Lord and Lady Hastings, of London, Eng., all of whom went to the circus after the dinner and enjoyed the show immensely.

The CFA lost a valued member in Harry Bester, of Hagerstown, Md., who passed away at a hospital in Hagerstown August 16 after a month's illness. Harry was a charter member of the association, having been in attendance at the organization meeting in Washington, D. C., in 1926 and for many years was a national director, as well as being Maryland's State chairman of the Dan Rice CFA Top. He was well known in outdoor circles, for he has been president of the Hagerstown Fair for years. He is survived by a son, Harold Frederick Bester. He was the head of the Terminal Ice Company and director in the Hagerstown Bank.

Another CFA in the making, a baby boy, Sam Jr., bowing in at seven pounds and six ounces, entered the Sam Whittemore household in Spokane, Wash., August 8.

John G. Robinson sat with CFA President Hertzberg thru Sells-Floto at Stamford, Conn.

Fred W. McQuigg, dramatic editor of *The Chicago American*, passes this on and it is worth while, we think: The public went for the circus this year as there is a definite urge for the things which have been stable, regular fodder over many years, as they come out of the paralyzed brain condition caused by adversity. They want the things that they know have a sound basis; they even want some things which are so old-fashioned they have endured.

Harper Joy, national director of CFA, had several fine days with Barnes Show after it left Spokane. Clowning some, of course.

Frank Kindler and Doc Mulligan, of St. Cloud, Minn., looked after Tom Bradley, a driver on Barnes Circus (with Big One several years previous), who was injured in a fight.

Circus Saints and Sinners

Chalmers Lowell Pancoast, vice-president of the CSSCA, is having a busy time of it at Newark, O. Besides working on a few books, closing an estate, writing for *The Ohio Mason* (his article in issue of August 5 entitled *My Boyhood Commandery* is a masterpiece) and looking after CSSCA matters, he has time to visit circuses and in connection with the Bos-tock-Cody Show, which visited Newark August 13, he writes: "I caught this one at all performances and had a fine chat with friends."

Ed Hanley came all the way from Bradford, Pa., to go swimming on our local waters. Eddie says this is the first year Richmond, Va., will know that Bradford, Pa., is on the map, for they intend having a delegation attend the convention.

Harry Hertzberg had a friendly conversation with the writer before he left New York for the Lone Star State. Harry didn't say how much circus material he picked up on this trip, but you can wager it was a goodly pile, as always.

The writer had a letter from Mabel Reed, the one-time famous circus performer. After a breezy lot of news, she concludes with: "When I come to New York on a visit, am going to have dinner with the local tent of the CSSCA." She also inclosed a photograph taken of her 10 years ago.

Inasmuch as Grover Whalen has consented to be the "fall guy" at next meeting of Dexter Fellows Tent luncheon, to be held on last Wednesday of this month, requests for guest tickets are heavier than usual, and again Vincent Sardi will turn entire upper floor of his restaurant, 234 West 34th street, over to this Tent, which will more or less take on a political atmosphere for "one day only." As a re-

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sult of the meeting between Lowell Thomas, president of the Fellows Tent, and Banker W. Tresckow, chairman of the executive committee, it is expected that an important announcement will be made.

Last Sunday members of the P. T. Barnum Tent had a yachting trip to Rye Beach (Playland), New York, a full account of which will appear next week.

F. P. PITZER, Natl. Secy.,
41 Woodlawn Ave., Jersey City, N. J.

Ringling-Barnum Circus

Chicago engagement of Ringling-Barnum is now a matter of history. Brothers Scholl, Pond, Williams and Harry Hertzberg and his mother were on hand to see show pack up. Ted Lewis was a frequent visitor, as well as Tom Brown. Of course, everyone knows that the circus was Brown's "alma mater."

Capt. Charles Mathewsen showed the writer pictures of their baby daughter taken with Mrs. Mathewsen, using their Long Island country home as a setting. That was the reason Mrs. Mathewsen was not as frequent a visitor as usual this summer.

Mrs. Sophie Meck and "Minnie," the humanlike chimpanzee, have struck up a warm friendship and some great pictures have been taken of them. Steve Dade and wife were on hand quite frequently during the latter part of the Chicago engagement, altho Steve did not make his yearly visit at New Haven, as has been his custom for the last 20 years.

Lieut. Gov. Fred Sterling of Illinois spent all his spare time with show during the Chicago engagement. Darryl Odum was in evidence daily, as well as Mike Shortall.

Arriving at Milwaukee the first person showfolk ran into was Charles McCurran. Then during the day met Billy Mossy, Frank Lee, Joe Brooks, Sticker and Oley Johnson. Fitzpatrick, the billposter, was on hand for the night show.

All had a shock when the wire came from San Francisco that John Snellen, known for the last 40 years as "Happy Jack," had passed away. Interment is to be at Los Angeles.

Knute Olsen, formerly with Merle Evans, rejoined at Monroe, Mich. At Sheboygan Arthur Wright's Band had a circus party, attending the big show in a body and enjoying both the performance and the music of Merle Evans' Band.

William Fields, of the press department, closed at Chicago to go with *Green Pastures*. Circus was a new adventure for Mr. Fields, but during the short time he was with the organization he made many friends and took to circus routine like a seasoned oldtimer.

At last have heard from Capt. Bill Roddy. He is with a Fanchon & Marco unit. Coming east will be in Chicago soon. Big Ed Nagle, known to all men, is again in politics in Los Angeles. This time he is running for supervisor in the district that claims his residence. Charley Wuerz, for years in San Bernardino, is en route east with a Fanchon & Marco unit.

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Under the Marquee

By CIRCUS SOLLY

WHEELER & SAUTELLE received a new banner front for its Annex at Morrisville, Vt.

MRS. LEW WALSH wishes to thank the folks with Ringling-Barnum for their aid.

J. ALEX BROCK visited the Bostock Show at Charleston, W. Va. There was a fairly good matinee.

A RECENT ADDITION to menagerie of Sells-Floto is a number of rhesus monkeys purchased from Rex M. Ingham.

VIC J. FOSTER is agent for Mighty Haag. Was in Cincinnati last Friday and gave *The Billboard* a call.

THE LEVINES and the Shelleys, with Hunt's Circus, are scoring with their double trap number.

DAILY PRESS of Pontiac, Mich., had an editorial on the retirement of "Old Nell," elephant of the Ringling Show.

ROBILLARD, circus artist, is giving the trucks and trailers of the Wheeler & Sautelle Circus a new dress of paint and decorations during its fair dates.

THE SIMPSONS, Ed and Josie, joined Wheeler & Sautelle after the closing of Snyder Bros.' Shows. Their impalement act is being featured in the Annex.

TERRE HAUTE, IND., had its second

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12x20 inches, \$1.25 each—6 for \$6.00—12 for \$10.00
RINGLING-BARNUM—Spec in Madison Square Garden, Congress of Strange People, Clyde Beatty in his Den of Lions, Usher Group, Cook House Gang, Wild West Line-up, Equestrienne Group (Davenport-Reiffenach-Walters), Jim Whalen and his Big Top Staff, Buck Baker's Loop the Loop Train and Midget Clowns & Buck Baker's 3 Funny Fords.

HAGENBECK-WALLACE—Spec Group, Side-Show Group, Swinging Ladder Group, Executive Staff, Wild West Line-up, Steam Calliope, 6-Horse Hitch-up & Menagerie Interior.

SELLS-FLOTO—Spec Group, Side-Show Group, Swinging Ladder Girls and Clowns, Wild West Line-up, Irene Leggett working 5 Bulls, Usher Group & Composite Picture entire personnel.

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WHEELER & SAUTELLE—Spec Group.
BOSTOCK'S WILD ANIMAL CIRCUS—Spec Group Ringling-Barnum, Sells-Floto and Hagenbeck-Wallace folks at Ringling-Floto Ball Game.

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circus of the season August 23 when Bostock Show was there. Sells-Floto played the town May 10.

W. J. LANGSTON, formerly with the Ringling Show in clown alley, is seriously ill at his home in Gainesville, Tex., and would like to hear from friends.

ALBERT (FRENCHY) MILLER, late of Mighty Haag, has retired from circus business and is now located at Covington, Ky.

WILL E. C. CURRIER infoes that brother of F. C. Fisher, of Fisher Bros.' Circus, was badly hurt in an auto accident on road to Lansing, Mich.

DODE FISK, former circus owner, has launched a wholesale peanut-roasting plant at Columbus, O., and is furnishing a number of shows with his output.

RINGLING-BARNUM played to approximately 15,000 people at the fairgrounds, Milwaukee, night of August 15. Business at matinee also reported good.

GENERAL AGENT BEN HOLMES of Allen Bros.' Wild West infoes that show strayed 'em at Elmer, N. J., August 11. Outfit was on property of Pennsylvania Railroad.

JOE BAKER, in clown costume plugging a miniature airplane, has been attracting crowds at Cowan's "Chicken Sausage Circus" in Securities Public Market, Seattle, Wash.

SAILOR SANDERSON, wrestler, visited the Dill Show at Johnson City, Tenn., and renewed acquaintances. Sanderson is busy pinning the boys to the mat in and around Bristol.

LAWRENCE T. BERLINER caught the Downie Bros. for second time at Corry, Pa., August 16. Bill Morgan reports fine business in Jamestown, N. Y. Corry was only fair.

JOE PIERCE, formerly on Ringling-Barnum privilege car, now at Steeplechase Park, Coney Island, N. Y., was a visitor on Sells-Floto at Bridgeport, Conn.

DOC WADDELL is sojourning at Chilli-cothe, O., with his son, Parson Waddell, who, before taking a Union Depot master's job, was first assistant boss canvasser under Captain Billy Curtis. Doc's address is 399 East Water street.

LORETTA TUCKER, wife of Ernie Tucker, superintendent of concessions on Sells-Floto and John Robinson Circus, visited Mr. and Mrs. Charlie Harris, of Petersburg, Va., while show was in that vicinity.

WILLIAM KEMPSMITH, clown, appeared at the Carthage (O.) and Kendallville (Ind.) fairs and this week is at Marshall, Mich. Has with him his dog, "Bimbo." Kempsmith has six more weeks of fairs.

ED ROSS writes that W. A. (Curley) Phillips, clown on Al G. Barnes, is building a five-room stucco house, also one-story house for a hand laundry on his property on Washington boulevard, Venice, Calif.

ARTHUR BORELLA TRIO of clowns has not returned to Chicago, as stated in last week's issue. Wenzel is the only one there. O'Day has joined Barnett Bros., clowning and doing high stilts. Borella is booking service and civic clubs in and around Philadelphia.

ALFREDO CODONA TENT, CFA, San Antonio, Tex., has issued a novel herald-handbill regarding the seventh annual national convention, to be held in that city September 17-20. Carries cuts of tents, elephants and clown juggler. The Big One will be there on the 19th.

NOT ONE CIRCUS has played Ontario so far this summer, which is now so far advanced that it is unlikely one will enter the province. Sells-Floto has been the only one to cross into Canada, first playing Montreal and then traveling eastward to the maritime provinces.

TED (O'KAY) HAMILTON, black-face comedian and writer of comedies, has just finished writing a book entitled *Puttin' on the Dog*. He is with Hagenbeck-Wallace and will publish the book when season closes. Says that he will do some broadcasting this winter.

TOMMY O'NEILL, former trouper, and W. T. Shook, CFA, have visited following shows this year: Ringling-Barnum at

Baltimore; Sells-Floto, York, Pa.; Downie Bros., Hagerstown, Md.; Wheeler & Sautelle, Middletown, Md., also Gentry Bros., at Frederick.

CORINNE HODGINI, of Riding Rooneys on Lewis Bros., is pleasing them with her principal riding act and cloud swing. Hodgini Bros. (Ted and Joe) are scoring with their comedy acrobatics and clown prize fights. Virginia Lewis, with her rearing and waltzing horse, "Storm King," is one of the show's features.

"TUSKO" will be one of Seattle's many attractions during the annual Fleet Week Frolic August 23-24. The big elephant will take part in the children's parade under direction of Trainer W. (Slim) Lewis. "Tusko" is now doing tent duty at five cents a look along the Tacoma-Seattle highway.

ALL ANIMALS and paraphernalia in Bob Taber's Animal Chautauqua are being used at Fairmount Park Monkey Farm and Museum, Riverside, Calif., for the summer. Will remain there until middle of September, at which time animals will again appear in public schools.

ON THE FAIRGROUNDS at Winchester, Va., there is an old band wagon. Painted on its side is "Phil Lamont's Band, 1873." Wagon apparently was entirely made by hand and is an interesting and unique relic. Can circus historians tell readers of *The Billboard* more about Phil Lamont and his circus of 1873?

CHARLES T. HUNT, president of the Motorized Circus Owners and Agents' Association, visited Melvin D. Hildreth, chairman of the Circus Fans legislative committee, at Washington last week, on business connected with the association. Members of the James E. Cooper Top were guests of Mr. Hunt at dinner.

ANYONE knowing names and addresses of relatives of Albert (Cat Red) Jones, who died at Dearborn, Mich., August 2, is asked to wire either Mrs. Al Stroud, care Mortenview Riding Stables, Route 1, Dearborn, or Capt. Terrell M. Jacobs, 3541 Lee avenue, Robbinsdale, Minn. Jones was a well-known animal and cage man with all the big shows.

MANAGEMENT of Russell Bros.' Circus is constantly making improvements in the line of physical property, purchase of a new six-wheeler having become a weekly habit. Business may be said to average fair. Recently there has been noted quite a steady improvement. The strike of Iowa farmers has not yet hurt business.

JIMMIE WOOD writes that he has been on the Barnes Show all season, assistant to Bob Thornton, and wife, Ruby, also has been on show. Wood states that he will produce two winter shows, one in Kansas City and the other in Evansville, Ind. When Barnes closes the Woods will spend a couple of weeks at the beach and then go to K. C.

ELWOOD EMERY, trainer of Baby Mine, Iowa children's elephant, played Old Settlers' Picnic at Prairie City, Ia., August 16, and the Farmers' Reunion at Jessup, August 17-19. Will be at the State Fair, Des Moines, which opens August 24. On Children's Day, the 26th (Baby Mine will be five years old), a big party will be staged in front of the grand stand, free to all children.

HARRY LAROCY, who had one of the first truck tent shows in the country, and his wife, known as "Marie, the versatile"; "Shorty" Duncan, the acrobatic-singing midget; Adam Giger, band and orchestra leader, and Doc Waddell have been making the Kay Bros.' Circus in Ohio towns. They report it clean, good and large enough for all practical money-making purposes.

HARRY ATWELL, circus photographer, made an interesting elephant group picture while the Ringling-Barnum Show was playing Chicago. The "bills," in charge of G. M. Denman, president of the Elephant Trunk Association recently organized by Wells Hawks, were grouped in pyramid formation at a spot in Grant Park that had the Michigan avenue skyline as a background.

J. R. CONWAY attended matinee performance of Sells-Floto at Asbury Park, N. J., August 10. Show lot was at Avon-by-the-Sea (outside corporate limits of Asbury Park). Was same lot used by Bostock Show a few weeks previously. Downie Bros. used a ball park in Asbury

Park. Conway again saw the Floto Show at Chester, Pa., August 12. Prices there, also at Asbury Park, were 25 and 50 cents—reserves 75 cents additional. Side show and concert prices were 25 cents each.

P. M. MCCLINTOCK has written a very interesting article (has five illustrations) of the Hall Circus Farm at Lancaster, Mo. It will appear in *Every Week* magazine (NEA) August 28. Story is captioned *The Circus Boneyard*. Gaudy parade wagons, empty railway trains and many animals whose trouping days are ended occupy the unique farm. McClintock obtained his data from Billy Hall Jr. and McClain, foreman at the farm.

BOBBY HAMM, formerly a clown with Sells-Floto, is at home in Youngstown, O., visiting his parents, after spending eight years on the Coast in the movie business. He has a three months' leave of absence from the Warner Bros. and is renewing old acquaintances in and around Youngstown. Can be seen daily at Craig Beach with old friends—Dick Dillon, Block Edwards, Joe Spiegler, Tom Wiesman and Frankie Farrow, all of whom are in show business.

NEWS-INDEX of Evanston, Ill., dated August 13, had a very interesting story of Mrs. Charles E. Ringling, written by Arthur Shumway. She is a circus director, banker, real estate dealer, farmer, mother and grandmother. Is the mother of Robert Ringling, opera singer, and Mrs. Hester Ringling Sanford, wife of a Florida citrus expert. Horses are Mrs. Ringling's favorite circus animals, especially the high-school horses. Fishing is her chief outdoor sport.

HARRY BAUGH, of Petersburg, Va., spent the entire day in Richmond, Va., August 17 with the Floto-Robinson Show. Big matinee and had 'em on the straw at night. Weather was ideal. Marshall L. King, of Alexandria, and Charlie Consolvo, of Norfolk, were guests of Manager Zack Terrell. Circus Fans seen on lot were State Chairman Charlie Lauterbach and brother, Lamonte; Billy Poole, Billy Horack and Ike Townsend, all of Petersburg. Were loud in praise of show and courtesy shown them by Ira Watts, Harry Mack, Louis Chase, Frank Loftis and Mr. Terrell.

Sells-Floto Circus

John Kelly, former legal adjuster on Sparks Circus, ran over from Philadelphia to Chester, Pa., to spend the day on Sells-Floto. Is now employed by a law firm, claim department, in Philly, operating in Pennsylvania and New Jersey. Raymond B. Dean, formerly with circuses as press agent and now city manager of Cape May, N. J., spent the day at Chester.

Edward J. Kelty, circus photographer, was with show at Bridgeport, also at Newark, and "shot" more than 400 pictures of individuals and staff. Jones, of Bridgeton, N. J., again visited the show. John J. Baughman, of the Joseph Mayer Publishing Company, was guest of the writer, Harry Mack, at Chester.

Folks of Louis Chase ran over from New York to be with him at Newark and New Brunswick. Frank Payne, editor of *The Quill*, is writing an article regarding the Floto staff. Bill Twyford, from Staten Island, and the two "kids" were on lot at Newark and New Brunswick. Bill's contribution of a lobster feed was enjoyed by the staff table.

L. W. Mitchell and son, C. Kistler and W. Lee visited at Newark and New Brunswick. Col. Consolvo, of Monticello fame, Norfolk, was the guest of Manager Zack Terrell for several days. Elmer Kemp and family, of Trenton, took it all in while show was in New Jersey. Schuyler C. Van Cleef, w.-k. Jersey attorney, was a recent visitor.

The Floto ball club played police department of Norfolk. Otto Griebing, Bumpy Anthony and Paul Jerome clowning the proceedings to plenty of laughs. Bert Doss is the champion rooter for the club. Capt. Bill Curtis sees to it that show is up in time for folks to rest before afternoon performance starts. There have been several minor accidents, but Doc Partello has the folks fixed up without missing a show.

POLITICAL BANNERS BADGES & BUTTONS —FLAGS—

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The Corral

By ROWDY WADDY

REAL CONTEST in any sports event creates fan interest—including rodeos.

IT IS PREDICTED that this year's fall rodeos, especially, will be heavily attended.

THERE WILL BE long engagements for many of the boys and girls at "world's fair," Chicago, next year.

DON'T TAKE the "Hip-Hip; Whoop-e, Cowboy" from the rodeos—don't remove the festive cowboy atmosphere.

GEORGE FISK, bronk rider, is with the Al Copeland Wild West, making Long Beach and other towns in Southern California.

RUPERT, Ida.—A profit of 31 cents was realized from the rodeo staged here July 2-4, according to a report filed by Clyde Isenberg, finance chairman.

THE STANDING of contestants in RAA points for this year up to August 2 appeared in this department, issue of August 13—this answers several inquiries.

BILL CODY, of movie note, really shines as feature of Bostock-Cody Circus. Makes a wonderful appearance and his pleasing personality radiates good fellowship.

RODEO PROMOTERS: Why cannot there be more really big and real-contest indoor events? Many large cities have suitable buildings. There are many successful indoor circuses staged each winter; why not rodeos?

SLIM TALBOTT, former contestant, returned to Hollywood, Calif., recently after a year in Mexico, in aviation. Slim has just bought a ranch in Oregon, his former home State, where he will go after attending the Pendleton Roundup.

REPORTED from Woodstown, N. J., that fan interest indicated heavy attendance at Rodeo-Fair there, last three days of this week, with all contest events on the rodeo program being staged by Howard Harris Sr. and Howard Harris Jr.

THOMAS (TEX) MORIARTY, Ward G-T, Mattapan Sanitarium, 247 River street, Boston, writes that he would appreciate letters from acquaintances. Was formerly bronk rider with 101 Ranch Wild West, also with Ringling-Barnum, Walter L. Main, Sig Sautelle and others.

A. J. (PETE) DANIELS, publicity director National Moderation League, and brothers recently received a remembrance postal from Earl Sutton and the missus, with Cy Compton's show in Europe—written from Amsterdam; next stop, Berlin.

DANBURY, Conn.—Ray Williams and Charlie Wilson, members of Red Horse Ranch Rodeo Company, were injured during a performance at the Danbury fairgrounds. Williams sustained fracture of two ribs and a punctured kidney when a steer fell on him. He will recover. Wilson broke his wrist while wrestling a steer.

CURLEY FLETCHER, cowboy poet and former contestant, is to be general manager and Ed Wright arena director of the Strawberry Roan Rodeo of the Oregon State Fair at Salem. Contracted entertainers include Bonnie Grey and her auto-jumping horse; Paris Williams, Steve Clemente, Augie Gomez, Jack Knapp, Homer Holcomb, the Cossack riders, Paul Panfiloff, Andrew Stadnik and Gabriel Soloduhin. Horses will be furnished by Mellerick, Cuff Burrell and Norman Cowan. It is an RAA show.

WHILE AT Fort Worth, Tex., recently, Col. W. T. Johnson arranged for Bryan Roach to again be arena director at his rodeos in Chicago, New York and Boston. The dates, as announced by Col. Johnson: Chicago, at Stadium, September 30-October 9; New York, Madison Square Garden, October 14-29; Boston, Boston Garden, November 4-12. Roach, who is superintendent Casino Park, on Lake Worth, will leave Fort Worth September 8 to aid in getting things into shape for the Chicago event.

JOHNNY MULLENS, widely known former contestant and of late years prominent arena director, and Charlie Murphy, arena director, Livingston (Mont.) Roundup, recently purchased the

entire string of rodeo horses formerly owned by the late Richard T. Ringling, at White Sulphur Springs, Mont. Incidentally, many contestants remember such buckers as "Prison Bars," "Lightning," "Ball Hornet" and others of the string. The stock has been shipped to Murphy's Ox Yoke Ranch, near Emigrant, Mont.

PLANS are perfected for the forthcoming second annual World's Congress of Rough Riders and Rodeo, Los Angeles, in the Olympic Stadium. This show has not been given much local publicity due to the fact the Junior Chamber of Commerce of Los Angeles, conducting the show, did not want to interfere with the Olympic Games held in the Stadium two weeks, closing August 14. Bob Anderson is again arena director. Managing director is Waldo T. Tupper and Freeman Lang, assistant director; Jack Stratton, publicity director, and Abe Lefton, announcer. Judges, Harry Huston, Ray Kane and Dr. J. E. Van Sant.

FITCHBURG, Mass. (Aug. 20)—The New England tour of King Bros.' Rodeo Company has been marked by several incidents. During a performance at Middleboro, Mass., Anthony Czyewski was seriously injured when he was trampled upon by plunging steers. He sustained double rib fractures, a possible puncture of the liver and a deep gash in his right side. He was taken to St. Luke's Hospital, Middleboro, where he is hovering between life and death. When the show reached the Topsfield fairgrounds to unload, there was a terrific battle between a 2,100-pound bull and two large buffalo. The bull charged the buffalo and a battle royal was soon in progress. Several of the cowboys were soon on the scene with lariats and lassoed the combatants.

ST. LOUIS.—It seems that St. Louis is experiencing a rodeo consciousness, second to no other experience in its history, relative to the Rodeo here September 17-24. St. Louis proper and a territory radius of 100 miles is emblazoned with lithos, 24-sheet, 16-sheet and one-sheet billing, both type and pictorial. Newspapers are beginning to shake loose with publicity and giving Fred Beebe real co-operation, much to the satisfaction of John G. Phiambolis, director of publicity of the event. The advance sale is reported highly encouraging. H. M. Hirsch, general manager, is well pleased with the response he is receiving from St. Louis business houses and residents. Mr. Beebe has a notable following among contestants, confidence of the hands demonstrated by the large number of entries already received.

ONE OF THE California hands calls attention to boys in distinctive regalia, particularly wearing apparel during their rodeo work—in years past and not so long ago. He cites the following: Yakima Canutt—bulldogging steers in his natty new sailor uniform at Pendleton Roundup, 1917; Ben Corbett—wearing a football helmet while doing his bulldogging at Livermore Roundup, 1923; George Bean—hatless and wearing college cords while riding Brahma steers at Tanforan, 1932; Mike Hastings—in canvas leggings and army coat and trousers when bulldogging at Cheyenne, 1931; "Derby Kid," of Arizona—wearing a "derby" hat while doing his stuff in the arena; Tommy Scarlett—in swanky sweater and Panama hat in the bronk riding at Salinas, 1932. Also points out that Abe Lefton takes the interest to explain in detail to his rodeo audience how contestants have earned the right to wear high-heeled boots, broad-rim hats and jingling spurs.

"PICKUPS" from California Frank Rodeo Company, from Camden, N. J.—The Indiana, Pa., date was a disappointment, in spite of the heavy billing and newspaper campaign. The Indiana Gazette was wonderful, giving the outfit a full column story every day. Johnnie Carlos, of Ozone, Tex., is confined in General Hospital, Indiana. Mrs. Schaeffer was rushed to same hospital for an emergency operation for appendicitis and is coming along fine. Will leave hospital in two weeks. Elmo Garr, chief of cowboys, had two stitches taken in his lip after he was kicked by a steer. Guy Dodgson has his leg in a cast and was able to leave the hospital in time to leave with the show. A very heavy publicity campaign for the engagement at Central Airport, Camden. It includes 30 24-sheet boards, three-sheet stands and one-sheet lithographs, and electric signs with Neon arrows pointed towards the grounds are in choice locations here and Philadelphia. The banner stand of the season is expected. A special switchboard operator was put on to answer questions

regarding the rodeo, according to Mr. Markiem, director of Central Airport. The show will be here for a four weeks' engagement, with special prices in accordance with the "depression."

FROM RAVENNA, O.—Shay Carrington's K-9 Ranch Rodeo Company put on good attractions at Lake Brady Park here recently. Mr. Carrington put on a horse-swimming race across Brady Lake, using five horses, and jumped a steer from a raft into the lake some distance from shore. Vic Blackstone rode the steer in the dive. Among the riders were Pauline Lorenze, Alice Motts, Lillian Christensen, Alverda Carrington, Esther Carrington, Shorty Rutledge, Vic Blackstone, Fritz Dow, Jack Jackson, Tommy Linker and "Uncle Hiram." Carrington manages the show, with Everett Gentry and Eddie Boyle in advance. The performers put on a very snappy program. The spotted saddle horses were quite a flash. The stock in good flesh and the bucking horses and steers did their part in furnishing thrills for the audiences. Little Alverda Carrington, eight-year-old daughter of the manager, narrowly escaped serious injury when thrown from her horse and dragged during the trick-riding event. She was rushed to a hospital, where X-rays taken of her arm and ankle showed no bones broken.

Hagenbeck-Wallace Circus

Michael J. Donahue, brother of J. C. Donahue, general agent of Hagenbeck-Wallace, spent the day with show at Streator, Ill. Dr. Petit, of Ottawa, Ill., came over for night show. At Bloomington, Ill., the performers paid tribute to memory of Eddie Ward and Leo Hendryx. Beautiful wreaths were placed on the graves. The Daily Pantograph of Bloomington carried a four-column cut and story praising the showfolk for their thoughtfulness.

Guests at Bloomington were Bob and Rose Porter, Flying LaMarrs, Wayne Lary, Harry LaMarr, Reiner, Joe Craig, Eldon Day and wife, Nettie Heinz and Helen Ward. Wayne Lary will visit for the week, a guest of George Leonard. Roy Barrett, Joe Coyle, Phil King, clowns, were over to say hello. Orrin Davenport Jr., Herbert Hobson and Babe Laidley drove over to say hello at Hammond, Ind.

Johnny J. Jones visitors at Bloomington were Myrtle Korhn, James Linbaugh, Mr. and Mrs. Ed J. Madigan, Mr. and Mrs. Vernon Korhn; Mrs. W. F. Korhn and son, Ray; Mr. and Mrs. J. D. Dutcher, Ray Mead and William Sheehan. Frank Shean, publicity director, was a guest of the writer and spent entire day visiting friends in the dressing rooms.

At Decatur, Ill., Ed Ritchey drove over for a visit, stored his car and remained with show until Peoria. C. Davis, of De Moulin Brothers Company, also was at Decatur for the day. Mrs. George Steele visited at Decatur and, as usual, had orphans to the show. They look to Mrs. Steele for outdoor pleasure and she is regarded as the "Mother Angel" of the orphanage.

At Peoria, W. B. Hedges, Mr. Ruch and Mr. and Mrs. Grover Kane, of Honolulu, were visitors. Mrs. Billy Sullivan, formerly of Howard Sisters, who lives in Peoria, entertained some folks at a chicken dinner. Helen Shipley, of St. Louis, spent the day at Peoria with her brother, Earl. C. W. Finney visited at Aurora; also Leo Hamilton and wife and Louis Plamondon's brother. E. A. Anthony, who is writing Clyde Beatty's book, is on for a few days. Little Ernie Clark and Gracie Hanneford are doing principal riding—made their first appearance without a mechanic last week.

J. C. Donahue visited at Elgin and Jake Newman and Dan De Baugh, of the Chicago Ringling office, spent the day here. Bessie Orman left for her home. There will soon be a happy event. Flowers and presents were presented to her. A gnu was born at Aurora and Bert Loyes is happy. This brings quota to 11 wild animals born this season. Bert is daily putting the two new chimpanzees thru tricks. Will soon be seen in big show. REX DE ROSSELLI.

HARRY BAUGH and CFA LaMonte Lauterbach, of Petersburg, Va., motored to Easton, Md., a distance of 412 miles, to catch the Sam Dock Circus. Outfit will soon receive a new big top, a 60 with two 30s. Show is moving on eight trucks and doing a nice business, altho not up to last year. Manager Dock informed Baugh. Show gives a creditable and pleasing performance, Lauterbach's eight military ponies, worked by Frank Jackson, being the feature. Will play eastern section of Maryland for two weeks, then into Delaware.

COVINGTON BIG

(Continued from page 58)

Mrs. Wallace; three ponies, Bert Wallace, and five goats, Lawrence Cross. Wild West announcement. No. 6—Ray Gaudet, Nick Gallucci and Walter Powell, on tight wire, a very good number. Last named is featured in center ring; works without umbrella and does a flip-flap and back somersault. No. 7—Pony Express; the rider, Marion Stanley. No. 8—Niquette Sisters perform very creditably in their cloud swings. Clown walkaround. No. 9—Ruby Williams and Niquette Sisters on swinging ladders, very good. Clown walkaround. No. 10—Menage horses, put thru their paces by Mr. and Mrs. Bert Wallace. Miss Callahan on the Spanish web; a clever performer; does arm and leg phlanges, also contortion feats. Wild West announcement. No. 11—Usual iron-jaw routine by Niquette Sisters and "Miss Harris." No. 12—High-jumping horses, by Jack Hughes and his company of riders. Ray Gaudet does a neat foot slide (backward) from top of tent. No. 13—Bert Wallace offers the elephant ride. Spec, America.

Clown numbers were presented by Gene Lewis, Lawrence Cross, Lou Walton, John Ardell, Howard Hall and Al Powell.

The band: P. H. (Red) Payne, leader and baritone; Leon Darrow and Tommy Osborne, cornets; William Stein and Joe Pomolis, clarinets; John T. Kyle, French horn; Norman Henley and William Staley, baritones; Verdi Hilton, trombone; Thomas Zacco, sousaphone; Craig Ferguson, bass drum; Frankie Oppie, snare drum; Bud Geiss, calliope.

Concert: Both matinee and night heavy percentage of big-show attendance, and very good Wild West program. Besides appearance of Bill Cody, performers included Jack Hughes (informed he was leaving for Florida home), trick riding and whips; Ruby Hughes, trick riding; Jackie Hughes, juvenile entertainer; Cecil Tatum, bronk and trick riding; Josephine Tatum, trick riding; Marion Stanley, trick riding and featured horse roping; Bill Gonzalez, clown. Doc Young presented "Cupid," masterly trained pickup pony, in an excellent routine, into which number Bill Cody injected extemporaneous witty sayings.

In the Annex, managed by James Shropshire, Don Taylor, assistant, are following attractions: Madam Elizabeth, mentalist; Don Taylor, lecturer, ventriloquist, also doing Punch; Al Howe and dancers; Prof. White's 14-piece band and minstrels—Vivian Johnson and Ruth Henderson, soubrets; Cuban Mack, human ostrich and novelty act; Princess Viola, snakes; Princess Mary, midget; Red Cloud, tattoo; Dan Robey, Scotch band; Willie Bowlegs and company, impalement act; J. C. McBride and R. Smith, ticket sellers; Fred Sanders, front door.

Mrs. James Heron is in charge of candy and eating stand concessions.

GEORGE AND ALICE SOHN are playing fairs with their own 20-people show. Moving on three trucks and just received a new car. Expect to be on the Coast soon, where a few circus acts will join.

FRED BEEBE'S RODEO

St. Louis Arena
SEPT. 17th to 24th

The Prize List is Ready! The Boys and Girls will be here! Letters—wires—calls—coming in for the Best Show of 1932!

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HANDS WRITE ME
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PARKS-POOLS

Conducted by CLAUDE R. ELLIS—Communications to 25 Opera Place, Cincinnati, O.

Admission to Luna Chopped

25-cent gate, for years under fire, set to 15 cents daily—pickup is noted

CONEY ISLAND, N. Y., Aug. 20.—For many years inside and outside operatives at Luna Park have charged that the 25-cent admission for adults during week-ends has been too high a gate premium, especially since other enterprises have dropped down to low figures in accordance with current demand. Luna, despite consistent criticism, has stuck to the two-bit figure, but over the last week-end a new price policy was instituted. An immediate pickup in receipts at the gate was noted.

Ten cents have been chopped off, 15 cents for adults and 10 cents for kids to prevail thru the week. Hitherto admissions have been 25 cents for adults, 15 cents for children over week-ends, and 15 and 10 during the week.

That the gate policy was changed this late in the season proves that the celebrated playground is willing to concede a point to present conditions, with their insistent demand for a price policy consistent with a general drop—commodities and amusements—thruout the world.

Some of the noted picnic bookings to be held from now until just before the Mardi Gras here are Swedish Days, Tuesday thru Friday of next week; Buck Jones Ranger Club Days, August 24 and 31; Knights of Columbus Day, August 25; American Legion picnic, August 27; International Journeymen Barbers, August 28; Confection (national product) Days, 27-29; Russian Orthodox Convention, September 3-5; Cake (national product) Days, 8-10, and Moose Convention, September 12, which will signal the start of the annual fete thruout the Island, Luna to participate, as it has done in the past.

Free Act Thrillers, Circus Presented at Cincy's Coney

CINCINNATI, Aug. 20.—The new free-act policy at Coney Island is going over big. Patrons' response caused President George F. Schott to extend another week's engagement to the Fearless Greggs, and to bring in the Dutton Circus Attractions for the week beginning tomorrow.

Florescue and his thrilling aerial act, a big draw, left tonight for another engagement. The Greggs are doing their somersaulting with racing autos and their "human cannon-ball" act.

Dutton's Circus will bring in all its equipment and people and as many acts will be presented as can be fitted to program time.

Reduce at Rock Springs

CHESTER, W. Va., Aug. 20.—Effective on Sunday, August 14, Rock Springs Park here has been operated only on Saturdays, Sundays and days when outings are booked. Policy will continue until closing on Labor Day, according to Manager C. C. Macdonald. Idlewild Park, Ligonier, Pa., also under his management, will continue full-time operation until closing on Labor Day.

\$25,000 Dance Hall Fire Thought To Be Incendiary

POUGHKEEPSIE, N. Y., Aug. 20.—The dance hall at Amusement Park, Monticello, has been destroyed by a fire of apparently incendiary origin. Loss is estimated at \$25,000.

Harry Faber, park manager, said that about four weeks ago an attempt had been made to set fire to the place.

SHAY CARRINGTON'S K-9 Ranch Rodeo has closed a successful engagement in Lake Brady Park, Ravenna, O.



C. A. WORTHAM JR., younger son of the late Clarence A. Wortham, of carnival fame, who is new manager of Fair Park Amusement Area, Dallas, Tex., succeeding J. C. (Tommy) Thomas, resigned. The young man has been a frequent visitor to Dallas and for two seasons has assisted in management of the park.

Lake Orion Continues Acts

LAKE ORION, Mich., Aug. 20.—Park Island has been continuing its free-act policy to good effect this season. For the fifth year acts have been put on at least three times a season, advises Secretary Dorothy Glazier. Manager Douglas Glazier will present fireworks and free acts on Labor Day. Attractions were offered on Decoration Day, Fourth of July and on several Sundays.

Fireworks Draw at Euclid

CLEVELAND, Aug. 20.—Fireworks were offered last Sunday afternoon and night at Euclid Beach and will be a regular attraction. Crowds resulted, altho per capita spending was light. Picnic business is very good this year, while the dance hall is drawing well. Concessions and rides are off from former years, but well above average. Skee ball is 100 per cent ahead of last year.

Plenty of Publicity for Pool Is Big Business Bringer at Albany

ALBANY, N. Y., Aug. 20.—Gratifying results have been attained at Silver Sand Beach in Mid-City Park here this summer thru team work in promotion and exploitation of Edward J. Ladue, director of the beach, and his wife, Cecile Ladue, who has been park promotion manager three summers. They report that business is holding up wonderfully.

One business stimulator is *Mid-City Park News*, gotten up every Friday by Mrs. Ladue in form of a miniature news sheet. It is published first as an advertisement in the local newspapers, after which one of the papers furnishes the park with 3,000 extra copies, with an ad for the newspaper on the bottom. These copies are distributed in the park on week-ends and are effective.

Among features put over this season have been:

SWIM CAMPAIGN: Sponsored jointly by *Times-Union* and American Red Cross, July 5-14. Admission to pool and lesson every morning, free to children. Free grand stand to parents. Hour, 10 to 11 a.m. (one hour before regular opening hour of pool). Governor Franklin D. Roosevelt wrote letter indorsing campaign, which was published. Quantities of newspaper publicity and art followed, including one two-column editorial on campaign. Plenty of new people introduced to pool. Much repeat business has

Water Cutoff Halts Chester

Efforts being made to re-open Cincy resort following mandate of city

CINCINNATI, Aug. 20.—Chester Park, pioneer amusement spot, was closed to the public on the afternoon of August 18, following a three days' controversy between city officials and men interested in the park. Efforts are being made to reopen the park as soon as possible. No statement has been forthcoming from Manager Morris Unger.

It was said that the park management has failed to pay a water bill of about \$1,800. The city turned off the water on August 16. Some wells in the park then were used by concessioners.

When reports of an analysis of water pumped from wells on the grounds convinced Dr. William H. Peters that the water was polluted, he ordered the swimming pool closed. Previously Dr. Peters had revoked food permits at the park and forbidden the company to use the well water in drinking fountains.

Thursday morning E. C. Bernhold, secretary of the Cincinnati Car Corporation; Michael F. Hoffman, assistant superintendent of the waterworks; Dr. William H. Peters, commissioner of health, and J. G. Shuey, chief sanitary officer, conferred over the matter. No payment on the water bill was forthcoming, and the swimming pool was ordered closed.

Sanitary officers were withdrawn from the park Thursday afternoon, when it was announced that it had been closed.

Revives Vaude Interest

ATLANTIC CITY, Aug. 20.—A real revival of interest in variety is to be seen on Young's Million-Dollar Pier this week, with a large and varied collection of the kind of acts beloved by vaudeville enthusiasts. Long absent on a European tour, the Daveys, funsters who do juggling in a kingly and queenly manner, return to the pier. Others in the galaxy are Harry Bentell and Helen Gould, "Musical Taps"; Bon Hair Troupe, Risley Speed Kings, Gray Family, Coscia and Verdi, with Joe Wallace held over another week as m. c.

He Understood

ATLANTIC CITY, Aug. 20.—A former showman's sympathy will enable Mike Gillette, Pittsburgh, to break a flagpole sitting record of "Shipwreck" Kelly, 52 days, 4 hours, made at Steel Pier last summer. Gillette, on top of Garden Pier flagpole since July 2, had tears in his eyes when told that a court order was that all attractions must vacate the pier. Constable Benny Carroll, who was with Carroll Brothers' dancing act in vaudeville for years and who has been constable here the past year, was detailed to enforce the order. Carroll, who climbed the pole and was told by Gillette that he had only a few more days to go to break the record and win national fame, relented and agreed to take it upon his own shoulders to keep Mike on the pole until he betters the 52-day mark.

C. A. Wortham Jr. Head of Dallas Area

DALLAS, Aug. 20.—C. A. Wortham Jr., 22 years old, younger of two sons of the late Clarence A. Wortham, who was owner of several large carnivals, has been appointed manager of Fair Park Amusement Area here.

He succeeds J. C. (Tommy) Thomas, who has managed the amusement section for four and one-half years and who resigned to enter another branch of amusement business. He had represented Mrs. Wortham, widow of the showman, who placed riding devices in the park some time after the death of her husband on September 24, 1922.

Young Wortham recently finished his schooling and for the last two summer seasons has assisted in management of the amusement area.

Pier Concessioners Are Hit By Court Dispossession Order

ATLANTIC CITY, Aug. 20.—For the first time in history of this resort an entire beach-front pier has been dispossessed by court order.

Acting upon orders of District Court Judge Lindler Jeffers, Constable Benjamin Carroll, a former showman, on August 15 served notice on tenants of Garden Pier, including Vincent Martino, who operated the dance hall, that they must vacate, on an order secured against William Hyman, pier lessee, by the Burke Estate, owners, for nonpayment of rent.

Concessioners and others who rented from Hyman vacated, altho much of their merchandise was left on the pier awaiting owners' disposition of it. Many pier concessioners say they had a bad month in July and had just started to collect a little of what they had paid out in rent.

teams from boys' and girls' organizations.

Same firms and institutions make contribution of one cup or one set of medals. Unattached entries are also accepted. Individuals in swim, dive, skeeball and skating receive gold, silver and bronze medals for first, second and third places. They also score 5, 3, 2 for their teams for these places. Team winning tug of war receives cup for first, plaque for second, medal for third. Team winning swim and dive meet receives cup, plaque and medal. High man on skeeball receives medal, high team score receives cup for team, plaque for second, medal for third. Skating events individual only; medals only.

Spectators pay 25 cents for swim and dive events, 25 cents for tug-of-war, 25 cents for skating events. No charge made to spectators at skee-ball event, because alleys are on midway.

BEAUTY AND PERSONALITY CONTEST: Personality contest for boys and girls under 12, started July 27. Semi-finals held every Wednesday, 3:30, at pool. Two boys and two girls chosen in each semi-finals. Semi-finals for senior girls, 7:45 Wednesday nights. Four chosen each semi-finals. All semi-final winners (See *Plenty of Publicity* for on page 65)

A Couple Covering Coney

By W. D. Van Valkenberg

Plus LEONARD TRAUBE

CONEY ISLAND, N. Y., Aug. 20.—The forthcoming Mardi Gras is chief topic of conversation. The amusement barons who are in the red hope to break even, or better, when the final curtain of that event is drawn. Island has been getting a good weather break this month.

FLO AND DOT CARLSON, undisputed queens of avoidpools, refute the statements in this column that if Cyclone Jack Brady keeps working 'em so hard on the bally they will disintegrate to the size of Pete Robinson, skeleton dude. Flo wheezed as follows: "The pugilistic work we do on the bally of Hippodrome Show has increased our weight 10 pounds, because the more we work, the more we eat."

DOC MAYER, distinguished-looking lecturer of Semel's Unborn Show, spends all his spare time perusing medical books and eating in kosher restaurants.

REPORTS CURRENT that John Ringling will winter the Ringling-Barnum Circus in Coney Island. Who can think of the next one?

MRS. JACK (LEGS) DIAMOND is sojourning in Brooklyn.

SAM WAGNER trekked to Newark and inspected Charles B. Johnston's Playland Center in Center Market Building. Size of building, 700 feet by 200, awed him, but otherwise he was favorably impressed.

JO RANSON has a weakness for penning weird stories of Coney's drab life; is radio editor of *The Brooklyn Eagle*.

E. W. (SPEEDY) REYNOLDS, daredevil motordrome rider and ex-service man, was recently discharged from U. S. Naval Hospital in Brooklyn. He expects to resume riding shortly.

EDNA BRANNON, comely titian-haired bally girl at Hipp, who collapsed from overwork and was taken to Coney Island Hospital, has returned to her hotel for a week's rest. Her mother is with her.

BELLE BONITA, statuesque platinum-blond lecturer for Albert-Alberta at Hipp Show, hands the following advice to stage-struck flappers: "Work hard, eat and sleep regularly, never partake of more than one glass of wine with each meal and smoke moderately."

LOUISE ESTRON, of Bluebeard's Castle, has signed with a Shubert unit.

MARGIE DUNNE, who is wowing the natives of hinterlands with her classical dancing divertissement on Hunt's Circus, writes from Dover, Del., that she's anxious to get a glimpse of Coney.

CY PERKINS, indefatigable talker of World Show, is getting ready to take his winter clothes out of cedar chest, as he predicts an early frost, and instead of going to Miami to dodge the snowballs, will hibernate to the sunny side of Sixth avenue this winter, where he will pitch in the regular Perkinsesque way.

GEORGE DINNIE MOORE, protege of Ben L. Botsford, Los Angeles real estate magnate, gave the Island a peek before entraining for Canada to join Paddy Conklin's Show.

PAUL DESMUKE is a good fellow to get acquainted with at World Show. In his earlier days he was a magistrate in Texas and has married hundreds of love-sick people. He lives up to his billing as world's foremost armless wonder. You should see him saddle and ride a bucking bronk. He can play various musical instruments and throw knives with his feet better than some of us can with our hands. Keep your eye on him. Is rehearsing new act for next year.

Fire Statistics

A REPORT of the New York Board of Fire Underwriters reveals that of the area destroyed by the fire on July 13 only 4 per cent was of fire-resistive construction. Figures showed that damage to property was between \$3,000,000 and \$5,000,000, with an insurance loss of \$2,000,000. Six recommendations were made by the board for lessening fire hazards here. Suggestions included fire stops underneath Boardwalk, with street ramps segregated from Boardwalk; hydrant outlets south of Boardwalk; parking, automobile and pedestrian traffic should be studied, especially as regards elimination of interference with fire department; regulations concerning building of bonfires should be enforced; construction of new high-pressure pumping station without delay, and space under-

neath concessions and buildings should be inclosed by masonry foundations. Rebuilding along fire-prevention lines was urged. Many of the above points were recommended by *The Coney Island Times-Journal*.

The Luna Scene

THAT WAS Charlie Miller, "Paint King."

JOE SHORT, Jungle Show, talking about fair dates.

REX D. BILLINGS on journey to Youngstown, O.

CLAYTON LAMPHAM, band and Mildred O'Done back from Caledonia (N. Y.) Fair last week. Men broke out with new uniforms, scheme of red and gold in braids, shoulder straps.

RUSS AND JERRY'S mixed quintet in Western regalia was free-acting this week in Willow Grove.

WILLIAM F. LARKIN going to Hollywood to paint scenery for film.

LARKIN'S AND BIRD'S "Streets of Canton" closed. No customers.

ITALIAN BARBERS made merry this week.

A COFFEE firm's three-cent days held all this week.

IT'S KNIGHTS OF COLUMBUS Day here next Thursday.

METROPOLITAN Aquatic Club's water polo team bested the Luna aggregation 10-5.

SECOND AND third operatic presentations take place in Willow Grove today and tomorrow, excerpts from *Aida* and *Il Trovatore*, respectively, and items by Alberti's band preceding.

SYL SULLIVAN SPOKE FROM WFOX, Brooklyn station, Tuesday afternoon on the rising generation, with special reference to the Buck Jones Rangers and their progressive work in behalf of the nation's youth. Buck Jones Rangers Day here next Wednesday.

Observations

JUNE BOBBY'S Band a new feature of Muller's "Show Boat." Maidens attired in hoop skirts and all the fixings your mom used to don. Marie Byrnes of this sole Boardwalk show has a coking vocal delivery.

BATHHOUSES are singing to the tune of *Bring Back the Good Old Days*. One of the "couple" viewed the beach on a hot day early this week. It was jammed. Pavilion operators complain, however, that a small percentage entered thru their portals. A case of undressing under the Boardwalk, in autos and at homes of friends and relatives. It's a problem meriting attention of local authorities.

JEAN HALLEN, cat game empress at Surf avenue near Luna, has all the tongue accomplishments to make a swell press agent.

MACK KASSOW, "Show Boat," got pen-and-pencil gift from his wife when his birthday came around.

Turning the Pages

FIFTEEN years ago this week a fire swept a portion of Luna Park, damaging about \$10,000 worth of property. . . . *Coney's Dream* will be theme song of Mardi Gras, despite previous announcement that theme idea would be dispensed with. . . . Seven clubhouses burned in spectacular fire last week. . . . Louie Gordon, of Luna, has left for Detroit State Fair, where he has concessions. . . . Dick Martin is champ ticket seller at Huber's Museum, John Branch managing. . . . Ajax claims swimming championship of Dreamland Circus Side Show. . . . Amok, only Dreamland man drafted so far, has withdrawn all claims of exemption. . . . Samuel W. Gumpertz sends another lengthy letter to *The Billboard* in an effort to stamp out the undesirable features of the profession.

Rockaway Shore

ROCKAWAY BEACH, N. Y., Aug. 20.—Crowds here continue to strike new highs. Following a relatively slow getoff in certain Boardwalk sectors, a sudden dash of activity evidenced itself.

Congressman Bill Brunner, Queens County, will entertain State legislators at his annual outing next week. Swimming is carded for afternoon feature, while a visit to Playland is listed for the evening. Lawmakers will forget everything else for hilarity.

Art Hubell, billed as "Human Bellows," Boardwalk Side Show, took space aplenty

Robots, Please Note

Tilo is the new mechanical man at Muller's "Show Boat" fare on the Boardwalk. Aside from being one of the more expert human automations, he lays claim to being the oldest active mechano in the nerve-racking biz. Is 62 years old and remains, as always, as "lifeless" a product on the bally as you will find anywhere. His has been a career of suspended animation that is the talk of human mechano circles.

in Long Island newspapers this week, stories telling of his unique capacity of holding 60 pounds of air in his stomach. Picture layouts accompanied one yarn.

Dedication of new courthouse next week will be high spot of civic activities. Many amusement folk will attend ceremonies, dinner and show at Moulin Rouge in evening.

Several concessioners, arraigned at Far Rockaway Court on charges of maintaining gambling places, were dismissed after authorities failed to present sufficient evidence.

Huge retinue followed the Rockaway life-guard force to Jones Beach, where local bunch competed in Eastern life-guard championships. Jones Beach just nosed out Rockaway.

George Wolpert, p. a. for Park Inn Baths, has been renamed public relations counsel for Queens County Democratic organization. George formerly was political writer for *Bronx Home News*.

Edge Ocean Club, Edgemere, is sponsoring handball tourney, Mike Robbins directing meet, which has drawn 200 entries.

Bill Kenny, Steeplechase, is thru with horses, having been felled at Blue Point last week, so now he dishes out hot dogs at his stand with one arm in sling.

Annual Pageant-Carnival, running all next week, begins on Monday with "Merchants' Sale Day." On Tuesday there will be the election of "Miss Rockaway" at Moulin Rouge, 92d street and the Bay. Wednesday will be given over to the Kiddie Parade, to take place at

3 p.m. between 84th and 116th streets. Semi-finals in the beauty pageant will be held on Thursday at the Wainwright & Smith Pool, Seaside, at 4 p.m. The finals in the baby contest will be held on Friday. All prizes, including the beauty tiara, will be awarded at a dinner-dance at Harbor Inn on Monday, August 29.

Brenner Gives Up His Chester Post

CINCINNATI, Aug. 20.—Alvin A. Brenner tendered his resignation as business manager of Chester Park here to Manager Morris Unger, and it became effective on August 13. Mr. Brenner returned to his home in Pittsburgh, where he is said to be considering several propositions in the park field.

He stated that he has no further connection with Chester Park and that during this year and last season the period of his work there as business manager and booking and exploitation agent, he had been on salary and percentage basis.

During his incumbency at Chester he has been largely credited with attendance of 1,000,000 people last season and 500,000 this season to date.

OKLAHOMA CITY—Many new animals have been added to the park Zoo. The park has been crowded every Sunday and holiday this summer because the weather has been exceptionally hot the past two months.

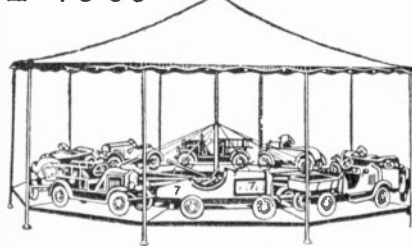
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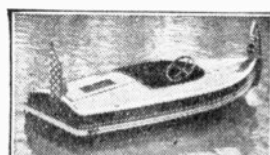
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CONEY ISLAND.

NEW YORK CITY.

The Pool Whirl

By Nat A. Tor

(All Communications to Nat A. Tor, care of New York Office, The Billboard)

Picking up where we left off a couple of issues ago on the tax question for swimming pools, I understand an inspector representing the Income Tax Department visited various outdoor pools in Greater New York last week and officially okeed the practice of separating the admission from the locker fee. He is said to have stated that the government requires a tax only on the admission charge, and if that is under 41 cents no extra revenue need be collected. All of which should be good news to pool men.

However, they tell me that this ruling holds only if a pool doesn't require a patron to take a locker. In other words, should a person come to the pool in his bathing suit he must be asked to pay only the below-the-41-cent admission rate. If a pool owner separates his charges so as to evade the tax, but demands that a patron take a locker, even if he comes in a bathing suit, then, according to this latest interpretation, the pool must pay a tax to the government on the combined admission and locker fee.

As was pointed out here some time ago, it wouldn't be advisable for operators of pools at the seashore or similar places, where it is easy for patrons to come attired in bathing wardrobe, to separate their charges, for they'll be discouraging rental of lockers. On the other hand, it would be better for pool men in this class to stick to a combined admission and locker rate and either collect the tax from the patron or stand the tariff alone.

I've been hearing quite a bit lately about the Dumont Swimming Pool, Dumont, N. J., which is a short distance from the new Washington Bridge, crossing the Hudson. In fact, I understand this tank draws big patronage from Upper Manhattan, which has four big outdoor pools of its own. The Dumont pool charges only 40 cents on week days and 60 cents on Sundays, which apparently accounts for its attraction across the river, the Manhattan pools asking much more.

While on the subject of low prices, it may interest you to know that Cascades pools in New York City slashed rates last week to 50 cents on week days, including Saturdays. Former fee was 75 cents and \$1 on Saturdays. Sunday rate stands as always at a buck a head. Cascades management splits up their charges to read on week days 40 cents admission and 10 cents locker, and on Sundays 40 cents admission and 60 cents locker.

Gus Uhlman, popular syndicate cartoonist, formerly with *The New York Evening Post* and now with *King Features*, has just returned from the Olympics and he tells me that the outdoor pool built in Los Angeles especially for the meet is the greatest he has seen. He also passes along the information that the tank may be operated soon as a commercial proposition by private parties.

As the first idea in the series to be run by this column weekly on "What To Do With the Outdoor Pool in the Winter," I suggest the possibilities of ice skating. I can just see the frowns on the faces of many pool men as they complete reading the last sentence. And before I go any further with these suggestions, I repeat that some of them will undoubtedly prove useless to certain pool men because of their locality and other difference in their individual propositions. But I trust that from the varied lot you will get at least one practical idea.

Ice skating as a winter proposition for outdoor pools is not a new thought, to be sure. Many pool men have tried it and I'll confess that in many cases it has proved a failure. Nevertheless, money can be made by converting an outdoor pool into a skating rink in the proper locality and with proper facilities.

Tanks in localities where it usually gets real cold in winter should make profitable ice rinks. Pools in comparatively warm winter climates, such as

New York City, for an example, would not get enough real cold days to make ice skating pay unless artificial ice be used.

Artificial ice for rinks assures an operator of a steady business. Regardless of the weather, he can have ice suitable for skating every day and can open right at the conclusion of the pool season and continue up to spring. William Brown, of Van Cortland Pool, New York City, is considering turning his tank into a huge rink this fall, using artificial ice.

Next week I shall discuss another possibility of winter operation for outdoor pools.

Manager Trimble of Bronxdale Pool, New York City, got into a little difficulty recently with the Bronx courts on his alleged discrimination against colored patrons. This problem of barring certain people from pools is a touchy matter and pool men should always use kid gloves in handling the situation.

Have you noticed the lack of endurance swimming this summer, or is it just that the papers aren't playing it up? I don't know of a single swimmer attempting a swim around Manhattan Island this year, whereas in past seasons the test lured dozens. Apparently boys and girls have discovered at last that they can't get bookings at swimming pools for exhibition purposes on the strength of some crazy endurance swim. Oh, how they used to think up the goofiest titles! There was the hot-water champion, the sleeping-in-water champion, and even the "grease bathing suit" champion. But at last pool men have decided that their patrons want real champions for exhibitions, those with legitimate titles. And rightly so.

DOTS AND DASHES—Mat Sedgwick has his eyes on a Bermuda pool job for the winter. . . . It is not generally known, but Chick Meehan, famous football coach, is a builder of swimming pools—More than 200 pro swimmers have already entered the men's Canadian National Exhibition marathon swim at Toronto on August 31. . . . A w-k. life insurance company is gathering statistics on swimming pool accidents—Cascades twin pools, New York City, throwing a dance and swim party on August 27, with proceeds going to employees. . . . Ben Gettitz, who spends his summers as a swimming pool water-control man, is getting ready to return to medical college—Dr. J. B. Prager, noted ear specialist, visited a number of Eastern pools during the past month, making a study of the effects of water on the ear. . . . The family of Lester Limonick, pool cashier, returns from Europe this week, and is Lester happy!—Dot Weisman, amateur swim champ, seen around local pools wearing one of those new-fangled beach pajamas, which makes her look prettier than ever. . . . I wish to thank publicly the publicity staff of the CNE marathon at Toronto for the kind assistance it is rendering this department—And I expect to be up in Canada next week to witness the swim and to greet a number of Canadian pool men if I can only get that car started.

Seashore Breezes

By WILLIAM H. McMAHON

ATLANTIC CITY, Aug. 20.—Height of the summer season here finds "flesh" returned to its rightful place on amusement programs. Everything is doing a good business except the movies. Realizing this, the Seashore Theaters, Inc., installed a stage show, *Rio Rita*, with a cast of 65, at the Warner, while Colonial has a mental act, Elaine H. Williams, with special matinee for women only, but cannot touch Princess Yvonne mental act for drawing power or entertainment value.

Big event of week-end is appearance of Rudy Vallee and Connecticut Yankees at Steel Pier, with female hearts aflutter, much ballyhooed and will no doubt set up new records. It's just out that Ray Saxe, versatile musician doing stuff at Million-Dollar Pier last week, has been signed by Earl Carroll for his next show. Jack Mulhall was guest of the pier recently and broadcast over the marathon-WPG mike that he and Em (Pap) Lynn might be seen soon at the pier. Realizing the drawing power of his partner in this berg, Mulhall would like this chance to make a smash appearance.

And notwithstanding their scrap of last season, George White, Irving Caesar and Brown and Henderson are here writ-



JOE WALLACE, m. c., of Silver Slipper Club, Atlantic City, whose voluntary appearance at a charity show, to take over duties of master of ceremonies when "name" was taken sick, won him recognition and a two weeks' contract with Young's Million-Dollar Pier, with more work in the promise.

ing their show for next season. Thomas Mitchell, now staging *Ballyhoo*, will be seen in the featured role of Herman Shumlin's production of the new Samuel and Bella Spewack comedy, as yet untitled. Sixteen choice cuties of Eddie Cantor's *Kid From Spain* are headed shoreward in a new act presented by Samuel Goldwyn, according to reports.

At a recent birthday celebration of Yvonne Loretta, or Princess Jr., as her mother, Princess Yvonne, likes to call her, she was presented with a 25-pound cake. Everyone had a slice except the poor kid. She was later discovered playing with a couple of snakes from Pama-haska's Circus. Is it any wonder Doc Irving is losing his hair!

Since they have been providing special facilities on the pier for performers, the show director has his own troubles trying to round up performers for the matinee. Mark Wilson suggested installing a loud-speaking phonograph to broadcast "Hey, you birds, hurry up," all along the nearby bathing beach.

Bobby Connelly's *Ballyhoo*, which moved bag and baggage to the Garden Pier Theater this week, boasts of one chorus girl who will get plenty of press stuff. Her father is Al Spink, the demon p. a. Three more p. a.'s seen along the strand a great deal are Bill Gorman, Theron Bamberger and John Turke.

Following *The Atlantic City News* Coal Fund Show in the Auditorium last Sunday night the performers regathered at Tony La Rose's Silver Slipper for an old-fashioned get-together. . . . After regaling Jack Osterman all night, the gang suddenly chose him for m. c. . . . Jack was going great until Jack White started to tell 'em from the table. . . . Arthur Tracy, however, was the hit of the evening. . . . Don't that guy ever smile?

At the table with yours truly was Vincent Lopez; "Corinne," premiere dancer of the met., and Fred Ruslander, amateur producer and city editor of *The News*. . . . Lopez confessed he likes the shore so much he hopes the Gateway keeps him here for a long time. . . . His previous appearances have been with the NELA convention early in the season.

Lopez also warns to keep your eyes on Joe Wallace, m. c. of the Silver Slipper, who has the goods, but only needs the buildup. . . . Joe took over the coal fund show after Lou Holtz, originally booked as m. c., was taken sick after introducing the first few acts. . . . and, surrounded by "names," kept his place in the spotlight and the show going at a fast pace.

George Gravenstein, of the Million-Dollar Pier, saw him and immediately got his John Hancock on the dotted line for a week at the pier. . . . This has since been extended to two weeks.

This isn't supposed to be let out, but Primrose Semon and Joe Doris at the pier believe in treating them rough. . . . They are doing a burlesque of the pier's marathon and she is supposed to slap him to wake him up. . . . She did, and Joe still has a split lip.

The stagehands' union will have a benefit at Apollo Theater Sunday night, using talent from local shows. . . . Al (Pop) Jacoby, old-time showman, and Ed Dougherty will have charge. . . . Joie (See *SEASHORE BREEZES* on page 65)

NAAP

Manufacturers and Dealers' Section

By R. S. UZZELL

At Coney Island, New York, the sun, ocean and crowds were, after all, the real attractions. The rest of it was incidental this year. Kiddie parks that formerly sold six rides for 25 cents, this summer sold six rides for 15 cents, and the mother with two children, instead of buying two 25-cent tickets, bought one 15-cent ticket and gave three of the coupons to each child, and as at other beaches in the nation the beach pajamas and canvas trousers demoralized bath-house business.

But with all of this handicap, Luna Park, Coney Island, is going to make a better showing than last year, due entirely to the manager being on his toes every business hour of the day, and the amusement park day is a long one. To make the showing under his handicaps this year places him in line for congratulations.

When the big hotels experienced the slump they closed some floors entirely. One in New York, particularly, closed eight floors. But that was of no particular benefit to the patron and made no showing with them and was only part of the program of retrenchment in hotel business. They had to make a showing of great service at less money to the patrons and, therefore, reduced the rooms and gave better and less expensive service in the dining room and coffee shop.

New Features Needed

Some of the parks, which were over-built and found of entirely too much capacity for present available business, dispensed with many games and some other attractions, but they must not forget that many patrons would not know that the discarded attractions had ever been there. What must be done to hold business is to do something new and different, in addition to decreasing capacity.

One new attraction, well selected, will help tremendously to boost the park and give it that personal publicity which travels fast from individual to individual when they meet on the street or in the business house. So instead of retrenching only, they must keep one or two new attractions before the people if they would hold their patronage and keep the park from growing stale. The manufacturers are beginning to see this requirement and a number of them are now studying to produce something new of merit and yet at a reasonable price.

There never was a time with greater need for exchange of experiences, and coming together at the annual meeting in New York will afford the opportunity.

Nucleus for Future

Soon after prosperity reached its peak a man came into our office wearing a \$125 suit, \$14 shoes, \$10 shirt and a hat worth about \$12, and had with him among other things a \$5,000 bill, and as he held it in his hand, we noticed a diamond about as large as a dime.

The same man was here the other day. He had not been shaved for some time. The fine clothes and diamond had gone. His suit was crumpled and looked the worse for wear. He was dirty; maybe he had not been riding the rods, but surely the bus, for some distance, and he asked to borrow \$5. Here's a picture of excessive inflation and a most drastic deflation.

Fortunately the park business has gone to neither of these excessive extremes, yet our deflation is complete and there is an abundance of ground for hope. All have learned some valuable lessons and all who remain in the business are going to profit immensely thereby. There were only a few active in the business holding over from the experience of 1907 panic, but now you see we are going to have a fine nucleus of real conservative, aggressive, efficient business men who have gone thru these experiences of the last few years and will constitute the old guard against excess in the future of either inflation or depression, and with their combined experience they should be able to speak with authority which will be eagerly sought by future park men and device manufacturers of the country.

FOLLOWING an engagement in Columbia Park, North Bergen, N. J., the Casting Campbells opened their season of fair dates, to extend into October.



By CLAUDE R. ELLIS
(Cincinnati Office)

A RESUME of the Pacific Coast Championship Roller Races for 1932 has been transmitted by Cliff Howard from Los Angeles. Cliff says the races closed Saturday night, August 13. There were eight nights of racing, four in Lincoln Park Rink, Los Angeles, and four in the Rollerdrome, Culver City. Results were as follows:

The half-mile and one-mile events qualified only four men for the finals.

July 31, half-mile final, Cliff Howard, Art Irons, Roy Hall and Felix LeBlanc finished in order named; time, 1 minute 35 seconds.

August 2, one-mile final, Hall, Howard, Luther, Hauser, Lemuel Wiese; time, 3 minutes 8 seconds.

August 4, two-mile final, Howard, Hall, Hauser, LeBlanc, Vincent Quinn, Irons; time, 6 minutes 24-5 seconds.

August 6, five-mile final, Howard, Hall, Quinn, Hauser, Wiese, Irons; time, 19 minutes 1-5 seconds.

These races were skated in Lincoln Park Rink, a 16-lap track. The following races were skated in the Rollerdrome, an 11-lap track. Both rinks are measured miles.

August 8, half-mile final, Howard, Hall, Irons, Hugh L. Moore; time, 1 minute 19-5 seconds.

August 10, one-mile final, Howard, Hall, Irons, LeBlanc; time, 2 minutes 55 seconds.

August 12, two-mile final, Howard, Hall, Hauser, Irons, Wiese, Quinn; time, 5 minutes 45 seconds.

August 13, five-mile final, Hall, Howard, Quinn, Hauser, LeBlanc, Wiese; time, 15 minutes 18 seconds.

Total point winners, Howard, 74; Hall, 60; Hauser, 24; Irons, 23½; Quinn, 16; Wiese, 11; LeBlanc, 11.

Southern California Amateur Championship, skated on these same nights preliminary to the pro races, was won by Johnny Jessup with 77 points. Ruben Jenkins was second with 48 points. Cliff Owens was third with 44 points, and Al Morton was fourth with 25 points.

"Much could be said about this Jessup boy," remarked Howard, "as he is just turning his 14th year, but we will hear of him at a later date."

A RECEIVER is being asked for the Arena Skating Rink and ballroom in Denver. Complaint in the suit alleges Nellie L. Crabb, chief defendant in the action, has defaulted in payment of notes executed in 1926, having paid only \$11,100 on \$60,000 worth of notes, according to the suit. Notes were secured by the property. The Arena is closed for the summer.

IN CINCINNATI the famous Zoo Ice Shows, which were temporarily abandoned, were resumed on August 20 and will continue during the remainder of the season, with performances at the Woodland Theater at 3, 7:30 and 9 a.m. daily. The featured performers are the European Trio, Mary Percola, Evelyn Chandler, Beekley and Russell and the Buster Brothers. The European Trio is composed of Elsie Derksen, Swedish skating champion; Sonia Garvan, sensational Russian dare-devil skater, and Margo

Miller, German skating ace. Beekley and Russell, who are known to ice-show patrons for their spectacular performances of previous seasons, offer an entirely new act this season. Mary Percola and Evelyn Chandler have starred in the leading ice shows of Europe and America.

ROLLER POLO is gaining popularity at Meyers Lake Park roller skating rink, Canton, O., under management of F. Weirick. Rink has been staging roller polo contests with out-of-town teams every Thursday night and attendance has been greatly increased on these occasions. Last week the Canton team defeated the Warren, O., team 2 to 0. On the Canton team are Sigman, Berlyung, Miller, Vogt, Dobson and Featheringham. Next contest is with Orrville, O., team. Rink management is giving roller polo heavy exploitation in this and near-by towns.

HERE'S ONE of the strangest and most gripping stories in years. Four years ago upward of 600 roller skaters set out from Los Angeles to test their physical endurance in the interests of what is described as "science." The affair was staged by Dr. G. M. Thompson, a food specialist of the Coast city, and the Associated Film Companies are believed to be the financial backers. On July 30 three skaters, the sole survivors of the amazing jaunt, rolled into Camden, N. J., weary and exhausted. They were Maurice Walton, London; George Richards, Winnipeg, and Frank Fielding, Hollywood. The former two were treated as a Camden hospital for cuts, blisters, bruises and general weariness. Fielding was spokesman in an interview with the press. He related that the field of skaters were, under the rules, obliged to roller skate around the world for eight years for a purse of \$10,000. Seventy-three died "in action," Fielding substantiating this statement with documentary evidence, newspaper clippings, passports, etc. Fifteen went down before tropical diseases, 3 were drowned, 32 were killed in auto accidents, 5 by wild animals and 18 "miscellaneous." Skaters must cover 60,000 miles, winding up in Los Angeles. Fielding said that 40,000 miles have already been covered. Two checkers accompany to enforce the rules of the "tour."

SEASHORE BREEZES

(Continued from page 64)

Ray, once world-famous marathoner, now in pier marathon dance, has it all figured out that the marathon dancers cover 15.7 miles each day. . . . Harry Resnick, p. a. of the outfit, started figuring how long it would take for them to dance to San Francisco and then took a vacation. . . . Ted Brown is doing the apologies with insinuations that Harry is as cuckoo as he is.

It looks like the marathon bug has bitten elsewhere. . . . Hill Crest Inn, near Mantua, N. J., has one starting tonight.

Just had a visit from Howard Hoffman and Lou Watson, game concessioners, who wanted the latest Billyboy fair list. They are planning a complete circuit starting at Egg Harbor on August 30. . . . Were formerly with Steeplechase eight years.

Joe Miller and Joe Camarota, who were putting boxing bouts on Garden Pier until lease troubles occurred, have just secured permit and lease from Atlantic City Auditorium. . . . This puts to end rumors that giant hall would close up after season as savings to taxpayers. . . . Steel Pier steamship now giving evening trips to New York. . . . Proves popular diversion. . . . Manager Godfrey, of Globe Burlesque, finding himself pressed this week after having things his own way for several weeks without legit competition, has gone in for more extensive advertising and a lot of special attractions.

PLENTY OF PUBLICITY—

(Continued from page 62)

ners awarded small silver cup, but not to receive cup until August 31, when all semi-final winners appear in finals, contesting for large silver cup to one senior girl, one junior girl and one boy. Started with 16 boys and girls entered; 26 senior girls. Good grand stand, at 10 cents. Grand stand, 10 cents every Wednesday until finals; grand stand for finals, 40 cents. Sponsored by circulation department of local newspaper, but not by editorial department. That is, not called newspaper campaign, but circulation department assures publicity.

BABY SHOW AND DOLL CARRIAGE PARADE: Under auspices woman's organization which assists in maintaining

community center. On board of directors of this center is the managing editor of a local newspaper. Therefore, newspaper will feature this event. Organization to conduct registration of babies at downtown headquarters, selling votes for "most popular baby" and retaining all proceeds from same. Baby show to be held in picnic grove, which is fenced in from park proper. Ten cents admission will be charged to see the baby show, organization collecting entire amount. Doll Carriage parade on midway. Organization providing prizes for three best decorated doll carriages; prizes for prettiest, cutest, etc., babies. No expense to park (organization prints tickets and votes, etc.) and no direct receipts to park, but advantage of getting nice crowd.

VENETIAN NIGHT AND LANTERN FLOAT PARADE: Newspaper to sponsor this event, to be held at pool. Contest for children, to make box lantern floats. Pastebord boxes, cut out designs on sides and top, paste tissue paper, colored, inside box; have lighted candles inside box. Light shines thru tissue designs. Nail boxes on a good-sized board so they will float. Parade to be staged at pool, 10 cents grand stand. Three prizes for winning lantern floats. This much of the promotion has been started; contemplating making same night "Venetian Night" all thru park; Venetian ball at dance hall, Venetian decorations in rink, carnival spirit ideas thruout park.

Park Gleanings

ALLENTOWN, Pa.—For remainder of the season Sundays will be known as five-cent days at Central Park. All amusements are five cents on Sundays, and large crowds have been coming. Dorney Park, in competition with Central, has booked Rudy Vallee and his orchestra for the coming week.

ROCHESTER, N. Y.—With prospects of being compelled to stick by State law forbidding 24-hour endurance contests, Sea Breeze Park will make a bid for late season crowds, beginning on August 22 with a dance marathon in Danceland, its first in four years. Harry Altman, Buffalo, who staged the first marathon four years ago and recently lost out in a pole-sitting venture when Sea Breeze Chief of Police Harold MacFarland cited the State law, will direct the affair. Thirty couples have signed up.

RAVENNA, O.—Brady Lake Park reported attendance estimated at 12,000 on Sunday, August 14, a record for the season. This was augmented by a night crowd of several thousand, according to Manager John Evans. August has proved best month for attendance since the season opened in May, it was reported.

CANTON, O.—What is believed to be an all-time record for Canton dance attendance was established in Moonlight Ballroom, Meyers Lake Park here, Tuesday night, August 16, when Cab Callo-way and his Cotton Club Orchestra played the spot for the first time. Official attendance was given by Carl Sinclair, ballroom manager, as 2,700 for the session, which concluded at midnight.

ATLANTA—Jay J. Thomas, "the boy from Broadway," known in Southern circles as publicity man for W. L. (Young) Stribling, staged a recent Beauty Pageant in Lakewood Park with much success. Final elimination of Georgia contestants numbered 60, with 3,000 spectators on hand. Eight prizes and three cups were awarded. Thomas was assisted by Schreuda Gordon, Birmingham, who gave beauty hints over the radio to contestants.

AKRON, O.—City council voted unanimously to put the question of lifting the ban on Sunday dancing up to voters in November on a referendum, originating with the council. The ballot will ask approval of dancing from 1 till 6 p.m.

Long Beach Waves

LONG BEACH, L. I., Aug. 20.—City is studying idea of lodging suit against delinquent taxpayers, many of whom have permitted bills to run on their property for several years.

Last Saturday night's Boardwalk crowd was one of season's largest, concessioners getting heavy play.

City Clerk Jim McCabe, well-known figure, was given a testimonial dinner at Jansen's Hofbrau on Boardwalk. Many localities in attendance to pay their respect to Jim.

Harry Rosen's coffee game continues at the same prosperous gait.

Bill Goldin's Penni-Hearts place is not the busiest one in the sector, but few are busier.

Sportland, featuring pastimes of virtually every variety, is luring crowds in no small numbers. Last week was best of summer for sponsors.

Charley's, Eddie's and Cappy's Lucky game, marking 15th year of its existence, probably gets more steady trade than any other on walk.

Local political observers are beginning to discuss the concession strife as a factor in determining the next mayoralty election here. Present administration will benefit by its drive against certain stands, it is believed.

Police put the clamp down on prom-enaders attired in bathing suits, concessioners objecting strenuously to persons thus bedecked.

Mickey Mason is back from Atlantic City, where, he tells friends, he went for a vacation "and a little swimming." He'll go to San Diego, Calif., for the winter.

Boy Soprano Leading Band For Joyland in Lexington

LEXINGTON, Ky., Aug. 20.—Bobby Suter, 15-year-old soprano, is at last in good legal standing and is singing and leading the band in Joyland Park here, according to Manager J. W. Sauer, after considerable threatened litigation.

Bobby is a popular attraction at the park, where he is an understudy of Paul Cornelius. Cornelius and his orchestra are given great credit by Manager Sauer for putting new life in business at the park.

"The band provides novelties, singing, dancing, every man doubling, and bands of this type are badly needed now, when park operators must figure every angle," said Manager Sauer.

and 9 till 11:30 p.m. A referendum seven years ago brought the present ordinance. Dance-hall operators for nearly a year have waged a fight to legalize Sunday dancing, the move being sponsored by C. A. Sarchet, manager of Summit Beach Park.

FORT WAYNE, Ind.—Fifteen hundred children were entertained on night of August 12 at a Kiddie Club party, sponsored by a business house, in Trier's Amusement Park. Thirty-five prizes were presented and souvenirs were given to all children and their parents.

CINCINNATI.—Jeff Davis, WFBE talker and "king of the hoboes," is in charge of the picnic of the Whistlers' Club, 13,000 strong, to be held at Coney Island on August 26. There will be many novel features and 5,000 free tickets are out. Jeff will be a speaker, with Governor Pinchot, at a Labor Day mass outing in Lakemont Park, Altoona, Pa.

ATLANTIC CITY.—Fifteen couples who started dancing on May 26 continue to circle spacious Million-Dollar Pier Ballroom floor as the contest goes into its 12th week. Ranks have been depleted until now only 30 of 202 who started remain in quest of a \$2,000 prize offered winners by Ruty and Youngblood. Ted Brown, m. c., and Norman Reed, of WPG, preside at mike in daily broadcasts.



RICHARDSON BALL BEARING SKATE CO.

Established 1884.

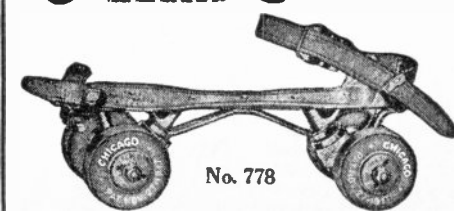
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FAIRS-EVENTS

Conducted by CLAUDE R. ELLIS —Communications to 25 Opera Place, Cincinnati, O.

Fate in Hands Of 4-H Clubs

Future of fairs and present vitalizing are up to youth, declares Farrell

WASHINGTON, Aug. 20.—If the shade of George Washington, the farmer, could have returned a few weeks ago to the city which he selected for site of the national capital it would have been intrigued, doubtless, by the spectacle presented of the progress which farm boys and girls of the year of the centennial of his birth had made, and as illustrated in the sixth annual national 4-H Club Camp on the spacious lawns in front of the United States Department of Agriculture buildings.

This annual encampment, made up of about 175 boys and girls, representing 40 States, was in charge of George E. Farrell, camp director and long active in work of promoting this organization of rural youth.

As seen thru the eyes of Farrell, this encampment represented possibilities growing out of the dramatizing, in a way, of a movement which might otherwise have failed to attain to the importance which this one has. There may be others better equipped than Farrell to discuss the 4-H Club movement, but it is doubtful.

As he carried out the comprehensive program arranged for entertainment and instruction of these future farmers of the nation, Farrell had a mental picture of the dragging start which the movement had, its growth as a result of far-sightedness and interest of one or two men in its future, and the relation which this movement had to revitalizing the fair movement in the United States at a time when the latter was wavering between near dissolution and a new lease on life.

To a representative of *The Billboard* (See FATE IN HANDS on page 69)

Prairie Annuals Are Cut

REGINA, Sask., Aug. 20.—Advice has been received from the University of Saskatchewan that the number of fairs to be held this year in Saskatchewan will be reduced to 41, a reduction of approximately 100. A large number of districts have had no crops for three years and it was felt that needed support could not be given.

Pushing Memphis Stadium

MEMPHIS, Aug. 20.—Chamber of Commerce has thrown its influence behind the stadium movement with appointment by President W. R. Herstein of a committee to function with leaders already working for a stadium. R. Brinkley Snowden II, planter and sportsman, of Memphis and Hughes, Ark., was named chairman. With him are Joseph A. Fowler, also chairman of the Ellis Auditorium commission; W. Neely (Memphis Bill) Mallory, Yale football captain and all-American fullback in 1923; Capt. Walter Chandler, city attorney, and Charles M. Anderson, executive vice-president of the Chamber of Commerce.

Roann Will Carry On

ROANN, Ind., Aug. 20.—While Lafontaine and North Manchester announced they will turn back to the county their shares of the annual \$1,500 agricultural exhibit appropriation, so that it can be used for poor relief, Roann has decided to accept its share and will hold its agricultural exhibit on October 6-8 for the 15th year.

ATWOOD CLOWNS, Four Cristoffas, Carver's high-diving horses and an equestrian team, composed of New York State police, are among acts engaged for Dutchess County Fair, Rhinebeck, N. Y., August 30-September 2.

Aid Threat

INDIANAPOLIS, Aug. 20.—A bill permitting county commissioners to refuse appropriations for county fairs has passed the Indiana Senate, 39 to 2. Present law mandates commissioners to appropriate funds to promote county fairs if a certain number of freeholders sign a petition. Officials of Indiana Association of County and District Fairs, which sponsored the present law, declare passage of the new bill will close numerous fairs next year unless there is decided pickup in business. State aid for three years has gone far to keep some fairs alive.

Minocqua To Have Another

MINOCQUA, Wis., Aug. 20.—As a result of success of the first annual North Woods Exposition and Outdoor Show here early in August, resort owners, business men and civic leaders have approved a 1933 show and authorized expenditure of \$2,500 as an initial sum toward the \$10,000 budget expected to be raised for next year's event.

Grotto Handling Worcester

WORCESTER, Mass., Aug. 20.—Alethia Grotto, of this city, plans to conduct Worcester Fair to replace New England Fair, plans for which were abandoned. Gus A. Parsons, New York, has been retained by the Grotto to assist. The event will be held September 27-October 1.

Hoosier Race Bill May Receive Veto

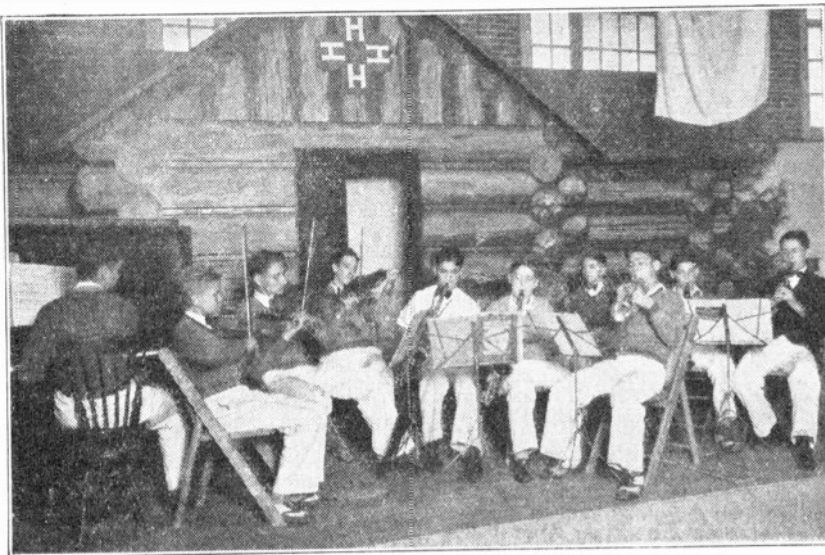
INDIANAPOLIS, Aug. 20.—Pocket veto of the pari-mutuel betting bill by Governor Harry G. Leslie appears probable, even tho the attorney general has indicated he holds the measure constitutional. The governor stated to friends that he opposes the bill's provision to turn licensing and tax revenue into the State common school fund.

Persons favoring the measure pointed to similar laws in other States where the tax revenue reverts to the State Board of Agriculture, which in Indiana stages the State Fair annually. Members of the board are divided, however, on a plan to introduce the betting bill at regular session of the Legislature next year, should it die in the governor's office. If reintroduced it would be altered to place the revenue with the agricultural board.

E. J. Barker, secretary, said a statute prohibiting betting at State fairs would have to be repealed before betting legally could be conducted.

Sue To Retain Grounds

SHELBYVILLE, Ill., Aug. 20.—Injunction petition has been brought in the name of H. S. Dixon and R. F. Curry, taxpayers, to restrain the city, Shelby County State Bank, Shelby Loan and Trust Company and Shelby Fair Association from a contract by which the city will acquire the fair grounds from the association.



PART OF THE FARM YOUTH PROGRAM, the 4-H Club orchestra, of Haverhill, Mass., playing at Eastern States Exposition, Springfield, Mass., which has been a fruitful field in development of the club movement.

Bad Weather During Opening and Lower Prices Hurt at Davenport

DAVENPORT, Ia., Aug. 20.—When Mississippi Valley Fair and Exposition, which opened the major Mid-West circuit this week, ends tonight, it is expected final figures will show several thousands short of an attendance which would have brought the total of its 13 years to the million mark.

After two years in which directors had carried on despite an agriculture pinch, they were forced to recognize limited possibilities of a pay gate and trimmed their sails. Result was noticeable in a drop of grand-stand receipts. Main gate was cut from 50 to 35 cents with a two-bit night admission, and grand-stand seats, none of which, except boxes, was reserved, were 50 cents, matinee or night.

Monday was Children's Day, with all school youngsters admitted free and mid-way attractions shaving prices to make it a real holiday for kiddies. Auto races were the climax today. The weather man frowned on opening Sunday and furnished a continuous drizzle the following day. Inclement weather came the next two days, but the week-end, in

which attendance records are usually sent soaring, snapped back in its customary manner. Estimates indicate that total attendance will fall short of the 50,000 mark of last year, the smallest attendance except one year, and considerably below former financial receipts.

The show was as satisfactory to patrons as in previous years and, in view of reduced admissions, rated a bargain. Edgar I. Schooley's *Sensations of 1932* was the evening feature, followed by a Thearle-Duffield pyrotechnic panorama of set pieces and aerial bombs. Grand-stand acts included Harper Novelty Circus; Dale and Meyers, acrobats, and Fuller Bros.' Trio, perch thriller.

An unprogrammed sensation came opening night when Sig Haugrahl, who headed auto race events, rolled onto the track to give a demonstration run of his rocket car. It had been loaded with too heavily charged rockets, which blew out explosion chambers of the machine. Haugrahl escaped with minor injuries. Damage to the car was estimated at \$1,000.

Beckmann & Gerety Shows, playing

Kankakee Has Real Success

Illinois spot scores with attendance, weather and a brilliant attractions bill

KANKAKEE, Ill., Aug. 20.—Kankakee Interstate Fair, which for many years has set the pace for other fairs of the State, has again scored an outstanding success. Favored with ideal weather, the fair drew large attendance. The big day was Tuesday—Illinois and Len Small Day—when more than 55,000 persons thronged the grounds. Sixteen double-deck busses brought hundreds of people from Chicago, and guests included people from every county and many from other States.

Exhibits were fully up to the mark of other years and in some instances superior. This was especially true of livestock classes, in which numerous entries were of high quality. The horse show, always an outstanding feature, was especially good.

Probably never has the fair offered a finer musical program than greeted the thousands who visited the grounds on Sunday, opening day. The 1,600 musicians massed on the platform in front of the grand stand for the musical festival were an inspiring sight and offered a program that won the crowd's plaudits. Each succeeding day brought out large crowds.

Secretary Len Small, who believes in the importance of an adequate entertainment program, provided a pleasing variety for afternoon and evening. Most of the acts were booked thru Barnes-Carruthers. Al Miller and his 40 Stars were featured. With a bevy of pretty girls and a cast of clever artists, Miller's revue proved a highly pleasing contribution to the bill.

There was a 14-piece ladies' band, led by Al Miller and augmented with local bandsmen. Larry Richards was a witty emcee, Cleora Miller a pleasing prima donna, and among those who contributed excellent entertainment in the platform show were Betsy Chase, character impersonations; Virginia House, acrobatic dancer; Dorothy Clair and Shirley Herman, strut number; Daly Twins and Virginia, adagio; Rose Fleming, iron jaw; Billy Reed and Son, acrobatic and contortion act; Courtney, comedy juggler; Evelyne Fleming, trapeze; Four La Vernes, hand-to-hand balancing, tumbling, etc.; Irwin Twins, contortion; Tom Mills, comedy bicycle; Four Flying Flemings, flying act, and the Boys' Jug Band, Kankakee.

On the track Hoagland's Hippodrome attractions appeared. They included Garland Entry, kicking mules, push ball, mule race, chariot race, and auto polo and provided first-rate entertainment. A fireworks display by Illinois Fireworks Company, Danville, concluded night performances. Trotting and pacing races were held each afternoon for substantial purses.

On the midway were the Johnny J. Jones Exposition Shows, booked in at the last moment when it became apparent the Rubin & Cherry Shows could not reach the fair for opening day. There probably is not another show that is (See KANKAKEE HAS on page 69)

their second year here, justified praise given the organization last year for its neat layout and spick and span impression of its fronts. It has 18 shows and 12 rides.

Fair direction remains with a group which for several years has been in charge. Mrs. Mazie C. Stokes, assistant secretary, is directing details. It is her fifth year in the position and continued respect of concessioners, horsemen, entertainers, exhibitors and other groups attests her success. M. H. Calderwood is president; P. F. McCarthy, vice-president; Peter N. Jacobsen, treasurer, and H. W. Power, secretary.

MICHIGAN STATE FAIR & EXPOSITION

Sept. 4th to 10th

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100-Mile Championship
A.A.A. Auto Race, State-Wide
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Bugle Contest, Selection of
Miss Michigan, Championship
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a complete Grandstand Show
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Independent Shows and Concessions. Must be clean.
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CONCESSIONS WANTED MELVIN COMMUNITY FAIR

MELVIN, ILL., SEPT. 8, 9, 10.
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SEPTEMBER 16 AND 17. Skill Games wanted.
FRED W. TAYLOR, West Concord, Mass.

BOB ORTH'S CIRCUS

Available for Fairs, Shrine Clubs and Veterans' organizations. 260 South Gordon St., Pomona, Calif.



By Claude R. Ellis

MAKING cuts in the budget "where they won't be seen" seems to have been a necessary task of the board for South Dakota State Fair, Huron, September 12-16. This has been successfully done and operating costs have been shaved nearly \$30,000 below 1931, says Secretary John F. White.

But fair visitors apparently are to see no letdown in entertainment standards at Huron, altho man power used in policing grounds, handling admissions and other routine will feel the pruning knife and retrenchments mark almost all departments.

Despite an "economic" budget, the board allowed for entertainment expenditures more than equal to those of former years. And with this the fact that attractions are available at bargain prices has made it possible to secure headliners never before seen in South Dakota.

A VISIT to Cook County Fair, near Chicago, week before last, might have done much to lift clouds of doubt from minds of some skeptical fair secretaries. It went over big. Among those most jubilant at its success is the redoubtable Rube Liebman, who helped out by some conservative clowning in Chi's Loop District.

"It was my first experience in ballyhooing Chicago streets," said Rube, "and I can say, with some authority, that the people here are as gullible as they are in any town or hamlet in the country. I didn't overdo the 'rube' character, but left something to the imagination. Had to work with extreme care, as a 10-minute stop on any corner would have upset the Loop transportation system."

"It was a happy week at Cook County Fair. There was no such thing as 'depression,' and to prove it I was given a \$20 bonus over my regular salary!"

SEEN many times during Mankato Free Fair, Mankato, Minn., August 8-12, 'tis said, was Thomas H. Canfield, who, until a couple of years ago, was secretary and general manager of Minnesota State Fair 14 consecutive years. Mr. Canfield now is associated with Vernon L. McReavy, former circus and carnival agent, as fair manager of a Minneapolis public-address system concern, and he was busy interviewing visiting secretaries in Mankato. A new and novel sound truck was utilized at Mankato.

WHEELING Chamber of Commerce will join Wheeling Post No. 1, American Legion, in sponsoring 1932 West Virginia State Fair and Exposition. Harry Clouse, of the post, appeared before the Live-Wire group of the Chamber at its August luncheon meeting and asked that organization to join in sponsoring the fair this year. He said it was imperative that the State fair be a success this year, as it is the only State institution in the Northern Panhandle, and if it is allowed to remain dormant a single year Wheeling will lose its title as State Fair City of West Virginia. The Chamber of Commerce pledged its support.

IT IS not generally known that the "Woman's Building" at Michigan State Fair, Detroit, was the "Michigan Building" at the St. Louis World's Fair in 1904, and that it was transported bodily to its present site the following year.

EVERY American Legion band and fife and drum corps in Michigan has agreed to compete on Governor's American Legion Day on Wednesday, September 7, at Michigan State Fair and Exposition.

Would Hold Old Charter

CANANDAIGUA, N. Y., Aug. 20. — Rather than lose its charter of 91 years' standing, Ontario County Fair Society has scheduled a two-day agricultural fair, without midway or concessions. The show, solely to assure an outdoor fair next year, was set for September 16 and 17. Five members of the executive committee subscribed \$1,250 to start a campaign for funds.

BLOOMSBURG FAIR

Sept. 27, 28, 29, 30, Oct. 1. One of Pennsylvania's Best.

AUTO RACES SATURDAY

Third largest in paid admissions in the State last year.

DAY and NIGHT — Featuring SCHOOLEY'S BIG REVIEW

Attendance over 100,000—\$18,000.00 Premiums — \$10,000.00 Free Attractions.

Tuesday Children's Day; 40,000 Free Tickets.

Desirable space for Legitimate Concessions.

Write for map of grounds and prices. (No space over \$5.00 foot.)

Shows and Rides sold to Wm. Glick Shows, Inc.

CARL FLECKENSTINE, Supt. of Concessions, Bloomsburg, Pa.

LITTLEJOHN'S FAIR CIRCUIT

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WANT Shows, Rides and Concessions for Circuit of NINE FAIRS, opening at Carrollton, Ga., September 21, and followed by Marietta, Newnan, West Point, Moultrie, Bainbridge, Troy, Andalusia and Pensacola. Will book clean and meritorious Shows, up-to-date Riding Devices and legitimate Concessions, with the entire elimination of the operator controlled. Corn Game sold. Address, until Sept. 7, 700 E. Gregory St., Pensacola, Fla.

THOS. P. LITTLEJOHN, Mgr.

Make yourself heard all over the Fairgrounds!

SAVE YOUR VOICE. If you talk to crowds or entertain them, you need a portable P. A. 46 System to play your phonograph records or give your ballyhoo. Consists of a 3-stage Amplifier, Turntable, Pickup, Microphone 2-B, Speaker, Volume Control and Switches. Plugs into any light socket. Case 17x18x9. Weight 45 lbs. Spec. Price \$70.00. Deposit \$5.00, balance C. O. D.

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SEPTEMBER 12-17, Inclusive

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ROY TICE, 14138 Euclid Ave., East Cleveland, Ohio.

WANTED

For 200th Birthday Celebration and Pageant of the First Settlement of the

SHENANDOAH VALLEY OF VIRGINIA, SEPTEMBER Sat. 3d, Sun. 4th, Labor Day Mon. 5th, 1932
Eats, Drinks, Ice Cream, Candy Floss, Pop Corn, Peanuts, Potato Chips, French Fried Potatoes, Frozen Custard, Ribbon Girls, Balloons. No exclusive, except novelties, which is a good proposition to the right man. Will give data for novelties on request. Dollar and half front foot; space limited. Wire for space. Pay yours, we pay ours. Positively no games of any description. This is a high-class promotion sponsored by the Chamber of Commerce, with State and U. S. Chambers affiliated. This is the largest proposition ever held in the Shenandoah Valley. Advertised through N. B. C., News Reels, Pictorial Papers, Baltimore, Washington, Philadelphia, New York, Atlanta, Richmond and Lithographing, etc. Out-door pageant grounds covers twenty acres at Harrisonburg, Va. 4,000 reserved seats and 6,000 blues. Here is a real proposition for Cushion Man. Let us know what you have and get our proposition. Not a Fireworks Display, Pageant cast includes 1,250 characters, etc. You boys know us, G. E. DeAvelo, Marshall (Red) Fridde and Leroy Loewner, Concessions Committee. Address all communications to the PAGEANT CONCESSIONS COMMITTEE, Box 208, Harrisonburg, Va.

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BOOKING DIRECT—FAIRS, CELEBRATIONS, SPECIAL EVENTS, Etc

I AIN'T GOT A BIT OF SENSE. THAT'S THE REASON I ADVERTISE.

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One Man Producing
5 DIFFERENT CLOWN ACTS

MUSICAL CLOWN
Carrying a Truck Load of
Novelty Musical Instruments.
One Man Playing
8 PIECE CLOWN BAND

Write for particulars.

Address Care The Billboard, Cincinnati, O.

58th BEDFORD FAIR

BEDFORD, PA., SEPTEMBER 5, 6, 7, 8, 1932. FOUR DAYS, FOUR NIGHTS.

Largest Program of Free Attractions ever presented here. All Legitimate Concessions and Shows Open. Rates Reduced.

Write for reservation.

A. C. BRICE, Secretary.

NOW BOOKING FOR GREENVILLE CO. FAIR OCTOBER 11th TO 15th, GREER, S. C.

WANTED—Shows and Concessions. No gift of any kind. \$1.50 front foot. Everything booked independent. CAN USE 6 good Shows on per cent. Deposit with application for space. Rides have been booked.

C. A. HERLONG, Secretary, Box A, Greer, S. C.

WITH THE Trotters

By EDWIN T. KELLER



Harness horse followers the country over can now sit back and relax comfortably for the remainder of the season. The \$50,000 Hambletonian Stake for 3-year-old trotters, the most sought-after event on the trotting turf, was decided last Wednesday at the little village of Goshen, N. Y. A record-breaking crowd of some 20,000 devotees and followers of the sport from every section of the land were on hand to witness one of the greatest sporting spectacles.

Victory only rested with The Marchioness, 3, 2:02½, owned by the "K" Stables of Mrs. Ralph R. Keeler, Auburn, N. Y., and being jointly raced this season

by her trainer and driver, Will F. Caton, Syracuse, after four torrid heats. It was thrilling from start to finish, the winner only being decided in the final few yards of the fourth heat.

The Marchioness, favorite in the betting at \$200 in pools of \$370, won the opening mile comfortably from Invader, one of the outsiders in the field of seven, in 2:04½; Brevere, 2:03, third. Hollywood Dennis, second choice in the betting at \$65, came thru in the second mile to just head the filly's final rush in 2:04¼, a new record for the stake and also the season's record; Invader, third, that heat.

Lyman Brusie got to the front in the third with Invader, winning in 2:04¼, making the extra heat necessary. Brusie led with his colt the final mile to the head of the stretch, where Caton came out from his trailing position with the filly, raced the colt head-and-head for a ways, trotted past him, and staved off the final rush of Hollywood Dennis, the mile in 2:05½, with the final quarter in :28½.

Proves Great Filly

By her victory the filly stamps herself as one of the greatest, if not the greatest, in the long history of the sport, all credit for which is due her trainer and driver, Will Caton. Caton, incidentally, now enjoys a most enviable position in trotting circles, for prior to the Great War he was the outstanding figure in European trotting circles, for years having charge of the stable of the late Czar Nicholas and a group of the leading Russian nobles, scoring victories with them in every important stake raced in that country and running up the largest money winnings ever credited to any one race driver.

The victory was worth \$29,742.48 to the winner; Invader, owned by Fred Holsapple and A. C. Garner, Copake Falls, N. Y., taking as his share slightly under \$10,000, with Hollywood Dennis, bred and owned by J. L. Dodge, Lexington, Ky., receiving nearly \$7,000 as his share of the big prize. Calumet Crusader, owned by E. Roland Harriman, Goshen; Calumet Chuck, from the Hanover Shoe Farms stable, Hanover, Pa., and Brevere, property of W. N. Reynolds, Winston-Salem, N. C., each received \$1,200, The Lad, the remaining starter, being the only horse back of the money.

All sorts of honors go with her great victory—to her owner, Mrs. Ralph R. Keeler; to Will Caton and to Walnut Hall Farm, Donerail, Ky., where her sire, Peter Volo, 4, 2:02, is premier. Invader, like The Marchioness, was bred at Walnut Hall, being sold at the New York sale at the same time that the filly was. Still another going to Caton is that of developing and racing the greatest brother and sister in the history of the turf. It will be remembered that a year ago Caton raced Protector, 3, 1:59¼, in the 3-year-old stakes and futurities while racing The Marchioness in juvenile events. Protector, in Caton's hands, developed into the greatest colt trotter ever to grace the turf, lowering all previous records and selling after his victory in the \$14,000 Kentucky Futurity for \$30,000, Walnut Hall Farm being the buyer.

Record at Carthage

But all the doings have not been taking place over the mile tracks. At the recent Carthage (O.) Fair, Morley Frisco, property of R. L. Walker, Elyria, O., and driven by the Newark (O.) reinsman, Wayne Smart, turned in one of the outstanding performances of the present season when he trotted his third mile over the half-mile track there in 2:04½. The mile stands as a world's record for a third heat over a minor oval, is only a quarter second away from the world's record in any heat over a half-mile track, and is the present season's trotting record and equals the pacing record set recently at Harrington, Del., by old Battle Ax, 2:01¼, who paced his opening mile there to win in 2:04½. Outside watches,

however, caught Morley's mile in 2:04 and 2:04¼, Driver Smart himself having the mile in 2:04 flat.

Viewed from any angle, it was one of the greatest exhibitions ever seen, one that stamps the gelding right now as a mighty tough factor over a half-mile track. He, however, has yet to prove his powers over a mile track, where he raced in disappointing manner at the opening Grand Circuit meeting in Cleveland. Incidentally, we might say that Carthage had a fine fair, with attendance above, by far, expectations, and all highly satisfied with the 1932 exhibition. To date, in the fairs visited thruout the Central States, we have found attendance everywhere above that anticipated early in the year, a showing that speaks well for the fairs of the country, and strongly shows that they decidedly have a part to play in this present speeded-up plan of life.

Purses Are Worth While

Following the Goshen Grand Circuit meeting the past week, the stables shipped to the four points of the compass. The major stables went to Springfield, Ill., to await opening of the State Fair there. Others went to the opening of major fairs thru New York and New England States. The leading fairs of New England should prove to be a big drawing card for the prominent stables, for despite the depression they are hanging up decidedly worth-while stakes and purses, more so, perhaps, than any other section of the country.

Spencer McElwyn, 2:06¾, who up until his Goshen race the past week looked as tho he would make a clean sweep in the 2-year-old stakes, met his first defeat in the \$4,000 Good Time Stake at the hands of Hollywood Portia, 2:09½, from the Hollywood Farm Stable of J. L. Dodge, Lexington, Ky., the favorite finishing 4-5 in the summaries, Brown Berry winning the first heat in 2:07½ and being shut out in the second, leaving matters easy for the filly.

One of the outstanding winners of the meeting there was Dick Reynolds, 4, 2:01¼, son of the great pacer of other days, Single G, 1:58½, the horse that time forgot. Dick, owned by W. N. Reynolds, Winston-Salem, and a member of the Ben White stable, headed Guy the Tramp, 2:02¼, in two brisk heats to take top honors, and he shapes up as one of the real choice candidates for the rich pacing stakes of another season.

Wattsburg Track Improved

WATTSBURG, Pa., Aug. 20.—Wattsburg Fair, August 30-September 2, has made no reduction in race purses or premiums, reports Secretary H. M. Burrows. Edwin T. Keller, Cincinnati, will start the races, August 31-September 2. Race track has been greatly improved and there is a large field of entries for each event.

Grand-Stand Shows

GEORGE HAMID, head of Wirth & Hamid, will send a sterling array to the Canadian National Exhibition, Toronto, two weeks, starting August 26. Big flash is Schooley's Revue, which is being primed for this date. Twelve other acts will occupy the hippodrome stages and the track. They are Schultz's Animal Combination, Seven Avolons, Max Theillon Troupe, Knight Troupe, Janet May, Three Rixfords, Jack Gerard, Tiny Kline, Four Melinos, Larry Saunders, Aerial Youngs and Two Dubysks. Embracing as it does a flash fem ensemble with its myriad lights and costumes, a wild and domestic animal contingent, standard circus turns of both the "pretty" and thrill variety, the program in its entirety is considered one of the most balanced and representative ever booked at Canada's top exhibition. Acts will be put on in matched displays.

THE DRAKOS were at Crow Wing County Fair, Pequot, Minn., August 15-17, with their Blue Ribbon Pomeranians, leaping greyhounds and performing sheep. They left Harrington's Nickel Plate Shows a fortnight ago and have five fairs booked in the Northwest.

PRIOR to their appearance at Mississippi Valley Fair and Exposition, Davenport, Ia., August 14-20, the Fuller Trio, high balancing perch act, were at Tri-State Fair, Burlington, Ia. They will be at La Porte, Ind., County Fair, August 23-26.

AT OLD SETTLERS' Reunion in Columbia City, Ind., closing on August 18, acts were Cramor and Zorsky, Flying La-Roys, Six Lucky Boys, Captain Andrews'

Bears, Freckles and Buddy and Six Cotton Pickers.

FIVE FLYING BROCKS have been booked at Huron County Fair, Norwalk, O., September 6-9.

EDNA DEAL-GROVER LAROSE Exchange, St. Louis, advises that a change was made in program for Missouri State Fair, Sedalia, and that the Four Balmains, tight-wire act, took the place of the Four Chesters.

JOSEPH P. SCHAD Circus Attractions, who are on their route of fairs, celebrations and rodeos, were at an American Legion Reunion, August 10-13, at Pond Creek, Okla.

AMONG ACTS booked, thru Barnes-Carruthers, for Kentucky State Fair, Louisville, September 12-17, are the Machalua wire act; Happy and Gó-Lucky, comedy team; Five Juggling Jewels; Selar Troupe; Florenies Sisters and Bee Kyle, high diver. Al Sweet will conduct the band.

BILLY LORETTE, clown cop, who closed at Carthage, O. Fair on August 13, visited friends in Cincinnati and was a caller at The Billboard offices before departing for Illinois State Fair, Springfield, August 20-27. Billy has been clowning 33 years and for 10 years has been with Barnes-Carruthers.

ACTS booked for Great Stoneboro (Pa.) Fair by Secretary W. B. Parker, thru Boyd & Wirth, are the Wallendas, high wire; Happy Harrison and Her Comedy Circus; Three Kressells, aerial and acrobatic; Maybelle's Elephants and Seven Ervel Girls, revue.

Fair "Grounds"

DANBURY, Conn.—A Cat Show will be a new feature of Danbury Fair next fall. Show will be sponsored and conducted by the Connecticut Cat Club and will be in the Dog Show building. Arch E. Horne, Ridgefield, will be manager of the show.

WABASH, Ind.—There will be no La-Fontaine Street Fair next fall, and a \$1,500 county appropriation for street fair and prizes will be turned over to the county poor relief fund.

HAMILTON, O.—Premiums have been reduced 30 per cent and admission prices cut from 50 to 25 cents by Butler County Fair Board. These measures have been adopted in an effort to meet unpaid bills aggregating \$5,000 from last year and to make ends meet this year.

NEWPORT NEWS, Va. — Racing will feature the 5th annual Peninsula Fair, September 5-10, advises Secretary John Jeeter. Running races have been added and will be directed by A. R. Scott, Hampton, former operator of lower peninsula theaters. There will be agricultural exhibits, free acts and fireworks.

CHARLESTON, W. Va.—Sale of booths and advertising and extension of exhibits for Kanawha Exposition and State 4-H Fair, September 24-October 3, have exceeded the total for last year, T. Y. McGovern, executive director, announced. The midway has been contracted to Henry Meyerhoff.

NORWALK, O.—At Huron County Fair, September 6-9, admission will be 25 cents. There will be three afternoon and two night performances, with racing and free acts, and night show will be under auspices of Huron County Draft Horse Breeders' Association. Indications point to more than 200 draft and riding horses in the exhibition. Huron County fairgrounds are considered one of the best equipped in Northern Ohio. Max M. Phillips, Norwalk, is secretary.

CALEDONIA, N. Y.—Routing fears that depression would put Western New York fairs in the hole this year, Tri-County Fair, season opener in the region, got off to a good start with a crowd of 2,000. Altho the fair inaugurated a free-gate policy until 4 p.m., crowds swarmed thru the wickets until closing. Concessioners said the throng was spending.

MADISON, Wis.—Dane County Fair, which closed on August 7, broke about even financially, according to Otto Toepfer, president. Were it not that the association paid several bills of last year's fair, it would perhaps have shown a profit. Total attendance was 46,000.

WANTED Shows and Concessions

FOR THE
MINNEHAHA COUNTY FAIR

To Be Held on the Downtown Streets of
SIOUX FALLS, S. D.
City of 35,000, in Heart of Rich Farming Territory.
September 5, 6 and 7
Write or wire GEORGE O'BRIEN, Chamber of
Commerce, Sioux Falls, S. D.

28th Annual Street Fair and Corn School

Lagrange, Indiana

Week of October 10

Concession Space now being reserved.
Address GLEN DUTTER, Chairman of
Concessions, Lagrange, Indiana.

Van Buren County Fair

HARTFORD, MICH.

Best County Fair in Michigan, Day and Night.
We have some good Concession Space for sale
to Independents. No Carnival.
STEPHEN A. DOYLE, Secretary.

McKean County Fair

SMETHPORT, PA., SEPTEMBER 5, 6, 7, 8.
Starts Labor Day. Shows and Concessions wanted.
Write for information.

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ADAMS COUNTY FREE FAIR, Quincy, Ill.

ONE WEEK, COMMENCING LABOR DAY.
Address C. C. MAST, Manager.

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CAMDENTON, MO., AUGUST 26-27.
WANTED—Rides, Shows, small Rodeo, Concessions
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120-ft. Fire Thriller, 70-ft. Galner, 50-ft. Clown, 20
Springboard Dives. A beautiful act. RQJO DI-
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FOUR-COUNTY FAIR

COON RAPIDS, IA., SEPTEMBER 20, 21, 22.
WANT Merry-Go-Round, Ferris Wheel and Conces-
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Labor Day Celebration, on Main Business Streets.
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write or wire R. E. RICHWINE, President, Mechanicsburg, Pa.
Member Pennsylvania Association of County Fairs. Only FREE FAIR in the State.

Fair Elections

GREEN BAY, Wis.—John H. Arent, De Pere, has been elected a director of Brown County Agricultural and Fair Association, succeeding William Klaus, De Pere, resigned. Al Willard has been elected superintendent of concessions, a post formerly held by Mr. Klaus.

GREER, S. C.—C. A. Herlong has been re-elected general manager of Greenville County Fair, to be held here on October 11-15. He declared indications are for the best annual event in history of the association.

CLINTON, La.—East Feliciana Fair Association elected these directors: J. C. Decuir, W. A. West, W. L. Haney, Dr. J. W. Lea, Dr. E. M. Toler, G. L. Gayden, R. A. Dilly, P. H. Dupuy, F. E. Bunch, R. D. Kent, H. S. White, C. Hooge, E. L. Dunn. Directors elected H. S. White, president; E. L. Dunn, G. L. Hayden, vice-presidents; J. C. Decuir, secretary, and R. D. Kent, treasurer. Dates of the fair are October 13-15.

GREENEVILLE, Tenn.—Hal B. Walker, Tusculum, has been elected president of Greene County Fair Association, succeeding D. D. Alexander, who resigned after serving as president four years. H. E. Holland was re-elected secretary. October 5-7 are fair dates.

PROVIDENCE.—When Kingston (R. I.) Fair is held, August 31-September 3, a new committee will manage it: Rowland Palmer, superintendent; Elisha Brown, wrestling bout and a hitching and un-hitching race will be among novelties.

FATE IN HANDS

(Continued from page 66)

Farrell has told an interesting story of the life-saving contribution, as he sees it, of the 4-H Club movement to the interstate, State and the more local fairs. Commenting that the real story of this relationship had probably never before been told, Farrell, who now is in charge of agricultural extension work in the North Central States and who was formerly director of 4-H Club work in 33 Northern States for a considerable period of time, said:

"The fair, as we now know it, was originally a place where farmers got together on a lot and showed what they had done in an agricultural way during the year. It had its origin in old New England atmosphere and under auspices of such as the Worcester Agricultural Society, which had been conducting fairs since 1818. As time went on and fairs developed in number and importance there came a period when many things went on besides the display of agricultural products, with the latter dwindling or losing caste.

Tells About Inception

"Then there came later a period in which boys and girls' club work was introduced. This was in Macoupin County, Illinois, and around 1900, and the story from that time on is one with keen interest. In Illinois was one William B. Otwell, who still is living, who had tried unsuccessfully to organize farmers' institutes but with little success.

"Not discouraged, he got the co-operation of some bankers in his community and some leading farmers and purchased seed corn which he distributed to 500 boys for their use in planting. The farmers' institutes held that fall were featured by display of exceptionally fine corn provided by the boys, and the linking up of youth as a factor in the future of agriculture had definitely taken place.

"Then there followed a decision of the federal government to take a greater interest in its exhibits at fairs, which thought was carried out in connection with the St. Louis Fair of 1903. Otwell was asked to take over the promotion of this exhibit. He at once invited 10,000 boys to grow corn and send him the best samples for display at the St. Louis Fair. An Illinois exhibit was later decided upon. It took the form of a pyramid of corn, 50 feet high. On all four sides it was made to take on the character of a triangle of prize corn. It was the most outstanding State exhibit ever arranged up to that time.

Idea Was Stimulant

"It was witnessed by many thousands of visitors and once more the idea of

youth in agricultural development was stimulated. This idea continued to spread from fair to fair and instead of asking youngsters to compete merely for the usual prizes, such as pumpkins and the like, and with little system, prizes for classes and limited to youth, were introduced.

"Then came the second stage, in which county extension agents began co-operating with fair managements, county and State, in development of classes for both boys and girls. County fairs became enthusiastic over the project, and exhibits of farm products other than just corn, as the leader, became numerous. Not only were results of efforts of farm boys and girls featured but also their methods of production. Teams for judging were made up and fairs became what they had never been before, powerful educational agencies for the youth of the land.

"It was not enough for these future farmers to show nice-looking potatoes. They must be able to tell why they were in that class; to demonstrate, to show they had established standards of production and along sound and practical lines. This dramatization of agricultural practices and achievements had a natural result. The outstanding State fairs were quick to sense the potentialities for the capitalizing of this youth movement.

"Horace A. Moses, the far-seeking manager of Eastern States Exposition, added a farm youth program to his regular program. He worked with John Simpson, one of the active and widely known fair executives of that section. High standards in connection with the youth program and camps were established. The youth movement, represented by the 4-H Club idea, had come to stay.

Fostered by States

"Today it is a tremendously successful movement. Other fairs and expositions began taking more and more advantage of the possibilities of the 4-H Club idea, and today it is generally recognized and fostered. Last year South Dakota dedicated a \$250,000 4-H Club building on its State fairgrounds. Minnesota is one of the pioneers in promotion of the movement at its fairs. Grounds of the College of Agriculture are used for camping purposes for boys and girls.

"The result of all of this has been that youth has come along to a point where it is able to compete in open classes, so fast has it developed in ability along agricultural production lines. Boys are showing champion steers, raised by them. From 1,200 to 1,400 4-H Club boys and girls have attended the International Live-Stock Show at Chicago at each of the two recent expositions.

"This fair has been especially effective in encouraging the farm youths to develop pure-bred dairy calves. They work now right along with adults. They have been especially successful also in their pig club work and in other strictly farm activities. The possibilities of youth in promotion of fairs has added new enthusiasm to the latter, and at a time when it was badly needed. The enthusiasm of 4-H Club boys and girls has proved infectious. Their elders are benefiting in many ways.

Managers Given Credit

"When it is recalled that in 1911 the 4-H Club movement was practically nil and that today it represents a membership of around 900,000, the remarkable growth to which it has attained may be appreciated. Much of this success should be credited to the fine understanding and support which the movement has received from managements of fairs, big and little.

"Not only have these managers worked toward development of the movement, as it is pertinent to fair programs, but they have aided with counsel and guidance outside the fair itself. To my mind these fair executives have not been given quite the credit to which they are entitled for their whole-hearted assistance to the youth of the farm, both boys and girls.

"It is a fact that these managers have worked outside their regular duties to the promotion of such farm men and women of the future as will reflect credit upon the country as a whole. In thus giving credit, however, we must not forget those pioneers who, in dramatizing the club movement and starting it on the way to the great success it has attained, aided at the same time in saving the fair as an institution."

An interesting angle of the recent national 4-H Club Camp in Washington was introduction of selections from some of the favorite composers of America, played by the United States Marine

Band, and interpreted by Ray Turner, of the Department of Agriculture. The compositions were selected to comprise a part of the 1932 series of 4-H music achievement test, the theme of the same being "Learning To Know America's Music."

As usual, opportunity was afforded those who won trips to the encampment thru outstanding work in various States thru raising of live stock, growing corn, planning meals and other farm and home activities, to become better acquainted with the "government at first hand" and to meet their fellow members from other States.

Notables Aided Camp

Reports at the encampment showed an increase in membership of 44,112 since 1931. Within a short time, it was suggested, the total enrollment should approximate 925,000. According to Dr. C. W. Warburton, director of extension work of the Department of Agriculture, "the indicated enrollment for 1932 reflects the confidence of the farming people who are parents of these 4-H Club members that their vocation has a promising future and their belief that the 4-H Clubs offer their boys and girls an opportunity for training in efficient farming and farm life."

Here is what it is necessary for a boy or girl to do in order to live up to requirements for the completion of year's work, as carried out under direction of county extension agents: Grow a crop or carry on some other farm enterprise or home-making activity by the best methods known; keep a record of the operation (including a cost record); show an exhibit at the community or county fair, and write a summary of the year's work.

Of the 890,374 club members enrolled in 1931, 629,243 or 70 per cent met these exacting requirements in full. This was the highest percentage of completions in the history of the 4-H Clubs. Among those, in addition to Dr. Warburton and Director Farrell, who participated in the program for the entertainment and education of the farm youths during the recent encampment, were:

Dr. C. B. Smith, assistant director; Dr. William F. Notz, dean of Foreign Service School of Georgetown University; Dr. Louise Stanley, chief, Bureau of Home Economics; Dr. E. O. Baker, Bureau of Agricultural Economics; James E. West, chief Boy Scout executive of the United States, and Carl Williams, of the Federal Farm Board.

KANKAKEE HAS

(Continued from page 66)

kept in better condition than the Jones show, and the entire midway here presented a strikingly clean appearance, with all rides and show fronts beautifully decorated.

A few fronts were being given the finishing touches before the show reaches the State Fair at Springfield, where it will be augmented with three rides, a Hawaiian show and a girl show. The midway had an excellent day Tuesday and a fair play remainder of the week. The recently added Mouse City installed by Vernon Korhn is proving a very good attraction. The Midget Show drew well, as usual, and other shows got a fair share. J. L. Murray and Eddie Madigan were well pleased with the week here and optimistic over the outlook. Madigan's cookhouse, one of the finest on the road, had a fine week.

Frank D. Shean had some excellent publicity in the papers. Many visitors came to chat with Messrs. Murray, Madigan and Shean, as well as other members of the staff, Jack Lyles, agent; Billy Bozell, attractions manager, and George Smith, trainmaster. Among those noticed on the midway were Walter F. Driver, M. H. Barnes with his wife and two daughters, L. C. Kelley, R. L. Lohmar, L. S. Hogan, J. C. McCaffery, Lew Dufour, Charles McCurren and Harry McKay.



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SEPTEMBER 5th to 10th, Inc.

Biggest Celebration in Arkansas. You all know this spot. Get ready for the cotton; bumper crops in this section. Prices up \$7.00 per bale. For Concessions wire C. F. SMITH, Secy., Paragould, Ark. Shows and Rides booked. Shows wanting space wire NOBLE FAIRLY SHOWS.

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Concessionaires and Showfolks playing the Ohio State Fair make the Park Hotel their home always.

Running Water, \$3.50 to \$6.00 a Week.

Bath, \$6.00 to \$9.00 a Week.

LABOR DAY South Solon, Ohio

Sept. 5-10, 1932, on the Streets

WANTED—Shows, Rides and Concessions. Two other good spots to follow, on streets. Address all mail, EARL PICKERING, Sedalia, O.

THREE-COUNTY FAIR

NORTHAMPTON, MASS.

October 3, 4, 5, 1932

(Slight Change in Dates.)

Two Days, Three Nights.

Midway Supt., JOSEPH W. KING, City Hall, Northampton, Mass.

BADGES, PRIZE RIBBONS, MEDALS, HORSE SHOW ROSETTES, BUTTONS, ETC.

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LORAIN COUNTY FAIR

ELYRIA, O.—Sept. 3, 5 and 6 and Labor Day Night

Wanted—Concessions and Shows. Attractive Prices.

W. B. Richmond, Secy.

CARNIVALS

Conducted by CHARLES C. BLUE—Communications to 25 Opera Place, Cincinnati, O.

R. & C. Shows Have Most Profitable Stand at Chicago

Inclement weather forepart of 10-day engagement at Cook County Fair (Maywood); very favorable last six days—Sunday showing affects next week's bookings

CINCINNATI, Aug. 19.—An executive of Rubin & Cherry Shows advises that organization's engagement at Cook County Fair, Maywood (Chicago), Ill., last week, proved by far the most profitable stand of the season so far. Inclement weather interfered the first four days of the 10-day event; ideal weather and heavy attendance the last six days. Because of exhibiting the closing Sunday, the show could not appear on the grounds of the fair at Kankakee, Ill., as had been scheduled for that same day; hence another large carnival played that (Kankakee) fair, and Rubin & Cherry remained for this week on Maywood location. Data on the show's engagement at Cook County Fair was provided by the press department of Rubin & Cherry Shows, about as follows:

Fore part of the engagement was marred considerably by storms, but a final check-up showed that 500,000 persons paid to pass thru the turnstiles at 25 cents a head. Largest crowd on Wednesday, a political party "day," when more than 100,000 persons were present.

The trip to Chicago and Cook County Fair was made because of the forethought of Milton M. Morris and other Rubin & Cherry executives. Its huge success a reward to a smart man and his assistants. Showfolk opinion is expressed that probably there never has been a more co-operative body of men assembled under one head in an affair of its nature than for the fair, and the visit was thoroughly enjoyed by every member of the show organization.

Some Midway "Pickups": Among people well known in show circles seen on the grounds were the following: J. C. McCaffery (this show's general agent); M. H. Barnes, E. F. Carruthers, Sam J. Levy, Rube Lieberman, Nat S. Green, Mr. and Mrs. Fred Beckmann, Mrs. Lil Murray Shepard, Walter Driver, Joe Rogers, Jule Veys, Lew Keller, Prince Dennis, Carl Walker, Homer Akoff, Joe Krebs, Max Sharpe, Louis Block, Al Cooley, Mr. and Mrs. Frank Duffield, Mr. and Mrs. Carl Klawmeyer, Mrs. Harry Illions, Mr. and Mrs. Pat Bacon and Mrs. William Rankine.

L. (Peasy) Hoffman and Cleo Hoffman left to stage water circus with Model Shows of America at Canadian National Exhibition, assisted on the front by Gene Berry, who left with them. Bob and Dorothy Barclay spent their spare time with their mother at her home. Madge Stuart, of *Ballyhoo Revue*, left to make her home with her brother in Elmhurst, L. I., N. Y. Richie Marasco, of nail concession fame, paid \$10 to learn that "stop" signs in Maywood mean stop.

(See R. & C. SHOWS on page 75)

Centre Market at Newark Ready To Open

NEWARK, N. J., Aug. 19.—C. B. Johnston, business manager Playland Centre, Inc., located in Centre Market Building, is still holding the spirit of a showman after associates got caught in the crash, which caused him to reconstruct and refinance the project, one of the largest of its kind in the United States. Seems that he is making it possible for a large number of showmen to have berths for the winter, as it is an all-year proposition.

Playland Centre is an indoor carnival with plenty of color and efforts are being made to have it an outstanding feature in the show world. The place is now ready to open, the date to be announced in a few days. It seems Johnston shows that he possesses the five essentials of business, enthusiasm, perseverance, system, tact and knowledge.

PORTLAND, Ind., Aug. 19.—The midway of Jay County Fair this week is comprised of independent booking attractions. They include F. E. Gooding Amusement Company rides, Bob Rundell's girl show, Corbin & Freiback's girl show, Buckskin Ben's Wonder Show, Jimmy Chanos' Athletic Show and Charles Robbins' Monkey Speedway.

At His Word

John Plentone operates a fruit wheel concession, independent, at fairs in Central States. For several weeks recently had a very "obedient" helper.

Plentone stocked heavily for one of the Ohio fairs. A blank, shelves and crates filled with juicy eats closing night. Disgustedly, John walked about the midway, every few minutes his assistant finding him and asking: "What will do with that fruit?" Finally, the concessioner angrily answered: "I want you to stop bothering me—can it!" The helper did—the fruit—in a near-by garbage can.

Warner Bros. To Open For Fall Months' Tour

LAFAYETTE, La., Aug. 19. — Warner Bros.' Shows are preparing to open for the fall season, starting at DeQueen, Ark., September 20 and continuing until at least November 25.

About the same number of attractions as last year will be carried—7 shows, 3 rides and about 30 concessions. Manager J. Warner and his staff are now busily engaged in whipping everything into good shape for the tour.

Incorporation Articles Filed

INDIANAPOLIS—Articles of incorporation have been filed here with Secretary of State by West Side Amusement Corporation, of this city, formed to operate amusement concessions of all kinds. The corporation has an initial capital stock of 100 shares, having a declared par value of \$10 each, and the first board of directors is composed of Ernest Voight, Walter Hoffman and Leslie Baxter.



MR. AND MRS. JOSEPH GALLER, of Galler Shows. Photo "snapped" during a hot-weather afternoon on the show's midway recently.

Saskatchewan Amusement Co. Having Satisfactory Season

GORE BAY, Ont., Aug. 19.—Saskatchewan Amusement Company has been having a satisfactory season, according to a representative of the show, who further advises as follows:

Manitoulin Island provided a very prosperous three weeks at three towns. Show opened at Little Current for the first week and played a Field Day put on by local merchants. The next spot, Gore Bay. Also a field day for the local merchants, on the Gore Bay fairgrounds—a big day for rides, shows and concessions. The business men very busy to make the affair a success. W. Thomas, advance agent for the show, is very busy of late getting the show a route of fairs and celebrations, and all connected with the show pleased. So far this show has not met towns hit heavily with the depression. Following is a roster of the show:

Staff—R. Jackson, owner; Mrs. M. Jackson, secretary-treasurer; W. Thomas, advance agent; Joe V. Palmer, legal adjuster; Joe Leslie, electrician. Attractions — Merry-Go-Round, Dick Lee and Ray Dunlop; Ferris Wheel, Isaac Dixon and George Dobbs; Merry Mixup, Joe Yopek and Pete Rivett; Jackson's Bear Show, with magic and escape act, assisted by his son, Dickie; Snake Show, Mrs. Myrtle Jackson; Joe Palmer's Smallest Family Alive. Concessions—A. Adams, cookhouse (Paul Hanson, assistant), Madam Laura Rebecca, Mrs. A. Adams, Joe V. Palmer, Joe Williams, Harry (See SASKATCHEWAN CO. on page 74)

Impressive Funeral for Mrs. Lucille Hamilton

AUBURN, N. Y., Aug. 19.—The funeral and interment services for the late Mrs. Lucille Hamilton last Saturday were impressive and attended by many showfolks and other friends of Mr. and Mrs. Hamilton. The midway of Model Shows of America, exhibiting here last week, on which Mrs. Hamilton became suddenly and fatally ill, while she and her husband were visiting the showfolks, was stilled during the services.

The funeral was held from Brew's Undertaking Parlors, with Rev. Donald H. Mackenzie, of Second Presbyterian Church, officiating. Floral offerings were many and beautiful. From the chapel the cortege wended its way to Fort Hill Cemetery. The husband, George W. (Doc) Hamilton, bravely stood the ordeal until at the grave, where he almost collapsed, being supported by his brother, "Addie." The pallbearers were Rubin Gruberg, J. C. (Jimmie) Simpson, L. (Peeze) Hoffman, William Cain, Ollie Trout and Josie Nagata. Among the other showfolks who paid their last respects at the final rites were Mrs. Rubin Gruberg, Mrs. Teppish, Mrs. Lizzie Fenn, Milo Anthony, Mrs. Ann McNulty, Mr. and Mrs. Cliff Wilson, Mrs. William Cain, Mrs. Ollie Trout, Mr. and Mrs. William J. Hilliar, Mrs. L. Hoffman, Frank S. Reed, Mrs. Josie Nagata, Mr. and Mrs. Dudley Lewis, Mr. and Mrs. Jim Eskew, Mrs. Chris M. Smith, Mr. and Mrs. Bishop, Mr. and Mrs. Roy Shepherd, Mrs. Lorow, Mrs. Sid Marion, Fizzle Brown, Louie Lang, Pinkey Blitz, Steve Stevenson, Paul Olson, Jack Burke, Nathan Roth, H. Weiner, W. L. Lewis and Mrs. Walter A. White.

Jones Shows' Busy Up-and-Down Week

BLOOMINGTON, Ill., August 19.—The Johnny J. Jones Exposition Shows, in two units, had a very busy putup-and-teardown week, last week. The show being split for two weeks, the larger contingent played here, opening Wednesday. Permission was given to play Sunday at Decatur, previous week's stand, auspices Veterans of Foreign Wars, and that night the attractions were dismantled and there was a great deal of repainting, etc., before coming here Tuesday. Tuesday night, the carnival train was parked along side that of Hagenbeck-Wallace Circus, which was exhibiting here—the carnival awaiting removal of the circus from the lot so its attractions could be erected. There was much visiting among the showfolks, and nearly all the Jones folks "took in" the circus. Wednesday and Thursday nights the show had good business; Friday night rained out, and Saturday tore down in order to open at the fair at Kankakee Sunday. The other unit of the show played Benton, Ill., last week and also made arrangements to start at Kankakee on a last-minute schedule.

Mrs. Johnny J. Jones and Johnny J. Junior left the show for visits to Nashville, Tenn., and points in Florida; Master Johnny slated for a surprise party on his 10th birthday at the home of Mr. and Mrs. Phil Travis, Nashville. Mrs. Edward Madigan celebrated her birthday and was given a party. On the festive board a large cake, made by Agnes Burke and Frances Shean. Mrs. Grant Smith (Sister Sue), Mr. and Mrs. Korhn and many others of the show attended. Mrs. Madigan received numerous gifts.

Jackie Espey Ill

CHICAGO, Aug. 19.—Jackie Espey, who has numerous friends in the carnival field, is ill in a hospital here, and her sister, Dot, is taking care of her. It will be necessary for her to undergo an operation. Miss Espey would like to hear from friends, who can address her care *The Billboard*.

MASSENA, N. Y., Aug. 19.—The Mayor's Milk Fund Carnival, with William Glick Shows providing amusements, has held forth this week on the Kirkbride lot, on Water street. The carnival started with about 2,000 attendance Monday night. The Glick Shows concluded their engagement tonight and start for their contracted date at Central Canada Exhibition, Ottawa.

Looking Back Thru The Billboard

25 Years Ago

(Issue of August 24, 1907)

E. H. Bernard's "Temple of Palmistry" vacationing from road work during August . . . The feature free act on "War Path" at Jamestown Exposition is Mlle. Bogert and her double-somersaulting automobile. . . . Shapiro & Karr have novelties business in Philadelphia. . . . H. W. McGeary is manager George W. Rollins' Wild Animal Show. . . . H. Sylow is doing a contortion act with Forepaugh-Sells Circus. . . . C. J. Kepler's Merry-Go-Round playing dates in Ohio. . . . Johnny J. Jones includes in ad: "Disorganizers closed without notice." . . . Billy Allen, manager Greater Louisiana Carnival Company, includes in ad: "Knockers and leatherheads stay away—I have plenty and can't get rid of them." . . . Capt. Hi Wallace, high diver, severely injured—guy line broke.

10 Years Ago

(Issue of August 26, 1922)

Hamda Ben's *An Arabian Knight* changes from George L. Dobyns' Shows to F. J. Murphy Shows. . . . Mrs. J. P. Snell, wife of "Texas Bud," killed in auto accident in Texas. . . . Charles Soudeberg, high diver, returns to Los Angeles from engagement in park at Kansas City. . . . World of Mirth Shows (Boyd & Linderman), getting ready for Ottawa (Can.) Fair, writes Press Agent Eddie Vaughan. . . . Walter Savidge Amusement Company, featuring big repertoire show, scoring customary hit in Nebraska. . . . T. O. Moss Shows doing well in Tennessee. . . . Siegrist & Silbon Shows, management C. J. Sedlmayr, score favor in suburb of Cincinnati (Reading), their farthest east point. . . . Show representative visitors in Chicago: A. H. Barkley, Mike T. Clark, Ed R. Salter, M. W. McQuigg, Charles McCurren, "Plain Dave" Morris, Dave Cohen, Thad Rodecker, Charles M. Travis, C. J. Roach and W. H. Havlis.



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About every 20 years, a new, epoch making merchandising event blazes a new business trail. This time it has been G. F. Foster's Sensationally successful line. Like a blazing comet shooting from the sky, the new G. F. FOSTER Super-Sensational Four-Bottle Food Flavor Deal startled the Direct Selling Field with its amazing and astounding merchandising value and sales appeal. This G. F. FOSTER Idea has brought untold prosperity to thousands of men and women who were broke and discouraged. It has created hundreds of imitators. Never in the annals of business has a Direct Selling Proposition created such a proven found sensation—the fame of our Four-Bottle Deal and other G. F. FOSTER Products has spread from "coast to coast—from Alaska to the Gulf." G. F. Foster Products are sold in large quantities in far away lands. Our staggering and unheard of bargain deals have multiplied our sales amounting to a little over \$16,000 a month from May, 1931, to \$50,000 monthly at the present time. Our margin of profit has been small—VERY SMALL! But, due to our tremendous volume, we have made money. I could quit—retire on my profits—but I owe it to my loyal salespeople to keep up the good work—Success loves Success—Prosperity breeds Prosperity. Our phenomenal success has made it possible for me to produce further sensational money-making methods.

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Now every G. F. FOSTER Dealer can expand and multiply his business and profits beyond his wildest dreams. He can now go out and offer bargains and values in household necessities that beat Chain Store and huge Mail Order House prices, and at the same time make a large profit for himself. Most concessioners and direct selling people are familiar with our famous Super-Sensational Four-Bottle Food Flavor Deal, which includes, free of all charge to the customer, a 50c can of Golden Delicious Dessert—a \$3.70 value that is sold to the customer for 99c with 50c profit to the dealer. It is a well known fact that ordinary persons without previous sales experience are now making up to \$12.00 to \$20.00 a day with this amazing bargain and other FOSTER household necessities.

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- \$1.25 Famous Vanilla Flavor with ten free cakes of Eternal Youth Complexion Soap costs you 49c
- \$6.50 "Flash"—Perfume, Oriental Pearls, and Toilet Article Deal costs you 39c
- Sensational new \$2.00 Value two-piece Eternal Youth Cosmetic Deal costs you 29c
- \$1.00 "Chipawa Indian" Brand Herbs and Oil Medicine Deal costs you 10c
- \$1.00 six-piece box Nurses' and Physicians' Soap costs you 19c
- \$1.00 "Intesto Clean"—the new Drugless Laxative costs you 19c
- 25c Solidified Coconut Oil with 35c Hard Rubber Comb Free costs you 12c

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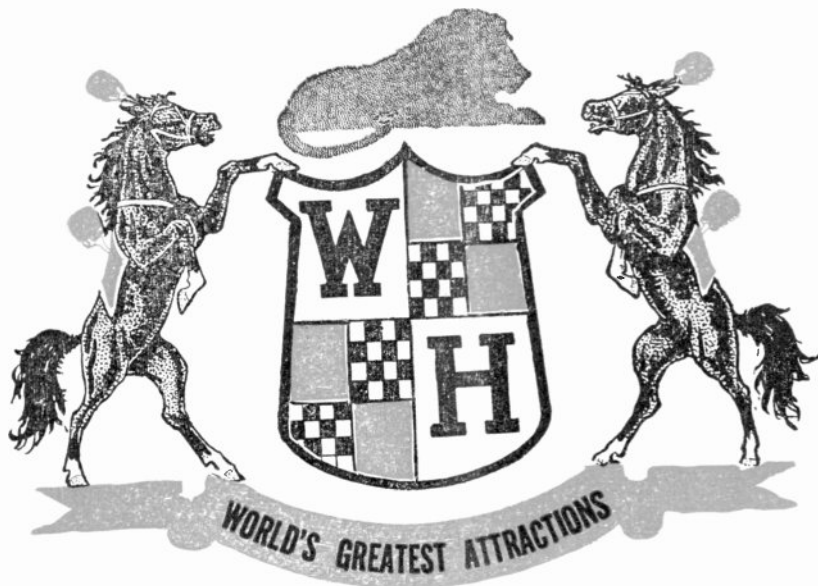
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Showmen's League of America

CHICAGO, Aug. 19.—Work on the new quarters of the Showmen's League, at 165 West Madison street, is progressing nicely, and the League will move the latter part of August. Every one who visits the location is well satisfied the League will have one of the finest club-rooms in the city. If you are in town pay it a visit and have a look for yourself.

Word comes of the death of J. B. McMahon, well known to all the show world. Funeral was from Hursen's and interment at Elmwood Cemetery. His brother, Charles, was in charge of arrangements. The League is also advised of the death of John Snelling. He was for years with the Ringling Shows as boss canvasman. Death occurred on the West Coast and interment was made there.

The Cook County Fair is over and all connected with it seem well satisfied. Reports say it was indeed a success and arrangements are in progress for next year. Rubin & Cherry Shows played the date, and the League secretary on his visit met Milt M. Morris, Fred Burd, Joe Redding, Harry Silver, Jimmie Campbell, Barney Lamb, Charles DeKreko, Nobby Clark, Rube Liebman, Sam J. Levy, Ted Goldstein and the missus, and many others.

Another application received this week was that of Bruce Chase, son of Brother Jimmie Chase.

The annual cemetery drive to date includes donations from Brothers Walter T. McGinley; Castle, Ehrlich & Hirsch Shows; Patrick F. Murphy, Floyd E. Gooding, Charles Vanderlip, Henry F. Thode, Harry Coddington and boys on the Sells-Floto Circus (collection by Jack Burlsem). This is indeed encouraging.

Jake Friedman, of circus note, was a recent visitor at the League rooms.

Brother Charles McCurren has returned from the doings at Minocqua, Wis., and reports himself well satisfied.

Brother Col. F. J. Owens was the guest of Fred McGuire at the Cook County Fair. Fred took Col. Owens out there in his car and returned home with him when he became tired. Colonel, as all know, has been confined to his home since last winter.

Julius Melzer, son of Al Melzer, of guess-your-weight scale fame, has taken dad's place at Riverview Park for the remainder of the season. Al has started on his regular string of fairs, beginning at Kankakee.

Jerry Kohn and Jim Morrissey dropped in for a short call. Jack Benjamin also was a visitor.

Pacific Coast Showmen's Association

LOS ANGELES, Aug. 18.—Enthusiastic meeting Monday night, President Harry Fink and Vice-President Eddie Brown presiding. Usual matters of routine handled. Vote of thanks to Eddie Brown for splendid work he is doing in lining up delinquent members. The response to his efforts has been really remarkable. He also has gotten new members. This opportunity is taken to thank the brothers for the manner in which they came to the aid of the PCSA.

Jack Stanley was a visitor, had some Eastern friends in tow.

Brother Al Onken after trip to San Jose plans to return to Mexico, establishing stores for sale of a mineral water, the operating company being all troupers. Mr. and Mrs. Archie Clarke, of Clarke's Greater Shows, spent an evening with Eastern friends at the club.

Brother John T. Backman was in for a visit. Was called home from Al G. Barnes Shows account of illness of Mrs. Backman, who is somewhat improved at this writing.

Brother Harry Chipman in for a few days' visit from Crafts Greater Shows.

Brother J. L. (Judge) Karnes in for a chat. Leaves for another scouting trip to Northern points—hopes to have better driving luck than was had on his last trip.

Brother Ed Baldwin disposed of Ed's Famous Quick Lunch at Yuma, Ariz., and is back on his old job with Brother Harry Seber on Main street.

President Harry Fink very busy this week at club, taking care of matters of importance, announcement of which will be made at a later date.

Dorothy Buckner, formerly Dorothy Bascon, many years with John T. Wor-

tham Shows and a member of Ladies' Auxiliary, PCSA, has taken over Marigold Gardens. Associated with her is Chief Myers, former catcher New York Giants.

Brother J. Sky Clarke's condition remains about the same—little hope is held out for his recovery.

The early closing of Al G. Barnes Circus will add a lot of folks to the club's daily talkfest.

Fred Wagner, with Eddie Brown, is a frequent visitor. Will leave shortly with F. & M. unit.

Brother Harry Russell, of the Frolics, is one of the noncomplainers at business during Olympiad.

Brother Felix Burk in for a short stay. Leaves for Northern California. Has Ted Fleming and Dad Parker in charge of Checker Cottage.

Terry Quinn returned from trip to Arizona and New Mexican points. Has several promotions in the making.

Louis Kuntz busy at studio on a carnival picture. It is expected one of the carnivals around Los Angeles will be used to take the high spot of the picture.

Thomas J. (Fuzzy) Hughes last heard from around Sacramento, looking after his rides.

Doc Hall must be getting to be a real business man, judging from the accumulation of mail addressed to him at the club. Might be a good idea for Doc to inform as to where he may be located.

Louis Bissinger informs he is still scouting around to good and indifferent success. Will make a string of fairs and other outdoor events.

Brother Tony Spring seems to have gotten where conditions are good, from tone of a recent letter.

Ed Ware, whose disappearance was recently noted, returned to Los Angeles apparently okeh.

Brothers Harley Tyler and Clyde Gooding making plans to do the Puyallup and Sacramento fairs.

H. C. Rawlings and his Hollywood Bears getting ready for their engagements.

Ed Burlingame in from New Orleans. Has been in Havana several years.

Los Angeles

LOS ANGELES, Aug. 18.—The 10th Olympiad is now a matter of history. Attendance was very good for main events, with a noticeable falling off in attendance second week except for outstanding events. Tradesmen, hotels and concessioners are loud in complaint of the little money spent by visitors. The ocean resorts got a big play of apparently "sightseers" only. Amusements really suffered by the Olympiad competition.

Foreign and Eastern visitors were loud in their praise of the Hopi Indian entertainers provided by Fred Harvey—foreign notables, prominent athletes and others were made "chieftains" and tribe members, with full ceremonies.

Mrs. W. H. Kirkendall, mother of Mark Kirkendall, on a visit to her old home town, Circleville, O., will return soon. Writes that she will return via motorbus—this, notwithstanding her being 83 years "young."

Sammy Levy, who had a novelty concession at the Olympiad, returned to New York. Said the date was a bloomer.

Joe Gilday noted around the Cecil, just in from the East; goes to Honolulu, T. H., with a new candy floss machine.

One of the well-known members of the "old guard," John D. Tibbets, who dates back to the old Sells Bros.' Circus, retired head of a large raw film concern supplying motion picture interests, has gone over in a big way. Had offices in London, Paris and Berlin and factory branch in Hollywood. He is always interested in circus folk.

The Miniature Circus being constructed by Douglas Rhoades is assuming big proportions. Has a part of the equipment displayed in the Ferra-Gamma windows in Hollywood, the "big top," menagerie, side show, horse tent and cookhouse, nearly completed of silken fabric, will have a spread of 23 feet and 5 inches. Also has completed power stake driver, practical water wagon and two spool wagons.

With all that has been said about bad business in amusement field it still appears they will go for what they want—as evidenced by Pageant of Nations, closing event of the Olympiad, produced at Hollywood Bowl at prices of 50 cents to \$2—turned 'em away Sunday night at 7:15—estimated attendance 30,000. Also, Frank Buck's animal picture and the animal picture of Mr. and Mrs. Martin Johnson outdrawing most of the other pictures. There must be a reason!

Much activity noted at Los Angeles

County fairgrounds at Pomona. Many changes have been made, and a new steel grand stand, seating 15,000, will be dedicated opening day.

George Hines, one of the old-time circus troupers, now manager Ambassador Theater, notwithstanding conditions has by good showmanship done a most satisfactory business.

George Schield, who motored from Philadelphia, with wife and friends, for Olympiad, has met a lot of trouper friends. Leaves for home via Northern California and Canadian routes. Will be interested in a theatrical venture in New England, marking his return to show business after several years' absence. Was an Adam Forepaugh trouper.

The pitchmen were very much in evidence during the Olympiad—many good, clean workers observed—every vacant lot, areaway and window available was utilized.

Rumor is that plans are afoot to build a roller rink on front of old Lincoln Park—a building 100-foot front by 200 deep.

Jay Thompson is reported improving at the home of John O. Talbot.

Hot Springs "Pickups"

(By HI TOM LONG)

HOT SPRINGS, Ark., Aug. 19.—Jack (Mack) Cash, novelty man, who used to work fairs and celebrations in Ohio and Indiana (1909-'16), owing to his physical condition has been compelled to retire and now calls this city home.

Bert Donaldson, former concessioner, now in decorating business, came here booked to do the flag and bunting decorating for American Legion State Convention, August 14-16, but thru some misunderstanding on his arrival was told by an official of Chamber of Commerce local merchants would not be asked to decorate. However, Bert, hustler that he is, went forward and secured several individual contracts, thereby scoring in a financial way.

Tom Smith, who has been identified with several carnivals, is now an aid to Bert Donaldson in decorating business.

Owen (Buddy) Baldwin, midway cafe owner with several shows in the past and who conducted Princess Cafe here, has disposed of the cafe, and he and the missus and two sons will make fairs remainder of the season with their magnificent "restaurant on wheels."

The death of Alfred E. Parker, superintendent Lincoln Park Zoo, Chicago, mourned by his many friends here. It is recalled by them that the accident that finally brought his demise occurred in this vicinity about a year ago.

The writer promoted and directed, from his wheelchair, a refreshment stand located on the Court House lawn during the recent election day here.

"Hi Tom Long's Philloposy"

Some men between two evils choose both.

It is not always simple to understand why we are here in this world. But, since we find ourselves here, let's make a success of it by being ourselves to the utmost.

On Your Next Movement Choose KATY

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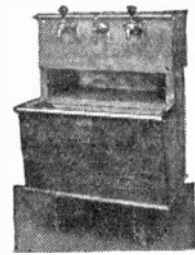
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WANT FOR FOLLOWING FAIRS—Man to take Pit Show that can put something inside. Have new Tent and complete Frameup for same. WILL BOOK any Grind Shows with own transportation. WILL BOOK Concessions, all kind, except Corn Game and Cook House. This show plays the following fairs: Chanute, Kan., week August 22; Crawford County Free Fair, Girard, Kan., August 29 to September 3; Ottawa County Free Fair, Miami, Okla., September 5 to 10; Caddo County Free Fair, Anadarko, Okla., September 12 to 17; Young County Free Fair, Graham, Tex., September 19 to 24; Palo Pinto County Free Fair, Mineral Wells, Tex., September 26 to October 1; Denton County Free Fair, Denton, Tex., October 3 to 8; Wichita County Free Fair, Iowa Park, Tex., October 10 to 15.

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 and English.
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MATIC BALL-BEARING MACHINE.
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 Each; 12 Jennings Queen Victoria Front Venders,
 107,000 up, \$52.50 Each; 5 Watling Twin Japoz
 Front Venders, \$47.50 Each. Used less than 30
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 Send for Price List.
CRESCENT CITY SMELTING CO.,
 113 N. Broadway, St. Louis, Mo.

MIDWAY CONFAB

By DEBONAIRE DAB

 DON'T MISS reading *Modern Carnivals*,
 by F. H. Bee Jr., in special-story section
 of this issue.

 JUST TO REMEMBER: James T.
 Clyde's World At Home Shows played the
 Interstate Fair, Trenton, N. J., 15 years
 ago.

 ABOUT 20 years ago one of the big-
 gest-money platform pit shows was
 "Snake-Oid," with Carey Jones—"I t'ink
 I'll now 'wallow thees son uv a t'ing!"

 MR. AND MRS. O. E. (Ollie and Agie)
 Trout were in Toronto last week and con-
 tracted their flashy concession for the
 CNE.

 POSTCARDED from Sidney, Ia.—
 "Wandering" Bremer is here with con-
 ceptions, wondering when the rain will
 stop.

 RUBIN & CHERRY SHOWS had to
 finish the date at Cook County Fair, Chi-
 cago, including Sunday; hence, could not
 get to Kankakee Fair to open August 21.

 WONDER if "Squire" Riley will really
 spring that attraction next spring—the
 one he kiddingly talked about early in
 1931; to be captioned "It Can't Be Done."

 JO-ANN informs of having recently
 completed engagement at Ponchartrain
 Beach, New Orleans, and is now with
 side show on Dodson's World's Fair
 Shows.

 BEN WEISS ready for his annual in-
 dependent fair season. A hustler, that

 in many cities seemed to savor of such
 diplomacy.

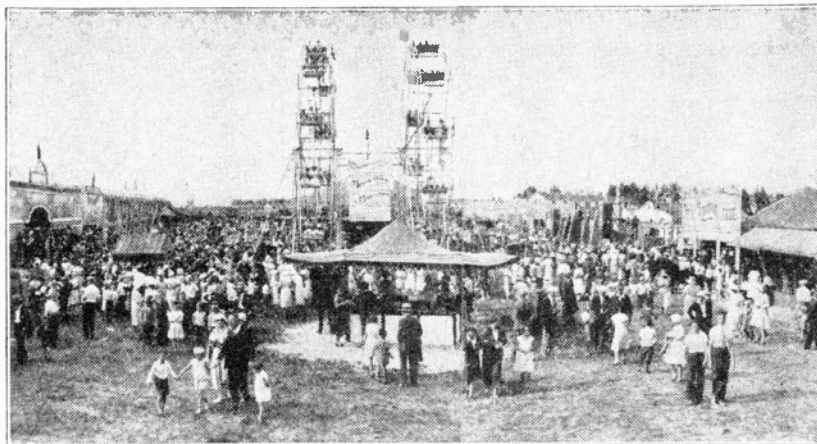
 RUBE LIEBMAN was all smiles after
 the close of the Cook County Fair, Chi-
 cago, for the officials were so well pleased
 with his work on the grounds and on
 the streets in the Loop that they handed
 him a substantial bonus.

 CALF with but two legs born at El
 Centro, Calif., and soon mastered walk-
 ing on them—two hind legs. Story in
 newspaper was headed, "Calf With Two
 Legs Here"—wonder how many it had
 at some other town.

 A. D. HANSEN, of Skerbeck Shows,
 paid a visit to the Chicago office of *The
 Billboard* recently. Hansen had the con-
 ceptions at a two-day celebration in
 Winnetka, Ill., his home town, rejoicing
 the Skerbeck outfit after the celebration.

 CHARLES A. MORRIS infoes that he
 will be at Carsonia Park, Reading, Pa.,
 until after Labor Day, after which he
 will be ready for his fair season. Says
 business has held up fairly well, con-
 sidering general conditions.

 IMPORTANCE RECOGNIZED: Story
 in *St. Peter (Minn.) Tribune*, regarding
 Nicollet County Fair, was headed "Car-
 nival Company Found For Midway At
 County Fair." Bremer Shows to play
 the fair first four days of September.

 LADIES OF the Bruce Shows recently
 organized an afternoon bridge club, the
 first session being held at Hotel Che-
 nango, Norwich, Conn., with Mrs. Jim

 A PORTION OF CASTLE-EHRLICH-HIRSCH SHOWS at the recent
 Edmonton (Alta., Canada) Exhibition. The photo was taken on "Children's
 Day" at the Fair.

 feller, and he believes in customers car-
 rying lots of merchandise on the
 grounds.

 INDOOR CENTER MARKET, Newark,
 can become a novelty and a big asset
 to the collective-amusement world. C. B.
 Johnston, business manager, and his co-
 workers have it headed that way.

 "SALTWATER" OKELEY, wrestler, of
 Decatur, Ind., last week appeared at
 Portland (Ind.) Fair with Jimmy Chanos'
 Athletic Show, starting his first year on
 the road.

 NOTABLE APPOINTMENT: In the
 park news section of this issue, men-
 tioned that C. A. Wortham Jr. has been
 placed in charge of the amusement area
 of Fair Park, Dallas, Tex.

 JEFF WOLF AND AL MELTZER had a
 scale at the Kankakee (Ill.) Fair last
 week and slated for the Illinois State
 Fair, Springfield, this week. Reported
 a very nice week at the former spot.

 THE OLD SAYING "made a flying
 trip" not specific these days of much
 airplane travel. Used to refer to any
 hurried trip—train, auto; years ago,
 horseback, buggy or bicycle.

 WONDER IF some of the mayors of
 cities who have been quoted in news-
 papers as against carnivals, under aus-
 pices and otherwise, in their towns—
 wonder if a majority of them didn't make
 the statements in order to pacify local
 opposition-business (to carnival busi-
 ness) managements? Later developments

 Bruce as hostess. Mrs. Ruth Spallo won
 high scoring honors with Mrs. T. R.
 Walker carrying off the consolation prize.

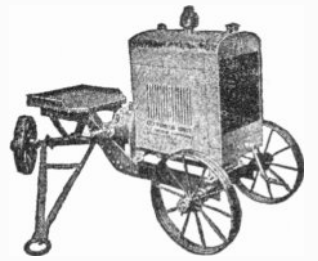
 HARRY SILVER and wife and some
 15 others of the Rubin & Cherry Shows
 visited Showmen's Rest in Woodlawn
 Cemetery, Chicago, and placed a wreath
 on the grave of Harry G. Melville while
 the show was playing the Cook County
 Fair.

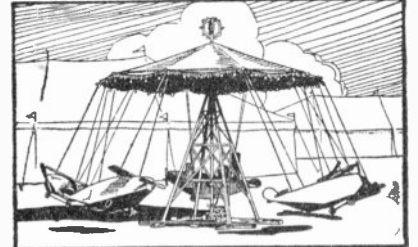
 "MOTHER" CORNING, of Elgin, Ill.,
 paid a visit to Capt. Elton Dunham, who
 had the Magic City Show on Rubin &
 Cherry Shows, when Rubin & Cherry
 played Cook County Fair, Chicago. On
 the front of Capt. Elton's show is Jim-
 mie Kelly, an oldtimer with shows.

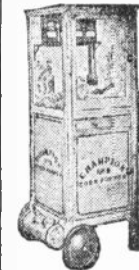
 UTICA, N. Y.—While playing here week
 ending August 20, auspices Utica Post
 No. 229, American Legion, on the Platt
 Playground, more than 800 children
 from local institutions were entertained
 free at various shows and riding devices
 of Bruce Shows, on Wednesday.

 ESTELLE McDUGALL informed from
 Hartford, Conn., that in a few days she
 would be out of hospital, after undergo-
 ing an operation. Will recuperate during
 next few weeks, and since being alone
 would appreciate letters from showfolk
 acquaintances—General Delivery, Hart-
 ford.

 WHILE promoting a carnival-circus,
 auspices Firemen, at Mamaroneck, N. Y.,
 and two days prior to its starting (to be
 exact, August 13), Louis J. King had
 another birthday. The veteran promoter

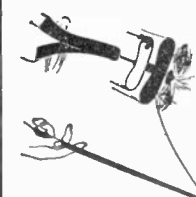
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 sion of riding in a real plane. Description and
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 tered" corn. Corn Syrup in 125-lb. steel
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African Dip Outfit

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and showman was elevated to his glory when showfolk assembled gave him a surprise party, with Julius Roth as toastmaster.

AT THE RECENT Mankato (Minn.) Free Fair visits were exchanged between Mr. and Mrs. Vernon L. McReavy and Mr. and Mrs. "Plain Dave" Morris. McReaveys had their voice amplifying system in front of grand stand, announcing events, including acts; the Morrisses their arcade and other concessions on the John Francis Shows' midway.

BIRMINGHAM, Ala.—Hugh Hill, now manager Yarbro Park, is of the opinion that outdoor amusements have certainly taken a rap this summer. He further opines: "The decline started two and a half years ago and this season has been at its height." However, Mr. Hill, with true showman's pluck, deduces "they will all 'come back' smiling and happy."

DURING West's World's Wonder Shows' engagement at Olean, N. Y., Mrs. E. B. Braden was host to the womenfolks' bridge club. A grand time reported. First prize to Mrs. Frank West, second to Mrs. Marie Sperling, third to Mrs. F. Percy Morency, and Mrs. Jean Tagg, Cleveland, O., visiting her sister, Mrs. Tom Rankin Jr., drew the "booby."

THE TWO-COLUMN cut on this page, August 13 issue: If handy, look at it and place hand over fat man in center, below shoulders—who does it "look like" (you folks acquainted with a certain prominent Eastern agent)? Incidentally, the fat man's name was not included (not furnished) in the list beneath the cut.

NOW AND THEN "Floating Bennie" has been applied to Bennie Smith and his many changes from one caravan to another. Bennie of late has been air-floating—since last issue infoed that he's with Al Hoffman's Airplane Circus, and making one-day stands in advance—opines he's the first carnival "boy" to make such jumps.

A bird and "bird" tale—but only semi-humorous:

Benny Meyers and Jim Carey, widely known concessioners, early last week motored to E. C. Brown's bird farm near Cincy to purchase some stock. When ready for the payoff found that one "bird" left at their truck (driver) had flown, along with 35 "singles" of their mazuma. A chase across fields, but the "flier" not caught.

CANADA and the East of the United States are entitled to having "fall meetings" (IAFE and SLA) at Toronto, as was scheduled for last fall. However, for this very economic year it seems the decision to again stage them in Chicago was "even skeevingly" logical—centrally located, as pertains to expense of delegates and other attendance from the East, West, North and South.

DOC SHIVERS and the human oddity under his managerial wing, "Jap-A-Lac," has many years trouped in Central States. "Doc Shivers and Jap-A-Lac"—in showfolks' conversations their names almost synonymous. They were at the recent Hamilton County Fair, Carthage, O. There seemed a void in the attraction's personnel—absence of the late Mrs. Shivers—and heart regret was registered in the features and voices of both Doc and his charge. But they are "carry-ing on."

ATTRACTIVE MIDWAY at Rushville (Ind.) Fair. One of those old-time fairs where people came early, brought their basket dinners and stayed late; with a 1932 atmosphere of milling from one bally to another, seemingly minus "spending change." Some rain inter-

fered. Attractions included Gooding Amusement Company rides, Katherine Reed's Alligator Show, Bob Warner's "Biggest Little Show," Robbins' Monkey Speedway, Sanders' Extravaganza and others. However, considering general conditions, business averaged fair.

DOUBLE-PAGE spread (ad) of Greater Sheesley Shows in *The Billboard* of September 1, 1917, interesting. Photo-cuts therein: John M. Sheesley, Mrs. Edna Sheesley, Oliver Smith, W. C. Fleming, Matthew J. Riley, Charles H. Pounds, George W. Rollins, Philip O'Neil, Mrs. Phil O'Neil, Henry T. Curtin, Edward Dart, Harry Bonnell, Tom Martin, H. W. Cramer, Thos. Percival, Edward Houck, Sunny Brooks, Chester Winters, Earl Howard, J. J. Eylwood, Frank Stone, James Dougherty, Bert Hiatt, Alex Lave-son, Frank Lavine, Percy Phillips, Mlle. Leola, Charles Swatz, R. Kida, Anna Mc-Meyers, O. K. and Olive Hager.

THE MANAGEMENT of Latlip Attractions advises that Capt. Latlip will not only furnish four riding devices, including his Twin Ferris Wheels and other amusements at the forthcoming Penns-boro (Pa.) Fair, August 30-September 3, but the Latlip family will provide all the free acts in front of the grand stand. The acts to include aerial human derby, loop walking, upside-down; Reta Latlip and sisters in fast tap dancing; Latlip Twins, billed as smallest trapeze performers in the world, and Virginia Latlip, cloud swing 40 feet in the air.

ACCORDING to word from Hot Springs, an "octopus" recently stretched forth one of its "tentacles," which was "pinched" by a local merchant and fellow merchants, and the attempted "crushing" ceased. A professional orchestra was playing front of the merchant's store, and ere long was "coped"—on charge of obstructing sidewalk traffic. "Mr. Merchant" immediately took action and after a while was informed the "offenders" would not be brought to trial. Later, another local merchant engaged the orchestra for three days as a bally in front of his place of business, located almost directly opposite a big chain-movie house.

Royal American Shows

Madison, Wis. Week ended August 7. Dane County Fair and Capitol Exposition. Weather, some rain. Business, satisfactory. Baraboo, Wis. Engagement ended August 11. Sauk County Fair. Weather, good. Business, fair.

At Madison: Show had a 900-mile move, from Mandan, N. D., to this engagement. Fair opened Wednesday with "Children's Day." Good crowds throutout the week. *State Journal* and *Capitol News* gave liberally of space. Harry A. Smith, general agent, back on the show for a few days, conferring with Messrs. Sedlmayr and Velare relative to the Southern tour after the close of the Class-A Wisconsin Fair circuit. C. J. Sedlmayr Jr. back on the lot, fully recovered from his recent illness. The new kiddie ride has been getting its share of the gross each week, keeping up with the major rides. George Peters sporting around in a new "sedan." Visitors included Wyman S. Smith, publicity director Wisconsin State Fair, Milwaukee, and party; Ora Taylor, secretary, Elkhorn, Wisconsin Fair; J. F. Malone, secretary, Beaver Dam (Wis.) Fair; John Greenwood, secretary Green Bay-Depere (Wis.) Fair; W. T. Mariott, secretary Baraboo (Wis.) Fair; Sam Levi, representing Barnes-Carruthers free attractions, booked in front of the grand stand; Elroy Reynolds, general agent Seibrand Shows. At Baraboo: Short railroad move and early arrival; everything up and ready to open Monday afternoon, opening day of the fair. Attendance light thruout four days of the fair, altho those in attendance did spend a little money. Shows and rides did a fair business last two days of the engagement. Elmer Velare, business manager, on trip to Chicago. Mrs. C. J. Sedlmayr and son, C. J. Jr., rented a beautiful cottage at Devils Lake State Park and will camp there the remainder of the season.

WALTER DeVOYNE.

Gate City Shows

Atlanta, Ga. Week ended August 13. Location, Bedford place and Merritts avenue. Weather, fair. Business, fair for second week on lot.

Carl T. Hall with his pit of snakes is going good, with nicely framed show, including a 40-foot front of neat and newly painted banners. Ann Kenyon, assisted by Charley Kenyon, gave a splendid performance of magic at a recent lunch-

eon of Junior Chamber of Commerce—their act went over big. Several members of the show are taking advantage of their long stay in Atlanta and are having much dental work done, among them Mrs. Mae Garrison and Ann Kenyon. On a recent Sunday, Lee and Mrs. Creson and others motored to Sweet-water Camp, where they had planned a picnic, but encumbered a heavy rain and had to sit in their cars for two hours—however, they say the "eats tasted mighty good." E. S. Wilhelm, who has several safety razor blade stands in the city, has been a frequent visitor on the lot. Briggs Pekor, publicity man of the local Fox theater, dropped in to visit the boys.

GEORGE D. KITZINGER

Galler Shows

Celina, Tenn. Week ended Aug. 13. Clay County Fair. Weather, ideal. Business, none.

Another inland town, and first fair of the season. It would be far easier to write about the beautiful mountain scenery in this section of Tennessee than about the business this week. Plenty of spectators but very few spenders. Fairgrounds on banks of Tennessee River and swimming parties were in vogue all week. J. C. Carter, city attorney of Tompkinsville, Ky., and party spent entire day with the show. Rob Roy, secretary De Kalb County Fair, toured the midway with party of fair secretaries who have booked the show. General Agent Jack Oliver has added Oneida, Tenn., to the show's list of fairs. J. W. Estes joined with Mechanical City. Jack DeVoe joined to assist Mr. and Mrs. Litts with corn game. Roy Clark, Bob Hammon and C. W. Williams, concessioners, also joined. Aside to George Hirshburg—this show has a "Tall Story Club" and "Hot-Shot" Holman told the "tallest one" last week.

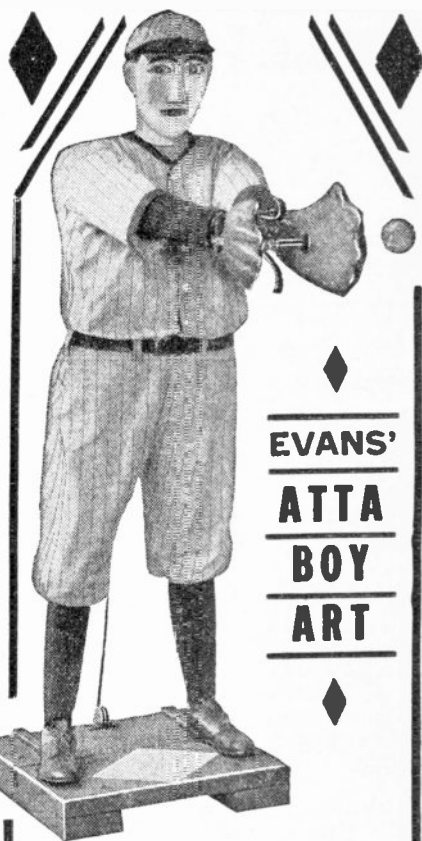
WALTER B. FOX.

Bruce Shows

Norwich, N. Y. Week ended August 13. Auspices, Chenango County Firemen's Convention. Weather, rain three nights. Business, bad.

Norwich date did not come up to expectations. Rides and shows did practically no business during the week, but several of the concessions had a red one, including Sammy Applebaum with groceries; George Parrott, custard, and Bud Anthony, palmistry. Jack Lucas, billposter, formerly with the Ringling Show, had the country billed within a radius of 25 miles, and the writer had the big illuminated arch filled with banners. W. M. M. Turner and Chief Brookins, of fire department, gave the show wonderful co-operation, having arranged for daily broadcasts from Binghamton. *The Norwich Sun* was very liberal with free space, assigning Ted Wilcox to the midway, and a special column appeared in every edition, entitled "Who's Who on the Midway." Bud Anthony and the missus joined here, also Red Kirchner, with two concessions; Harry Conn, two; Shorty Fox, one, and Mr. and Mrs. Thomas, waffles. Sammy Applebaum returned from Philadelphia with a new truck, which is the envy of the show, something new in construction for hauling concessions. Ada Russell and her troupe of Colored Night Club performers joined Saturday, coming from the Cotton Club in Harlem, New York, and the writer in all his experience in the show business has never seen such an excellent show of its nature under canvas. Roster includes eight chorus girls, two comedians, a quartet, blues singer and an eight-piece orchestra. Fred Swallow to join at Hudson Falls with three shows and Caterpillar, coming from a park, which will bring the number of attractions to 23—eight rides and 15 shows.

R. B. JONES.



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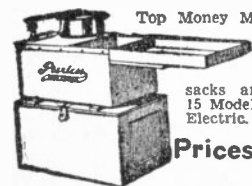


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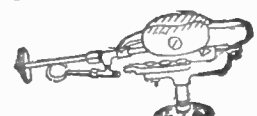
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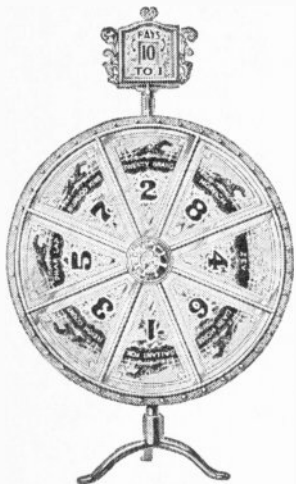
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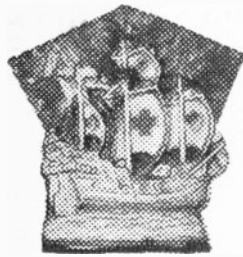
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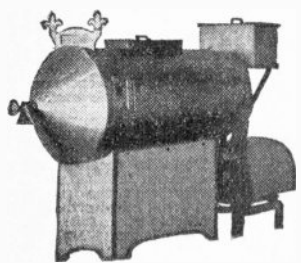
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N. Y. CITY.

Philadelphia "Pickups"

PHILADELPHIA, Aug. 19. — Nothing has developed in the permit situation during the week. Block parties are still operating under auspices, but business below expectations.

Endy Shows are this week at Media, close to the city. Business for early part of week nothing to brag about, but there were hopes of better the latter part, as first show in two years. Show opens fair season at Quakertown.

John Brown, well-known local promoter, who has been seriously ill the last few months, is now taking a special course of treatment and is showing much improvement.

Matthew W. (Squire) Riley spent few days in the city in the interests of William Glick Shows, making some railroad contracts. Has been attending to advance of show the last two months.

Goldie Fitz, who was inside manager of Max Gruberg's World's Museum last two seasons, is now connected with Million-Dollar Pier, Atlantic City, looking after Professor Pamahasika's interests.

A. G. Batten, old-time trouper, at present has a nicely framed hoopla with Great International Shows. Says he has been getting by, just hoppershotting independent. He makes his home in Camden.

H. M. Kerr has closed with Max Gruberg Shows. Kerr is a handy man around a show, being a builder and painter of ability, also can take care of an office.

G. W. Speaker (Old Cracker Jack), who has been with several shows in this vicinity this season, is now with Endy Shows. Says "Things are not what they used to be." Joe Payne has a nicely framed grab and juice stand and other concessions with the same show. Al Fisher and wife, the latter a sister of Mrs. Carl Lauther, paid a visit to Mr. and Mrs. Thomas, who operate Circus Side Show with Sheesley Shows, last week. Mrs. Thomas is sister-in-law of Mrs. Fisher.

Robert Dooley is a busy man around Great International Shows. He is electrician, looks after the lot, loads the train, and they say he does it all well.

William Benner closes with Endy Shows and starts his fair season with his corn game at Middletown, N. Y.

Bill Tucker and the missus are preparing for their string of fairs, commencing at Quakertown. Bill has been with Endy Shows this year.

Jerry Gerard, with Endy Shows, has added the Minstrel Show in addition to his line of concessions. He makes the openings, and the boys gather round to hear the surprises he springs.

Ed Corey has joined Endy Shows for fairs with the Girls From Bagdad show. New canvas and banners make nice frameup.

Harry Grandall joined Great International Shows with a corn game, the show having a fair business in Hammon-ton this week and moves to Asbury Park.

Kansas City

KANSAS CITY, Mo., Aug. 19.—Spike Wagoner, of Dee Lang Shows, this week in Higginsville, Mo., spent Tuesday in the city on business.

Joe Bova is back in the city after a week with his folks in Des Moines, Ia.

Mrs. Andy Carson and her three children joined Mr. Carson here after a winter in California. The Carsons will make

Kansas City their home the remainder of the year.

John Scott left last week-end for Nebraska to start his fair season with his string of concessions. Iven (Whitey) Michelson, likewise, left with his concessions for fairs in this territory.

Mr. and Mrs. W. J. Francis, after several celebrations in the Missouri Ozarks, left for Zanesville, O., to visit Mrs. Francis' folk.

Russell Jewett returned to Kansas City after a two weeks' vacation in Chicago.

Bob Morgan, of Dee Lang Shows, spent several days in the city visiting friends around HASC.

Gean J. Berni passed thru the city en route to Missouri State Fair at Sedalia.

Ringling-Barnum billed in this city for September 1, and a number of the boys of Car No. 1 visited HASC and there met old friends.

The showmen members of the Bonus Army will always remember Kansas City as a real spot. The City Manager's office spent \$1,700 in railroad fares, returning all bonus marchers to their respective homes on their retreat from Washington, D. C.

The McClellan Shows are playing Trenton, Mo., this week, and several members of the company visited Kansas City and HASC.

Castle-Ehrlich-Hirsch Shows

Regina, Sask., Can. Week ended August 6. Regina Provincial Exhibition. Weather, good except one night. Business, very good. August 9-12. Midway between Eau Claire and Altona, Wis. No auspices. Weather, good. Business, poor.

Regina: Last of a string of five of the larger exhibitions in Western Canada wound up what was considered by both the management and individual showmen a mighty good circuit, considering the times. Regina really proved better than expected. Apparently the directors of that wonderful exhibition took the right step at the right time; that is, reduced the admission to their grounds to 25 cents at all times—this move made just three days before the opening. All the fair officials and directors seemed to exert themselves to make the show's engagement one of pleasure, doing everything in their power to assist and help the midway—which has as their chairmen Fred Robinson and H. A. Knight, with Leighton Robinson in charge of ticket takers. Messrs. Andre and E. A. McCullum, of the exhibition concession department, also exerted themselves in trying to make the week pleasant, as did Secretary-Manager D. T. Elderkin and President Whitmore. E. L. Richardson, secretary-manager Calgary Exhibition and Stampede, a visitor latter part of week; also Mr. McIntyre, a representative of The Billboard, was often a visitor around the office wagon. Messrs. Yeager and Sam Zimmerman, well known to showmen, were visitors during the five weeks' stay in Canada. Long jump from Regina to the Altona-Eau Claire engagement and arrived late Monday night. Heavy rain Tuesday afternoon helped the sandy lot instead of making it bad for the first-nighters. Attendance picked up nightly. Several folks of Royal American Shows motored in Friday, among them Mr. and Mrs. C. J. Velare, Mr. Golden, Elsie Calvert and others. Friday morning that show's train passed thru and a bit of visiting enjoyed between the members of both shows. Mr. and Mrs. Jack Lucas picked up their car in Minneapolis, coming out of Canada, and are now motoring from town to town ahead of the show. Mr. and Mrs. Al Wagner returned with their string of concessions and many agents. Robert Porritt, who had some trouble with his arm (hurt and infected) while in Canada, is okeh again and busily engaged in handling the mail, The Billboard and his barber work on the show. Mrs. Joe S. Scholibo, who had been visiting her family in St. Louis while the show was in Canada, joined her husband on his way thru Chicago, on his way to Ionia, Mich. One real welcome visitor, a great friend of the executives and owners of the show, at Altona was A. L. Putnam, for years secretary-manager Chippewa Falls Fair.

JOE S. SCHOLIBO.

Cetlin & Wilson Shows

Richwood, W. Va. Week ended August 13. Location, Ball Park. Auspices, Richwood Fire Department. Weather, good. Business, good.

Opened Monday night with concert by Richwood High School Band of 30 pieces. That band was nightly on the midway, and Prof. Eslick's band, with new uniforms, gave daily concerts in town as well as on the midway. All the shows and rides are redecorated, ready for the fairs. Baldy Richmond has new canvas for the cookhouse, as has C. Coley for his two new shows. Many of the folks renewed acquaintances made in previous years at Richwood. Mrs. Sadie Wilson was busy all week entertaining the ladies, with Col. Buck Denby entertaining the men. C. Coley sporting a new "sedan," and Charles Burton has a new "home on wheels." This seemed a party week on the show. Starting Sunday night, Mr. and Mrs. Harry Biggs were hosts to a birthday party for the writer, with the following present: Mr. and Mrs. Percy Martin, Mr. and Mrs. Jack Wilson, Mr. and Mrs. I. Cetlin and Dorothy Davidson. Tuesday afternoon Mrs. Harry Rueben was host at a birthday party for her daughter, Doris, celebrating her fifth birthday, with all the kiddies present, also a few of the ladies, and she was recipient of quite a number of beautiful presents. Saturday afternoon, Doc and Mrs. Willse were hosts to a birthday party for Princess Mite, midget, who is one of the attractions in their Side Show. The entire show personnel was invited to this party and nearly all were there. Princess received numerous remembrances, and ice cream and cake were served to all. Princess is 38 years old and has been with the Willses the last 16 years. Wednesday afternoon the bridge club held its weekly session, with Mrs. I. Cetlin as host and Mrs. Harry Biggs carried off high honors, Mrs. Harry Rueben, second; Dorothy Davidson, consolation. GEORGE HIRSHBERG.

J. J. Page Shows

Brodhead, Ky. Fair engagement ended August 12. Weather, fair. Business, fair.

First fair of the '32 season. A 25-cent gate at night lessened attendance; however, a meeting between the fair board and officials of the show was called, and 10-cent gate was in order. A magnificent fireworks display was given each night, which was the only incentive for the draw outside of the show, as no free acts or band were used. A new Minstrel Show joined, under management of Bull Young. Its roster includes Willie Wright (stage manager), Johnnie Williams (band leader and piano), Frank Montro, Homer Huston, Angust B. Davis, Willie Smith and Frank Tatman, in band and orchestra; Mary Wright, chorus director; Tiny Young, blues singer; chorus, Edith Beard, Beatrice Montro and Louise Williams; Joe Tillman, tap dancer; Snowball Lewis and Sparkplug Wright, comedians; L. E. Nelson, talker; Frank Witmer and Charles Martin, tickets; William Boyd, canvasser. Slim Davis has engaged more talent for his Hawaiian Show. C. Boswell returned to the show, but didn't book his booth. A reunion of "my folkies" at this spot, all in the stove repair business. Arthur Frazier doing well with Ben Mottlie's grab concession—incidentally, three locals were booked with grab, while Van Arsdell took the ex on snow cones. Mr. Allen booked his Death Valley show and will send it en tour; Fred Owens booked an arcade and also sent it en tour, with one man as operator. Roy Fann did an admirable job in locating the show—a hundred trees, with orders not to harm them. Red Hicks made his appearance the first day, and pinch hit in legal adjusting, assisting Owner Page. Office callers were Tony Vitale, of Ohio Fireworks Company; President Barker, of Wise (Va.) Fair; entire fair board of Lebanon (Ky.) Fair; Susie and Walter Dennis, of Augusta. Clyde Johnson, former talker on Minstrel Show, was given the Side Show to operate for Owner Page, but the second and "big day" suddenly departed. Much damage was done to Tilt-a-Whirl and Merry-Go-Round on the trip to Brodhead. The move was supposed to be a passenger move, but instead the cars were hooked on the rear of a string of 61 cars, and in setting brakes for a quick stop much of the pig iron of both rides was jammed against organs, etc. Mr. Montgomery only lost half a day in getting his Tilt-a-Whirl in shape. R. E. SAVAGE.

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Large Hi-Hat Monkeys, Gross, \$9.50
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SASKATCHEWAN CO.—

(Continued from page 70)

Merkle, A. Randolph, Mary Leslie, George Hollinger, Eddie Smith and others. At this writing all are painting and otherwise getting ready for the show's fair season.

At conclusion of the last fair the show will ship to winter quarters at Gull Lake, Sask.

Out in the Open

**Brannon on Tennessee
Kelly Goes Literary
Mangels and Reynolds
Couple of Side Shows
Chatter of the Week**

By LEONARD TRAUBE
(New York Office)

ANOTHER interesting yarn on the Tennessee situation comes from the same Homer Brannon who was quoted on the same subject in these columns a few months ago. Brannon, off the road this season and last, has been a concessioner with Brown & Dyer and other shows. He lives in Memphis.

"Just a line from down yonder, in the State where troupers are troupers but don't troupe under the present State administration. Just reading in a Memphis paper where a Ringling-Barnum agent was trying to book a date in Memphis but wouldn't give up 45 per cent of its receipts on the tax. I think if some of the leading showmen would get busy after the gubernatorial election on November 4 the State will be more liberal to the outdoor show. Hill McAllister is the Democratic nominee and the favorite in the running. He has promised a general cleaning of the disgraceful tax conditions in Tennessee."

Brannon thinks the Colored Tri-State Fair there will be up to expectations, provided the boys don't expect anything. "Bob Parker was here last fall with his big corn game, opened every day but didn't break the ice. . . . The high taxes on shows do not include those playing fairs. . . . Not a carnival or circus has played Memphis this season. . . . The last of the oldtimers I saw here were Bob and Howard Parker and Archie Clair's sidekick, Ackley."

TOUGH breaks have their redeeming features. Witness the case of Edward J. Kelly, the peripatetic New York circus photographer. He had the time of his life, even tho an infection set in from a blister and a sprained ankle. The doctor instructed Kelly to keep his foot in a solution of salt water for six days, during which time he brushed up on his literature, perusing Dixie Willson's *Where the World Folds Up at Night*, and Earl Chapin May's *The Circus From Rome to Ringling*. The CFA White Tops arrived, and so did Fred Pitzer's *Circus Scrap Book*. We were getting a bit alarmed at Kelly's lack of patriotism until the camera expert mentioned that he read *The Billboard* from cover to cover during his indisposition. Okeh, Mr. Snapshot!

GREETINGS to W. F. Mangels, veteran riding-device engineer operating the company under his own name and head of the American Museum of Public Recreation, Coney Island, who has returned from a three-month tour of Europe with his wife and two children. Spent time in the glistening quarters of England, France, Belgium, Holland, Switzerland and Germany. Both crossings were made over calm waters, he said on arrival.

THAT was Joe Reynolds driving an ambulance for the Jewish Hospital in Brooklyn. His brother, Bill, is in Europe with Cy Compton's Rodeo and Wild West Show. Bill sends word over the ocean that business is fine, and at this writing has no doubt left Sweden for Germany. Bill is one of three brothers, troupers all, tho Joe is "amusement" retired. All were with the Big Show at one time, including the third, Jim. Joe is married and six months ago Mrs. Reynolds augmented the family with a boy via the birth route. Bill and Jim live in Lowell, Mass.

AFTER a number of changes and embellishments, Namy Salih's Circus Side Show at Playland, easily one of the best side-show pictures in the country, lines up with Nora Krieger, lady conjurer; La Petite Josephine, Egyptian Mystery Girl; Londy, Teutonic giantess; Habib, Human Salamander from Cairo;

Billy Hart, glass blower, who is assisted by Etta Kramer and Anita Greco; Billie Rogers and her trained chimpanzee, "Snooky Jr."; Shepherd, Arab Sheikh; Mortado, Crucified Man; Chief Amok, Head Hunter, and Charlie Phelan, strong man. Boris has charge of the front, Richard Abbott on the inside, aided by Willie and Nora Krieger. Londy will shortly leave for Germany to visit her family. Mortado and wife bound for the same country, there to plot a new act for the World's Fair at Chicago next year. Up at Playland they consider John Johnson, superintendent of the side show, a dead ringer for Carl Dane, the flicker emoter.

SPEAKING of side shows, Howard (Spector), Lobster Boy, sends a line on the European Palace of Wonders he is managing on the midway of Ben Williams, which held forth at Skowhegan (Me.) Fair last week, side show to play with Williams thru Maine and Canada. Howard has Franklin and his Mysteries of Egypt; Prof. Salvatore Villani, comedy magician; Elaine Palmer and Blanche Spector, presenting two-headed girl illusion; Laurie, bullet-proof girl; Jocko, escape artist; "Sawing a Woman in Half"; headless mystery; Frankenstein on the bally; Harry Oeser, clown drummer. Alex Anderson and Otto Wolbert are on tickets and Johnson Spector on the front. Howard says the show should get the money, "if there is any to be had."

TIDBITS—What side show in Coney Island has undergone repainting, with a new tag appearing on the front?

And what companies have whitewashed their names from the windows of what booking office?

Louie G. King was connected with the firemen's doings at Mamaroneck, N. Y., August 18.

Herbert H. Baudistel's ork is a heavy favorite with dance patrons at Olympic Park, Irvington, N. J.

The "fall guy" at August 31 meeting of CSSCA, Dexter Fellows Tent, will be Grover Whalen, former police commissioner of New York and the Beau Brummell of them all.

Who is this Emeryl McHale, "girl of the West," who is receiving the big spreads in New York?

Iceland Skating Rink, West 53d street, has gone on the auction block.

Two big layouts of John T. Benson (Nashua, N. H.) animals in the rotogravure section of *Boston Traveler* August 13.

Happy Kelly will have his Arabian Girls Company at Sea Breeze Park, Rochester, N. Y., until Labor Day. Featured dancers are Pearl Gray and Kathryn Ballard. Also in troupe are Rita, Romona, Jay Burton and Jack Clements. Kelly doing announcements and J. Ryan on piano.

Claimed that 95 per cent of the eclipse on August 31 will be seen from Luna Park, Coney Island. . . . Syl Sullivan, park's publicity uplifter, will speak again over WFOG, Brooklyn, August 23. . . . Art Eldridge's contingent closed there last Sunday; replaced by Charlette and Thompson, rope spinners and horsemen, with clowning by Bobby Allen and aerialist maneuvers by Flying Mitchells. . . . Lottie, Louise and Euphemia Costello, comprising Costello Sisters, were added to circus at Luna while Eldridge was still there.

Scholarly treatise on Coney Island and the habits of its multitude in *Sunday Times Magazine* August 14. Words and pictures by Mildred Adams.

R. & C. SHOWS

(Continued from page 70)

Richie, however, had his sawbuck refunded thru aid of one of the boys. Mr. and Mrs. Milt Morris entertained Mr. and Mrs. Barnes and children at dinner in the private car. Mrs. C. H. Duffield entertained Mrs. Morris and Mrs. W. C. Martin at dinner in her Chicago home. Captain Denham joined with his Magic City. Captain is late of Brundage Shows. Dr. Arthur I. Edison, fair physician, and wife, entertained Mr. and Mrs. Harry Hosford, Serene Fink and Frank Winchell at a dinner party in their palatial Maywood home. Mrs. Leota L. Ingham, mother of Rex Ingham, of Glarendon, Va., visited Chicago and attended the fair. She entered her police dog, "Frances Lind," and won three first prizes in the various dog-show events. Al Morin, lot superintendent, was removed to the American Hospital, 853 Irving Park boulevard, Chicago, where an operation was performed. His condition is improving and he plans to rejoin the show at Owatonna, Minn.

Such Is Fame

CONEY ISLAND, N. Y., Aug. 20.—Cheah Cheng Khoon, of Penang, Straits Settlement, has caused the first triple play of its kind in history. Khoon wrote to the Cincinnati office of *The Billboard*, requesting the purchase of Coney Island souvenir postcards, inclosing \$1. Cincy transferred the request to the New York office, which is buying the pictures.

Mineola Will Have Novel Competitions

MINEOLA, L. I., Aug. 20.—A number of unique competitive shows will be given full play on the diversified program of the Queens-Nassau Fair here September 12-17. Some of the distinctive features being shaped are a milking contest for society debs of Long Island before the grand stand on Thursday; a water fowl, pigeon and rabbit show, \$5,000 being offered by Superintendent Silas H. Andrews; the fall meet for the championships of the State Society of the Standard Bred Poultry Association of America. More than 3,000 birds will be penned by the association, and over \$10,000 insurance carried on the egg producers, it is announced.

The 4-H Club of Nassau and Queens has 29 classes, three awards in each, making 87 prize-money awards. Garden products of the club list 39 classes. Nassau Council of Boy Scouts, under Howard Covey, will have arts and crafts exhibits in a large area, an Indian Village to be pitched and camp-life programs on tap daily. Three thousand scouts are slated to parade on Friday, with special demonstrations from the Better Boy program.

Night show afront grand stand will feature, as previously mentioned, Hamid's *Winter Garden Revue*, Joe Basile on the music platform. Finale of revue will be of flash Bicentennial vintage.

Harness racing until Friday, four events daily for announced purses of \$9,000. Fair will wind up with the auto thrillers on Saturday. Among racers entered are Joe Miller, Frank Farmer, Harold Larzelere, Henry Turegon, John Moriette and Mauri Ross.

C. R. Leggette Shows

Cassville, Mo., Week ended August 13. *Aspices, Old Settlers. Location, established reunion grounds. Weather, ideal. Business, in keeping with current general conditions.*

There was a mass of humanity each day and night, and they gave evidence of being spenders, altho a lack of "spending change" was also apparent. The veteran Bill Aiken joined as special agent. L. J. Smith, well-known promoter, a visitor. Park Clark Herin joined with his Minstrel Show; also Dr. M. Dean, with his "half-and-half" show. Concessioners joining include Mr. and Mrs. Stanton, cigaret gallery, and Mr. and Mrs. H. H. Neese with a nifty frozen custard outfit. Grotte and Dugan added another concession to their string. Among concessioners playing this spot with the show were E. R. Wyatt, with corn game, and E. M. Reese, veteran cotton candy man. "Mother" Ray had her usual spot, taking subscriptions for *Cassville Democrat*. Mr. and Mrs. Mars, of Springfield, Mo., were visitors. Mrs. Mars was formerly with Leggette Shows. Bob Wright joined Wheelock's Athletic Show. Both political parties had their respective days at the event. The Boys' Band serenaded C. R. Leggette in his private office in acknowledgment of courtesies shown. Receipts fell off from last year, but considering the times the people were liberal.

CHARLES SEIP.

Friendly City Shows

Pittsburgh, Week ended August 13. *Weather, good. Business, good.*

Second week for the show in the Smoky City. Among new arrivals, Meyer Bernstein, one concession; Victor Cohen, two concessions; George Richards, Minstrel Show with 18 people; Gus Pappas, cookhouse. The staff of show: John Gecoma, manager; Robert Kobacker, general agent; M. Bernstein, special agent; Lew Popkins, legal adjuster; Red Bell, electrician; Scott Couer and Morris Glandy, ride superintendents; George Richards, superintendent shows.

LEW POPKINS.

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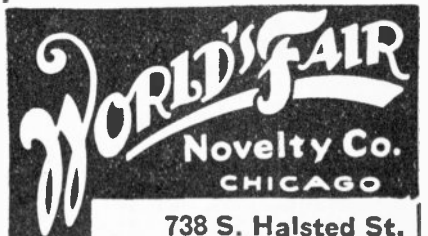
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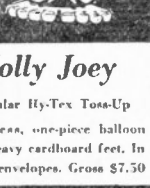
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No. 11 Air, HY-TEX KRINKLE DOT, Gross \$3.00



Made from virgin liquid latex, or "milk" of the rubber tree

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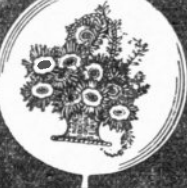
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SAINT LOUIS, MO. Fabricius Merc. Co., 409 North Third St.

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SIoux CITY, IOWA Rodin Novelty Co., 814 Pierce St.

TIPPECANOE CITY, OHIO The Tipp Novelty Co.



Oscar Owl

Hy-Tex Toss-Up

In Envelope Gross \$7.50

HY-TEX Balloons inflate larger!

Get Acquainted Offer

Complete line of samples of HY-TEX Balloons and Novelties (retail value \$2) sent postpaid, direct from factory, upon receipt of \$1.

The Oak Rubber Company, Ravenna, Ohio

Selling Through Jobbers Only



By GASOLINE BILL BAKER
(Cincinnati Office)

BOYS IN ST. LOUIS are doing good with the magic paper trick, an old trick revived. Three different knights of the trips and keister are profiting by this trick.

INDIANAPOLIS IS OKEH around the shops these days, Syl La Velle infos from that town, and adds: "No doorways, however, to be had. Harold O'Brien, with rad, is kept busy supplying his agents. Slim, with ties, is changing his joint. Edgar T. Davidson still going strong as ever around New England, I hear."

TRANSFER WILLIAMS advises from Olean, N. Y., that he has just rounded off a trip thru the hard coal regions. "I cannot complain about business," he says, considering conditions elsewhere. I intend to go to Florida for the winter. Have a well-equipped house car and it certainly does cut our overhead. Headed for Pittsburgh, Youngstown and Akron."

MOOSE MOORE, piping from Midland, Ont., tells of a pleasant visit recently with Walter and Millie King. "King used to be with the Sparks Circus," he says. "Our confab took me back to 1882 when he was with the Sells Brothers and had just landed in California. He was a bareback rider 50 years ago. Now has a medicine show. Wife and son are with him and he has a fine repertoire. Oh, boy, how he can shake a leg! Spry as a kitten, and says he is getting by nicely."

TOM SIGOURNEY shoots from Chicago, August 11: "Bughouse Square is a madhouse. More like a carnie midway than anything else. Only a few comelatties on the job since Mary Ragan and Doc Johnstone left for the fairs. Doc LaRose and Mike Rosenberg are still working the lobby of the Adelphi Theater and going strong. Tell Doc Miller and the New York guard to stay there if they can get by. Chicago is a blank. Even Maxwell street is a morgue."

CAMPAIGN EXCITEMENT is bringing to the Pipes department some warm political contributions, which, of course, are unavailable as this publication knows no politics and its readers are in the ranks of all political parties. Don't waste time, boys, writing pipes advocating the election of this candidate or the defeat of that aspirant for the Presidency. Use of the Pipes columns in the interest of any candidate would be inconsistent with the policy of this publication.

HOUSEHOLDER AND JEWELL are in St. Marys, O., with the Light Hawk Show, after trouping thru five States this season, and says Padukie Householder: "One State is as good as another. Doc Light Hawk carries one of the nicest outfits on the road. His new lighting plant and callopie make the natives take notice. Roster: Sid (Padukie) Householder, comedian and piano; Jack Jewell, female impersonator and piano; Householder and Jewell, double piano and specialties; Miss Darlene, song and dance, piano and guitar; Paul Light Hawk, songs and bango; Lucille Brooks, songs and drums; Bill Jonegan, songs and drums; Jimmy Fry,

WE ARE FOUNTAIN PEN HEADQUARTERS

A complete Line of the Latest in PENS and PENCILS at LOWEST PRICES. Prompt shipments guaranteed.



ORIGINAL 7-IN-1 OPERA GLASS.

\$18.00 GROSS.



Scout Glass Cutting Knife. \$12.00 Gross.

Regulation Glass Cutting Knife. Gr. \$9.00

BERK BROS. NOVELTY CO.

543 Broadway, New York City

You Will Find Good Money Getters Here

Gross.

Baseball Scorers, with Movable Discs, \$2.50

Shoe Laces, Best Grade, Mercerized, .70

40-Inch, 90c Gross; Laces; 27-Inch, .70

Toothpick Knives, 3-Piece, 1.90

Toothpick Knives, 5-Piece, 2.50

Tempered Nail Files, 4 to 6 In., 3.00

Lemon-Aider, Novel Juice Extractor, 6.00

Pot Cleaners, Wire Mesh, Zinc Finish, 2.90

Finger Nail Files, 3-Color Envelopes, \$1.25, \$1.40, 2.00

Men's Hankies, in Nifty 3-Color Envelopes, 4.00

Prices P. O. B New York. Deposit must be sent on C. O. D. orders. Samples at wholesale, postage to be added. Prompt shipments always. Ask for Price Lists.

CHARLES UFERT

19 East 17th Street, NEW YORK.
In Business Since 1913.



\$7.20 Gro

Sample, 10c.

Gross Price in Dozen Lots.

144 STROPS

144 STROPPERS

144 DRESSING

144 BOXES

576 Pieces, \$12.00.

Sample of all, 20c.

STROPS, \$4.00 GR. UP.

Buy direct from the manufacturer. Better merchandise and pay only one profit. Get our new Price List, \$1 on C. O. Ds. We are prepared to lower your cost on any article you sell. If you have quantity outlet, and if it is made of metal submit sample. We'll make the dies.

STAR BARBER SUPPLY CO.

2115 Hanna Street, Fort Wayne, Ind.

ELGIN-WALTHAM WATCHES LOW AS \$1.85

Send for Our Circulars NOW!

Showing the Biggest Bargains in Watches and Diamonds in the Country

GENUINE DIAMOND

A Beautiful Genuine Full-Cut Diamond. In Modern, Up-to-date Solid White Gold Mounting. Complete, in a Presentation Box. \$2.45

We Carry Every Well-Known American-Made Watch, Also Swiss.

H. SPARBER & CO.

121 N. Broadway, ST. LOUIS, MO.

HEADQUARTERS FOR SUN AND SPORT GOGGLES

We carry a Complete Line of Goggles, Field Glasses, Microscopes and Optical Merchandise. Our Prices are the lowest anywhere.

NEW ERA OPTICAL CO.

Write for Catalog BF43.

Optical Specialties

17 N. Wabash Ave., Chicago, Ill.



PRICES TALK! ARE YOU LISTENING?

Radio or Barbetway Stoppers, \$7.20. Edgerite, \$6.00. All Stoppers are Highly Nickel Plated. Choice of Outfits with Any Stopper.

\$12.00 Per Gross

144 Stoppers, Your Choice. 144 Stop Dressing, in Box. 144 Strops with String Swivel. 144 Carbons.

New Line of Strops and Prices. Sample, 20c. 25% on C. O. D. Dozen Lots at Gross Prices.

WALLENBECK MOLAND MFG. CO., 4th and Elm Streets, Sandwich, Ill.

MAKE \$10 to \$20 A DAY

HAND-PAINTED PICTURE TIES. Red-Hot numbers! Selling like wild-fire. Beautiful, luxurious crepe. Hot-Cha, Beer, Bonus, Roosevelt, Hoover! All popular numbers. \$1.75 Dozen, \$18.00 Gross.

SEND \$2.00 FOR ONE DOZ.

State assortment desired. Also beautiful Crepes in solid colors and fancy patterns of latest designs at same price. 25% deposit on C. O. D's.

ARTISTIC NECKWEAR CO.

12 E. Jefferson Ave., Detroit, Mich.

UNEMPLOYED EX-SERVICE MEN

Veteran Soldier Appeal Magazines, including "Treat 'Em Square" and "Buddies." Free Samples. TREAT 'EM SQUARE PUB. CO., 2 Stone St., N. Y. City.

"STREETMEN-HUSTLERS-DEMONSTRATORS---LOOK!"

QUICK KLEENER. Eradicator. Hundreds of thousands sold in Chicago in the past six months. It always gets the money. Ask anyone. Demonstration Workers' Outfit furnished free with first order.

Jars labeled 50c seller, sell for 25c. Takes in \$36.00 per Gross. Costs you \$6.00 per Gross—\$30.00 profit. Many sell from two to six gross daily. Removes Iodine, Ink, Grease, Panama and White Shoe Stains, etc.

Be the first to reap a harvest on this big money-maker. \$6.00 per Gross. Half cash with order. Samples and Worker's Outfit for 50c. Don't waste yours and our time writing. Order from ad.

QUICK KLEENER SPECIALTY CO.,
214 N. Clark Street, Chicago, Ill.

MEDICINE MEN

Build a Repeat Business with Worth-While Remedies. 1932 Catalog Now Ready.

SOFT DRINK OPERATORS

Our Orange, Lemon, Grape and Cherry Powders have competition beat, both in Quality and Price.

OHIO MEDICINE CO.

315 S. 4th St., Columbus, Ohio

BEER MUG HOOVER - CURTIS ROOSEVELT-GARNER TIES

\$19.50 Gross, \$1.75 Dozen
Delivered.
Assorted Colors.

Also a New Fall Line of Regular Ties. Beautiful Patterns. Priced as Follows:

Lot A, \$18.50 Gr., \$1.75 Doz., Del.
Lot B, \$15.50 Gr., \$1.50 Doz., Del.
Lot C, \$12.50 Gr., \$1.25 Doz., Del.

LEEDS NECKWEAR

533 So. Franklin, Dept. 51,
CHICAGO

One-Minute Picture Men

The one way to make money NOW is to obtain the right kind of merchandise that will please the customers. We have prepared for the Fair Season a new and attractive line of special designed Mounts, famous Dorley Folders and Blackbak Cards that are the best quality on the market. Such quality mounts cannot be duplicated elsewhere at even double the price. We have just received a fresh stock of Holland Button Plates and gilt and nickel-plated frames with wide prongs that have a nice flash and will get the money. Special reduced price for the Entire Month of September for Button Cameras, \$30.00; all Nickel-Plated, \$35.00. Send your next order in to us and be convinced.

BENSON CAMERA CO.

166 BOWERY, NEW YORK CITY.
Largest Mfrs and Distributors of One-Minute Photo Products in the World.



KOEHLER'S BLUE SIGNS

Big Sellers Right Now.

\$3.50 per 100, postpaid

None shipped without deposit. Order Yours Today.

KOEHLER

717 N. 4th St., St. Louis, Mo.

HERE IT IS—IT'S DIFFERENT!

AGENTS AND DISTRIBUTORS WANTED EVERYWHERE.

New and original Web Boosters Auto Plate. Sells on sight. No competition. Big profits.
Per 100, \$21.00; 500 @ \$10.00 per 100; 1,000 or More, \$9.00 per 100, F. O. B. Philadelphia.
20% deposit, balance C. O. D.
State rights open. Sample, 25c. Order NOW.

BERG & GLAES
Industrial Bldg., 2401 Chestnut St., Philadelphia, Pa.

RUN MENDERS

OUR NEEDLES ARE BETTER THAN EVER.

Rubber Handle \$2.75 Gross, \$16.50 1,000
Wood Handle 4.00 Gross, 23.00 1,000
Chiffon, Special Rubber Handle 7.50 Gross
Chiffon, Special Wood Handle 8.50 Gross
Baby Chiffon, Wood Handle 10.00 Gross

Write for Quantity Prices.
Directions furnished. Deposit required. 10 Samples, \$1.00. Prompt service. Buy of the old reliable firm.
RUN MENDER WORKS
Box 382-S, WAUKESHA, WIS.



GUM 19¢ BOX

20-5¢-FULL-PACKS

SPEARMINT PEPPERMINT APPLE

3 COLOR LABELS-FLASHY DISPLAYS

OVER 70% PROFIT-SEND DEPOSIT

AMERICAN CHEWING 4th & Mt Pleasant N.J.

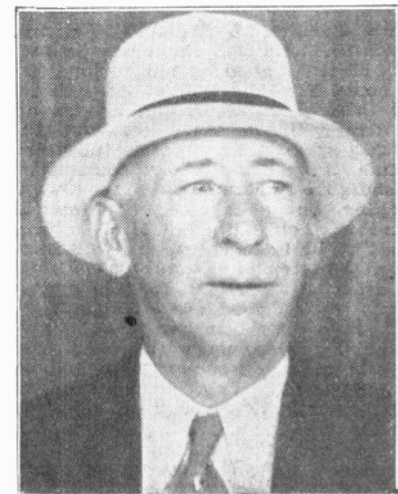
stage manager and electrician. Lady Idora Light Hawk still looks after everybody's comfort and welcomes all troupers. We had as visitors this past week Doc Hood, pitchman; Doc Streets, med showman; John and Mabel Cox, from Muncie, where Streets is working."

"JUST A PIPE to the boys who are staying in the large towns." Jack C. Bennett, sheetwriter, offers from Catskills, N. Y. "Get out in the sticks. I find that in some parts they don't know Old Man Depression yet. Met some boys with polish here going big. Ran into my old friend, Tom (Pye) Wilcox, who has a sweet advertising promotion. He's doing well and looking the part. Says he is heading south in November with the missus. As for myself, I had a big day here and another at Saugerties. Any paperman working as I do can hit it up around here."

JOHNNY McLANE HAS INVADDED the Badger State, where he doesn't have to come thru with the double sawbuck reader. And pipes Johnny from Sheboygan: "I have been jumping around like a grasshopper looking for customers with money. However, I still contrive to buy tailor-made. Today I tried to look across Lake Michigan to see what the boys in Detroit were doing. No use. I must be getting near sighted. I'm not so blind yet at that. I can still see the moon, and they tell me it is 5,000,000 miles away from the earth. Syl La Velle, how are the jumpers? George Parrinton is still working the depressors. Met Mike Hannigan, the tie worker, recently looking fit."

GENE GOLIN shoots from Asbury Park, N. J.: "Not having piped for a long time, I will smoke up a bit. At present I am with Harry Corry. Biz not so bad, but could be better. Harry has a beautiful store on the Sheesley Shows. Plenty of stock and a fine flash and can still do a few \$100 pitches. Two more still spots for us and then the fairs. A b.r. for the winter. We are taking advantage of the weather and doing ocean swims every day. Regards to Al Wagner and the missus and Nat Golden. Saw Eddie Stone in New York last week. He was doing well with his layout. Al and Nat Morris are still here with the peelers and getting some money. Mitchell Melnick, Harry Corry and myself have formed a trio and while the boys are consuming the w-k. spinach we croon to them, soft and sweet."

HIS FACE TO THE EAST, Frank Wardell, fast-stepping sheetwriter, who is



DOC TOMMY ADKINS, who's looking at you above, is reputed to be one of the most prosperous medicine pitchmen in the game today. Doc was born in the stockyards district in Chicago 62 years ago. His first choice when he grew big enough to choose a career was prize fighting. Young Tommy, known as the "Fighting Harp," was making a fair living with his fists when he made the acquaintance of Piggy Doyle, who was jamming notions on the Southside. He decided there was more money in Piggy's game than in fighting. Under Piggy's tutelage he developed into an ace high pitchman. In later years he took up medicine. With his wife, Matilda, whom he married in 1898, he occupies a cozy bungalow at Hot Springs, Ark., when he is not on the road.

100% TO 500% PROFITS!

For A Quick "Clean-Up"

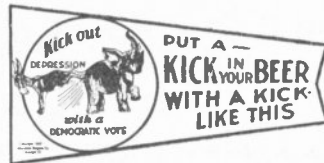


The hottest and fastest selling political novelties ever marketed. Everyone buys on sight.

Mechanical campaign buttons are the hit of the year. Just pull the string and the donkey actually kicks. YOU will sell thousands!

Windshield stickers that every motorist buys are what you want. No competition with this number.

All items made in both Democratic and Republican designs. Get started now for the big selling season beginning Labor Day!



Only 25c for Samples!

Use this Coupon:

CHARACTER DISPLAY CO.
3249 N. Herndon St., Chicago

BB827

Here's My Quarter.
Rush Samples and Sales
Information.

Name
Street
City
(Please Print)



FAIR WORKERS, PITCHMEN, Etc.—WHITE STONES ALWAYS GET THE MONEY!

WE GIVE YOU PRICE—SERVICE—QUALITY.

New line of RINGS. Prices \$9.00 to \$12.00 per Gross, including sterling silver. Send \$1.00 and we will send you, postage prepaid, samples of the 10 outstanding numbers in the White Stone business today. We also carry Crystals strung on chain, Brooches, Pearls, Scarf Pins and other specials. Write for Catalog. No orders shipped C. O. D. unless accompanied by deposit of at least 25%.

ALTER & COMPANY, 165 W. Madison Street, Chicago, Ill.

VICTORIA WONDER SOAP

Radio Metal Wrappers. New Flashy Labels, in Very Rich Colors. **\$4.25 a Gross** All Orders Shipped Same Day Received.

Send \$2.00 deposit and we will send you a gross C. O. D.

NUTRO MEDICINE CO., 16 South Peoria Street, Chicago, Ill.

WESTERN BUYERS SAVE TIME AND MONEY. GET YOUR PENS FROM MY CHICAGO BRANCH.

Same Good Service as at My New York Office. Fair Season Is Here.



3 New Pitch Packages, \$18.00, \$21.00 and \$30.00 Gross Sets. Boxes, Guarantees and Pen Points Free. Jumbo Tubing (All Colors), Solid Gold Points, \$3.00 Dozen. Send and get my New Price List.

JAS. KELLEY, The Fountain Pen King, 487 Broadway, N. Y. City. Chicago: 180 W. Adams St.

SOAP MEDICINE MEN TONIC

Write For Our Prices

ALSO LINIMENT, NERVE TONIC TABLETS AND SALVES.

We Put Up the Best Selling Herb Package on the Market, Formula Attached.

BECKER CHEMICAL COMPANY

235 Main Street

(Established 1890),

CINCINNATI, O.

DEMONSTRATORS, CANVASSERS, WINDOW WORKERS



We have Fountain Pens you can retail at 10c, 19c, 25c, 39c and 50c; Fountain Pen and Pencil Sets you can sell at 29c, 39c, 50c to \$1.00. Best quality; largest stock; best prices; best service. Write for prices, or send \$3.00 for sample selection.

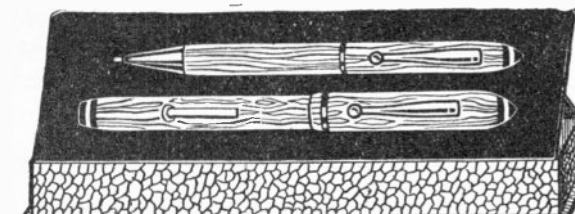
NASSAU PEN & PENCIL CORP., 116 Nassau St., New York City.

ADVERTISE IN THE BILLBOARD — YOU'LL BE SATISFIED WITH RESULTS



ACME
GARNISHING SETS & ROTARY MINCER
(Approved by Good Housekeeping Institute)
Prompt Service — Best Prices
ACME METAL GOODS MFG. CO.
2-24 Orange St., Newark, N. J.

NETOP BOXED PEN SETS
With the New and Exclusive GOLD-PLATED CADMIUM POINTS



NEW TYPE Two-Piece Pencil.
3 Striped, 3 Plain Colors.

Hinged Cover, Gold or Silver Tray, Modernistic Display Box.

\$30.00 per Gross Sets Complete
Pen, Pencil, Display Box, 5-year guarantee. 25% with order, balance C. O. D. 3 samples, \$1.00 postpaid. Send for list of other specials. The set that will get the money this Xmas.

NETOP PRODUCTS CO., 1478 Broad St., Providence, R. I.

A BIG ALL-YEAR MONEY MAKER
Make Photo Postal Cards, genuine Black and White and Plateless, with a Daydark Camera. No darkroom. Finish on the spot—no waiting. Easy to learn and operate. Big profits.
Compare Daydark Cameras with any Camera offered for sale. The wonderful pictures made with a Daydark have won admiration of hundreds of satisfied customers.
"I am more than pleased."
"I am well satisfied."
"The Camera cannot be any better."
These are only a few of the praises we receive daily.
Full line of Supplies for all makes of One-Minute Cameras. New embossed Waterproof Mounts in gold, silver, black and various colors. Samples and prices will be sent on request.
Write us for Illustrated Catalog and Price List. It's free.

DAYDARK SPECIALTY CO., 2823 Benton St., ST. LOUIS, MO.



? New Deal Sells For 50c
Get the business; there is to get. More folks this fall will have 50c than will have a dollar. COLLINS No. 23 (50c) DEAL will sell to every housewife. Send 25c in stamps for a package and complete sales outfit and see what a hot number Collins has prepared for the go-getters of the fall and winter.

CLYDE COLLINS CHEMICAL CO., Dept. B-23, MEMPHIS, TENN.

"Hi Pal!" AUTO BEER STEINS
Fit Any Radiator Cap
Polished glass and realistically tinted to imitate GOOD OLD BEER. Plain model, 37½¢ each in doz. lots. Illuminated model, 62½¢ each in doz. lots. Every "wet" motorist buys. Send stamps for samples and information today. Thousands being sold every day. "A million on the street by November."
HALE, HEARTY & DESMOND
112 E. Superior St., CHICAGO, ILL.

PITCHMEN — BOOKMEN
The Hottest Seller of the Season—"THE WAR OF GOLD—FINANCIAL SNAKES—UNEMPLOYMENT: ITS CAUSE AND CURE." This book opens the most hostile town. Show it to the President of the Merchants' Association and he will fix the choice corner. Price, \$2.00 per 100. Sample 10c.
A. BURK, 310 Market Street, St. Louis, Mo.

PITCHMEN! AGENTS!
Sell Quick Stick Cement. Strongest known to science. Best for demonstrators and agents. Per gross, in collapsible tubes, \$4.50. Sample, 25c.
MENDS-ALL CEMENT CO., ELmira, N. Y.
708 E. Market St.,

SELL CHANGEABLE SIGNS TO STORES

EVERY SUCCESSFUL MERCHANT MUST ADVERTISE \$5

Six and four-line types. Size, 14x22. Blue Front, Red Embossed Border. Supplied with 260 Bristle Letters. Sell to all stores for \$1.00 or more.

NEW LOW PRICES:
3 Sample Signs, Post-paid \$1.00
15 Large Signs and Sample Case 5.00
25 Large Signs 6.25
50 Signs 12.00
Send for FREE Particulars and Selling Plan.
NATIONAL SIGN SYSTEM, St. Louis, Mo.

MEDICINE MEN SELL OUR
Water Soluble Herb Compound Powder. One pound makes two gallons of Diuretic-Laxated Tonic. 32 Labels Free.
Price \$1.00 per pound Samples 10 cts
Write for Prices on Our Big Six Line.
FINLEY LABORATORIES, INC., 4205 Olive Street, St. Louis, Mo.

"OLD BUT NEW"
THE MAGIC PAPER TRICK. Pitchmen, Agents and Stores. 25c seller. Cost \$6.00 per 100. Postage prepaid. Sample, 10c. HOME SPECIALTY CO., 5335 Terry Ave., St. Louis, Mo.

walking backward to California on a bet, was last reported from Pittsburgh August 8 by Rufe McGivney. And says Rufe: "Frank looks wearied but is still going strong, altho he is further handicapped by being forced to wear a blind over one eye, the result of an accident. Frank says, however, he doesn't mind the one eye being covered because it prevents him from seeing more than he can understand. Had the pleasure of meeting Jim Gordon, another oldtimer, here. He has one of the best promotions I have ever seen. It's a school for commercial art instruction. Altho it has been going just three weeks he has 200 pupils enrolled and is using the roof garden of the Mayfair Hotel as a classroom."


ROY L. ANGUS, who has left Chicago and will be in Detroit until after Labor Day, offers a bit of advice, evidently based on his own experience in the Windy City: "My advice to all pitchmen and pitchwomen is stay out of Chicago. I have been around that town three weeks and have yet to see anyone make a decent passout. Bughouse Square is good to draw a crowd in, but try to sell them. The same may be said about Maxwell street. Both are dead. In Maxwell street I met Dr. Herman A. Williams, of A. H. & S. Medicine Show fame, who had just come back from a prosperous trip thru Indiana, during which the Doc gained 11 pounds. He informed me many of the towns are now hostile, due to the conduct of some of the pitchmen who worked them. Saw a few more oldtimers recently, all of them crying the blues. I am leaving for Michigan tomorrow, closing my Maxwell street stand."

HOUSEHOLDER AND JEWELL, piping from Winchester, Ind., relate that they are still with and for the Lighthawk Remedy Company Show, which they joined last April 1, after working several seasons in Texas. The show has played thru Missouri and Illinois and now making its second stand in Indiana. Biz has been fair at Winchester. Outfit is transported on three busses (housecars) and stage is on a truck. Callope and light plant are also carried. Jack Jewell was pleasantly surprised by a visit from Babetta Miller, whose show is playing Greenville, O., accompanied by Mrs. Charles Clear and granddaughter and Stanley Miller. Roster of the Lighthawk Show: Doc Pyle, manager; Lady Lighthawk, bits and acts; Paul Lighthawk, straights, specialties and rums; Darlene Lighthawk, acts, singles, banjo and piano; Lucille Brooks, specialties; Billy Jarnigan, straights; Sid (Padukie) Householder, eccentric comedian, producer, piano, singles and doubles; Jack R. Jewell, female impersonator, singles, doubles, acts and piano.

THE FAREWELL MESSAGE to his friends in Pitchdom, which was penned by S. M. Kolb when he was removed to his home from the Baptist Hospital in New Orleans August 4, and printed at his request in the issue of August 13, struck a sympathetic chord in the heart of Rufe McGivney. Rufus responds from Pittsburgh: "Farewells are always touching, but none could be more so than that of our old pal, S. M. Kolb, who feels that he is about to make the final jump. I hasten to say au revoir. Hope you delay your departure for a long time to come, but if you must cross the river now you needn't fear loneliness. Many of the boys have made the jump and the rest of us will surely follow and be there on the Big Day. Remember, too, you are but leaving a world of constant struggle for peace and tranquillity, which can only be realized on the Other Shore. Bon voyage, old pal. May your crossing be pleasant and easy. And don't rock the boat."

HARRY CORRY, still with the Sheesley Shows and going strong with the auction store, has been joined by Gene Golin for the rest of the season. From Asbury Park, N. J., Harry infos: "Gene has a beautiful sedan with radio equipment, and will ride with Gene until I buy a new car after the fairs. We're putting in a swell week at Asbury Park. Just taking it easy and loafing on the beach all day, then working at night and getting a little. Gene hasn't been feeling so well lately. He saw a doctor, who prescribed spinach, which contains lots of iron and helps you go after the iron men. Joe Garfinkle should be here, as the girls are all of the romantic type. Hope you getting some line in Venice, Joe. Let's have a pipe from you. Here are a few of the boys I have seen this summer: Nat Golden, Charlie Price, (See PIPES on page 81)

NEW!! NEW!!
AUTO NOVELTY
Retail 10c
WE WANT BEER



This heavy cardboard novelty with arms which move up and down may be hung or pasted on the back of autos.

The appeal is strong. The sale is quick.

The profit is large. Easy to handle.

Price \$7.50 Gross C. O. D.
MARKS BROS. CO., Mfrs., 288 A Street, Boston, Mass.

SOME THERMOMETER!
18 INCHES WIDE, 80 INCHES LONG.
JUMBO THERMOMETER BAROMETER AND EIGHT DAY CLOCK



This is the biggest thing in advertising. It's not only big in feet and inches, but in dollars and cents. Scores of men are making big successes by selling advertising space on the "Jumbo".

\$180.00 FOR A DAY AND A HALF WORK
Display space in public places and on prominent corners is easily secured for the big "JUMBO" Thermometer. The fourteen advertising spaces go like hot cakes—some of our men sell out the board in a day and a half or less.

Write Us Today and Let Us Send You Full Details.
CAN MAKE IMMEDIATE SHIPMENTS.
BOX B, The CHANEY MFG. CO., SPRINGFIELD, O.

Do You Want Bargains?
in
ELECTRIC CLOCKS BOUDOIR SETS PEN AND PENCIL SETS BLANKETS FIELD GLASSES WATCHES, CAMERAS
Then Send For Illustrated Folder
GEORGE I. FELDMAN CO.
333 Washington St., Boston, Mass.
High priced merchandise at close-out prices

PEARL Pens and Pencils
HIGH-CLASS MERCHANDISE—LOW PRICES.



Fitted with 14-K. Plated Duchrome or 14-K. Solid Gold Points. Send for Price List. Save Money.

JOHN F. SULLIVAN
458 Broadway, NEW YORK CITY.
"Fast Service Sully."

BARGAINS
WATCHES and DIAMONDS
Write for Catalog
FEDERAL JEWELRY CO.
420 Keith & Perry Bldg., KANSAS CITY, MO.

BIG MONEY
Applying Gold Initials and Monograms on Automobiles. It's the easiest thing today. Anyone can do it. You simply transfer them from paper. Takes ten minutes to apply. You charge \$1.50 and make \$1.45 profit. Write quick for free samples.

RALCO SUPPLY CO. 1043 Washington Street, Dept. 10, Boston, Mass.

DEMONSTRATORS!
"ART-COLORS." Few drops on water; dip any article; flower pots, glass vases, silk lamp shades, wood or iron; marvelous transformation. Durable finish. Artistically beautiful. Newest and fastest seller. Also "Cake Decorator Sets," and Polish.
UNITED INVENTORS CORP., Niagara Falls, N. Y.

\$ \$ B. E. F. FACTS
APPEAL AND PETITION SPECIAL.
Unemployed Veteran, Soldiers' Jokes and Stories. 15 other live-wire Veteran Specials. Fast sellers. C. O. D. anywhere. Best sellers. Sample free. Leading National Monthly. **VETERANS' SERVICE MAGAZINE**, 180 Mott St., New York City.

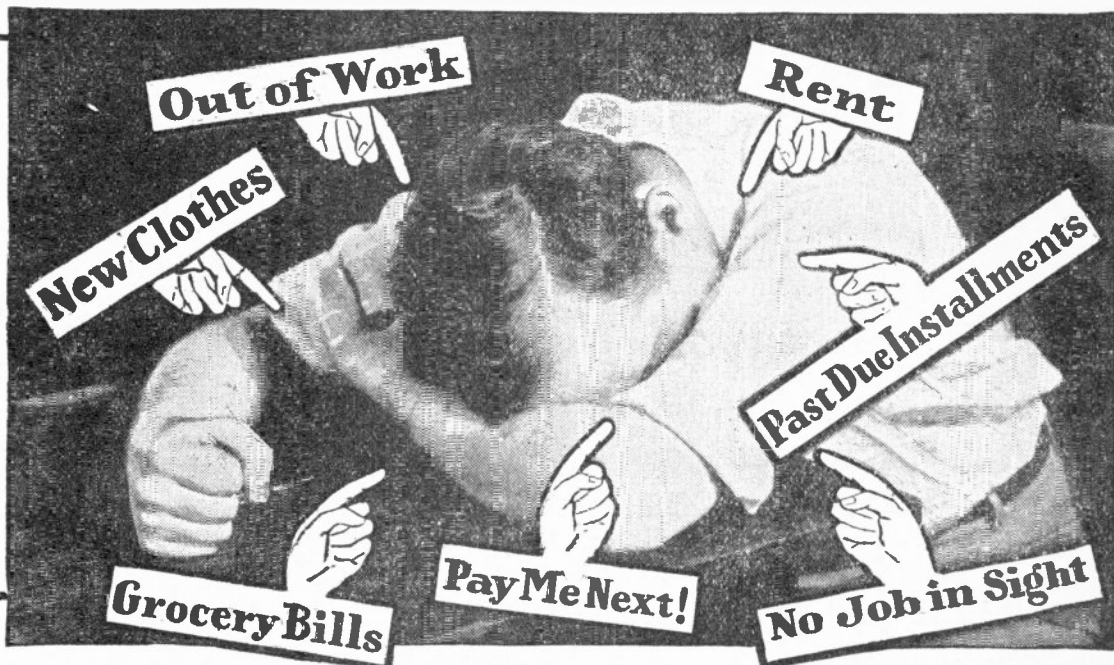
SIDE LINE PHOTOS
Dime Brings Sample and Prices.
ASCO, Box P41, Wilmington, Del.

Are You Out of a Job?

If You Need Money Send Me
Your Name and I'll Show You
How to Start Making Up to

\$15 a day

with My Thrilling New
"Chain Store" System



A Breath-Taking Announcement That Will Put Both Men
and Women to Work at Once as Local Managers of These

New Kind of "Chain Stores"

No More Worries—No More Bill Collectors—No More Skimping—Now You Can
Have Money in Your Pocket All the Time—Here's the Quick New Way to Make It!



**Your Own
GROCERIES
at Wholesale!**

WHEN I send you instructions for starting my New "Chain Store" System I also give you rock-bottom, wholesale prices on your own groceries. This is in addition to your regular pay. So you can *make* big money as Local Chain Manager and *save* big money on the things you take home for your own use. Wholesale prices to you are almost half of regular retail prices.

I'M NOT much of a hand for fancy writing—but I can think up ideas. When I thought of my new "Chain Store" System I knew it was going to be a great thing: a great thing for me—and a positive blessing to hundreds who had been out of work. Best of all, my new "stores" make as much in "hard times" as in "boom" times. So if you're out of work, or afraid of losing your job, if your salary's been cut or if you're wondering where the money is coming from to pay your bills, then you're just the person I'm looking for. Your worries are over right now.

Go to Work at Once

My new System calls for both men and women. So long as you're honest and reliable—so I can trust you to manage my "store" according to my simple rules, then you're eligible for one of these jobs. And I want someone in every territory, every town, every city, every village and hamlet, because this new "Chain Store" idea is sweeping the country and I expect it to be the biggest thing of its kind ever started. So you can establish the system and be local manager right in your own locality.

Not an Experiment—Earnings Proved

You may think this sounds too good to be true. Like trying out a new idea.

But that's not so. The idea is new, but before I announced it for national use I tried it out—appointed both men and women to test it. They made big money right from the start. For example, Sol Koreublit of New York took in enough money in one week to make \$110 for himself—when you count commissions. H. L. Lennon wrote me: "After leaving my old job, started with you Friday morning and after 7½ hours made \$39.63 for myself." Mrs. Eva McCutchen tested it out in Oklahoma. She thought the "Chain Store" idea was so good that she quit an office job and made \$26.55 profit the first day with my system. Mrs. Jewel Hackett, right here in Ohio, tried it and cleared \$33 in 7 hours. I've been quietly testing this plan and have hundreds of reports like these to prove that it's a winner, right from the start.

No Depressions with a "Chain Store"

You may wonder at making as much money as this even in the face of hard times. But my Home Service "Chain Store" System of operation is a sensation. Housewives are the ones who do the buying and housewives are wild about it. And they have good reason to be. Always before they have had to go to the chain store, buy their things and carry them home. But now when you manage a Home Service Branch of my National Chain it's just the same as if you brought—not one—but TWO fully stocked "Chain Stores" right into the home. Saves time, trouble and money.

30 Customers—\$15 for You!

You simply call on regular customers once every two weeks on appointments made in advance. You set up my "Chain Drug Store" and my "Chain Grocery Store" right in her home. You write up her order, handle all the money and deliver the goods. You get a big part of every dollar we take in—as your pay. And with an established Home Service Branch of my National Chain which requires only 30 calls a day your pay can easily be \$15 a day—regular and steady. If you want to have only a 15-call chain and work only half days you can still make up to \$7.50 a day—and even that gives you \$45 a week—not bad for half time.

Don't Send Money—Just Name

I don't want your money. This isn't any catch-penny "scheme." All I want is your name and address so I can lay before you bona-fide proof of the success of this plan—actual attested statements showing that you can make good money starting at once. You read the proof, then decide for yourself. If you are honest and willing to work, and if you want an opportunity on the ground floor of a real money maker—a chance to make up to \$15 a day—then mail the Free Offer Blank below. See for yourself how easy it is to start a Home Service Branch of my National "Chain Store" System. Remember, you invest no money in a stock of goods. I take care of all that, set you up in business and show you how to manage it, and give you plans by which your earnings start at once. Don't confuse this plan with anything you've ever heard of before. It costs you nothing to investigate—get all the facts. Since you can't lose and since you may find just the kind of a steady, good-pay job you want, tear out this valuable blank right now, fill it in and mail it to me at once.

A. L. MILLS, Pres.,

511 Monmouth Ave., Cincinnati, Ohio

GOOD for FREE OFFER

A. L. MILLS, Pres., 511 Monmouth Ave., Cincinnati, O.

Send me full particulars of your "Chain Store" Plan, showing how I can make up to \$15 a day as Local Manager. This is not an order for any goods and the plan you send is not to cost me one cent, now or at any other time.

Name

Address

City..... State.....

(State whether Mr., Mrs. or Miss. Write Plainly)

FREE AS AN EXTRA BONUS New FORD TUDOR Sedan!

This is NOT a contest or a "prize" for solving puzzles. This Ford is not given to you in place of your money. Not! But to every Local Manager who proves to me that he is "on the job" and building up a real trade through proper and courteous handling of customers, I give this car as an extra bonus—in addition to what you make in cash. If you already have a car I'll give you an equal amount in cash instead. I'll explain this fully when I send you the plan for establishing a Chain Outlet in your neighborhood.



TWO HOT ITEMS With Big Profits

WINDSHIELD STICKERS AND LAPEL PINS. Four Assorted Types, with Brilliant National Colors. \$1.50 per 100; \$8.75 per 1,000.

MEXICAN JUMPING BEANS

A-1 Select Stock. Every Bean Guaranteed. 75c per 100; \$3.50 per 1,000; \$8.00 per Pound. 50% deposit with order, balance C. O. D.

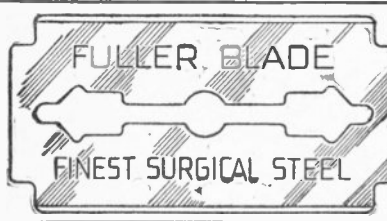
NATIONAL CYCLE & NOVELTY CO., 724 So. San Pedro St., Los Angeles, Calif.

"Quality Counts in the Long Run"

Our Name and Initial Pins Are Quality Merchandise



Prices on Request
JOSEPH SHORE. 344 Broad Street, Lynn, Mass.



FULLER BLADES

Known the World Over for Smooth Shaving. Finest Quality, Regardless of Price. Fits All 1932 Razors. Unconditionally Guaranteed. Packed 25, 50 and 100 to the Package, also on Display Cards. Each Blade etched and double wrapped. Packed in 2-color lithographed Box—Cellophane wrapped. **WONDERFUL PROFITS FOR YOU.** Buy from your local jobber or write direct. **SAMPLE PACKAGE, 25c, POSTPAID**
FULLER BLADE CO., 6 West 92nd St., N. Y. City



POLYGON SHAPE

PEN & PENCIL A BIG HIT NEW! (MAIL \$1 FOR SAMPLE SETS) **ROD COLORS** Fitted with 14k Plated, Chrome or 14k SOLID GOLD
CHICAGO PEN & PENCIL CO. 6236 Broadway Chicago, Ill.

DEMONSTRATORS NEVER FAIL TO MAKE MONEY

With Sewing Machine Darners Attachments. Mends Stockings, Tablecloths, Towels, Napkins, Handkerchiefs, etc., like magic. Price, \$8.00 per Hundred, complete with instructions. Send 25c for sample, or one-half cash with order, balance C. O. D.

ATKINSON MFG. CO., Ludington, Mich.



SEND \$1.00 FOR FOUR SAMPLES. ALL NEW STOCK. BE the first. They are New. All Colors.

STANDARD PEN COMPANY, Evansville, Indiana

NOVELTY MEN

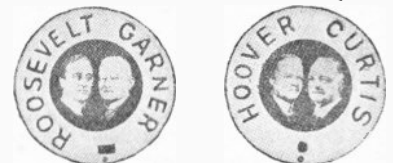


No.	Per Gross.
B5314—OAK SLIM JIM BALLOONS, Mottled	\$2.00
B5319—OAK SLIM JIM BALLOONS, Assorted Colors	\$1.75
B5241—OAK HY-TEX CARNIVAL SPECIAL, 70 C/M Size. Asst. Colors	\$3.00
B5251—OAK HY-TEX SUNBEAM, 70 C/M Size. Assorted Colors	\$3.00
B5254—OAK HY-TEX FLORAL BALLOON, 70 C/M Size. Asst. Colors	\$3.00
B5244—HB. LATEX TOMMY TOSS-UP	\$7.50
B11—MICKEY MOUSE CANE	\$15.00
B4—MOO COWS, Imported	\$11.00

OUR 1932 CATALOG READY
We carry big lines of carnival goods, watches, clocks, silverware, slum, canes, pocket cutlery, whips, paddle wheels, aerial paddles, aluminum ware, novelties, notions, etc. Catalog free. Send for your copy today. Terms: Cash with order, or cash deposit, balance C. O. D. Prices F. O. B. St. Louis.

SHRYOCK-TODD NOTION CO.
824 No. 8th St., ST. LOUIS, MO.

AGENTS—IT'S HOT! CLEAN UP QUICK



PRESIDENTIAL COMBINATION METAL AUTO BADGES—BOLTS TO PLATE

Actual Size, 5 1/2 In. Diameter. Emblems like these made for any candidate anywhere. Write for prices. State territory open. Don't wait. Price, \$1.50 Dozen, \$21.50 Gross. F. O. B. One-half deposit on all orders, balance C. O. D. Samples, 25c each, postpaid. 25c retail.

QUIET JACK MOORE, Sales Dept.,
UNIVERSAL ADVERTISING CO.,
112 S. Wichita Street, Wichita, Kan.

SPECIAL



We have moved from the high rent of Broadway to our own building in Baltimore. This makes it possible to offer rock-bottom prices on our

NAME & INITIAL JEWELRY
Name Pins, Gross.....\$12.00
Adjustable Bracelets, Gross.....12.00
High-Grade G. F. Signet Rings, Gross.....17.00
Outfit for Stamping Initials on Rings.....9.00
Strip Sets for Wire Workers, Gross......95

ORDER NOW AND CLEAN UP ON THE FAIRS
AMERICAN JEWELRY MFG. CO.
Dept. B, 3220 Foster Ave., BALTIMORE, MD.

SELL TO STORES

Carded Razor Blades, also many other attractive counter displays. Enormous profits—up to 185%. Big repeats. Write today. Established 1924.
LORRAC PRODUCTS, 105 Philip St., Albany, N. Y.

Pitchmen I Have Met

By SID SIDENBERG

I have met many pitchmen, some good, some rotten. I have met some that wear normal-sized headgear and others that need a barrel to fit their heads. When I run into a worker that really is good and still keeps his or her feet on the ground I cannot help admiring them and let my contempt grow for the "big I."

Recently I met a female worker who is a real-honest-to-goodness worker and still remains among us mortals on this little old earth. The missus and I were out booking locations. We drove thru Illinois, Indiana, Ohio, Michigan and started back thru Illinois, stopping at Chicago. We met many pitchmen on the trip. Ran into Floyd Johnstone. Floyd told me that the much-heralded pitchwoman, Mary Ragan, of the Ragan Twins, was working nightly at Bughouse Square. The tales told me of this pair seemed almost unbelievable and naturally I felt that they were overestimated. Well, I saw Mary and saw Mary make her pitch. I found that the twins were not overestimated. Mary had her feet on the ground and normal-sized nurse's cap fitted her head. Mary, I found, was good looking, wearing horned-rimmed glasses, neatly dressed in a nurse's uniform and a real spellbinder. Bughouse Square is the hardest place in the wide world to build up a tip. It is nighty the meeting place of the nation's hard and dyed-in-the-wool radicals, addressing throngs that are in sympathy with them. Here was Mary Ragan making her pitch. She balled up a large tip despite the opposition of the radicals. And that isn't all. When she went into her talk she electrified the tip. What a mighty passout it was, despite the fact the same kind of books she was selling were sold many times before at Bughouse Square at but a fraction of what she was selling them for.

Mary and Madaline started their careers in the theaters about 12 years ago. They worked in a rep show under canvas for about a year. The show landed in Borger, Tex., one day, and went broke. The manager took it on the lam and the actors were stranded. Mary told me that she could and would sling hash if she had to, but she had an ace in the hole when the break came. She was doing a physical culture act in tights on the stage. When she found herself and sister, Madaline, up against it, with the wolf at their door, Mary donned her tights and did her physical culture act right out on the corner of the main street of the oil town and sold a physical culture pamphlet, which she had promoted from a local printer earlier in the day. That stunt was the start of the making of two of America's greatest pitchwomen.

Mary wouldn't tell me her age, but apparently she isn't a day over 28. She said she would have no liabilities when I asked if she ever intended to get married. The twins graduated from Technical High School at Indianapolis, the home of their parents. Mary is a graduate nurse from the Chicago School of Nursing and is an ordained minister of the Church of the Morning Star, of Newark, N. J. The twins call New York home. Madaline holds down the big city all the year round, while Mary takes to the road every now and then.

DIRECT-SELLING

(Continued from page 47)

a great number of concerns engaged in direct selling run into millions of dollars a year.

As far as the success of individuals acting as representatives for these companies is concerned, an endless number of examples could be quoted, some of them sounding almost like fairy tales. Housewives and young women who have found it necessary to add \$15 or \$20 a week to their income find that just a few hours a day handling a line of hosiery, frocks, toilet goods or lingerie enables them in their spare time to earn the money needed. Women who have never sold before and felt timid about meeting the public found the work pleasant and their incomes to climb to a point they never dreamed could be possible. Men who have held inside jobs all their lives and who never thought they could sell have first tried out direct selling in the evening or during their spare time. They have been astounded at their own earning power. Some have given up their jobs and devoted their full time to this new and pleasant way of making real money. Homes have been



A SURE FIRE
QUICK
SELLER!

DOUBLE YOUR MONEY

A real metal replica of the above plate, made to last, naturally colored and durably finished. Unparalleled opportunity to cash in on biggest money maker on the market. EVERY CAR OWNER A SURE BUYER.
Costs you \$12.50 per hundred, C. O. D.

RETAILS FOR 25c

Samples Sent prepaid on receipt of 25c. ORDER AT ONCE.

Hawthorne Distributors

377 Hawthorne Ave.,
Newark, N. J.



SNAPPY "RACY" COMIC GREETING CARDS

3 SETS ALL DIFFERENT
You Christmas Card Salesmen and Other Operators—Here are the newest, fastest selling lines on the market. Just the stuff the young people want—and buy in a hurry.

6 "Comic"—6 "Snappy"—6 "Racy." Each set sells quick at 50c, with 100% to 200% profit for you.

FREE With every sample set ordered we will include 6 "Appreciation" Cards (unusual and novel).

Send \$1.00 for complete set of 24 Cards, and Folder which tells "How To Sell"—or write for big Broadside. Money-back guarantee if not more than satisfied.

PIERCE CO. 521 Second Ave. So. Minneapolis, Minn.
District Managers—Get Our Proposition.

RAZOR SHARPENERS

AT THE RIGHT PRICE
NEW DE LUXE, wooden handle model, 4c each; \$5.76 per gross in bulk. Complete with individual boxes, circulars and display card, \$6.50 per gross; dozen, 65c; Sample, 12c.

CRYSTAL GLASS BALL MODEL, 1c each; \$10.00 per 1,000, or \$1.15 per 100 in bulk. Complete with envelopes and display card, \$1.80 per gross; dozen, 18c; sample, 6c. Also other models. Free catalog. Deposit must accompany your order. (Canadian orders handled intelligently.)
Our New De Luxe Model is breaking all sales records at the fairs.

HERSCHEL NOVELTY WORKS
Office and factory now located at 202 East 12th St., New York City.

CONCESSIONAIRES-PITCHMEN-STREETMEN
QUICK CASH DAILY—Now to November
SELLING PRESIDENTIAL CAMPAIGN PLATES



FOR THE PRESIDENT FOR THE PRESIDENT FOR THE PRESIDENT
ROOSEVELT HOOVER ROOSEVELT
EVERY AUTOIST BUYS ONE OR MORE.
Costs You a Nickel Each ORDER NOW! Sells Fast At a Quarter.
Don't Delay! THE C. H. HANSON CO. 303 W. Erie St., Dept. 16, CHICAGO, ILL. Cash With Order.

MEN—WOMEN Who Must Earn Regular Money

Greatest opportunity today; represent national organization in your town; steady work, no canvassing. Selling experience helpful, not essential. Enclose stamp for reply. HINTS COMPANY, 507 Fifth Ave., New York.

bought and paid for, automobiles purchased, funds provided for the education of children, money for travel and vacations all have been acquired by representatives from their profits while engaged in direct selling.

Nugget Jewelry



Send for Free Catalog

R. WHITE & SON
Box 424
Red Bluff, Calif.

\$6.00 WORTH OF SOAP FOR 60c.
Everybody uses Soap. Nuff said. Full refund on first wholesale order. DELAWARE PALMETTO SOAP CO., Wilmington, Del.

TAILOR-MADE TIES \$1.25, \$1.50 and \$1.75 per Dozen. Fancy Rayon Sox, First Quality, \$1.20 per Dozen, 15% deposit required. EASTERN SILK MILLS AGENCY, 129 East Sixth Street, Los Angeles, Calif.

KEEN-I

The Game That's Taking The Country By Storm



Swing the Ball and Catch It in the Cup.

Pitchmen, Agents, Cash In on this New, Popular Game

Send \$1.25 for sample box of 24, postage prepaid. Lots of 1,000 or More, \$45.00 per 1,000. ORDER NOW.

KEEN-I CORP. 601 N. CICERO AVE., Chicago, Ill.

PIPES

(Continued from page 78)

Arizona Bill, Shillaber Joe, Johnny Hicks and Studley. Best regards to all the boys who can still get a fin for a pen set and don't go for treys."

ZIP HIBLER, poet-pitchman, warbles this roundelay: "Well, I'll be dinged," said Hiram Hicks, "if that ain't most unfair. A faker selling razor blades right on our Public Square. He says his blades will last for years and shave 1,000 chins. I'll just go look the marshal up and then we'll see who wins." "Now, look here, Hicks," said Marshal Jones, "do you suppose I'm dumb? Don't I know that the feller's there? He's got a right, by gum! You're always butting into things and stirring up a fuss. I am inclined to think that you are just a nosey cuss." "A nosey cuss," said Hicks to him. "Do you suppose I'll stand for fakers on our Public Square, and me a business man? I'll take the question to the mayor and, maybe, to the court, and meantime I will not forget your action to report." "You go ahead," said Jones to him. "Go on and do you dirt, and don't forget that I know you just like I know my shirt. And if I get you on the mat they'll put the skids to you, and you'll be glad to close your trap and hike for Kalamazoo."

GIRL FRIEND MARY, of the Ragan Twins, ace pitchwomen, pipes from the Burlington (Ia.) Fair: "I'm away out here in the potato country, which looks somewhat different from Broadway, if anyone should ask. Business just fair. Nothing to write home about. Tom Rogers and wife are here getting the greenbacks. Swell people. Doc Morgan, a fine boy, who has the makings of a wonderful high pitch artist, is here selling seeds. Doc Johnstone is now working with me. He is one squareshooter and can get the dough. Then there's one fellow called the 'Wandering Minstrel,' who is an oldtimer. He sure makes 'em laugh. I don't think I ever found any nicer boys than these Western fellows for shooting square. Madison, Wis., I found, is a good one to stay away from. Add it to Bloomsburg, Pa., on your list. The secretary here, Mr. Paterson, is surely the friend of the pitch fraternity. If they were all like him this business would be a pleasure instead of work. Regards to the boys in the East."

"BEING A SHOWWOMAN and trouper," Beatrice Fred Swallow says in a pipe from Coney Island, N. Y., "and a reader of *The Billboard* for many years, I would like the privilege of expressing my admiration for Professor Victor Edison Perry, ace promoter of pitch stores and shows, who has just closed for an ace location on the Boardwalk, where I have my *Unborn Exhibit*. When I take to the road with it the Professor will turn this location into a pitch store. It should be a darb one for all winter. The Professor did a wise thing in closing his pitch store here. The ones operating are just getting by. The past winter the Professor had on the rosters of his stores more real pitchmen and pitchwomen than any other pitch stores. He is keeping his plans for this fall secret, but it is a sure bet he will give a large number of people employment. As an associate of the Professor, I have found him to be a shrewd business man who is willing to take a gamble. All of his managers the past season, with one exception, are still with him. He gives them employment 52 weeks in the year."

SMALL-TOWN STOREKEEPER in New Jersey, failing to recognize Zip Hibler as a road man, leaned over the counter and confided to the poet, philosopher, pitchman: "Well, sir, there goes another faker by the door with a hand satchel. See him? He's in and out of stores trying to sell things nobody ought to be allowed to sell but us merchants. He says his article doesn't count as competition for our trade and that we shouldn't kick. Then our city attorney tells us the only way to get rid of them is bluff 'em out and refuse to patronize them. One faker argued that Uncle Sam grants all equal rights. Said it wasn't fair when our city taxed him \$10 a day for selling a single article while the merchant paid \$150 a year for selling hundreds of articles. Said we are trying to force him on the bum and that we have too many bums now that were made bums that way. When we take the question up with the Chamber of Commerce some darn fool lawyer says the local ordinance conflicts with the interstate commerce law. Even the Public Service Commission upholds them when they make a fight. I know I have a lot of

IT "CLICKS"

The Newest of NEW Deals for Coupon Men

Boys, It's Here! It's Hot! and How It Sells!

At last, we have it! A brand-new Deal that is staging a strong "come-back" for the coupon sales game. For the past year we have been scouting, experimenting, testing new ideas, for something that would "click" like the good old big-money days of coupon sales—and NOW we are ready to offer the flashiest, classiest Cosmetic Deal ever produced by any manufacturer. Really a "big time" number for coupon workers and sales operators.

This new selling sensation retails for \$1.00—and it's worth it—it has eye appeal to make 'em buy, backed up by QUALITY which insures even better business on return sales dates. To know more about this new hot number you will have to write or wire us for complete details, or for quicker action send for sample at once. No price quotations, not even the pictures of this Deal, will be published in *The Billboard* or any other advertising medium. This is for your protection.

Attractive Coupon In Colors

Printed on extra good quality paper, profusely illustrated, with sales copy that brings 'em in, convenient size, 6x7, same old price, \$1.00 per 1,000. No extra charge for color printing.

Sensational! Low Price—We Pay Tax

Never before have we offered such a high-type Deal at such astonishing low prices and with Excise Tax FREE. Now, Mr. Operator, you have been waiting for a NEW one. Here's your opportunity—WE KNOW it sells—and how. So get the wires hot and let's go for an old-time BIG fall business.

Write or Wire Now for Information and Prices

SEND FOR SAMPLE QUICK! 75c Prepaid

If you should be disappointed with your sample and do not think this Deal will "get over," send it back and your money will be cheerfully refunded.

Dept. B-8.

UNIVERSAL LABORATORIES • Dallas, Texas

PAPERMEN

National publication offering a liberal proposition for producers in all States, including NEW ENGLAND.

F. AL. PEARCE, Kansas City, Mo. 715 Shukert Bldg.

Big Profits!

Own your own business, stamping Key Checks, Fobs, Name Plates. Sample, with name and address, 25 cents.

HART MFG. CO. 307 Degraw Street, Brooklyn, - New York.

NATIONAL TIES

Noted for Its Quality and Patterns, Sell on Sight!

BIG FALL LINE NOW AVAILABLE. PAINTED PICTURE TIES—Roosevelt, Hoover, Curtis, Garner; Beer, Bonus, Hot-Cha, Hot From Paris. Price, \$1.50 Dozen, \$16.50 Gross.

BIG FLASH—Silk-Lined Margin Ties. Tailor made. Solid Colors, Polka Dots, Stripes, Moires. \$1.50 Dozen, \$15.00 Gross. 25% deposit with all orders, bal. C. O. D.

National Neckwear Manufacturing Co., 359 Broadway, Dept. B, Brooklyn, N. Y.

Have You Read THE BOSS CHISELER?

10c Brings Your Copy. AMERICAN SPECIALTY CO., Wilmington, Del.

Clean up \$10 to \$20 daily!

STETSON BLUE BLADES

Here's a TRUBLU Blade that's sweeping the country! Men everywhere are making up to \$100 weekly, and more, on Stetsons. You, too, will find it easy to build up a big business.

Tempered super steel. Five shaves guaranteed. Retail at the world's lowest price for a blue blade. Brings YOU a handsome profit.

Sells with a bang—repeats with a louder bang. Price, \$1.50 per 100; \$1.45 per 100 in 1,000 Lots. Retail 5 for 35c. Send dime—just 10c—for sample and price list. Start cleaning up at once—write TODAY!

GENERAL BLADE CORP. Dept. S, 11 E. 17th St., NEW YORK CITY.

intelligence, but this thing is too deep for me. You might be right when you say there's a selfish motive behind it all. Dog eat dog. There are certain species of animal life and plant life that devour each other, hey? Well, you'll have to excuse me from going into the question, I've got to wait on this customer."

KING ALLISON SHOOT'S from Fairview, W. Va.: Well, boys, I haven't piped for a long time, so here goes. Still in West Virginia. Business not big, but I'm adding to the bank roll every week. No, the medicine business is not gone. So long as you handle the right product and know how to put it over you can get the money. I have no trouble in getting it. But you must have a good show at the same time, a company that will work together and no knocking. That is just what I have got, and here they are: King Allison, manager and lecturer; Mrs. Ada Allison, novelty performer; Gus Lelain, blackface (and he sure goes with a wow); the Ray Sisters, singers and dancers (and the natives follow this show to see them do their hoofing); Ray Wornycott, mechanic. Jim Simpson handles the lighting system, which is fire; John Cathell, advance and reserve seats. The show will be out several weeks yet, then into halls till Christmas, then home for the winter. I'm wishing all my friends the best of luck and a big bank roll."

NEW ORDINANCE at Superior, Wis., which has been approved by Mayor Dietrich, fixes license fees as follows: "Transient merchant, \$50 per day Peddler on foot, \$3 per day; \$75 per year, but no license shall be issued for less than \$12. Peddler with horse-drawn vehicle, \$5 per day; \$125 per year. Peddler with motor vehicle, \$10 per day; \$250 per year. Canvassers for the sale of books, art works, maps and other literary productions sold only by subscription. \$2 per week. The term transient merchant shall include any natural person, whether principal or agent, who engages in the vending or sale of goods, wares and merchandise in the City of Superior, temporarily, either in one locality or in traveling from place to place within said city, whether selling at retail or for immediate delivery in wholesale lots at

NAIL FILES

BIG PROFITS—FAST SELLING NICKEL-PLATED FILES \$1.50, \$1.75 and \$2.25 Gross FOLDING KNIFE FILES TO CLOSE OUT \$3.00 GROSS

Buy direct from the manufacturers and obtain the benefits of quality and price. Send ten cents for sample. All goods F. O. B. Newark. 25% deposit, balance C. O. D. Send remittance registered mail or postoffice money order. No checks accepted. No catalog.

BUCHANAN & BURNS CO. P. O. Box 35, Roseville Station, NEWARK, N. J.

"IT" IS A BARGAIN AT THESE ROCK-BOTTOM PRICES LIGHTWEIGHT SHAMPOO (in bulk, unwrapped) \$2.50 Per Gross, 10 Gross Lots \$2.75 Per Gross, Less Quantity "Happy Home Maker" SHAMPOO \$3.50 Per Gross F. O. B. Chicago All Orders Cash, or 1/3 Deposit, Balance C. O. D. GEO. A. SCHMIDT CO. 236-238 W. North Ave., Chicago, Ill.

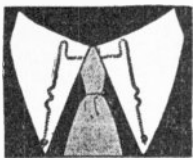
SIDELINE PHOTOS 288, all different. 25c List. Prepaid delivery guaranteed. AMERICAN SPECIALTY CO., Wilmington, Del.

PITCHMEN, CANVASSERS, AGENTS AND SALESMEN ONLY

Fastest seller in years. Low cost brings big returns selling as low as 10c. Some get up to 25c. Millions being sold.

LAYRITE For Soft Collars

Every man buys as many as 6. Women buy them for men. Offices, Homes, Clubs, Lodges, Fairs, Carnivals, Concessions — they sell fast everywhere. See wholesale prices below. Sell to stores, too. Over 200% profit. Each Gold-Plated Layrite mounted on individual card.



Invisible, gold-plated LAYRITE for soft collars keeps them tidy and free from wrinkles. Every man buys several. The new improved model. Individually carded. A big flash. START AT ONCE.

PRICE LIST AND FREE OFFERS.
100 LAYRITES \$ 3.50
200 LAYRITES (25 Free) 7.00
300 LAYRITES (45 Free) 10.50
500 LAYRITES (85 Free) 17.50
1000 LAYRITES (200 Free) 35.00
Send 25% Deposit, Balance C. O. D. ORDER TODAY.

If you want more details, WRITE.
Crest Specialty Co.
629 Washington Blvd., Dept. L23, Chicago, Ill.

ALL SILK CREPE Assorted Colors ROOSEVELT & GARNER HOOVER & CURTIS NECKTIES

BEER TIES
Also "Olympic," "Hot-Cha" and Bonus Ties, \$2.00 Dozen. \$21.00 Gross. Sample 25c. SPECIAL SALE on \$4.50 TIES. Now \$2.50 Dozen. 25% Deposit, Bal. C. O. D.
Leinkram Neckwear Products
1140-1142-1144-1146 Broadway, NEW YORK CITY.
Making Ties Since 1907.

POUR-TOP OPENS AS IT POURS!

POUR-TOP on a milk bottle eliminates messy paper covers and keeps contents clean and sanitary. Pours and shuts automatically when tilted. Made of metal, highly nickel-plated — will not rust or corrode.

HUGE PROFITS!
Sells quickly to homes and stores. Retail at 15c. Packed 2 dozen in attractive counter display box. Cost to you:
2 Doz. (1 Box) \$1.20
12 Doz. (6 Boxes) 6.00
Single Sample and Particulars, 10c.
GORDON MFG. CO.,
Dept. TH-9, 110 E. 23d St., NEW YORK.

"HOTSIE TOTSIE" Sport Handkerchiefs

\$1 bill starts you in business with four samples. Also plans for selling miniature pair Ladies' Silk Panties, worn in breast pocket as a Men's Dress Handkerchief. Pure silk, attractive colors. "Spare time money maker." You double your investment. Get your outfit now. Cash with order.
CRANE BROTHERS,
225 Fifth Avenue, New York City.

ONE MINUTE CAMERA MEN

Save money by buying direct from manufacturers. We carry a complete fresh stock of One-Minute Photo Supplies. Write for price list. Want to hear from oldtimers.

FREEDMAN CAMERA CO., 231-233 E. 117th St., NEW YORK.

SLUM JEWELRY. \$1.10 Gross
Assorted Rings, Gross \$5.00
Waltham and Elgin Watches, Size 12, Jeweled, Each 4.00
Six New Design Rings, Polished Gold Finish. Open Back. Dozen 1.50
On C. O. D. Must Send 25%.
FELDMAN BROS., 159 Canal Street, New York.

GAS LIGHTERS

Sell the FULLER GAS AND TORCH LIGHTER. Standard for 15 years. Especially adapted for natural gas, as well as the artificial. 200% profit.
G. C. FULLER MFG. CO., Cincinnati, Ohio

DO YOU DRINK?

SOMETHING NEW! DIFFERENT! Do you know how to mix the old-fashioned, famous favorites? Tells you how, and what to use. Indexed and grouped for ready reference. Thousands sold and selling like wild-fire! Everyone buys! Big profits for you — up to 300%! Sells in homes, offices — everywhere! Send 20c — coins or stamps — for my full size pocket edition and proposition.
E. M. GOLDSMITH, 58 Third St., San Francisco.

SWEEPING THE COUNTRY

(STAMP PHOTOS) Dime Brings Sample and Prices. WILLIAMS CO., Elsmere, Del.

Advertise in The Billboard — you'll be satisfied with Results.

wholesale prices to retail dealers, whether or not said person for the purpose of carrying on such business hire, lease or occupy any building or structure for the exhibition and sale of such goods, wares and merchandise, and who does not intend to become and does not become a permanent merchant in said city."

PITTSBURGH CLOSED AGAIN, is the info from James E. Miller, who says: "This burg is like a jackknife, opens and closes with a jerk. Just now it is closed tight. Doorways scarce and landlords hostile. I have been here since I left Maryland. There is money to be gotten here if you can work. Glen (Slim) Chamberlin and wife are with us here. The way Slim was handing out flukum at a spot near here a few Saturdays ago you would think the depression was over. Slim knows his flukum. His missus can sure set up some swell feeds. Two of the finest I ever met. Ed Gravenhorst has closed his med opra and sent his Indians back to Oklahoma. Fred Miller is still working eradicator, and Paddle Sammy is handing out the paddles. Allen brothers left for Cleveland with glass hones. Will work the Legion Convention here this week, then make a few fairs around here and in New York. Jerry Russell, are you still in Boston? Would like to see pipes from Mike Sweeny, Ray Martz, Ed Mathews, Fred Cummings, Doc Black, Earl Crumley and Doc Marshall and wife. Hey, Doc! Remember Fort Myers, Fla.? Boy, what a night! Regards to all the regulars in the Middle West."

"LONG TIME SINCE you boys heard from me, and some think I am dead and buried," Fred Welsman shoots from Los Angeles Sanatorium, Duarte, Calif., "but I am much alive. Old t. b. is working on me, but I am fighting him and have not given up hope yet. Many times while lying in bed my thoughts wander back to the good old days when dollars were easy for any one willing to work hard enough. Wonder what has become of the old gang that used to winter in New Orleans in 1915-17. Among them were Bill Danker, Harry Myers, Jim Knight, Fitzmorris and others who made the big passouts. Remember when we all worked on the lot at Canal and Rampart, back in 1918. What a mob. I have been sick six years. Three years ago I was working for a young man named Roberts whom I happened to run into in Denver. We had a pen store. How are you doing, Bennie Robin? Remember the pen store we had in Birmingham for Christmas, 1924? What's become of Ned House and Bob Holderness and all of the papermen? All of you who remember me drop me a line at the hospital. Understand, I am not asking for assistance. I am taken care of pretty well. How is Ted Powell, the old king of whiststone workers in his day?"

NEW ENGLAND JACK MURRAY, still signing himself "the world's greatest paperman," has turned up in Burlington, Vt., from which point he pipes: "I don't work Maine as I used to in the old days and I will have to change my winter quarters because my old home, the West End Hotel, in Portland, Me., has gone out of business. I don't sell the farmers any more. They have nothing to use for money. Potatoes selling at two pecks for two bits. Where can old John Farmer get off? Also I don't handle any more farm or poultry sheets. They gave me a pain in the neck. Lowbrow stuff. It's all silk hat with me nowadays. I go into elite environment. I cater to a select clientele. I discover I wasted many years of my life walking thru hayfields. But nowadays I step in among Axminsters Oriental, Italian Gobelin, Persian and other fine imported tapestries and hold audiences with society queens. Believe me, I am the original spider of the team of Spider and Fly. I am the greatest living mortal on the face of the earth. I can knock out every class of opposition so far that it takes 33 years to recover the remains. Old Opportunity doesn't need to come rapping at my door. In fact, I told O. O. that I do my own rapping. Yes, siree. I am some gorilla. The haughtiest of women prospects when I call on them melt under my gaze like snails under a coat of salt. I have not been on Cape Cod, my old stamping grounds, for two years, or on the islands surrounding. The salt in the air used to make me feel like a fish. But what a time I used to have with the fishermen! Well, my pockets are now full of silver and long green and I have three billfolds bulging with banknotes. For the last year I have been in Vermont and it might interest the boys to know something about these towns: Winooski, Vt., is good for papermen and



TAX FREE We pay the new 10% Federal Tax for you.

CLYDE COLLINS CHEMICAL CO. Dept. B. Memphis, Tenn.

BOY, IT'S A "CLICKER"

Collins Vanilla and Lemon Deal No. 11

COSTS You 44c SELLS FOR \$1.00

Write for our complete Catalog of other fast-selling Deals, Medicines and Cosmetics, carded merchandise.

The big money maker that C-L-I-C-K-S from the start. Packed in attractive Black Embossed Box, and consists of large 8-Oz. Bottle Vanilla Flavoring, large 8-Oz. Bottle Lemon Flavoring, Strand of Pearls, \$2.50 Value; 3-Oz. Vanishing Cream and 3-Oz. Face Powder. Can substitute Perfume of equal value for Pearls if desired.

MEXICAN JUMPING BEANS

(ALL CASH ORDERS FILLED BY RETURN MAIL)

MAIN CROP PRICES, all alive and kicking (I will replace any dead within three months): 220 Beans, \$1; 520, \$2.20; 1,000, \$3.40; 1 Lb., about 3.30, \$8.40; 4 1/2 Lbs., \$33.75; Unopened 9-Lb. Can, \$63 delivered. 500 Game Cards free with 9-Lb. Can.

Sample of my M. J. Bean Game Card and large Window Sign free with orders. Extra Game Cards, Dozen, 24c; 100, \$1.60. (These TRIPLE sales.) Extra Signs, 36c Dozen; on heavy Bristol Board, 96c Dozen; 50 at 25% off. ALL MAIN CROP has now been gathered and you can keep stock as well as I. And bulk of my stock will be sold WITHIN 2 WEEKS, very likely, and thereafter 25% to 50% higher prices may apply. Many are disappointed every year. Buy the limit now and if any lower prices I will protect you. No small C. O. D. orders filled. Remit by P. O. money order or bill. No free sample Beans. You can sell to stores at \$2 per 100, with 17 Game Cards and 2 Signs; or \$1.50 per 100 without. All florists, drug, novelty, souvenir, gift, cigar stores; fairs and carnivals are good prospects. An easy \$10 daily profit in any city or route of towns. Pitchmen find these Beans more profitable than anything else till late autumn. Beans will live for 6 months. Get busy.

C. B. SIMMS, Box 54, Wilkensburg, Pa. (411 Pitt St.) The Original Importer.

I BETTER ALL CUTS BY 10 PER CENT.

SPECIAL 25% DISCOUNT FOR PROMPT ORDERS ONLY.

While Bean SURPLUS lasts and for August orders only, on cash orders for 1 Lb., 4 1/2 Lbs. or 9 Lbs. Altho a large stock, this offer is for EXCESS only, which should clear within a week, and offer is canceled then—POSITIVELY—though I will ALWAYS better ALL cuts by 10%, remember.

STREETMEN AND PITCHMEN!

Get Into the Joke and Trick Novelty Business. Unlimited Field.

Send \$10.00 for 127 of the Newest and Snappiest Numbers on the Market. No two alike. Retail sales value \$30.00. Ample duplicating stock. No catalogues. Be the FIRST in your territory to get into the big money.

GEORGE E. SCHWEIG & SON

2829 No. Broad Street

Philadelphia, Pa.

CRASH IN COMB PRICES

The PYROAMBER line of WONDER DEMONSTRATING COMBS at New Prices. The same IDENTICAL COMBS—handsome and strong—at Lower Prices—Much Lower. Send for the most marvelous price list ever issued on Combs, and be convinced that the PYROAMBER LINE is the right one to handle for profit and service. COMBS ALWAYS IN STOCK. IMMEDIATE SHIPMENT—NO DELAYS. Let us prove it to you.

STANDARD PYROXOLOID CORPORATION,
LEONISTER, MASS., U. S. A.

HERE'S YOUR CHANCE—Grab It!

1932 TYPE
Gillette Blades
\$13.50 per 1000

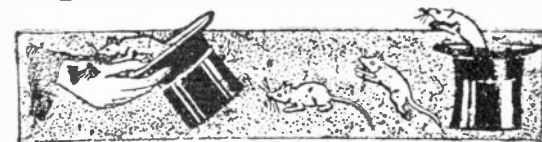
Swedish Steel Blades you can clean up on. Full line of DURHAM DUPLEX, GILLETTE, EVER-READY and CHRISTY Type Blades.

BARGAINS
3-Hole Gillette Type \$ 8.00 per 1000
New Super Edge Gem Type 14.50 per 1000
New Auto Strip Type 14.50 per 1000

Full sample assortment, 25c. Prompt attention given to sample orders. Shipments require 25% cash with order, balance C. O. D. These are real Blades at bed-rock prices.

CAPITAL BLADE CO., Toledo, O.

EVERYBODY! THE WHITE MOUSE WONDER SELLS ON SIGHT—A CLEAN-UP



It Runs!

It Never Stops!

Sells as high as 25c. Comes in Printed, Flashy Envelope and Full Instructions. \$2.25 a Gross. 25% with order, balance C. O. D. Rush for Sample, 10c.

HARRY SPOLAN, 498 Bedford Ave., BROOKLYN, N. Y.

PISTACHIO NUTS SELL LIKE WILDFIRE. No Competition.

The Biggest Money Maker of a lifetime. Easy sales and large, steady profits. Earn up to 200% on small investment. Positive—no competition and no sales resistance.



Attractive proposition offered. **AMERICAN PISTACHIO, INC., Dept. A,** 149 Duane Street, New York.

FUN CARD SETS

Cost 1c. Sell for 15c.

FOR AGENTS AND STREETMEN. Send 10c for sample and see for yourself how others are making from \$15 to \$25 a day. All the men buy. Repeat sales every day.

C. V. LEE

348 First Ave., NEW YORK.

"TARZAN FLASH" SHAVING CREAM

with Bay Rum and Menthol, Giant Size,

\$11.00 per Gross

Gross Lots Only — Cash or Money Order.

INTERSTATE SALES CO.

21 William St., NEWARK, N. J.

WANTED MEN and WOMEN

I want men and women in all parts of the country to introduce a fast-selling line of merchandise. Full or spare time. Previous selling experience not necessary, but you must be aggressive. Write NOW, stating if you prefer to work full time or just in your spare time. Tell me what selling experience you have had or why you feel you can make a success of selling.

J. C. RONSON,
Salesmanager
P. O. Box 872, Cincinnati, Ohio

Here You Are!



**REDUCED
PRICE!**
A REAL
COCONUT
LAMP.

17 in. High, 11 in. Wide. Finished in orange shellac. Top and Base of half Coconut Shells. Cactus Feet, decorated with large Pine Cones and lacy ornamentations. Wired with pull chain Socket and 6 feet Silk Cord and Plug. Strong and durable. Weight, 2½ lbs.

85c Ea.
F. O. B. New York.

25% deposit required, balance C. O. D.

HAWAIIAN NOVELTY CO.
111 East Broadway, New York City

5^c CIGARS BRING BIG PROFITS!



Distributors and Salesmen are earning bigger and faster profits than ever with these fast-selling cigars. Protected territories—unusually high repeat sales. Cigars packed 50 and 100 in duodecimo humidor cabinets.

New Low Price \$1.50 for 50

Write today for full information. It may mean financial independence.

**DWORETT LA KING
CORONA CO.,**
Dept. 1, 156 W. 44th St.,
New York.

HOOVER-ROOSEVELT WINDOW DECORATIONS.
Shield form, 7½x7½ in. Over all, 15x18 in. Lithographed in red and blue colors, gold border both sides, with 4x6 in. Flag at both upper corners. With Silk and Lisle Flag, \$3.50 per Dozen, \$18.00 Gross. All-Silk Flags, fringed, \$7.00 per Dozen, \$36.00 Gross. Repeat 18th Amendment and Presidential Metal Sign, embossed on heavy metal, \$5.50 per 100, \$3.00 for 50. Contract Bridge Score Pads, Size, 4x8 in., with Official System How To Play Your Hand, Suit Bids, Contract and Auction Bridge Premiums and Penalties. Price per 100, \$6.00; 80c per Dozen. Bernhart's Liquid Solder—No heat. No acids. Quality and Price all there. 80-Patch Size, \$18.00 per Gross, \$1.80 Dozen. 200-Patch Size, \$36.00 per Gross, \$3.60 Dozen.

BERNHART SPECIALTIES CO., Cincinnati, O.

DEMONSTRATORS, STREETMEN, "SPOTSALL-GONE" REMOVES iodine, grease from clothes like magic. Sells for 50c a Jar. Cost you \$6.00 per Gross; Sample, 35c, 25% cash with order, bal. C. O. D. **GOLDBERG, 1789 Bathgate Ave., New York.**

CARTOON BOOKS.
8-Page. Real goods. Large assortment. Wholesale only. 100, Assorted, \$2.00; Samples, \$1.00. **AMERICAN SPECIALTY CO., Wilmington, Del.**

WONDER DOOR AND WINDOW LOCK. Locks Door or Window when open or closed. Put on in 1 second. Last indefinitely. 2 samples sent for 10c. **F. BOLD, 5715 Morgan Ave., Los Angeles, Calif.**

pitchmen. Mills running day and night. Orleans, Vt., is good. Three factories there. Buzzing all the time. Island Pond, Vt., is okeh. Hardwick, Vt., is excellent. Burlington, Vt., is just fair. Tell everybody I am sitting on the top of the world."

"SO MANY OF US on the road," Rufe McGivney shoots from Pittsburgh," spend our spare moments speculating where the other fellow is, what he is doing and how well he is doing it, it may be of interest to mention a few of the oldtimers I have had the pleasure of meeting recently. The elusive Dr. Donnelly has been on his farm in Mercer County, dashing back and forth and getting his share of business. The Doc has many claims to distinction, none of which exceeds the honor conferred on him recently of broadcasting from Station KDKA. Doc was used to advertise a pipe. He received many letters and wires from his audiences, all of them expressing complete dissatisfaction. They urged him to stick to cigars and cigarets in the future. Also met Joe Ziebler, who has been inactive so long that he is now referred to as "the Idle of Youngstown." He is thinking of turning professional and climbing up into the ranks of the pole-sitters. Ran into Race Horse Kelly, who is still picking the wrong ones between orders. He relates a very harrowing experience he had while coming east. According to Kelly, he was crossing the mountains with two passengers and much luggage in the car. Going down a steep grade the car got out of control. At each curve the car careened dangerously. As it rounded a bend, whirling along at tremendous speed, Kelly saw a burro plodding along the road. The next moment the axle of the car was on the withers of the beast. Down the mountain road they went safely, the burro serving as a brake. Personally, I think Race Horse Kelly takes more risk when he is telling it than when he was experiencing it."

NEWS BREEZES FROM CONEY, by Charles (Doc) Miller.—From Monday, August 8, to Sunday, August 14, there were only a few workers here who could produce. . . Biz in the pitch stores is fair at the week-ends. . . Several workers who are famous as money getters failed to live up to their reputations this season. . . If better showmanship was used by pitch store owners biz would boom. . . Lewis Cohen, manager of the NHA store, says Doc Garb, who is over 50 years young, is in a class by himself at this resort and knows how to handle tips here as no one else can. Doc made the record week-day passout of the season last Wednesday, \$38.85 on seeds. . . Larry Velour is still holding second place. La Belle Annette is his long-haired model. This store will stay open until the snow flies. . . Several in the biz say Wild Bill Vreeland is the best seed worker in the city, and was in a tough spot here where he couldn't show his ability. Bill has exited. . . After a worker here had a hard time to bally his tip he took an hour to make his pitch. His passout was one box of seeds at two bits, his p. c. was a thin dime, and the worker was an oldtimer at that. No fault of his. . . Here is a costless bally that a health store is using here and it is the bunk: "Come in and see the smallest hairless dog in the world." It is a hot dog in a box with a sign on it. Don't use a bally like that. It would make a hit only in a nuthouse. . . Sunday, ideal weather. Big crowds, big tips and fair biz. . . Saturday a cigar store put on a girl show bally. Were the girls pretty? I don't know. I'm color blind. . . I always find it a pleasure to shake the hand of a real pitchman or witchwoman. . . Lew Yesner and Jenie, looking like real money, were visitors here. Said they would have a new joint soon that will be a wow. They reported the Woods Medicine Show as doing big in Connecticut. . . Doc McKay, daddy of the soap workers, will go back to the Pacific Coast at the close of the season. . . Zangar, the Astrologist, will stay in the big city this winter. . . Jack David is now in the wholesale medicine business. . . Mary Ragan, many people have been asking for you here. . . At Rockaway Beach Master Rus-Syl, mentalist, now has his own store and his manager, Professor King, is smiling. . . Evangeline Day, astrologist, is making a hit in Boston and has other engagements to follow.

Rice Lake To Celebrate

RICE LAKE, Wis., Aug. 20.—Barron County Fair having been postponed, Rice Lake American Legion Post will sponsor

**Pays Up To
\$30.00 a day
And More**

**REVOLUTIONARY—LOW PRICED
NEON CLOCK SIGN**



**WITH 300 LETTER CHANGE-
ABLE SIGN OUTFIT
FREE!**

Just show this large 14½x19½" NEON illuminated Hammond Motored Electric Clock of die formed construction to merchants and realize how easily it will pay large profits to you. To say this is the greatest window business stimulator on the market today is putting it mildly. . . and the price you ask is the LOWEST in the SIGN INDUSTRY. It's no longer necessary to ask from \$50 to \$75 for a NEON clock sign. Here it is at the sensationally low price of only \$15.00, constructed and guaranteed by one of the largest national NEON sign companies in America. Merchants will grab this economical advertising opportunity and you'll pocket large cash commissions.

Sells for \$15—Your Profit \$8.50

Absolutely the LOWEST PRICE in America today for a high quality, genuine NEON illuminated, Hammond Motored Electric Clock. And, the customer gets 300 changeable letters for the letter space FREE!

NEON PRODUCTS, Inc. 320 E. Market St., LIMA, OHIO

NEON PRODUCTS, INC.,
320 E. Market St., Lima, O.

Gentlemen: Please send full details on NEON AD-CLOCK with 300 changeable letters FREE, also information about your money back test offer.

Name

Address

City State

WANTED

500 Agents and Distributors

**AMAZING FUEL-LESS LIGHTER LIGHTS EVEN
IN A GALE! SELLS INSTANTLY.**

A New York inventor has perfected a unique lighter for cigar and cigarette smokers that uses NO FUEL, has no FLAME to be extinguished by the wind—lights even in a wind-storm—and works every time.

Every motorist, golfer, sportsman, camper, farmer, day laborer—every man who works or plays outdoors wants one the minute you show it to him. It's the HURRICANE LIGHTER.

The HURRICANE LIGHTER is Fuel-less, Flameless—and can't be extinguished by the strongest wind. Its low price makes every smoker a prospect. Agents and Distributors are cleaning up.

You'll want to get in on this amazing little money-maker while it's hot. Send 25c stamp, or coin, securely wrapped, for a sample HURRICANE LIGHTER, full details and wholesale prices. Don't put it off—don't delay—write us today.

HURRICANE LIGHTER, INC.
320 Fifth Avenue, Suite B411, New York, N. Y.



CAMPAIGN RADIATOR EMBLEMS

Four Inch Diameter with wires to attach. Retail at 20c EITHER SAMPLE 15c. ALL THREE SAMPLES 40c.

**PARTICULARS AND PRICES TO AGENTS
WESTERN BADGE & NOVELTY CO. ST. PAUL, MINN.**

ABE LINCOLN'S LIQUOR LICENSE

Few people know that Abraham Lincoln ran a tavern and had a liquor license. When they see a photo reproduction of the original they are very much interested. Agents are coin money selling to Pool Halls, Clubs, Speaks, etc. Photo Reproductions, 8x10 in., for Framing, \$10.00, 100; \$2.00 Doz. Sample, 50c, 25% with order. E. J. KELTY (Century), 24 W. 47th St., N. Y. City.

a three days' celebration, August 30-September 1. Officers of the post met with fair officials to arrange for taking over concessions. A carnival has been contracted and six free acts will be shown in front of the grand stand after-noon and evening.

ATLANTA.—S. D. Pruitt, former secretary and county agent of fairs, with headquarters in Sparta, Ga., has come to Atlanta as Fulton County agent.



**HAND-PAINTED
PICTURE TIES**
Price \$1.70 Doz.
\$18.00 Gross

MEN'S SILK LINED TIES
\$1.50 DOZEN, \$15.00 GROSS.
High-Prized Labels, French Shape.
\$2.75 DOZEN, \$30.00 GROSS.
Hand-Tailored, Silk Lined.
Beautiful Assortments, Plain Colors and Smart Patterns.
Send 25¢ cash deposit with orders, balance C. O. D. plus postage. Money back if not satisfied.

MICHAEL CRAVATS,
37 Union Square, Dept. NW-34, NEW YORK.

SILK RAYON BED SPREADS 75c

5 Colors. Each
DRESSER SCARFS, 40 Inch.
Assorted Colors, Embroidered. Dozen. . . . 90c
ORIENTAL RUGS, Imported
Imitations, Heavy, Size, 54x25 Inch. Each. . . . \$1.50
LINEN 7-PIECE TABLE SETS,
70x54 Inch. All White or White with Colored Border. Per Set. . . . \$1.50
5-PIECE CRASH DINING SETS,
2 Scarfs and 3 Buffet Doilies. Dozen Sets. . . \$3.25
25% Deposit with Order, Balance C. O. D.

ROSENBLUTH BROS., Inc.
518 Broadway, New York

SAY "I SAW IT IN THE BILLBOARD."

Quarrella, Charles
Quirk, Paul Baldy
Qumis, Charles
Rader, Charles
Raefield, Robert
Rafferty, Jimmie
Ragland, LeRoy E.
Ramsen, Art
Raney, D. S.
Rankin, H. H.
Ray & Scott
Ray, Ruben

Raymer, Walter
Rea, James W.
Reave, James I.
Reaver, Vernon
Redick, D. L.
Reed, Bennie
Reed, M. E.
Reed, Milton
Reese, Humpy
Reeves, Bert

Reisner, I.
Rellick, H. Keller
Reno, Edward A.
Reno, Henry
Reno, Paul
Reynard, Albert
Reynolds, Cecil
Reynolds, Jack
E. Rice-Dorman Sil
Rice-Percy Play
Rice, George
Richards, Charle
Richards, Geo.
Richards, Jeff
Rickman, Bert
E. Ring, J. F.
Ringling, Geo.
Rising Sun Wil
Ritchcolly, Al
Rizik, Fred
Roach, Jack
Roan, Bill
Robert, F. C.
Roberts & Ram
Roberts, S
Roberts, Sax
Robertson, Geo
Robinson, Elme
Robinson, Frank
Robinson, Magi
Robinson &
Pittman S
Robinson, Roy
Robinson, S.
Roderick, Dav
Rodie, W. M.
Rogers, Tom
Rohrer, Wm. L.
Rossell, Martin
Rosen, Mike
Rosenheim, J.
Rosenthal, Ben
Rossi, Joe
Rowe, James
Rowland, Ra
Rowland, Chas.
Rowlands, Dav
Ruark, Ollie
Ruffin, Harry
Ruffing, W. S.
Rundell, Bob
Runion, Hoy C.
Rupp, William
Russell, W. A.
Sabath, Edw. A.
Sagle, C. C.
Sakolowsky, Th
Santora, Joseph

Saunders, John
Savilla Trio
Saxon, Thomas
Sawyer, H. L.
Scarborough, El
Schafer, Danie
Scheidel, S. J
Schiel, Billy
Schmeltzer, Ch
Schmidt, Peter
Schuck, H. L.
Schwacka, Cha
Scott, George
Scott, Gilbert
Sedgwick, Rola
Selzer, Louis
Senior, Capt.
Sercy, Bob
Serkin, Ben
Sexton, Presto
Shafer, Fred I
Shank, John
Sharkey, Geo.
Sheluboc, Henr
Shellon, C.
Shepard, S. W
Shiek, Dick
Shick, Eulon
Shops, Nig
Shoppe, Julius
Short, Raymon
Shorty, Texas
Shreve, Ed
Shumaker, Hoy
Sica, A.
Sick, W. E.
Sikes, Bob
Signor, Floyd
Sikes, W. E.
Sims, J. P. E.
Sinclair, Happ
Sines, Roy
Singleton, O.
Skinner, Frank
Skinner, Tex
Sloan, Bert
Sloop, Lloyd
Smart, Frank
Smeins, S. A.
Smith, Ed J.
Smith, Fletche
Smith, Ford
Smith, Lee
Smith, C. M.
Smith, Sr.
Snidow, Carl
Snodgrass, T.
Snow, R. C.
Snyder, Jack
Soredelet, Henr
Sorensen, Rob
South Sea Isl
Spencer, Art
Spencer, Ray
Sperry, James
Sperling, Elias
Stack, Richar
Staller Bros.
Standish, Jose
Stanley, Mary
Starr, James
Steffy, Ralph
Stephen, Mid
Stevens, G. W
Stevens, J. D.
Stevens, Mart
Stevens, Norm

World Radio History

Stevenson, Andrew
Stillwell, Lmie
Stoddard, Jack
Stoltz, L. F.
Storey, C. J. Cotton
Strassburg, Ed
Strayer, J. R.
Stressinger, Al
Strickler, Amos
Stuart, Orinon K.
Stull, William
Stumbo, Fred
Sullivan, J. E.
Summers, Edward
Summers, Joe C.
Summers, Prof.

Woodward, B. L.
Woolcott, Mark
Workman, Pete
Worth, Hal C.
Wright, Phil
Wright, R. L.
Wiley, J. S.
Yanis, Pete
Yelvington, James

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Third Floor, 251 W. 42d St.

Ladies' List

Ashton, Dolly
Barron, Anne Marie
Bessent, Lillian
Blanche, Edna
Blondell, Billy
Brenna, Virginia
Broadway, Betty
Burkhardt, Mrs.

Caldwell, Evelyn L.
Clayton, Cassie
DeVine, Rose
Doreau, Gypsy
DuFresne, Rose
Erley, Betrice
Fillon, Jeanne
Flanagan, Ivy
Francis, Leona
Gardner, Betty
Gilbert, Lee
Goodale, Grace
Hillbrunner, Victoria

Holland, Helen
Homer, May
Hopper, Mae
Hornsey, Mrs. Jack
Ingle, Viola
Jones, Beatrice
Joyce, Mrs. E.
Kenyon, Ann
Kramer, W.
Krebs, Dolly
LaMont, Sarah
Lang, Anna
LeVale, Marie
Lewis, Laura
McAdoo, Mabel
McCarthy, Josephine

Gentlemen's List

Adams, Bob
Allen, Oscar D.
Anderson, Francis
Andres, A. E.
Armstrong, Russell
Arnold, Herbert
Auten, Capt.
Baker & Allen
Bally, Samuel
Barrett, Harry
Barton, J. J.
Bickford, Dick
Blondin, Leo S.
Bloom, Max
Blue, Jimmy
Brammer, Jack
Braswell, W. L.
Brodsbank, Harrison

Brown, Colon Max
Brown, Lou
"Fountain Pen"
Bruce, J. Llewellyn
Buckington, Charles
Burns, E.
Campbell, Hart W.
Carmen, Alfred
Carpenter, Lew
Carter, Bob
Cawley, Walter S.
Chandler, R. W.
Christian, Adolph
Clarendon, Hal
Claver, Ales
Clewis, Cullen H.
Colgate, W. M.
Connors, Jimmie
Cooper, Tex
Cord, W. E.
Crosby, Bill
Dagmar, Harry
Dares, Fred E.
Davis, Eddie B.
Davis, Richard
DeCorsey, Fred K.
DeLorey, Wm. E.
Doak, Charles A.
Doho, Mr.
Dooley, John A.
DuVal, Wm. A.
Edwards, Buddy
Fickett, George
Fisher, Bob
Fisher, William
Fulger, Jack "Tiny"
Gahagan, Wm.

Galloway, Nathan O.
Genzel, D.
Goldberg, Morris
Gonzalez, Billy
Goth, Byron
Graves, Herbert F.
Greiner, Frank X.
Groves, Harry D.
Hackett, E. J.
Hallen, Vic
Hamilton, J. C.
Harding, Denny
Harmon, Dave
Harvgraves, Richard
Haver, Jack
Hawthorne, Clarence
Hawthorne, Jack
Hebron, James
Hewitt, Walter E.
Higgins, Concert Band
Humphrey, Watson
Humphreys, Ted
Hymann, John H.
Ibberson, M. A.
Johnson, Bob
Johnson, Tom
Jordan, Leslie
Kahn, M. E.
Karpel, Arthur
Kelly, Thos. W.
Kennedy, H.
Kilfoyle, Frank
Kirk, Frank George
Kirtley, M. L.
Kithens, Kenneth
Klick, Walter

Knights, Herb M.
LaRue, Alt
LaRue, Paul
LaVay, Ed
Lacey, Jack
Lavalley, Charles
Lawrence, Sardis
Lightfoot, T. A.
Likona, Keoki
Logan, Tommy
Lyman, Tommy
McCall, Lonnie P.
McCaughy, W. F.
McConnell, Joseph
McGrath, J.
McLean, M. H.
Maharajah, Prof.
W. Barkley
Maloney, H. J.
Manning, Percy C.
Marino, C.
Martin, Bob
Martin, Carl E.
Martini, Harry
McFord, Buddy
Meldrum, William
Mennetti, Eddie
Menger, Les G.
Moeller, Whitey
Moore, Kenneth
Morgan, H.
Moru, Harold
Mulvihill, D. S.
Naylor, Oliver
Nealson, George
Nicholas, Miller
Nicholls, Johnnie
Noda, Al
Noussais, Joseph
Nussbaum, Eugene
Omar, Joseph
Ormsby, Jack
Parker, Archie
Patenaud, Joe
Paywell
Pellitt, Frank
Polchuck, Peter
Pollock, Harry W.
Porter, Wm. J.
Pratt, Herbert
Prevost, Frank
Purl, Billy
Quinlan, L. E.
Randolph, Fred
Red Eagle, Chief
Richards, F. A.
Riley, James P.
Robinson, Tom

Rogers, Allen
Roger, George
Rollins, D. C.
Ross, Al
Samuels, Sam
Schultz, Jack
Shaffer, Tommie
Shaw, Edward
Silverlake, Archie
Singer, I. L.
Sloane, William
Smith, Bill
Smith, Frank
Snyder, Leo
Spencer, John
Spiegel, Sam
Sullivan, Bob
Taft, William H.
Talbot, Lou
Taylor, Danny
Thomas, John
Tracy, "Monkey"
Truesdale, L. P.
Turner, Francis
Vanderkoor, H. E.
Wallace, Dave
Weaver, Jas. Buck
Wenzel, Fred
Werner, Jack N.
White, Doc G.W.J.
Williams, Edmond
Williams, Lou
Wilno, Mr.
Witmer, Mr.
Wrenn, Dick
Zenney, Mike
Zion, Lyle

MAIL ON HAND AT CHICAGO OFFICE

600 Woods Bldg.,
52 West Randolph St

Parcel Post

Bruce, Frank V. 5c
Lewis, Harry (Ike), 4c
Lucier, Ray, 10c
Ragan, M. E., 8c

Ladies' List

Andrews, Dorothy
Archer, Mildred
Arens, Edna
Baker, Ella
Banks, Marguerite
Bennett, Marie
Berloir, Mrs. Russ
Bert, Esther
Bruce, Hilda E.
Butler, Mrs. S. W.
Clark, Alice
Clark, Mary
Clarkson, Mrs. Al
DeRoses, Laura
DeVerre's, Miss
Dixon, Jeanne
Dixon, Misses Marg.
Dixon, Misses Marg.
Eddy, Marie B.
Hazzard, Mrs. Hap
Jackson, Mrs.
Kaali, Mrs. Edna
King, Mrs. Helen
Le, June
Lewis, Laura
Lindmar, Mrs.
Chas. W.

Lloyd, Mrs. N.
Logan, Diana
Lyons, Helen
McCarthy, Ethel
McGill, Mrs. Walter
McNinch, Babe
Mack, Leone
Mack, Mrs. Earl
Malcolm, Babe
Marshall, Peggy
Mendenhall, Mrs.
Miller, Hazel
Owen, Marie
Parsons, Peggy
Ray, Jessie
Recko, Mayme
Regan, Stella
Roy, Mrs. Jos. Geo.
Starr, Lucille
Thomas, Ina
Torres, Louis
Tucker, Bernice
West, Irene
Whalen, Mabel
Worthington, Norma

Gentlemen's List

Adler, Felix B.
Akins, Geo. (Boots)
Allen, Mickey
Allen, Oscar D.
Anderson, Geo. L.
Anglemier, George
Arday, Roland
Arganbrih, Chas.
Arthur, Mickey
Bacon, Franklin
Baker & Allen
Barker, Raymond
Barth, Henry
Beamer, Hugh
Beckers, Frederick J.
Beggs, Pat
Bemiss, C. W.
Billings, Clarence
Bird, Wiki
Biron, D. H.
Blank, Sam
Branswell, W. L.
Brown, Richard
Buchannan, C. T.
Burns, William
Canoe, Frank
Chapp, J. A.
Clark, Larry
Cohen, David
Cole, James M.
Collins, Earl
Conley, C.
Coulombe, Harry
Covington's Birds
Cox, Arthur Cyril
Crosby, P. L.
Cress, Laurence
Davidson, G. E.
DeLoar, John
DeMar, Nick
DeMendoza, Emmanuel
DeOri, Walter
DeRivlen, Dick
Dison, Darius J.
Dixon, Harry E.
Doit, Frank Dutch
Donaldson, J. R.
Dorsey, George
Driver, Michael
Harris
Durrant, Geo. P.
Dyer, Hubert
Dyer, Wm. R.

Ellenberger, Harvey
Evans, Brit
Fairburn, Chas.
Flinchbaugh, Charles F.
Freitas, Alfred
Garben, Jacob
Gibson, Ginnie
Gifford, E. G.
Golding, Paul
Goodhand, Vern
Goodwin, A. L.
Gordon, Tynee
Gore, Edward
Griffin, Spot
Hackett, Karl O.
Hall, Jack
Hammer, Candy
Hanna, Ed
Harris, Jimmie
Harris, Lester
Hasse, A. F.
Hawkins, Mr. & Mrs. Harold
Hazard, Hap
Heff, Jack
Herman, Lew
Hobstein, Robert
Hutcheson, R. A.
Illions, Harry
Jerome, Thomas
John, Elsie
Jones, P. M.
Joseph, Mr. & Mrs. Herman
Kapue, Bill
Keeck, Peter P.
Kelsey, Ed
Kenyon, Jack
Khier, Rajah

Kilgore, Otto
Killrain, Joe
Kirshner, Teddy
Kosler, John
LaMarr, Dr. Frank
Lackman, B. H.
Lawrence, Jos. C.
Lay, Ear
Lehner, Harry
Lexing, Meggy
Little, Marvin
McAllan, Jim
McCabe, J. F.
McFarland, H. E.
McLane, C. J.
McWhirter, C. S.
Mackin, Mr. & Mrs. Jack
Mallahan, Frank
Maloney, Henry
Margolis, Louie
Mason, Frank
Mays, Mickey
Meyers, Frank H.
Meyers, Billy K.
Miller, Harvey
Modele, Harry
Moore Jr., Eddie
Morton, Bob
Mugivan, C. W.
Mulvey, Harry
Munson, Clarence
Murphy, Pat
Muto, Francis
Nichols, Les
Nord, Jack
O'Day, Ray
Oran, Hussian Ben
Orton, Myron
Parker, Mr. C. V.
Peugh, Denny
Perrault, Bob
Perraud, Bill
Pizzor
Petticord, Mr. & Mrs. Bob
Piercy, H. W.
Prescott, Frank B.
Robertson, Thurman
Rose, George A.
Ross, E. R.
Ross, Jerry
Ross, Rough House
Salcedo, J.
Salvador, Frank
Schock, H. L.
Schultz, Karl
Scott, Frank L.
Sharkey, Charles
Signor, W. L.
Simmons, Warren
Smith, Ernest
Smith, Harry
Spencer, Kenneth
Steffen, J. E.
Sterling, Mr. & Mrs. J. N.
Stewart, Donald
Stonking, George
Sturgen, Jim
Swain, F. H.
Tahar, Mr. & Mrs. Ben
Talley, I. E.
Teffen, Mr.
Thornton, Raymond
Thornton, Carl
Thornton, Bob
Tint, Al
Titus, Malcolm
Tooley, Prof.
Tooley, H. W. D.
Troy, R. C.
Tuler, Clinton E.
Vevano
Vierra, Albert S.
Waiholua, Davide
Wainwright, W. G.
Wolf, Jerry
Wolfe, Mr. & Mrs. Bennie
Wright, Earl Spike

Thompson, Mrs. Eva
Johnson, Jean
Keller, Louise
Kiddier, Mrs. R. W.
Kinney, Mabel
La Bat, Louise
La Vada, Freda
McDonald, Mrs. Mabel
McFarland, Mrs. Tob.
McLaughlin, Mrs. Billy
Manley, Mrs. Lee
Martin, Mrs. Cell
Martin, Mrs. Joe
Meek, Goldie
Miller, Mrs. Thelma
Moore, Mrs. Mabel
Muir, Mrs. Mabel
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Olmstead, Mrs. G. O.
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Seura, Mrs. Aline
Smith, Ethel Sylvain
Snow, Mrs. Roy
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Brown, Elizabeth
Burns, Mrs. Eddie
Carr, Edna
Carter, Mrs. Mary
Caskie, Mrs. Mae
Chedell, Alice
Chuesberg, Mrs. Nettie

Collins, Mary
Cook, Edna
Cormier, Mrs. Statia
Cornett, Midge
Costillo, Mrs. Bud
Cox, June
Dodge, Dorothy
Donard, Mrs. Tillie
Drake, Gladys P.
Dugan, Mrs. J. C.
Dutcher, Mrs. Sophia

Evans, Billie
Farrell, Mrs. Earl B.
Farr, Lillian
Fuller, Bessie
Gassaway, Doris
Goodson, Pauline
Green, Eula May
Grey, Eugenia
Gross, Ora
Hall, Gertrude
Harmon, Elsie
Havins, Mrs. Myrtle

Hedberg, Mrs. Ada
Hickey, Mrs. Goldie
Hildebrand, Mae
Hilt, Jewel
Hooker, Imogene
Howard, Mrs. Leatha Mae
Hughes, Mrs. Cora
James, Mildred
Jewell, Mrs. Warren

Johns, Mrs. Eva
Johnson, Jean
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McLaughlin, Mrs. Billy

Tillus, Miss Vonnie
Vann, Mrs. Billie
Vogel, Mrs. Ralph
Warren, Anna Mae
Warren, Mrs. Pauline
Willard, Vannah

Williams, Daisy
Williams, Vera
Wojek, Helen
Wrenn, Vivian
Wright, Ruby
Yates, Mary Len

Adams, Frank
Ahrens, Sam
Alfred, Jack & June
Allen, Major Allen
Allen, Oscar or Billy
Arenz, Thomas
Arlington, Earl
Arnold, George
Arthur, Mickey
Aschenbrenner Jr., Frank

Baldwin, J. R.
Ball, Albert
Barton, Jas. C.
Beaman, Roy
Benefield, Benny
Blackburn, Guy
Bohart, J. H.
Bolander, J. W.
Borin, Richie C.
Boyle, Duke
Bowen, Ernie
Brown, T. H.
Burton, Ben
Cabell, J. P.
Calaway, Bill

Caldar, Walter
Campbell, Harry
Cantor, Buck
Carter, Fred
Chavallier, C. G.
Clark, Edward F.
Clift, Walter
Cole, Fred E.
Cook, Chas. & Edna

Cooper, Bob
Cooper, Clyde
Copper, Lee M.
Davis, Lance
Dawson, Harry
DeGraw, Steve
De Rosignob, Louis
Dean, Tom "Red"
Denek, Hippo
Dixie Kid
Dixon, Chas. V.
Dixon, Dick
Dodge, Emmy
Dooley, Chas.
Drake, Bernard
Dugan, Jimmy
Dunne, W. J.
Edwards, Allen
Ellison, Thos. H.
Embre, Geo. H.
Etinger, Hugh
Evans, Harry Iko
Evenson, Ernest
Ferna, Rube
Finnig, George
Fitzgerald, Jonathian

Floyd, R. M.
Portner, Billy
Fox, Joe
Fuller, Sid
Gates, J. C.
Glasscock, D.
Goodman, Bill
Goodman, Jerome
Gordon, Wm. Paul
Gray, Charles
Green Bros., Circus
Grimes, Henry
Hamilton, James
Hardin, C. A.

Thompson, Mrs. Eva
Johnson, Jean
Keller, Louise
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La Vada, Freda
McDonald, Mrs. Mabel
McFarland, Mrs. Tob.
McLaughlin, Mrs. Billy

Williams, Daisy
Williams, Vera
Wojek, Helen
Wrenn, Vivian
Wright, Ruby
Yates, Mary Len

Adams, Frank
Ahrens, Sam
Alfred, Jack & June
Allen, Major Allen
Allen, Oscar or Billy
Arenz, Thomas
Arlington, Earl
Arnold, George
Arthur, Mickey
Aschenbrenner Jr., Frank

Baldwin, J. R.
Ball, Albert
Barton, Jas. C.
Beaman, Roy
Benefield, Benny
Blackburn, Guy
Bohart, J. H.
Bolander, J. W.
Borin, Richie C.
Boyle, Duke
Bowen, Ernie
Brown, T. H.
Burton, Ben
Cabell, J. P.
Calaway, Bill

Caldar, Walter
Campbell, Harry
Cantor, Buck
Carter, Fred
Chavallier, C. G.
Clark, Edward F.
Clift, Walter
Cole, Fred E.
Cook, Chas. & Edna

Cooper, Bob
Cooper, Clyde
Copper, Lee M.
Davis, Lance
Dawson, Harry
DeGraw, Steve
De Rosignob, Louis
Dean, Tom "Red"
Denek, Hippo
Dixie Kid
Dixon, Chas. V.
Dixon, Dick
Dodge, Emmy
Dooley, Chas.
Drake, Bernard
Dugan, Jimmy
Dunne, W. J.
Edwards, Allen
Ellison, Thos. H.
Embre, Geo. H.
Etinger, Hugh
Evans, Harry Iko
Evenson, Ernest
Ferna, Rube
Finnig, George
Fitzgerald, Jonathian

Floyd, R. M.
Portner, Billy
Fox, Joe
Fuller, Sid
Gates, J. C.
Glasscock, D.
Goodman, Bill
Goodman, Jerome
Gordon, Wm. Paul
Gray, Charles
Green Bros., Circus
Grimes, Henry
Hamilton, James
Hardin, C. A.

Thompson, Mrs. Eva
Johnson, Jean
Keller, Louise
Kiddier, Mrs. R. W.
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La Vada, Freda
McDonald, Mrs. Mabel
McFarland, Mrs. Tob.
McLaughlin, Mrs. Billy

Manley, Mrs. Lee
Martin, Mrs. Cell
Martin, Mrs. Joe
Meek, Goldie
Miller, Mrs. Thelma
Moore, Mrs. Mabel
Muir, Mrs. Mabel
Neal, Mrs. Ruby
Olmstead, Mrs. G. O.

Patton, Tiny
Frost, Flo
Ramsey, Mamie
Reed, Mrs. Helen
Reinshaw, Mrs. Bert
Roberts, Mrs. H. J.
Russell, Willie Mae
Scotfield, Mrs. Dorothy
Scott, Mrs. Jack
Seura, Mrs. Aline
Smith, Ethel Sylvain
Snow, Mrs. Roy
Stanley, Mrs. W. B.
Sutherland, Beverly
Teeter, Jacqueline
Tetts, Mrs. Fletcher

Tharp, Mrs. Bristow
Thornton, Nellie May
Thompson, Mrs. Eva
Johnson, Jean
Keller, Louise
Kiddier, Mrs. R. W.
Kinney, Mabel
La Bat, Louise
La Vada, Freda
McDonald, Mrs. Mabel
McFarland, Mrs. Tob.
McLaughlin, Mrs. Billy

Manley, Mrs. Lee
Martin, Mrs. Cell
Martin, Mrs. Joe
Meek, Goldie
Miller, Mrs. Thelma
Moore, Mrs. Mabel
Muir, Mrs. Mabel
Neal, Mrs. Ruby
Olmstead, Mrs. G. O.

Rivas, Billy
Roberts, H. J.
Roberts, Vardaman
Robertta, Harry
Roe, H. V.
Rogers, Henry D.
Rosenbalm, Ted
Roy's Eatmore Cafe
Russells, Famous
Scanlon, Bill
Schneider, E. J.
Sedgwick, Rolland
Sharkey, Charles
Siebow, John E.
Smith, R. C.
Spencer, Bennie
Stanley, Reddie
Starr, Solon L.
Stewart, Artie
Stewart, Pat
Stubblefield, J. B.
Stuck, Roy
Taylor, Lloyd Buck
Taylor, Rex
Tebson, G. Earle
Thelke, Edw. M.
Thompson, Omar
Thompson, Whitle

Adams, Frank
Ahrens, Sam
Alfred, Jack & June
Allen, Major Allen
Allen, Oscar or Billy
Arenz, Thomas
Arlington, Earl
Arnold, George
Arthur, Mickey
Aschenbrenner Jr., Frank

Baldwin, J. R.
Ball, Albert
Barton, Jas. C.
Beaman, Roy
Benefield, Benny
Blackburn, Guy
Bohart, J. H.
Bolander, J. W.
Borin, Richie C.
Boyle, Duke
Bowen, Ernie
Brown, T. H.
Burton, Ben
Cabell, J. P.
Calaway, Bill

Caldar, Walter
Campbell, Harry
Cantor, Buck
Carter, Fred
Chavallier, C. G.
Clark, Edward F.
Clift, Walter
Cole, Fred E.
Cook, Chas. & Edna

Cooper, Bob
Cooper, Clyde
Copper, Lee M.
Davis, Lance
Dawson, Harry
DeGraw, Steve
De Rosignob, Louis
Dean, Tom "Red"
Denek, Hippo
Dixie Kid
Dixon, Chas. V.
Dixon, Dick
Dodge, Emmy
Dooley, Chas.
Drake, Bernard
Dugan, Jimmy
Dunne, W. J.
Edwards, Allen
Ellison, Thos. H.
Embre, Geo. H.
Etinger, Hugh
Evans, Harry Iko
Evenson, Ernest
Ferna, Rube
Finnig, George
Fitzgerald, Jonathian

Floyd, R. M.
Portner, Billy
Fox, Joe
Fuller, Sid
Gates, J. C.
Glasscock, D.
Goodman, Bill
Goodman, Jerome
Gordon, Wm. Paul
Gray, Charles
Green Bros., Circus
Grimes, Henry
Hamilton, James
Hardin, C. A.

Thompson, Mrs. Eva
Johnson, Jean
Keller, Louise
Kiddier, Mrs. R. W.
Kinney, Mabel
La Bat, Louise
La Vada, Freda
McDonald, Mrs. Mabel
McFarland, Mrs. Tob.
McLaughlin, Mrs. Billy

Manley, Mrs. Lee
Martin, Mrs. Cell
Martin, Mrs

ANDREWS—George Whitfield, 71, nationally known as an organist and composer, died in Honolulu August 18. He was a native of Wayne, O. For some years he was a member of the faculty of the Oberlin (O.) Conservatory of Music, from which position he retired in June, 1931, to go to Hawaii. Besides his widow, he is survived by one son, Whitfield, and two daughters, Mrs. Reber Johnson and Mrs. Kenneth Holt.

IN LOVING MEMORY OF OUR BELOVED SON AND BROTHER,

BEN BENJAMIN

Who passed on August 27, 1928
May his soul rest in peace.

AUGUSTA BENJAMIN (Mother), SARAH, ANNA, ETTA, RAY AND JACK.

BESTER—Harry Edward, 62, president of the Hagerstown (Md.) Fair Association, died August 15 at Washington County Hospital, Hagerstown. He had been ill several weeks. As president of the fair association Mr. Bester performed notable service in developing the local fair and making the race track one of the best half-mile courses in the East. He was engaged in the ice business in Hagerstown for many years and was a leading business man. He was interested in baseball and for several years was president of the Hagerstown club in the Blue Ridge League. As a member of the Democratic State Central Committee he took an active part in politics in the State. He was a Mason and Shriner and prominent in church work as a member of St. John's Lutheran Congregation. His wife, Mrs. Miriam Katherine Fendrick, whom he married in 1898, preceded him to the grave several years ago. One son, Harold Frederick, survives him. Funeral and interment were in Hagerstown.

BUTLER—Roland Jr., son of Roland Butler, of the Ringling Bros.-Barnum & Bailey press staff, died August 19 at Arlington, Mass. He had been ill for some time. Death was indirectly due to injuries he suffered in a hockey game two years ago. Roland Butler left for Arlington last Saturday.

CENILLY—Marcel Lenoir, 28, French playwright, died at his home in Paris August 3.

CHRISTY—Mrs. Georgia, 32, wife of Wayne Christy, RKO agent, died in Hackensack Hospital, Hackensack, N. J., August 15 from injuries received when her car crashed into a pole on the New Jersey highway near Hohokus. She was the former Dorothy Meltonio, dancer, of the team Meltonio and Romanoff. The last four years she had been a licensed commercial pilot. She had just completed an air trip and changed to the car when the accident occurred. She had gone a quarter of a mile, turning quickly to avert running into another car and crashing into a pole.

DOTTORE—Joseph, 60, father of Charles La Tour, New York actor, died last week in Cleveland. The body was brought to New York for burial.

EMERSON—Mabel Holmes, daughter of Prof. Luther O. Emerson, well-known composer, died at the home of her niece in Arlington, Mass., August 17.

FINNIGAN—Rt. Rev. George J., 47, member of the Holy Cross Mission Band, and lately bishop of the Helena (Mont.) diocese, died in Helena August 14 of a heart attack. He was rector of the Holy Cross Seminary, at Notre Dame, Ind., and was widely known in Northern Indiana. He was a member of the 137th Field Artillery in France in 1919. He was also a member of the American Legion.

FLORIDIA—Pietro, 72, operatic and orchestral composer, died August 16 at the Medical Center, New York, after an illness of eight weeks. He composed *Maruzza*, produced in Italy in 1894, and came to this country in 1904. He left a wife and a daughter.

GATES—Anton, 78, former member of Lefky & Sidel's Harp Orchestra, Elkhart Lake, Wis., died August 16 at his home in Milwaukee. He is survived by his widow, two sons and three daughters.

GRAHAM—Ray, 45, of New York and Rosslyn, L. I., treasurer of the Graham-Paige Auto Manufacturing Company, plunged into a creek at Chatham, Ont., August 13, and was drowned. He had been in ill health for several months. Survived by brothers Joseph and Robert; his mother, widow and four children. Was a charter member of Circus Fans' Association and well known in circus world.

THE FINAL CURTAIN

HARTSBURG—A brother of John Hartsburg, who operated a concession in Playland Park, South Bend, Ind., died August 14 at East Gary, Ind. South Bend police were notified, but could find no trace of Hartsburg.

HILZINGER—Louis, 76, died August 9 aboard the steamship New York as the steamer was nearing the coast of France. Death occurred suddenly. He was for 40 years president of the Schwaebischer-Maennerchor Singing Society of Bridgeport, Conn., and was awarded the trip to Europe by the Connecticut singing societies for his wonderful work in their behalf at the recent Saengerfest in Bridgeport. He was known thruout the East as a tenor singer.

JOHNSON—Albertus B., 78, one of the founders and chief sponsors of the Tri-County Fair at Caledonia, N. Y., died suddenly of a heart attack while attending the fair there recently. He leaves his wife, six sons and two daughters.

World's Wonder Shows, died August 8 in her home city, Baltimore. Mrs. Sterling was at her mother's deathbed. West's Shows sent a floral tribute.

LETEURTRE—Gaston, manager of the Theater des Ambassadeurs in Paris, died at his Paris home August 1.

MITCHELL—Leonard, 39, expert sound technician and one of the pioneers in the synchronizing field, died August 16 in his home in Brooklyn. He is survived by his widow and a daughter by former marriage.

NEVILLE—George, 66, legit and vaudeville actor, died in St. Vincent's Hospital, New York; August 18 and was buried in the Catholic Actors' Guild plot in Calvary Cemetery. He was born in Boston and made his stage debut with the Boston Theater Company, supporting William Redmond and Mrs. Thomas Barry in *Hearts of Oak*. In 1888 he supported Maggie Mitchell in *Fanchon*, and

Show. Leaving the show, he became an animal collector. At one time he was assistant director of the Philadelphia Zoo. He came to Chicago in 1918 at the request of William Wrigley Jr., to take charge of the Lincoln Park Zoo. Parker is survived by his widow, Mrs. Hannah E. Parker; his mother and a brother and sister in Philadelphia. His body was cremated and the ashes taken to Philadelphia.

REED—Edward, 25, assistant manager of the Saenger Theater, Mobile, Ala., drowned August 18 in Lake Ponchartrain, New Orleans. He was at a lake resort with his wife and child, and both witnessed the fatal drowning. He is survived by his widow, Mrs. Irma Hardy Reed; a daughter, Doria Reed, and other relatives. The body was brought to Mobile and buried with honors by his fellow employees.

REYNOLDS—John Darscott Jr., 25, known on the stage as Jack Ray, died August 14 at the home of his mother in New York. He was a member of the cast of *Of Thee I Sing* and had been on the stage 11 years. He had also been assistant stage manager of *Scoot the Works* and worked with the Shuberts and Al Jolson. He was an accomplished musician and gave performance in concert and over the radio.

RIZZO—R., musician, was drowned at Galveston, Tex., August 5. He was one of the original members of Harper's Band, which had its headquarters in Galveston many years ago and was popular thruout the Southwest. At last report the authorities were unable to locate relatives, and the body was turned over to F. P. Malloy & Son, Galveston undertakers.

SCHAGRIN—Solomon, 81, father of Joseph Schagrín, for many years manager of the Park Theater, died August 14 at his home in Youngstown, O., following brief illness. His widow and eight sons survive. Burial was in Youngstown.

SCHOFIELD—Samuel, 64, tenor, died last week at the House of Calvary Hospital, Bronx, N. Y., after a year's illness. He was born in England, studied at the Royal College of Music in London, and later sang in Gilbert and Sullivan light operas at the Savoy Theater there. In this country he was soloist with various churches in New York.

SUTTON—Brad, 69, veteran legit actor, died August 19 of nephritis at the Richmond Memorial Hospital, Staten Island, N. Y. For years he played in legit, but more recently had given all his time to radio. He had been broadcasting over WJZ and WABC, and appeared in many commercial programs for NBC. He was a 32d Degree Mason. He leaves a wife, Mrs. Marguerite Sutton, and a brother, Charles E. Sutton.

THAYER—Elmer E., 57, former musical comedy actor and father of Tiffany Thayer, novelist, died August 18 of heart disease at his home in Freeport, L. I. He has a brother, O. B. Thayer, an actor.

TUCKER—A. M. (Tommy), 57, died in Los Angeles recently. He was a former San Antonio theater man. Surviving are his widow, Mrs. Gladys H. Tucker; a daughter, brothers, sisters and several grandchildren.

ULMER—Geraldine, 70, actress and vocalist, died in London August 14. She was a native of Boston and sang in opera in the United States many years, being at one time featured with the Boston Ideal Opera Company. She retired from the stage in 1904 and devoted herself to singing instruction, having her studio at Mersham, Surrey, England.

VALLANCE—Tom, English comedian and manager, dropped dead in the wings at the Palace Theater, Blackpool, Eng., August 13. Known as the most intimate friend of Sir Harry Lauder, Vallance was watching Lauder's performance when he was fatally stricken.

WOODCOCK—William, 43, wagonman with the Ringling Bros.-Barnum & Bailey Circus, died August 15 from the effects of injuries received when he fell and was crushed beneath a circus wagon. His home was Bridgeport, Conn.

WOOLSEY—Fred W. (Ott), 61, president of the Atlantic Posting Service, Atlantic City, died at the home of his daughter-in-law, Mrs. Pat Cunningham, in that city last week. His death was indirectly due to an injury he suffered 20 years ago when employed in the old Opera House, which developed a tubercular condition in the limb resulting in an infection which proved fatal.

"HAPPY JACK" SNELLEN

By FRANK BRADEN

Happy Jack is gone.

John H. Snellen, 73, the grand old man of the Big Show, died in St. Francis Hospital, San Francisco, August 13 while the circus to which he had contributed vital inventions, safety devices and heroic devotion—Ringling Bros.-Barnum & Bailey—loomed vast against the blue of Lake Michigan on the lot he had so often laid out in Grant Park, Chicago.

The great grand stands, which he had first conceived and built, were filled with happy humanity. Rings and stages, the air and the track were vibrant with the stirring, colorful action of the performance. Children laughed, then, with their elders, sat spellbound, wide-eyed. Far across the continent, Happy Jack, entering the shades, sighed as the familiar scene lined itself in radiance before his glazing eyes. He had given long of his best that this audience and countless others should thrill to this magic spell—in security. His work was done and it was good. He would rest.

That was the hour that Happy Jack chose to close his eyes.

His wife, Eva, and his daughter, Harriett, were with him at the end. The show mourns with them.

John Snellen joined the Ringling Bros.' Circus in 1889. When Ringling Bros. acquired the Forepaugh-Sells Show he was sent to rebuild it. Later, when the Ringlings bought the Barnum & Bailey Show, Happy Jack was moved over to rebuild it. When, at the close of the season of 1918, the Ringling and Barnum shows were combined, Happy Jack reached the zenith of his remarkable career. His imprint is everywhere on the physical might of the "Greatest Show on Earth." Prior to 1889, John Snellen trouped with the W. W. Cole Show, the P. T. Barnum Show and the Bob Hunting Show.

Among his inventions are chair grand stands, with safety devices innumerable; the smoke wagon, the funny rope, big top eaves over the sidewalls and connection drips. It was he whom circus workmen termed "King of the Tapelines." He could lay out the Big Show where other giants of his line could not. He was a genius, a great-hearted man, and the great and humble of his calling were proud to name him friend. And he could laugh, so the world called him Happy Jack.

Bon voyage, Happy Jack. You've gone ahead to tape the Last Lot. The men and women of the circus, front and back, know that your spirit can never die. It goes trouping on—with the Big Show—an inspiration always and a bright flare to guide us to the runs when the long night falls.

We'll be seeing you, Happy Jack.

JONES—Albert (Cat Red), 67, former animal and cage man, died August 2 at the Mortenvue riding stables, Dearborn, Mich. He was only sick a few hours. He was with the Sells Bros., Sun Bros., Hagenbeck-Wallace, Sells-Floto, John Robinson and Gollmar Bros.' circuses at various times.

KANE—Edward B., 40, connected with the film industry the last 20 years, died August 17 at his home in New York. He was a member of the Associated Assistant Directors' Union and the Motion Picture Studio Mechanics. He left a wife and a mother.

KING—Phoebe, 33, who formerly trouped with the Al G. Barnes Circus, died August 13 of heart trouble at Conago Park, Calif. At her bedside when the end came were her husband, Austin B. King, and Ruth Wolff, an intimate friend. Her husband was a horse trainer with the Barnes Show for many years. Funeral services were held at Conago Park and body was sent to Burbank, Calif., for interment in Valhalla Memorial.

LEE—Mrs. Mary J., 80, mother of Mrs. W. W. (Mother) Sterling, of West's

later appeared in Charles Frohman's *Lost Paradise*. More recently he had played in *Shavings* and in *Fine and Dandy*. In vaudeville he appeared with Anna Held and with W. H. Turner. He also appeared in pictures, making his debut in *Way Down East*. He is survived by a widow and four children.

NEMO—Leon, French songwriter and revue author, died at his home in Paris August 7.

NEWCOMER—W. B., 61, music arranger, passed away last week in Liberty, N. Y., where he had been ill the last two months.

PARKER—Alfred E., 57, director of Lincoln Park Zoo, Chicago, and one of the best-known animal trainers in the country, died at his home in Chicago August 15 from an infection. About a year ago while vacationing at Hot Springs, Ark., Mr. Parker missed his footing on a staircase and fell, biting his tongue as he did. It was this injury that caused the infection and finally death. Mr. Parker was born in Philadelphia in 1875. When a lad of 14 he had a leopard act of his own on the Bostock Shows. Later he toured Europe with the Buffalo Bill

MARRIAGES

BRAMSON-GOLD—Sam Bramson, of the William Morris Booking Agency, Chicago, and Ella Gold, nonprofessional, were married in Chicago August 12.

CRISP-MURFIN—Donald Crisp, movie actor and director, and Jane Murfin, screen writer, were married at Ventura, Calif., August 15.

DONALDSON-STARR—Frances Starr, for many years starred in productions by David Belasco, became the bride of Robert Golden Donaldson in New York August 15. The bridegroom is a Washington banker. The wedding took place in Miss Starr's hotel apartment and the couple left on a honeymoon trip for the mountains of New Hampshire. Ruth Chatterton and her new husband, George Brent, were among the small group that witnessed the marriage.

FLEMING-DAVIS—Anna Lawrence Davis, secretary to Margaret Mayo, playwright, and William Robert Fleming were married last week in New York.

FREEDMAN-THIRER—Irene Thirer, film critic of *The New York Daily News*, and Zachary A. Freedman, manager of the Audubon Theater, New York, were married last week in New York.

GLASS-HULETT—Gilbert Glass, of Utica, N. Y., and Mildred Hulett, of South Bend, Ind., were married August 13 at South Bend by Rev. W. N. Dunn, of the Methodist Church. Mrs. Glass is a musician of note.

GOULD-COLLINS—Howard (Jay) Gould, radio singer, featured on WBBM, and Diane Collins, of Grand Rapids, Mich., were married August 13 at Waukegan, Ill. They will make their home in Chicago.

HAGGERTY-LEEDAM—Inez Leedam, Canton, O., who has been with the Edith Ambler Players at Dover, O., several weeks, playing parts in the bill and doing specialties, and Jack Haggerty, leading man of the same troupe, were married recently at Cambridge, O. Miss Leedam, daughter of Mr. and Mrs. Art Leedam, well-known Canton theatrical man, has for many years been identified with musical comedy tabloid and stock and for several seasons was with Curley Burns' *Cute Little Devils*. Jess Springer, New Philadelphia, O., magician, accompanied the couple to Cambridge and acted as best man.

LIKE-MEHAFEEY—Ralph Like, independent film producer, and Blanche Mehaffey, film actress, were married in Mexico recently.

LOHMAN-CARMEN—Jean Carmen, Universal screen actress, became the bride of Walter Lohman, business man, August 15 at the beach home of Mrs. Constance Talmadge Netcher, Santa Monica, Calif.

NELSON-DAVIS—Harmon O. Nelson Jr. and Bette Davis, Hollywood film actress, were married in Yuma, Ariz., August 18. Nelson is an orchestra leader. He met his bride when they were both students at an academy in the East.

NORTH-MANZI—Elaine Manzi, dancer, according to report made by her to her parents in New York August 13, is the wife of Frederic Lionel George Effingham North, who is Lord North, of the historic English line. She said they were married recently by a magistrate at Media, Pa. The famous Lord North, interviewed in England, denied that he was the Lord North who married the dancer.

PETROWITCH-SCHUSTER—Iwan Petrowitch, film actor, and Frieda Schuster, Berlin singer, were married recently in Czechoslovakia.

RICHES-BRENNAN—C. R. T. Riches, former husband of Betty Compton, stage actress, and Mrs. Norine Brennan were married August 13, according to an announcement made in Toronto August 19.

ROSS-AURILLO—Unique wedding took place at Boardwalk Museum, Atlantic City, August 13 when Frances Aurillo, of Dallas, became the bride of Le Roy Ross, of Rossville, Kan. Both are members of the museum troupe. Susie, elephant-skin girl, was maid of honor, and Spike Howard, strong man, was best man. Rev. Eugene Nixon, Atlantic City, officiated. Color was added to the ceremony when Howard appeared in his working clothes—that is, a lion skin.

TWIFORD-CAMERON—Helen Cameron, New York show girl, formerly with *Scandals*, became the bride of Henry Twiford,

member of the burlesque troupe now at Globe Theater, Atlantic City., August 19. Ceremony performed on stage. Whole cast took part, following the final performance of the evening. Billy Fields was best man, and Ann Mitchell, soubrette, was maid of honor. Dotty Davis was bridesmaid. The couple met when the show first opened. Twiford is a former Hollywood stunt man.

COMING MARRIAGES

Rigoulot, French circus "strong man," announces his coming marriage to Christiane Wachetta.

Dorothy Block, member of the South Bend (Ind.) Theater Guild, announced recently her intentions of marriage to Louis H. Baum, of Flint, Mich. The wedding will take place September 4.

Notice of intention to wed was filed at Los Angeles August 15 by Francis D. Tappaan, former all-American football player, and Beth C. Moreno, daughter of Daisy Canfield Danziger Moreno, wife of Antonio Moreno.

A marriage license has been issued in the Allen Circuit Court, Fort Wayne, Ind., to David Rutherford Flucker, musician, and Blossom Richards, both of Detroit.

Barbara Robbins, actress, whose real name is Irma Theobald, and Robert W. Bell obtained a marriage license August 17 in New York and plan to marry August 22.

Marjory La Voe, who won the title of "perfect chorus girl," and Harry Rosenthal, pianist, announced their engagement last week. Rosenthal is now appearing at the Central Park Casino, New York.

Marjorie March, English stage actress, is to become the bride of Walter Bibb, writer and magazine publisher, it was announced at Hollywood August 18.

BIRTHS

Mr. and Mrs. W. M. Napier announce the birth of a son, July 29, at St. Margaret's Hospital, Pittsburgh. The boy has been named Charles. He weighed nine pounds. Father is the owner of the Penn Music Company and the author of a number of popular songs.

A son was born August 12 to Mr. and Mrs. Dale Ellenberger, of Fort Wayne, Ind. Mr. Ellenberger is a concessioner, and has visited many Northern Indiana fairs during the last two years.

A boy was born to Mr. and Mrs. Joseph Deutsch at the Women's Hospital, New York. The mother is the niece of the late Joe Leblang and the sister of Joe Keith, manager of Leblang's Ticket Agency. The father is the head of the Supreme Ticket Agency, New York.

DIVORCES

Mrs. Marie Sykora, the former Countess Kuczkowska, of Russia, has filed suit for divorce at Chicago against Frank Vincent Sykora, former cello player in the Cincinnati Symphony Orchestra.

Mary Hay, dancer and former wife of Richard Barthelmess, will go to Paris to institute divorce proceedings against David Bath. Bath and Miss Hay have agreed upon "an amicable separation," she says.

Rosamond Pinchot Gaston, actress, who played the nun in Max Reinhardt's *The Miracle* in 1925, is in Reno to secure a divorce from William Gaston, of Boston. Gaston is an attorney. They were married in 1928.

Final divorce decree was entered at Los Angeles August 15 in the case of Dorothy Lee against James Fidler. The screen star obtained an interlocutory decree about a year ago.

Constance Binney was secretly divorced from Charles Edward Cotting at Fallon, Nev., July 25, court records reveal. Financial settlement was effected out of court. Miss Binney played opposite John Barrymore in *Test of Honor* and was starred in Rachel Crothers' *39 East*.

Mrs. Freddie Rich has filed papers in the Supreme Court of New York, asking \$500 weekly alimony and \$7,500 counsel fees from her husband, the radio orchestra leader. She also entered a denial to her husband's charges in his divorce suit against her.

Divorce was awarded Virginia O'Donnell, actress, against William O'Donnell, film director, at Hollywood August 19.

Alterations in 1933 May Help Toronto's Sunnyside

TORONTO, Aug. 20.—Midsummer finds crowds populating Sunnyside Amusement Park during torrid weather. Special attractions have included doll carriage contest, amateur talent contest and burning of a discarded lake steamer. Free acts staged nightly in the Plaza at beginning of the season have been abandoned. The dance hall is proving one of the best paying attractions.

Archery and miniature golf were abandoned. It is claimed their novelty is not permanent. Refreshment stands are holding their own, as well as the rides. The management is optimistic because Sunnyside is holding up better than many parks in other large cities. Big holiday business looked for did not materialize. Dominion Day and Civic Holiday were not so good because of threatening weather toward the close of each day. The Al Fresco Theater is doing fair business.

While crowds gather, it is evident customers are not spending as freely as last season. Concessioners and others are looking ahead already to next season, when it is likely that the Harbor Commission may make extensive alterations and completely change outlay of the park. Sol Solman is guiding destinies of Sunnyside this year.

Imposing Names Grace Bill At A. C. Coal Fund Annual

ATLANTIC CITY, Aug. 20.—One of the largest gatherings of "names" ever in the ballroom of Atlantic City Auditorium took place last Sunday night for *The Atlantic City News Coal Fund Show*, annual event.

Lou Holtz was scheduled to be m. c., but was taken ill, and Joe Wallace, m. c. of Silver Slipper, stepped into his shoes and filled the bill to the satisfaction of all. He has been offered several contracts as an outcome. Jack White and Jack Osterman shared honors in helping him.

Orchestras on hand included Paradise Club Band, led by Frank Montgomery, and the 500 Club Orchestra, led by Jack Pomeroy, who came especially for the show. Two biggest hits were Arthur Tracy, street singer, and George Dewey Washington, baritone.

Other names on bill were Col. Stoopnagle and Bud, CBS; "Snake Hips" Tucker, Anatole Friedland, Isham Jones, Little Jack Little, Keller Sisters and Lynch, CBS; Frankie Richardson, minstrel man; Burns and Kissen, Bobby Pinkus and Thelma Temple, Nina and Tony De Marco, Primrose Seaman and Joe Doris; "Corrine," dancer; Al Wohlman, Warrick Sisters and Woolry, WCAU, and Vincent Lopez.

SUGAR'S DOMINO

(Continued from page 5)

loyalty to acts booked by the circuit recently when he waived a bond for Ted Healy following notification by the Shubert office that Healy is working in vaude against its wishes and is thereby holding himself open to suit. In other similar instances Beck has come out unhesitatingly in support of artists, and at no time was he compelled to take the action he did.

James C. Furman, formerly with Paramount-Publix in about 99 publicity and exploitation capacities, has joined the Warner outfit as press head for the New York and Brooklyn houses. An interesting story behind it. Furman didn't sit back and mope when the last shakeup in Publix sent him and others out into the street. He used the brain that got him somewhere in the exploitation biz and concocted one of the cleverest appeals for employment we have seen in all of our experience. He sent this attractive broadside to 400 film, legit and theater executives. Received answers galore and plenty of offers. All of which belies, more or less, the impression that most of us have received that there is a business slump. Warner gave Furman an offer he liked and that's where he is now. We wish him plenty of luck. Here is at least one man who has demonstrated that just because shakeup attacks a man doesn't indicate that he is licked. The kind of resourcefulness Furman used in his job-seeking effort will certainly come in handy in his new assignment. Expect to hear lots more about this lad Furman. He's got the stuff.

Vaudeville admissions have almost always been and still are too high to in-

sure steady patronage. Whether this has been due, as operators aver, to exorbitant labor demands or to the ponderous gross slapped on to the nut by maintaining vaudeville policies is difficult to decide generally. One may apply to a certain spot and be a foreign factor, indeed, in another. But the fact remains that vaudeville admissions are not yet down within the reach of the average theatergoer. Exhibitors are cutting their own throats by indulging in an orgy of double featuring and lowered admission scales. Why don't they apply the more constructive features of such an arrangement to vaudeville policies?

The public is not to be gauged in its tastes these days in regard to what it prefers. Most of us, with decreased incomes and less money to expend on amusements, want bargain entertainment. We patronize cut-raters among haberdashers, butchers, grocers and restaurants. Theaters are no exception. Those that bring their admission scales down to meet the demands of the hour will do business. Others will continue to wonder (poor fools!) why the crowd goes past their doors—to the opposition across the street. There must be some way to bring down vaude admissions. Smart operators will find a way as they have found ways and means to accomplish other things.

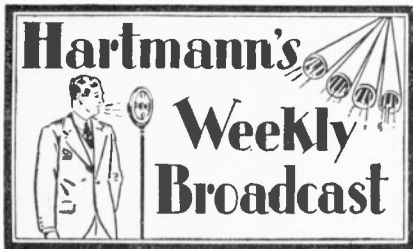
THE July issue of *The Seven Circles*, official publication of the International Magic Circle, devotes its entire editorial page to a discussion of *The Billboard's* plan to merge the three leading magicians' organizations. The editorial commends the scheme and states quite logically why such a move would benefit magic and magicians. We thank *The Seven Circles* for supporting our pet project. We need the co-operation of such agencies if success is to finally crown our efforts. But why, we ask, is the esteemed publication negligent in its moral obligation to credit *Billyboy* as the leading protagonist in the movement? If it is merely a lapse of memory Walter C. Gibson, the editor, has our forgiveness. But if it isn't—well, papa will have to get out the rattan and spank. How about letting us know how you stand, Walter? And give our best to Harry Blackstone and his fellow nonconformists!

Talking about the merger plan, everything is quiet, according to schedule, along the peace-pipe-smoking front. Most of the boys are vacationing and the few who aren't have their hands tied. There will be a grand and glorious reawakening when the fall comes around. And maybe by the year 1933 the magi will all be housed under one roof, deriving as much enjoyment as ever from their delightful little quarrels. . . . Peck's Bad Boys, a new and affectionate cognomen for those who perform with the wand, rabbit and plugged hat!

Last Saturday's *New York Herald-Tribune* paid a beautiful and well-deserved tribute on its editorial page to the Actors' Dinner Club. We can't refrain from quoting herewith the latter portion thereof:

All this goes to show that, for all its famed jealousies and capacity for disagreements over trifles, the acting profession, when real need arises among its members, is about as loyal and generous as they come. Not only does it understand generosity, but also the masterful quality of tact in its assistance of friends temporarily in hard straits. To both these realistic virtues the Actors' Dinner Club stands as an impressive monument, and it deserves a salute from all friends of the stage and its troupers.

SIDE GLANCES—Motorcycle escort days for actor biggies are not yet over. . . . Olsen and Johnson were given one last Thursday while breaking in their act for the Palace at Lynbrook. . . . The ear-splitting coppers cleared the way for the famous hoke artists after they finished a broadcast at the NBC Times Square Studios. . . . Jackie Osterman has become a real columnist, but he swears, honest injun, he is not deserting the show business. . . . Jackie starts writing a column for *The Mirror* this Thursday. . . . Title will be *Ostermania*. . . . Here's luck to you, Osterman. . . . But don't talk yourself out of it! . . . Had our first experience over television last week. . . . We feel like a real pioneer. . . . 10-gallon hat, long whiskers n'everything. . . . Ray for television and the somber ties they make you wear.



AMUSEMENT parks in general suffered a severe jolt this season from the standpoint of business, and indications lead one to believe that the majority of them in this country will close earlier this year than probably ever before.

The average drop in receipts, compared with last year, DeArv G. Barton, field secretary of the National Association of Amusement Parks, writes me, is between 40 and 50 per cent. Mr. Barton should know, for since Decoration Day he has covered some 15,000 miles, his travels carrying him as far south as Birmingham and Memphis, west to Kansas City and Omaha, north to Minneapolis and St. Paul and east to the Atlantic Coast, where he covered from Portland, Me., to Norfolk, Va. In other words, he has called on practically every amusement park in the country other than those in the Far West and extreme Southwest.

"From this wide travel," says Mr. Barton, "I have been able to generalize on conditions in the park industry. In striking an average of conditions over this entire area I find that business is from 40 to 50 per cent off compared with last year's figures, some places showing a considerably poorer condition and others a good deal better. It is hard to make a general territorial distinction as to where business is better or poorer, as local rather than territorial conditions seem to govern. The Midwestern States probably show in general the brightest picture. The highly industrial Central States shed the most gloom."

In telling how the various departments of the park fared this year, Mr. Barton says that, in general, dancing and the ballroom business has held its own better than any other department in the industry, with refreshments probably rating second place, kiddie rides third and general ride business next. The game concession business, he declares, showed the greatest decrease in patronage. He makes no reference to the swimming pool end.

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"In my experience, however," continues Mr. Barton, "despite all of these adverse conditions, park men in general are to be complimented on their spirit and determination to 'carry on' regardless of circumstances. Unquestionably more effort has been expended this year in bringing business to the park than ever before in the history of the industry."

Mr. Barton expresses regret over the postponement of the NAAP summer meeting. He says: "We are all sorry that it was necessary to postpone the summer meeting, which was to have been in Cincinnati today (August 17), and I am particularly sorry that the members are not going to have a chance to see George Schott's fine institution. His park unquestionably rates among the finest in the country and it would have been a real treat for park men to have been able to study its operation. We will all look forward, however, to being Mr. Schott's guests next summer."

Mr. Barton's travels are not yet ended. During the next few weeks he plans to spend a little time at Riverview, Chicago, watching the operation of that park's well-known Mardi Gras, after which he aims to take in the Canadian National Exhibition at Toronto, following this with another trip to New York to visit the Coney Island Mardi Gras."

The Iowa State Fair at Des Moines this year is going to have what one might call an extra added attraction in the filming of "atmosphere" scenes for the motion picture sound production, *State Fair*, based on Phil Stong's novel of that name and which Fox Film Corporation is producing. This, it is claimed, will be the first time in the history of the motion picture industry that such a feat has been attempted at a State fair.

If arrangements are carried out as planned, this talkie will be a 10-strike for publicity for the fair in general. Whether it will be favorable or unfavorable publicity, or both, remains to be seen.

Mr. Stong's book as a whole is well written and quite interesting, altho the ending leaves one somewhat in the dark. There are some parts in the novel, however, that reflect against the fair industry. This is especially true where the operator of the hoopla tells about paying a high price to the fair association to conduct swindles (with detective protection) after the son of the Frakes beats the operator at the game. Then there is the exposing, by the son, of fake articles won, such as a clock with no works, etc. An inconsistency lies in the fact that the son never fails, in his many throws, to ring an article properly at the hoopla thru the skill gained in practicing with his mother's embroidery hoops at home from the close of one fair (where he spent \$8 to get a pearl-handled revolver) until the next. But it's only a novel and therefore allowance should be made for this.

However, as it is the aim of the Fox Film Company to give the talkie as much realism as possible, it is to be hoped that great care will be exercised (thru consultation with A. R. Corey, secretary of the Iowa State Fair, or some other promi-

nent fair man) in the handling of such things as those mentioned above that are not permitted on the grounds of the Iowa State Fair or any other State fair.

Altho the outlook for outdoor shows is much better now than it was back in May and June, some of the railroad circuses are going to pull up stakes for the season very early. The Al G. Barnes Circus will be the first, closing at Ventura, Calif., August 28. This will be almost 45 days earlier than it closed in 1931. The Sells-Floto Circus goes into the barn after playing Atlanta, Ga., Labor Day, more than 40 days earlier than last season. The Ringling Bros. and Barnum & Bailey Circus will not have as early a closing as in 1931 if its scheduled route is played, as the show is booked in San Antonio, Tex., for September 19, when the annual convention of the Circus Fans' Association will be in session. Last year the show closed September 14 at Atlanta. No announcement has as yet been made where and when the remaining railroad circus, Hagenbeck-Wallace, will wind up.

Sad to relate, but the midway business at the smaller Tennessee fairs this year has not been so good—at least for the Galler Shows. Some blame it on the main-gate charge, claiming that a 10-cent fee instead of 25 cents would have resulted in larger crowds on the grounds and more spending. Celina was almost a total blank, from the standpoint of midway receipts, and Carthage (last week) for the first couple of days gave no business, with rain threatening to kill the remainder of the date. To make things worse, the fair at Hartsville (scheduled for this week) was called off at the 11th hour, making it necessary for Joe Galler to break his string of fairs and swing back into Kentucky—at Monticello—for a still date, which is impossible for a show at least the size of Galler's in Tennessee under the new license laws. One of the best still dates Joe has had of late was Tompkinsville, Ky., where a pay gate put the show over.

New Seasonal Records Are Hung Up by Denver Spots

DENVER, Aug. 20.—New seasonal records have been established at Lakeside and Elitch's Gardens, according to reports completed last week.

A record was established week of August 7 at Elitch's when it was estimated 65,000 passed thru the gates, Manager Arnold B. Gurtler announced. Gates to auto parking lots at the gardens were closed three times Sunday, August 7, afternoon and night. Elitch's theater also broke previous records of attendance last week.

Lakeside climaxed a record-breaking week with attendance on Sunday, August 7, according to Phil Friederich, president Lakeside Amusement Company. Seventy thousand people visited the park during week of August 1. The peak throng is reported for Colorado Day, August 1, when 29,000 people entered. Special days and nationally known dance orchestras are big factors in drawing.

Meyers Lake Park Notes

CANTON, O., Aug. 20. — No definite closing date as yet for Meyers Lake Park. Cab Calloway one-night engagement in Moonlight Ballroom filled the park for the best week night's business in many months.

"Fat" Barnhart's corn game is one of the flashiest seen on Eastern park midways this season.

Big cafeteria in the new recreation building is doing nicely under management of Mrs. H. K. Rosenberry.

Amplified dance music now is available to all sections of the park and serving the big roller rink, as well as entertaining patrons before the free movies start.

Jottings From Cape May

CAPE MAY CITY, Aug. 20. — Hunt's Motorized Circus enjoyed a good stay in Cape May County last week, first playing at the Courthouse and later at Rio Grande.

Buddy Page is still holding out at Green Mill, one of the bright spots of Cape May, which features a big double revue and well-known orchestra.

Stone Harbor Regatta Festival on August 27 should be a big help to local amusement enterprises.

Vincent Lopez and his St. Regis Hotel Orchestra stopped here on a barnstorming trip thru South Jersey. They played

With the Zoos

MEMPHIS—N. J. Melroy, superintendent Overton Park Zoo, gave members of the Memphis Lions' Club a real thrill when they invited him down for an address. Melroy took along a half dozen snakes and displayed them after the luncheon. Mrs. Melroy accompanied her husband and assisted him in demonstrating how larger snakes, particularly the python, feed.

EVANSVILLE, Ind.—New bear pits, of the barless type, are attracting much attention at Mesker Zoo. They are of original construction, with huge real rocks and concrete floors of irregular surface that is most natural. They were designed and the building is supervised by Gilmore M. Haynie, executive secretary Evansville Park Board. He will be a speaker at a convention of zoo men and park officials in Washington, D. C., September 18-20.

DENVER—Buffalo, deer and antelope at City Park Zoo are having a new playground built for them and instead of a flat, monotonous inclosure they are to have a few hills to climb and slide down. Miniature mountains consists of 20,000 cubic yards of dirt recently excavated from a storm sewer running thru the park.

WICHITA, Kan.—Several birds and animals have been added to City Park Zoo the past three months. Riverside boathouse has drawn record crowds. The swimming pool has come in for its share of splendid business during hot days. The bears and monkeys' cages are always a source of much attention. Several lions have been added since first of the year.

SALT LAKE CITY.—The Zoo at Hogel Gardens was the scene on August 14 of dedication of a head frieze of Princess Alice, famous elephant. Dr. George A. Allen, president of the society, introduced J. R. Fox, local sculptor, who unveiled the frieze which he designed. Bishop John Fletcher took part in the unveiling. "Dutch" Snider, trainer, put Princess Alice thru her tricks as part of the ceremonies.

ATLANTA—The Candler Zoo, hobby of a capitalist, business man and philanthropist, opened with a circus on August 6, with proceeds from admissions donated to the Shrine's Crippled Children's Home. This was first showing of many rare animals at the zoo. The large lawn of the Candler estate was filled with tots and grownups. There was a stagecoach drawn by Shetland ponies. There was Harris, from Gate City Shows, with his snakes and Merry-Go-Round, and there were two baby elephants, about 2½ years young, whose names are "Delicious" and "Refreshing." There were other pachyderms, "Coca" and "Cola," as well as Rosie, the five-ton 14-year-old elephant, giving the zoo five elegant specimens. The Atlanta sportsman has secured services of Al Langdon, animal trainer for years with Barnum & Bailey. He is "educating" two magnificent mountain lions, and he has among the collection two rare and costly black-maned lions. One of the most likable youngsters in showdom is curator at the Candler Zoo, Fletcher H. Reynolds, formerly of the Benson Animal Farm, Nashua, N. H. The Candler collection, while not the largest privately owned, is said to be the finest of individually owned animals in America. Near-by residents have gone into court with a view of having the zoo removed, claiming annoying noises and offensive odors. The health inspector, however, has given the zoo a clean bill of health. The zoo boasts a royal Bengal tiger, 2 years old, that when fully matured is expected to be largest in captivity. Practically every species of monkey is housed there, from the pudgy-nose monk to the Japanese ape, tailless tree climber. Among birds are types of the strawberry finch, pink flamingo, canaries of every description, American eagle and varieties of parrots.

the Hunt theaters in Wildwood week of August 5 and went over to Plaza Dance Pavilion in Wildwood for a one-night stand, drawing from surrounding towns.

Phil Murphy is back in m. c. business, presiding over Wildwood marathon dance in Hunt's Auditorium.

Greatest CNE Is Proclaimed

Big Toronto show "carrying on better than usual" —will feature aquatics

TORONTO, Aug. 20.—All is in readiness for opening of the biggest Canadian National Exhibition. For weeks ahead of last year grounds have been in hands of painters, decorators, carpenters and the rest of a gigantic crew annually assembled to stage the great achievement in the outdoor show world in America.

Fame of the CNE has spread to the four corners of the earth and it is recognized as the show window of the nations. Here in permanent and beautiful buildings are displayed products, arts and sciences of the far lands of the Orient, Great Britain, Australia, New Zealand, Union of South Africa, Bermuda, the Bahamas, British Guiana, Egypt, the United States and the provinces of the Dominion of Canada.

In a park of 350 acres Exhibition City is a city within itself, having its own post office, lighting and power plant, hospital, police station, fire department, banks, etc.

Big Midway Shaping

This year's spectacle in front of the grand stand, *The Triumph*, is presented with 1,500 performers on the world's largest stage. More than 25,000 spectators will be enabled to witness every phase and hear clearly every word spoken.

Exhibition Fashion Show is to be staged on a bigger scale than last year, which was beginning of the feature. The Fashion Building is to be entirely devoted to the purpose, and seating capacity increased to 2,000, with the promenade arranged to bring the 100 mannequins close up to the entire audience. Each afternoon and evening spectators will witness an advance showing of the latest in feminine apparel. This year ballet numbers will be introduced.

The entire mile stretch of the midway is shaping itself into real carnival atmosphere. Eddie Dryer, of the Model Shows of America, was here weeks in advance, assisted by an augmented crew. An immense scene shop was installed in the winter fair buildings, where elaborate show fronts were created. Eddie Marconi came in due time and put the finishing touches to the scenic artists' brushes.

Notables To Attend

Along the mile and a half course of water front the seventh Marathon Swims may be seen when more than 200 take to the water. Swims for world professional championship are to be staged. Olympic natators of renown will appear. Flotillas of outboard motorboats will streak across the water in attempts to carry off valuable trophies, and the great British sportsman, Kaye Don, will be seen in speed trials with his super-boat, Miss England III.

British Schneider cup plane, holder of the world's official flying record, has been brought from England for display. Athletes from this year's Olympic Games will compete in the international track meet and amateur swimming races. Lovers of the great outdoors will find special exhibits in the Province of Ontario Building.

The CNE is doing now what it did during the stress of the World War. It is carrying on as usual, indeed, better than usual. Optimism is the keynote, and William Inglis, new president, is looking to the opening with confidence. The same spirit of confidence is being maintained by exhibitors, concessioners and showmen. For the Model Shows of America new and complete canvas equipment has arrived for the midway.

The prime minister of Canada, Premier R. B. Bennett, will perform opening ceremonies in presence of a distinguished gathering, including many of the notables attending the Imperial Conference in Ottawa.

AUBURN, N. Y. — Seven big stake events will feature race program at Franklin County Fair, Malone, August 23-26. Many horses have been entered and fast racing is predicted on Malone's famous track. Stakes total \$6,000.

Children's Wonderland Is Chi World's Fair Project

CHICAGO, Aug. 20.—A children's wonderland, The Enchanted Island, is to be a feature of A Century of Progress, Chicago's 1933 world's fair. Contracts have been let and work will be started about September 6.

The Enchanted Island will occupy five acres on Northerly Island between the electrical group and Hollywood-at-the-Fair, and contractors represented in the project will be the B. W. Construction Company, Loudon Playground Equipment Company, Swain Nelson & Sons, landscape architects, and G. H. Buckley, architect.

Parents visiting the exposition next year will be able to leave their children on The Enchanted Island with assurance that they will be cared for and amused. Gay launches, diminutive motor busses, magic fountain, wading pool, model farm with a talking cow, puppet shows, marionettes, children's theater, special talkies, tropical "jungles" with rare birds and games, ponies, etc., are among contemplated attractions.

Children visiting the island will be allowed to lay aside their ordinary clothes and don costumes of Indians, cowboys, soldiers, bunnies and so forth during their stay, and may eat in a floating restaurant on a fairy-like barge.

Expect Big Event at Greer, With Independent Bookings

GREER, S. C., Aug. 20.—Attendance at Greenville County Fair here October 11-15 is expected to be the largest in history of the association. Many thousands of complimentary tickets are being placed with manufacturing plants in surrounding communities.

Two days will be given to free gate admittance. Opening day will be School Day. There are more than 5,000 school children within a few miles radius and free passes are being given teachers for distribution. Wednesday will be Textile and Farmers' Day.

Rides, shows and concessions are being booked independently, officers having secured the rides of R. C. Lee. Concessions are fast securing permits for space. There will be free acts and other added features.

C. A. Herlong, who was re-elected general manager, is putting forth every effort to make this the most successful year. Two new departments are being added, live stock and poultry.

Notables Aiding in Events For 1932 Ohio State Fair

COLUMBUS, O., Aug. 20.—Plans for Ohio State Fair, August 29-September 3, fast are reaching their final stage. Charles M. Beer, assistant director of agriculture and fair manager, announced.

Latest innovations include Boys' Band, of youths from Columbus, Bexley and Canal Winchester, under direction of L. E. Pete, high-school band director, Ashland. The band will play for the pageant *Washington Lives*, to be presented by 1,200 persons from throughout the State.

Dr. Glenn Adams will act as judge of the Capital City Kennel Club Dog Show, in conjunction with the fair. A canary and cage bird exhibit, sponsored by Columbus Canary Breeders' Club, will be another new feature.

Dr. John W. Wilce, former football coach at Ohio State University, will enact the part of George Washington in the pageant, which will employ a huge new amplification system.

Batavia Is Making a Bid For Support of Farmers

AUBURN, N. Y., Aug. 20. — Genesee County Fair, in its 93d year, is going back to policies of its early history in an effort to restore its financial security. The fair will be at Batavia on August 23-27.

Without sacrificing any sensational attractions, Secretary W. P. K. White said the "hayseed" features were going to be the object of a revival to regain patronage and support of the farming populace.

Motorcycle races as an opening day feature, a two-day program of vaudeville acts in front of the grand stand, fireworks and a big midway are being retained, as agricultural features are expanded. Fair is getting active co-operation from farming organizations and the board is virtually 100 per cent farmers. Secretary White, in his first term, is a prominent farmer and Granger.

Acts Saving Passed To Elkhorn Patrons

ELKHORN, Wis., Aug. 20.—New arrangements of the reserved seat section, cushions for reserved seats, and reduction in prices on the amphitheater represent a few changes that will be offered patrons of Walworth County Fair, September 5-9. New cushions have been purchased, guaranteeing every holder of a reserved seat ticket "a soft cushion."

There will be no reserved seats sold Tuesday afternoon or evening. Tickets for adults will sell for 50 cents on Tuesday, and children under 14 years of age will be admitted free Tuesday afternoon and evening. Bleacher seats have been reduced from 50 cents to 35 cents and reserved seats for afternoon performances have been reduced from 75 cents to 60 cents. The society secured acts at a reasonable figure and is passing this saving along to its customers.

Ernie Young's Revue and eight acts from Ernie Young Agency will be foundation of the entertainment program for Walworth County's 83d fair. Young furnished the entire night show in 1930. Night show will be a complete change from the afternoon program and the revue will have a change of numbers commencing Thursday evening.

Afternoon entertainment will consist of The Tripoli Trio, musical act heard over WCFL; Dubell's Pets, animal act; Harlequin Troupe, six-people comedy act; Demnati Troupe, seven-people tumbling act, and Nine Flying Wards.

Working in connection with the night revue will be Prosper and Maret, slow motion act appearing this year for the

first time at fairs; Five Arleys, Risley act, and Young China, a six-people feature act.

Increased Attendance Aim Of J. A. Terry at La Porte

LA PORTE, Ind., Aug. 20.—Children under 15 years will be admitted free every day at La Porte County Fair, August 23-26, reported Secretary James A. Terry. Special inducements to adults are being offered in a line of cash prizes for attendance, using coupon tickets day and night.

F. E. Gooding's rides and independently booked shows and concessions will be on the midway, which is Secretary Terry's pride. He said exhibits, races and free acts will be best in history of the fair and that there is no doubt that the event will "go across" again this year.

A great drawing card will be interest manifested in displays by 4-H Club members, of whom there are about 1,000.

BILL for South Dakota State Fair, Huron, September 12-16, will comprise, in part, booked thru Barnes-Carruthers: Costi Florescu; aerial thriller; Duncan's Colliers; Jess Libonati Trio, xylophonists; the Harlequins, comedy acrobats; Bobby McLean, champ ice skater; Hoaglan's Equestrians; Happy and Go-Lucky, pantomimists; Prof. Izzy Cervone and His Band, and the extravaganza, *World on Parade*. J. Alex Sloane will put on auto races, his 17th consecutive year at Huron. M. E. (Pat) Bacon will be race starter.

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GEORGINES (No. 501)	\$20.00
PEONIES (No. 502)	Per 1000
DAHLIAS (Genuine No. 7)	\$2.25
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ROSES (No. 15)—Latest Imported Large Sizes, in six beautiful assorted colors.

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The Only Lady Conjurer in America. WILLIE KRIEGER, Punch and Judy, Lecturer.

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The Egyptian Mystery Girl.

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TRI-STATE FREE FAIR
ABERDEEN, S. D., SEPTEMBER 5-10. OPENS LABOR DAY.

Rides, Shows and Concessions that work South Dakota. Have Swing, Wheel, Glider. Other Rides write or wire. WANT Minstrel Show with Band having own equipment; Ten-in-One, Freak or Wild Animal Show, Fat People, Midget Show. WANT all kinds Shows except Dog and Pony, Snake, Athletic and Eula. Travel by truck. Shows and Rides must have own transportation. Write or wire PORTER COMBINED ATTRACTIONS, Box 264, St. Paul, Minn. En route: Little Fork, Minn., August 22-24; Emo, Ont., August 25-27; Bagley, Minn., 29-31. Other Fairs and Celebrations to follow. YOU PAY YOUR WIRES; I PAY MINE.

WANTED Kiddie Rides and Devil's Bowling Alley. Must be in good condition and cheap for cash. Tell all first letter. Address BOX D-870, care of The Billboard, Cincinnati, Ohio.

Wheeler & Sautelle Circus WANT

To join on wire, strong Cornet, Clarinet, Slide and Alto for Jack Phillips' Band. August 24-25, Woodstock; 26, Chester; 27, Wilmington; all Vermont.

WANTED ALL KIND GAMES
Wheels, Shows, Rides, Labor Day, September 5. Biggest Celebration in Red River Valley. Celebrating 60-Year Jubilee and Completion of Million-Dollar Pavement Project. Small fees. CONCESSION COMMITTEE, Barnesville, Minn.

FOR SALE EIGHT-CAR KIDDIE RIDE

Been in use only four weeks. Leaving city reason for selling cheap. BOX 361, Montgomery, Ala.

WANTED, CIRCUS ACTS OF ALL KINDS FOR
AVALON GROTTTO BIG INDOOR CIRCUS, September 19 to 25, Inc.
State your lowest, in keeping with the times, as you will receive same. Do not misrepresent. Address HERBERT CLEWELL, Monarch, Avalon Grotto Circus Headquarters, 123 W. Washington, South Bend, Ind. Can use a High Free Act for outside. Must be good.

STROUD, OKLA.

FARMERS' FREE FAIR AND PICNIC, AUGUST 29-SEPTEMBER 3.
WANT Shows, 25¢. Concessions, \$1.00 per Foot. No exclusive. Come on. Have Rides booked. W. MORROW, Secretary.

TELL THE ADVERTISER IN THE BILLBOARD WHERE YOU GOT HIS ADDRESS.

Photo Silents Are Norumbega Novelty

AUBURNDALE, Mass., Aug. 20.—It's silent film with a vengeance at Norumbega Park, where an outdoor moving picture series is being put on without benefit of spoken dialog and the traditional range of sound accessories which set filmland on fire, revolutionizing the industry, a quintet of years ago. Park hopes to set this region on "fire" by this reverting to type.

At the right of park's music court rise projection booth, screen, settees and all other requirements save cushioned loges and fawning ushers. Take that seat or any seat; it's a free attraction embracing travelogs, comedies, newsreels and a variety of short subjects. Maybe a revival of Charlie Chaplin's gilded silents soon. Manager Arch E. Clair reports satisfactory attendance to these "Sphinx Spectacles." There has been a decided increase in night gate receipts, two shows being given during the evening.

Return engagement of Emerson Gill's band will conclude bookings in the ballroom for the regular 16-week season. Stewart Sisters (three) appear here again with the contingent, having scored earlier in the season.

Mr. Clair says that general park business is still holding its own with other amusement projects in this vicinity. "If we break even in these times, it is my frank opinion that we are more than fortunate," he said. "I believe that this unpleasant era requires additional effort on the part of all business participants, especially among parks."

Pickups From Wildwood

WILDWOOD, N. J., Aug. 20.—This seashore resort is feeling lack of business along with the others. Concessions are in the doldrums; week-end crowds have been large, but money scarce.

R. B. (Rube) Nixon has a nicely framed museum in the large building of Purchase Pier. Eight platforms, lighted and decorated, are occupied by features. In the center are the Monkey Speedway and Circus. Jack Forwort has a flea circus and gives an entertaining show. The entire array has been doing uniformly good business since opening.

H. W. Conant's Seminole Indian Village has an excellent location just off the Boardwalk in center of everything. Besides about a dozen Indians showing customs of the tribe, he presents an Indian wrestling alligator exhibition. He

reports satisfactory business for the season. Will pair fairs after Labor Day.

Guy Walters and wife are on the Boardwalk with "Hidden Secrets," an exhibition. It is operated with donations and business has been fair.

Joe Arons has a pillow concession in a good location on the Boardwalk, but bemoans lack of small change from visitors.

Mack's rolldown has a tasty frameup of a number of tables, but he sings the same song about business.

Auction and health stores are hard pressed to sell strollers on the Boardwalk this year.

Coronation of the "queen" for the 20th annual baby parade took place on August 18 and the parade was held yesterday on the Boardwalk, with record entries.

Miss America Beauty Contest will be held on September 1-3 and will be the season's closing feature.

Harry Ramish, seen on the Boardwalk, was on his way to South Carolina, and he reported that R. and R. Shows were to show at bicentennial at Ephrata, Pa., next week.

Big Excursion Bookings At Rockaway's Playland

ROCKAWAY BEACH, N. Y., Aug. 20.—While per-capita spending is way off average of former seasons, good-sized attendance prevails at Rockaway's Playland. Manager Joe McKee has introduced a number of three-cent days, new attractions and concessions. Contests are stimulating biz.

Park is teeming with activity. Denny Callaghan, excursion scout, has brought in many excursionists from points in New Jersey and near-by New York, with from medium to heavy bookings on the de luxe ships docking here.

Walter DeLuna, manager of Rig-a-Jig, Hell 'n' Back and Leaping Lena, reports trio holding own in point of trade. Ebach's popular restaurant is scoring with pop shore dinners. Irving Altman's stands in park and on Boardwalk are neatly framed and playing to steady draw. Jeff Keating is smiling ticket chief on Hurricane. Other rides in the swim are Tunnels of Love, manned by Herman Knobel, W. D. Cunningham and Arthur Murray; Toonerville Trolley, Joe Speck; Lindy Loop, with Trueman B. Nutting, mechanical engineer, rounding out first park season. James A. Martin testifies that Sloppy Joe's bar is clicking; ditto Hilarity House, piloted by Harry Warfield. Don's sketch center is attractive spot and so is the photo studio.

Equipment and Supplies

Manufacturers — Distributors — Jobbers

By BILL BOARDER

KEEN-I CORPORATION has introduced a new game to premium users, carnival men, concessioners and pitchmen. It is called Keen-I, the name suggesting the idea of skill back of it. It has a real skill appeal in that one must be good with his eyes to make the goal. The object is to catch a ball in a cup. A little practice soon suggests various skillful ways to make the goal, and this variety of interest gives it a big appeal.

CHARLES AUERBACH, of Karr & Auerbach, carnival supply house, who was lately married, has just returned to Philadelphia from a vacation trip with Mrs. Auerbach. They did quite a little touring, visiting a number of customers of the firm and also several shows that were on their route. Bob Toddis, manager of Karr & Auerbach, was taken sick while on a business trip and was removed to a hospital in Allentown, Pa. He was later taken home and after a week's treatment resumed his duties.

GRAND VIEW PARK at Yerkes, Pa., reports a nice business for the summer. The week-end crowds have been particularly large. Grand View is owned and operated by Benj. Weil, proprietor of Weil's Curiosity Shop.

FRANK KUR, vice-president M. L. Kahn & Company, Inc., while on a business trip called at The Billboard offices in Cincinnati. Mr. Kur since leaving the plant two weeks ago has visited the trade in three States, and

before returning to his office will cover at least five more States.

"GENERAL" CRANE, of the Crane Brothers, remembered best as a pioneer in creating souvenir silk handkerchiefs, reports a lively business among professionals. The "General," being a former burlesquer, has a strong following among show people. Some of his novelties have a nation-wide appeal.

I. A. KESTLINGER, of the N. Shure Company, was stirring back in the shades of his memory last week and he recalled that this big novelty house has been in business for 44 years. He could not recall how long the firm has been a regular advertiser in The Billboard, but it will rank among the oldest and most continuous advertisers. Mr. Kestlinger reported that business had been very encouraging during the summer season, and that particularly they had excellent business with carnival people, concessioners and pitchmen. Many new customers have been added to their list this season.

HARRY FLYNN, manager of the Chicago office of Mason & Company, is reported to be unable to keep his eyes off their new horse-racing wheel, which is now being offered to concessioners. The horse-racing scenes on this wheel are real works of art and hand painted. The item is proving very popular.

J. C. CUNDIFF, president Maestro Fireworks Company, reports that the firm's new policy of booking fireworks

displays on a percentage basis has caused a flood of inquiries. Bookings have been made with a large number of fairs and celebrations in Missouri, Indiana, Illinois, Kansas, Oklahoma, Kentucky, Tennessee and Wisconsin. The company has two new features, Amelia Earhart's Flight to Ireland and The Siege of Manchuria. In a recent issue of The Billboard it was announced that the Maestro company had moved to new quarters at 4719 Eastern avenue. This was in error. The name of the street is Easton avenue.

SAM HACKMAN, proprietor United Souvenir and Novelty Company, recently opened an additional store next to the old location, featuring a line of cosmetics for agents and premium workers.

ACROPLANE, aviation device, built by Acroplane Airport, Coney Island, N. Y., has been booked at the following fairs: Allentown, Leighton and York, Pa., and Frederick, Md., according to an official of the company. Ride was first on view this season on Surf avenue at the resort.

WALTER E. HERING, president and founder of the Globe Ticket Company, Philadelphia, died of Bright's disease at Hahnemann Hospital in that city August 12. Deceased had gone to Bad Nauheim, Germany, to take the baths, and on his return to this country collapsed on shipboard August 4. He was 76 years old.

THE BUSINESS done by the Oak Rubber Company during the depression has been the talk of Ravenna, O. The firm recently increased its pay-roll list to the extent of 30 people. One department is in continuous operation, and the others are working nine hours a day, six days a week. When asked the reason for the unusual activity, J. A. Shira, general manager of the company, "blamed" it on the depression in that it led the firm to find other outlets for its rubber toy balloons.

CASH PRIZES amounting to \$2,400 will be awarded at the first annual Skee Ball Tournament, sponsored by the Skee Ball Operators' Association, at Atlantic City September 24-25. First prize will be \$1,000; second, \$500; third (special for woman or girl player who wins neither of the first two prizes), \$300; fourth, \$200; fifth, \$100, and 15 additional prizes of \$20 gold pieces. The list of entered batteries follows: Woodside Park, Philadelphia; Revere Beach, Mass.; Euclid Beach, Cleveland; Byrne's, Wildwood, N. J.; Ocean City, N. J.; Edgemere, Long Island, N. Y.; Sheephead Bay, N. Y.; Elm Beach, Manchester, Pa.; Beach Haven, N. J.; Rockaway Beach, N. Y.; Norumbega Park, Auburndale, Mass.; Rock Springs Park, Chester, W. Va.; Schroon Lake, N. Y.; Bradley Beach, N. J.; Belmar, N. J.; Surf Avenue, Coney Island, N. Y.; Fifth Avenue, Brooklyn; Lake Hopatcong, N. J.; Kenneywood Park, Pittsburgh; South Beach, Staten Island, N. Y.; Pallsades Park, N. J.; Rockaway Park, L. I.; Llanerch Swimming Pool, Philadelphia; Woodlawn Park, Trenton, N. J.; Playland, Rye, N. Y.; Long Branch, N. J.; Cape May, N. J.; Shields', Long Beach, L. I.; Lindner's, Long Beach, L. I.; Seaside Heights, N. J.; Stadium, Atlantic City; Jones', Atlantic City; Ocean Grove, N. J.; Central Park, Allentown, Pa.; Midland Beach, Staten Island, N. Y.; Savin Rock, Conn.; Arverne, L. I.; Point Pleasant, N. J.; Bear Mountain, N. Y.; Sea Isle City, N. J.

"Court of States" for Chi Fair Is Started

CHICAGO, Aug. 20.—Work on the Court of States which is to house exhibits of the various States at the Century of Progress Exposition next year was started Thursday. The building, to be constructed horseshoe shape with each bend 500 feet long and 140 feet across, will be located on Northerly Island, south of the Planetarium. Connecting the ends of the horseshoe will be the federal building, to be erected by the United States government at a cost of \$300,000.

As a setting for the building there will be sunken gardens and mosaic-tiled pools, sloping lawns and terraces, broad promenades and balconies overlooking the lagoon, and an inner court leading up to the pillars of the States' exhibits.

Forty-four States and Territories have already made appropriations or appointed commissions for exhibits at the fair and it is expected the four States not yet signed will soon have exhibits planned.

NEW FALL LINE**Now Ready—Fast Sellers**25c seller, \$1.00 dozen;
\$11.00 gross.3 for \$1 seller, \$1.35 dozen;
\$15.00 gross

25% with order, bal. C. O. D.

All Goods Guaranteed or Money
Refunded.**ARTEX MILLS**106 N. Third St.,
PHILA., PA.**FASTEST-SELLING
Political Campaign Novelty
WILL TAKE COUNTRY BY STORM**

A WILD-FIRE 25c SELLER.

Every automobile owner a prospect. (NOT AN AUTO PLATE.) Something entirely new, never before on the market. Be the first in your territory. ENORMOUS PROFITS. Write for two samples now. Pay postman only 50c, plus small C. O. D. charges. We are sole Distributors on this new item.

CAMPAIGN NOVELTY COMPANY,
24 West 20th Street, Room 7, New York City.

RAZOR STONE
SAMPLE ONLY 25c**CARDED GOODS**

Razor Blades, Aspirin. Many others. Premium Peanut Cards and Boxes. Sales Boards and Premiums. House-To-House Items—Mercurchrome, Circulars free.

Champion Specialty Co.,
814 Central St. E. C., MO.

CAMPAIGN TIES

(ROOSEVELT-GARNER)

(HOOVER-CURTIS)

BEER TIES AND HOT-CHA TIES

\$15.00 per Gross — \$7.50 per 1/2 Gross

SAMPLE DOZEN, \$1.40

Also a very large selection of Crepes, Foulards, Celanese, Mogadors, Spider Weaves, Cut Silks, etc. COMPLETE LINE FROM \$12.00 PER GROSS. Mufflers, Tie and Handkerchief Sets AT LOWEST PRICES ANYWHERE. Circular and Sample Swatches Upon Request. 10% cash, balance C. O. D. Money refunded.

BOULEVARD CRAVATS

22 West 21st St., Dept. B827, New York

WANTED—Rides, Shows and Concessions. Must be good, clean Games. Good Musical Tab. also. For September 3, 4, 5. Celebration at New Bremen Speedway Park. Address A. HOWELL, Gulf Refg. Co., St. Marys, O.

MINGO JUNCTION, OHIO, WEEK AUGUST 29. Legion Band Gala Week, want Rides, Shows, Concessions. Mills working. Address CHAIRMAN GALA WEEK, Mingo Junction, Ohio.

**TRAVER CHAUTAUQUA
SHOWS, Inc.**

Want for New York State Fair, Syracuse, Week September 5, Rodeo with real show. Will give liberal proposition. Also want two more real Shows to strengthen our midway for other big fairs, including Danbury. Address, week August 22, Middletown, N. Y., Fair; week August 29, Watertown, N. Y., Fair.

GREENBRIER VALLEY FAIR

Rorerve, Lewishurg, W. Va., Week August 29.

WEST VIRGINIA STATE FAIR

Wheeling, W. Va., Week September 5.

All Privileges and Game Concessions at very low rates. Conditions really good in this section. All mills back to work in Wheeling, W. Va. Address, all this week, Marlinton, W. Va., Fair; after September 1 address me, CETLIN, care of State Fair, in Wheeling, W. Va.

CETLIN & WILSON SHOWS.**Aerialist Is Operated On**

AUBURN, N. Y., Aug. 20.—Surgeons at Cortland Hospital last week set the broken jaw of Charles Laughlin Jr., 21, aerialist, playing at Cortland County Fair, whose professional name is Castello. The operation was described as "ticklish" by an attendant, since the lower jaw was broken at right and left sides, and an X-ray examination showed a break in the joint at the left side. In show business four years, the injury is the most serious ever suffered by Castello. He was hurt when he fell 25 feet as his hold gave way on a slippery rope. The senior Castello did the aerial acts for remainder of the fair, went to Oneida for Troop D field day, and returned to Cortland to be near his son.

Spriggs Troupers Are Wed

WHEELING, W. Va., Aug. 22.—Cathleen Disbenette, sister of Vera Spriggs, of the Vera Spriggs Troupe, aerialists, was married here on August 18 to Don Latham, property man of the troupe. They will be replaced by William Smith and Hattie Zasada.

\$\$\$ Salesmen—Agents \$\$\$

No bunk. Make us prove to you that we have the whirlwind seller in our Keen-Edge Razor Hone, finest on market. Attractive package and advertising matter, full selling instructions. A gold mine for you is the automatic selling device, doubling, quadrupling your selling income while you work. Also the Wonder Electric Shave Light sells on sight. Electric signs to aid you. Send \$4.00 for dozen. Salesmen's sample free. \$1.00 for three; 99 cents for one.

UNIVERSAL ABRASIVE CO.,
Hone Dept., 1113 Merchandise Mart, CHICAGO.

FAIRS**J. J. PAGE SHOWS WANT**

For Barboursville, Ky., Fair, week Aug. 29, with Wise, Va.; Clintwood, Va.; Newport, Tenn.; Clinton, Tenn., Fairs to follow. Seven more already contracted. Concessions all kinds. Reasonable rate. PLACE Shows with or without outfits. Address J. J. PAGE, Williams-town, Ky., this week; next week, Barboursville, Ky., Fair.

For Sale--Midget Horse

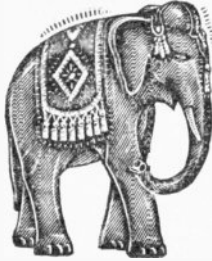
Five years' old. Nationally advertised Stallion. Real price for quick sale. C. B. BUTON, J. L. Landes Shows, Lacygne, Kan., this week; Iola, Kan., next.

WANT SHOWS

Of all kinds for both shows. Have following fairs: Delphos, O., this week; Napoleon, Wauseon, Montpelier, Roann, Ind., and Ottawa, O. ALSO WANT Shows and Concessions for Marshall, Mich., Fair this week; Allegan, Angola, Muskegon, Centerville and Hartford, Mich., Fairs. J. C. WEER SHOWS.

Scott County Free Fair

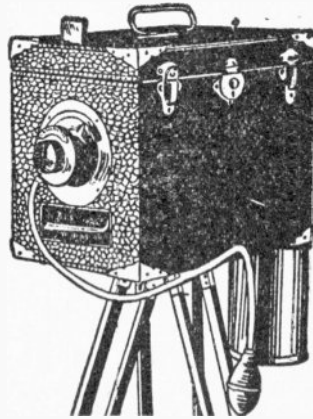
SCOTTSBURG, IND., ENTIRE WEEK AUGUST 29. WANT legitimate Concessions of all kinds, Merchandise Wheels, Grind Stores, String Games, etc. All low-price privileges. Wire, write or phone LEE SWEET, Commander American Legion, care Brunston's Hdwe. Co., Scottsburg, Ind.

**Scalemen and Corn Games
LOOK**Tinsel Trimmed
High Gloss Finish**CHICAGO CONCESSION SUPPLY CO.,**

1816 N. Halsted St., Chicago, Ill.

Each
10c Animal Assortment, 100 to Bbl., 40 to Carton. .6 1/2 c
Large 25c Animal Assortment, 24 to Barrel..... 15c
Police Dog, 11 1/2-Inch. 24 to Barrel..... 15c
Junior Elephant, 9-Inch. 24 to Barrel..... 18c
Jumbo Elephant, 18 to Barrel..... 35c
Electric-Lighted Horses and Coach, 6 to Carton... 45c
Electric-Lighted Covered Wagon, 6 to Carton.... 45c
Newsboy Electric Lamp, with Bulb, 6 to Carton.. 58c

50% Deposit, Balance C. O. D.

**One Minute
Picture Men**

DON'T BUY ANY CAMERA UNTIL YOU HAVE READ THIS AD. We are now offering our regular \$48.50 outfit, the Model 11C, for \$28.50. Beside this reduction we allow from \$5.00 to \$10.00 on your old camera, according to its condition. The 11C is equipped with a Rapid Rectilinear Lens which enables you to take pictures at night with sufficient artificial light. We GUARANTEE it to give SATISFACTION. Write us for more information. Our silver and gold brooches have wide, soft prongs, which do not bruise the fingers. Our button plates are fresh, our mounts and folders are attractive and our Summer Developer is giving the usual perfect results. DON'T WAIT! Write now for full details concerning the KEYSTONE MODEL 11C.

KEYSTONE FERROTYPE, Inc.

730 South St., Philadelphia, Pa.

TRUCKS—TRAILERS—BUSSES

A complete Line of New Equipment. Low Prices to Shows and Performers. Many shows successfully outfitted by GRAMM. Rebuilt Equipment is often available at Low Prices. Write us about your requirements.

GRAMM MOTORS, Inc., Delphos, Ohio

PRINCETON, KY., WEEK AUGUST 29.

FULTON, KY., FAIR, WEEK SEPTEMBER 5.

LEBANON, TENN., FAIR, WEEK SEPTEMBER 12.

ALAMO, TENN., FAIR, WEEK SEPTEMBER 19.

CENTERVILLE, TENN., FAIR, WEEK SEPTEMBER 26.

LAWRENCEBURG, TENN., FAIR, WEEK OCTOBER 3.

FIVE MORE FAIRS TO BE ANNOUNCED LATER.

The best Fairs money will buy. WANT Penny Arcade, Frozen Custard, Slodrome, Ice Cream, Turtle Track, and other legitimate Concessions of all kinds. Everything open except Bingo. WANT Tattooist and Working Act for 20-in-1. Charley Drill wants Grind Store Agent. Plant. Show Musicians wanted. No long tickets. WANT Ferris Wheel Foreman with Concession. CAN PLACE Shows with own outfits—30%. These are real Fairs. Address

F. H. BEE SHOWS, Shelbyville, Ky., Fair, This Week**CAN PLACE ONE HIGH-CLASS SHOW**

For balance of season, not conflicting with present attractions. Also can place all kinds Concessions, no exclusives, reasonable. This week, Three Rivers, Quebec, Canada, Exposition; next week, Champlain Valley Exposition, Burlington, Vt. Rutland, Vt.; Brockton, Mass.; Allentown, Pa.; Leighton, Pa.; York, Pa., following. Address

MAX LINDERMAN, General Mgr., Bernardi Greater Shows.**KRAUSE GREATER SHOWS WANT**

FOR LAFOLLETTE, TENN., FREE FAIR, NEXT WEEK; BRISTOL, VA., FAIR; RUTHERFORDTON, N. C.; HICKORY, N. C.; CHEROKEE, N. C.; CHARLESTON, S. C.; NEWBERRY, S. C.; ALL FAIRS. OTHER FAIRS PENDING.

A good Ten-in-One. Johnny Webb, wire. Small Wild West, one Platform Show, or any other Show not conflicting. WANT Tilt-a-Whirl or other Flat Ride, one Auto Kiddie Ride and one Aeroplane Kiddie Ride. WANT legitimate Concessions, Fishpond, Bowling Alley, Cigarette Gallery, American Palmist, String Game, Merchandise Wheels, other Concessions. Will consider one or two good Free Acts for Lafollette and Bristol, with possibility of more time. Flying Trapeze Act and other Aerial Act preferred. Address Williamsburg, Ky., this week.

JOHNNY J. JONES EXPOSITION WANTS

All kind of Concessions, no exclusives, for Staunton, Va., and Johnson City, Tenn.; also for long list of Southern Fairs. Can place all Concessions. See our Special Agent, W. M. LESLIE, now contracting concessions at Staunton Fair Grounds. J. L. MURRAY, General Manager.

COWBOYS---COWGIRLS

Account of Fair bookings we are putting out a No. 2 Show. WANT Bronk, Steer and Buffalo Riders, Bulldoggers, Trick Roman and Jumping Horse Riders. Long season, possibly all winter. No. 1 Show, JACK KING in charge, at Walton, N. Y., August 28. No. 2, HERBERT MADDY in charge, Towanda, Pa., August 28. Walton, N. Y., after August 28. KING BROS.' RODEO.

HOT OFF THE PRESS

The Hustler
1932 CatalogBETTER VALUES
LOWER PRICES
IN EVERY LINEWrite for a Copy Today and
Specify Your Line If We Do
Not Know You.

LEVIN BROS.

Terre Haute, Indiana

POPCORN

SPANISH, SOUTH AMERICAN, JAPANESE, BABY GOLDEN, ETC., ALSO GLASSINE BAGS, CONES, PEANUTS, CARTONS, SEASONING, POPPING OIL, POPCORN MACHINES, ETC.

Inquire for samples and prices of supplies.

PRUNTY SEED & GRAIN CO.

14 & 16 S. FIRST STREET, ST. LOUIS, MO.

"Over fifty years distributing popcorn."

MISCELLANEOUS

Adams, James, Showboat: Solomons, Md., 22-27; Galesville 29-Sept. 3.
Arizona Cowboys & Girls: (State Fair) Sedalia, Mo., 22-27.
Birch, Magician, & Co., Henry H. Davis, mgr.: Rock Springs, Wyo., 24; Logan, Utah, 25-26; Buhl, Id., 29; Twin Falls 30; Gooding 31; Burley Sept. 1; Blackfoot 2; Rexburg 3.
Clouse's, Harold, Photoplay Show: Hamler, O., 24; Florida 25-26; Bloomdale 27-28.
Cynara: (Grand O. H.) Chicago.
Daniel, 2-10, Magician: Richmond, Ill., 22-27.
Delmar, Great, & Co., hypnotist and escape: (Fair) Red Lion, Pa., 22-27.
Flying Colors: (Forrest) Philadelphia 22-Sept. 3.
George, Doc, Ventriloquist: Sioux Falls, S. D., 29-31; Murdo Sept. 1-3.
Harlan Medicine Show, Matt Harlan, mgr.: Brownsville, Pa., 22-27.
Holt, Bill, & his South Sea Islanders: (Paramount) Sistersville, W. Va., 24-25; (Columbia) Kittanning, Pa., 26-27; (Liberty) E. Liberty 29-31; (Garden) Pittsburgh Sept. 1-3.
Kiltz, Albert, Tent Show: Lake Leelanau, Mich., 22-27.
Lynette, Great, Co.: Sioux Falls, S. D., 29-31; Murdo Sept. 1-3.
Newsome, R. H., Tent Show: Timmonsville, S. C., 22-27.
Reno, Great, & Co.: St. Joseph, Mo., 22-27.
Ricton & LaVonne Presentation: Georgetown, O., 24; Lenexburg 27.
Savidge, Walter, Rides: Norfolk, Neb., 22-25; Walthill 26-Sept. 1.

CARNIVAL COMPANIES

Barker, J. L.: (Fair) Platte City, Mo., 22-27; (Fair) California 29-Sept. 3.
Beckmann & Gerety: (State Fair) Des Moines, Ia., 22-Sept. 2.
Bee, F. H.: (Fair) Shelbyville, Ky., 22-27.
Bernardi Greater: (Fair) Three Rivers, Que., Can., 22-27; (Fair) Essex Junction, Vt., 29-Sept. 3.
Bloom's Gold Medal: (Fair) Rensselaer, Ind., 22-27; (Fair) Watseka, Ill., 29-Sept. 3.
Bremer, Claude: (Fair) Waseca, Minn., 23-25.
Bruce: (Fair) Hudson Falls, N. Y., 22-27; (Fair) Ballston Spa 29-Sept. 3.
Castle - Ehrlich - Hirsch: Kalamazoo, Mich., 22-27.

Coleman Bros.: Waterbury, Conn., 22-27; (Fair) Rhinebeck, N. Y., 29-Sept. 3.
Conklin's All-Canadian: North Bay, Ont., Can., 25-27; Carleton Place 29-31; (Fair) Cornwall Sept. 1-3.
Copping, Harry: (Fair) Clarion, Pa., 23-27.
Crafts Greater: Fresno, Calif., 22-27.
Curl, W. S., Attrs.: Springfield, O., 22-27; Wilmington 29-Sept. 3.
Dailey Bros.: Russell, Ark., 22-27.
Edwards, J. R., Attrs.: (Fair) Wellington, O., 23-25; West Salem 25-26.
Ehring, Otto F., Co. No. 3: Hoytville, O., 22-27.
Empire City: Splitting (Fair) Cumberland, Md., and (Fair) Tazewell, Va., 22-27; Lafollette, Tenn., 29-Sept. 3.
Endy: (Fair) Quakertown, Pa., 22-27; (Fair) Egg Harbor City, N. J., 29-Sept. 3.
Fairly, Noble C.: Walnut Ridge, Ark., 22-27.
Fleming: Winamac, Ind., 22-27.
Florida Expo.: Myrtle Beach, S. C., until Sept. 1.
Friendly City: Pittsburgh, Pa., 22-27.
Galler: Monticello, Ky., 22-27.
Gate City: Atlanta, Ga., 22-27.
Gibson's Blue Ribbon: (Fair) Frankfort, Ind., 22-27; (Fair) Fairmount 29-Sept. 3.
Glick, Wm.: Ottawa, Ont., Can., 22-27; Sherbrooke, Que., 29-Sept. 3.
Gloth, Robert: Trenton, N. J., 22-27.
Golden Gate: Columbia, Ky., 22-27.
Great Lake: (Fair) South Wales, N. Y., 22-27.
Greenburg Am. Co.: (Fair) Lexington, Neb., 22-27; (Fair) Beaver City 30-Sept. 2.
Hames, Bill H.: Sherman, Tex., 22-27; Gainesville 29-Sept. 3.
Hansen, Al C.: (Fair) Rensselaer, Ind., 22-27.
Happyland: (Fair) Yale, Mich., 23-26; (Fair) Alpena 30-Sept. 3.
Hughes Bros.: Rides: (Fair) Springfield, Ill., 22-27.
Indiana Greater: Roanoke, Ind., 22-27; (Fair) Rockville 30-Sept. 2.
Isler Greater: Hastings, Neb., 22-27.
Jones, Johnny J., Expo.: (State Fair) Springfield, Ill., 22-27.
Kaus United: Bellefonte, Pa., 22-27.
Keystone Attrs.: Johnstown, Pa., 22-27.
Klonis: (Fair) Marshfield, Mass., 25-27.
King's Royal Canadian: Fergus, Ont., Can., 22-24; (Fair) Tilsonburg 29-Sept. 1.
Krause Greater: Williamsburg, Ky., 22-27; Lafollette, Tenn., 29-Sept. 3.
Lachman & Carson Shows: Kansas City, Mo., 22-26.
Landes, J. L.: (Fair) La Cygne, Kan., 22-27; (Fair) Iola 29-Sept. 3.
Lang's, Dee: (State Fair) Sedalia, Mo., 22-27; (Fair) Marceline 29-Sept. 3.
Leggette, C. R.: Fordland, Mo., 22-27; (Fair) Bolivar 29-Sept. 3.
Lewis, Art: Worcester, Mass., 22-27.
Metropolitan: Jacksonville Beach, Fla., until Sept. 5.
Miner's Model: Littleton, Pa., 22-27.
Model Shows of America: (Canadian Natl. Exhn.) Toronto, Ont., Can., 26-Sept. 10.
Page, J. J.: (Fair) Williamstown, Ky., 22-27.
Pearson, C. E.: (Fair) Carmi, Ill., 22-27; (Fair) Mt. Carmel 29-Sept. 3.
Pollie: Salem, Ind., 22-27; Scottsburg 29-Sept. 3.
Reithoffer: Montrose, Pa., 22-27.
Rogers & Powell: Nashville, Ark., 22-27.
Roland's Expo.: Luray, Va., 22-27.
Royal American: Wausau, Wis., 22-27.
Royal Amusement Co.: (Fair) Princeton, W. Va., 22-27.
Rubin & Cherry: (Fair) Manitowoc, Wis., 22-26; (Fair) Owatonna, Minn., 29-Sept. 2.
Six, J. Harry: Cygnet, O., 22-27.
Sol's Liberty: (Fair) Franklin, Ind., 22-27; (Fair) Crown Point 29-Sept. 3.
Southern Tier: Buffalo, N. Y., 22-27.
Spang Greater: (Fair) Red Lion, Pa., 22-27.
Spencer, Sam: Titusville, Pa., 22-27.
Speroni, P. J.: Mt. Carroll, Ill., 22-27; Elmwood 29-Sept. 3.
Sutton, Great: Sapulpa, Okla., 22-27.
Tidwell, T. J.: Chanute, Kan., 22-27; Girard 29-Sept. 3.
Valley Shows: (Fair) Boerne, Tex., 22-27; (Fair) Pleasanton 29-Sept. 3.
Wade, W. G.: (Fair) Northville, Mich., 22-27; (Fair) Croswell 29-Sept. 2; (Celebration) Port Huron 3-5.
Weer, J. C.: (Fair) Marshall, Mich., 22-27; (Fair) Allegan 29-Sept. 2.
West Coast Am. Co.: Weed, Calif., 20-26.
West Bros.: Am. Co.: Cayuga, Ind., 22-27; St. Joseph, Ill., 29-Sept. 3.
West, W. E., Motorized: (Fair) Bertrand, Neb., 22-27; (Fair) Franklin 29-Sept. 3.
Western, J. W.: (Fair) Grayson, Ky., 22-27.
Williams' Midway Attrs.: Canby, Minn., 22-24; Tyler 25-27.
Work, R. H.: Bedford, Pa., 22-27; (Fair) Huntingdon 29-Sept. 3.
Zeiger, C. F., United: (Fair) Grant, Neb., 22-27; (Fair) Sidney 29-Sept. 3.
Zimdar: Carver, Minn., 26-28.

Additional Routes

(Received too late for classification)

Allison Fun Show: Glovergap, W. Va., 22-27.
Auger Bros.: Show: Stillwater, Minn., 22-27.
Bard Comedy Co.: Sunapee Harbor, N. H., 25; Georges Mills 26; Blodgett Landing 27; Bradford 28.
Bartone Comedy Co.: Milford, O., 22-27.
Bishop Tent Show: Markham, Va., 22-27.
Blythe Players: Spencer, N. Y., 22-27.
Boyes Players: Deshler, Neb., 22-27.
Bush Comedy Co.: Columbia Cross Roads, Pa., 22-27.
Carolina Fun Show: Chadbourne, N. C., 22-27.
Colborn-Hughes Players: Conneaut, O., 22-27.
Cook Show: Franklin, Va., 22-27.
Dutton Attractions: (Coney Island) Cincinnati, O., 22-27.
Gifford's Show: West Union, Ia., 22-27.
Ginnivan Dramatic Co.: Fayette, O., 22-27.
Harris Road Show: Kenyon, Minn., 22-27.
Howard Family Show: Thornfield, Mo., 22-27.
Kaanip Attractions: Galesville, Wis., 22-27.
King's Wonder Show: Tobias, Neb., 22-27.
Klivan Players: Monroe City, Ind., 22-27.
Kridelo Show: Paris, Va., 22-27.
La Verne & Lewis Show: Pungoteague, Va., 22-27.
Levant Show: Lake Leelanau, Mich., 22-27.
Lippincott Entertainers: Butler, Pa., 22-27.
Loranger Stock Co.: Britton, S. D., 22-27.
McNally & Boughton Show: North Branch, N. Y., 22-27.
Manatowac Show: Dallas, Pa., 22-27.
Murdoch Bros.: Show: Factoryville, Pa., 22-27.
Noonan Show: Golconda, Ill., 22-27.
North Players: Lexington, Neb., 22-27.
Oriental Comedy Players: Arlington, Minn., 22-27.
Phillipson Comedy Co.: Madison, Ind., 22-27.
Reeves Show: Wellsburg, W. Va., 22-27.
Russell Players: Herndon, Va., 22-27.
Sadler's Own Co.: Borger, Tex., 22-27.
Silver Star Show: Mildred, Kan., 22-27.
Star Picture Show: Arran, Fla., 22-27.
Toby's Comedians: Old Hickory, Tenn., 22-27.
Tomlinson Show: Middlebrook, Va., 22-27.
Turner Musical Show: Montgomery, Ala., 22-27.
Ward Players: Florida, N. Y., 22-27.
Weidt Amusement Co.: Mauston, Wis., 22-27.
Whitchurch Comedians: Lenox, Ia., 22-27.

CAPT. MOLLISON & PUSS MOTH

Photo Sample, 25c; 100 for \$3.
AMERICAN SPECIALTY CO., Wilmington, Del.

Side Show People

We have something for everyone in the show to sell — Magic, Slum, Novelties, and numbers to grind with between shows. Ask for list five. LEE BROTHERS, 348 First Ave., New York.

WANTED
PONY TRACKFor Indianapolis State Fair.
Address inquiries to
F. E. GOODING, 42 Northmoor
Place, Columbus, O.WOULD LIKE TO GET IN
TOUCH

With a Stock Company, Dramatic Show, also Three or Four-Ride Carnival Company with Concessions for September 14, 15 and 16. GOSPER COUNTY STOCK SHOW ASSN., Elwood, Neb.

FOR HIRE

Carousels, Ferris Wheels, Chairplanes, Concessions, Tents, Exhibition Tents, any size. Have Rides open for Labor Day.

HARRY HELLER
TRENTON, N. J.

WANTED

All kinds legitimate Concessions for the biggest Italian Celebration on Long Island. Dates, August 29 to September 4, inclusive. Write or wire

MONARCH EXPOSITION SHOWS, Inc.
BAY SHORE, LONG ISLAND, N. Y.

TILLEY'S AMUSEMENT CO.

WANTS Shows with or without outfits, Concessions, Grinders for Shows, Manager for Cook House, Ball Game Agent. Address Marion, Ia., this week; Princeton, Ill., week August 29; Sandwich, Ill., week September 5. All Fairs.

JOE TILLEY

Carousels, Ferris Wheels, Chairplanes

At Liberty for Fairs, Firemen's, Legion's or any other auspices running Carnivals. Wire or write MICHAEL BUCK, 5 Westminster Place, Garfield, N. J.

CHEVROLET HOUSE CAR.

With Modern Conveniences, Running Water, Electric Lights, Closets. 8,000 miles. \$550. LAU MOTOR CO., Pottstown, Pa.

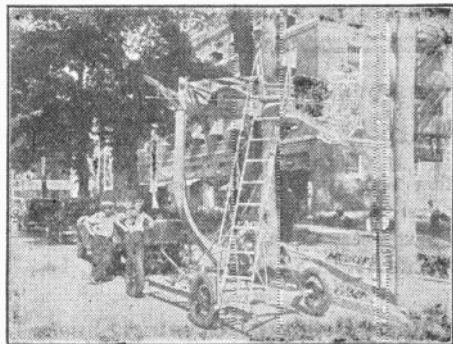
ROLLER RINK—Clear maple floor, 50x140, in sections. Diagram furnished to set up. Only used one season. Make us an offer. GORDON LUMBER CO., Kenosha, Wis.

FOR SALE AFTER LABOR DAY—One Set of Tango Swing, consisting of 12 Boats in A-No. 1 condition, with Organ and Wagons, or without Organ and Wagons. Could be seen in operation at Jacksonville Beach, Fla. Will sell reasonable for cash. LOUIS J. NIEBERLE, General Delivery, Jacksonville Beach, Fla.

"THE ACROPLANE"—"WORLD'S GREATEST FLYING THRILL"



Acroplanes at Coney Island



Acroplanes Delivered to Mark Huling, Kingston, N. Y.

R. F. RICE, Inc.

Distributors

RALSTON F. RICE, Pres.

Hotel Dixie, New York City

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LES WHEELER

2953 Delaware Ave., Buffalo, N. Y.

The Acroplane

Complete, With Trailer,
\$1,695, F. O. B. Salem,
Ore. Time Price, \$150
Additional.Immediate Delivery. Exclusive
Operating Rights.For information, write
R. F. RICE, Inc.

Distributors

QUEENS-NASSAU COUNTY FAIR

MINEOLA, N. Y.—SEPTEMBER 13-14-15-16-17.
DAY AND NIGHT.

WANTED: All kinds of Shows, also Legitimate Concessions, Corn Game, Frozen Custard, Scales, Popcorn, etc. Only a limited amount of space.

SUFFOLK COUNTY FAIR TO FOLLOW—Riverhead, N. Y., Sept. 20-24—Day and Night
Write or Wire

O. C. BUCK EXPOSITIONS, Inc.

104-33 128th Street, Richmond Hill, N. Y.

WANTED SHOWS AND CONCESSIONS

FOR TEN WEEKS OR MORE, BEST CIRCUIT OF FAIRS AND CELEBRATIONS IN TENNESSEE, ARKANSAS AND MISSISSIPPI, STARTING WEEK OF SEPTEMBER 5.

CAN PLACE Shows of all kinds, with or without own outfits, capable Managers for Side Show, Athletic, Drome, Hawaiian, Fun on Farm, Minstrel and Single Pit Attractions. CAN PLACE legitimate Concessions of all kinds. WANT Ride Help, Cook House Help, Girls for Ball Games. Will sell half interest in Corn Game booked on show. Rube Wadley, H. C. Hunn and Harry Day, write.

J. R. STRAYER SHOWS

1920 Lamar Boulevard,

MEMPHIS, TENN.

COIN-OPERATED

AMUSEMENT MACHINES

A Department for Manufacturers, Distributors, Jobbers and Operators

Edited by Silver Sam

Address All Communications for This Department to SILVER SAM, Care The Billboard, Chicago Office.

Open Session Brings Chicago Operators New Members, Ideas

CHICAGO, Aug. 20.—More than 100 operators came to the meeting of the Independent Coin-Machine Operators' Association of Illinois, called by the president at the Sherman Hotel Thursday evening. It was an open invitation extended to non-member operators, jobbers, manufacturers and the press to attend a meeting of a "general nature." The enthusiastic response indicated the interest that is being given to organization affairs in Chicago territory.

President H. B. Gibson was in the chair, and since the letter had also extended an invitation to non-members to join the association, the president used the opening minutes of the session to explain in detail the purposes of the organization. Mr. Gibson proved himself a very convincing speaker in the sessions of the operators' meeting, and also a very capable presiding officer. His speaking ability was shown in a clear and firm voice that indicated sincerity.

"The by-laws of this association adopted at a previous meeting," Mr. Gibson stated in his opening words, "show the purposes for which this organization stands. It is an organization of persons who operate coin machines for a profit. It is an organization conducted for operators and by operators. If you are not operating coin machines for profit, you cannot join this group. While it seeks to cultivate the friendship and co-operation of the manufacturers in every respect, still a man cannot join this organization unless he is an operator in reality."

One of the purposes of the association is to guard against unfavorable legislation and to fight unjust taxes whenever such tax bills are introduced. The president had a prepared digest of various regulations and tax laws that had been passed in many States and cities. This digest was read as convincing proof that operators must organize and be in readiness when such matters come up. "When the laws are already passed it is a mighty hard matter to undo them," he said. "We should also notice that what has happened to operators in other States and cities may happen to us here in this city and this State." Then he read from the digest about the lenient requirements for operating machines in Chicago and explained some of the history of the passage of the \$2 permit fee required in the city. "If there had not been some kind of an organization, or a few operators with some influence in city affairs, we might today have seen a very different state of affairs with respect to operators in Chicago. It might have been impossible for most of us to operate at all."

The digest of legislation showed that when the State begins to tax coin machines it is usually a signal for the city and county governments to tax them also. That local regulation and taxation may be especially injurious was shown by the digest.

Other speakers who were introduced by President Gibson were Lee S. Jones,

The Coin Chute

Andy McCullough, the "Beau Brummell" of the Chicago operators, was present in full style at the operators' meeting last week. He gave a good account of himself, displaying real oratorical ability, and renewed his pledge to stick to the pin games regardless of who became President of the United States. J. Lessaris and A. J. Saurin, also Chicago operators, put a lasting touch to the operators' meeting by subscribing to The Billboard, to bring them the latest trade news for a full year.

president American Sales Corporation; Mr. Frankel, connected with the police magistracy of Cook County; Mr. Baxter, representing A. E. Gebhart, of Advance Machine Company; Dave Gottlieb, of D. Gottlieb & Company; Jack Nelson, Robert K. Gibbs and Harvey Carr, representing the trade press; George Piper, a blind operator, and Fred A. Mann, secretary of the association.

Lee S. Jones suggested that one of the important things for the new organization to do was to engage expert legal counsel at once and have in readiness to represent the operators in any emergency. He spoke from experience in many legal affairs affecting coin-operated machines. It has been demonstrated all over the country, wherever operators have successfully met regulatory and tax threats, that a good lawyer held in fee is one of the biggest safeguards that can be had. Such service costs money, but it is the only way to prevent unfair legislation.

Mr. Frankel, representing Leroy Davidson as candidate for sheriff of Cook County, gave some very interesting information about the inside workings of political affairs as they might affect the interests of operators. It is impossible to get along without the politician, he told the operators. He recalled that from 1922 to 1926, during the administration of Mr. Davidson, no machines of any kind were molested unless the operator had first been notified. If an operator was operating illegally, he was given due notice and a chance to remove his machine or otherwise conform with the law. He promised aid to all operators in recovering hijacked machines and in bringing offenders to justice. Operators were also cautioned particularly about operating amusement machines near schools. Parents will complain to the authorities about pin games and any amusement machines near schools, in which children may deposit pennies and nickels intended for other things. A little precaution in this matter will save a lot of trouble.

Other speakers emphasized the importance of loyalty to the organization, and co-operation with the leaders and officials now working so faithfully to extend the benefits of the work. Several new members were received, and the general harmony suggested bright prospects for the expansion of the association.

AMERICAN SALES CORPORATION
116 WRIGHTWOOD AVE. CHICAGO

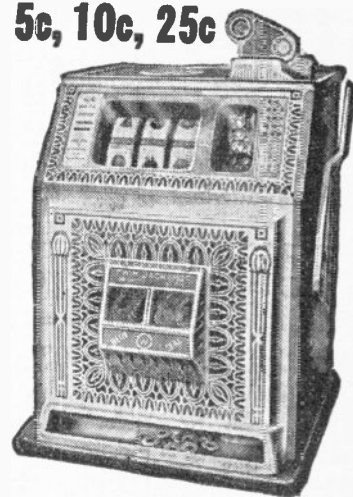
OUR NEW GAME

The "ODOM SPECIAL" reverses the field, and makes others obsolete. You must have it to get the big money. Write today for details. Tell us what else you operate.

CHINESE HORN NUTS. Their peculiarity and curiosity create fast sales. Hundred, 50c. Box of Samples, 10c. DE VINE SPECIALTY HOUSE, 14378 Grandville, Detroit, Mich.

TWO BIG JACK POTS

5c, 10c, 25c



FIRST AND ONLY TWIN JACK POT IN THE WORLD.

Built With or Without Front Vender.

No. 70—**5c PLAY \$59.00**
No. 80—**10c PLAY \$59.00**
No. 90—**25c PLAY \$59.00**

Prices plus 10% Government Excise Tax.

Special Discounts in Lots of Five or More

WATLING MFG. CO.
Our New Factory.

4640-4660 W. Fulton St. Chicago, Ill.
Telephone, Columbus 2770.
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BESSER NOVELTY CO.

3975 Delmar Ave., ST. LOUIS, Mo.

The Most Centrally Located Jobbing House in the Country.

PURITAN VENDORS—PAY-DAY JACK POT PIN GAMES—3-RING CIRCUS—SCREWY—FIVE STAR FINAL—SKI-DOO—BALLY-ROUND—LITTLE DUKE—OFFICIAL—AND OTHER MONEY MAKERS.

WE TAKE TRADE-INS

Get on Our Mailing List for New Machines.

WHAT ARE YOU PAYING FOR COIN MACHINES

Write today for the only complete Rock Bottom Price List in print.
ALL Coin Machines in stock—always ready for immediate delivery.

EMPIRE COIN MACHINE CORP.
225B Fourth Ave., NEW YORK, N. Y.

NOTICE

PIN GAME OPERATORS

We have a machine that will make you more money than your Pin Games. Legitimate everywhere. Be first in your territory. Write for circular.

EXHIBIT SUPPLY CO.,

4224 W. Lake Street, Chicago, Ill.

STEADY Toy & Confection INCOME VENDERS
NOVIX SPECIALTY CO., 1193 B'dway, New York.

NEW PENNY DICE MACHINE
Small, but gets the pennies. Send for Circular.
ROCHE NOVELTY CO., Ft. Wayne, Ind.

Prices Slashed!

Genuine

WHIFFLE

Games

Manufactured by

Automatic Industries Co.

NOW \$35 single game

\$30 5 or more games

TERMS: One-third cash with order, balance C. O. D. Each game complete and equipped with a Veeder Coin Counter.

STOCK UP FOR FALL BUSINESS

The Connecticut Novelty Co.

169 Columbus Ave., New Haven, Conn.

NO SIR! Don't discard your old Pin-Game. Put new life into your cabinet, it means money in your pocket. Our new reward paying Horseshoe Field will do it.

No. 1—Description. Brilliant 5-color Playing Field, Horseshoe design, 4 cast aluminum horseshoes, aluminum track all around, brass escutcheon nails, woodwork walnut finish, neatly routed, ready to slip into your old cabinet. Reward paying cards furnished showing merchandise payout on certain numbers. Full amount with order. Sample, \$4.50

No. 2—As above, with 2 large star Playing Field and 4 cast aluminum horseshoes. Full amount with order. Sample, \$4.50

No. 3—High score large Horseshoe design field, no reward paying card, nails instead of cast aluminum horseshoes. Full amount with order. Sample, \$3.50

No. 4—High score large 2-star design field, no award cards, aluminum track. Full amount with order. Sample, \$3.50

The above playing fields will fit any cabinet that has 14 1/2 x 29-inch glass top.

No. 5—Horseshoe Award Pin Game, complete in a beautiful walnut finish cabinet, all the latest improvements, including ball lift, coin chute, plunger, etc. Length, 32 inches. Width, 18 inches. Terms: One-third with order, balance C. O. D. 1-cent or 5-cent coin chute. Sample, \$15.00

Riverview Park Co., Chicago, has just purchased six of the above games, 5-cent play, and they are going over with much success. Therefore, they should be good numbers for the Fall Fairs. Extra large-size reward paying cards furnished free.

No. 6—Our Leader Pin Game, 2-star playing field, walnut cabinet, aluminum track all around, escutcheon nails, ball lift, coin chute, etc. Size, 16x25 1/2 inches. One-cent play. Sample, \$7.75

You may try the above numbers at our risk for seven days. If not satisfied, return by express prepaid and we will promptly refund your money. No questions asked. A Federal tax of 10% must be added to the above prices.

Artistic Novelty Wks. 3035-41 Elston Ave., CHICAGO, ILL.

Phone, Juniper 2637.



HUGE VALUES

ASPIRIN ON CARDS — Tip-Top Brand. An unusually attractive Card containing 24 Envs. Spec. Value. Card... **20c**
Card of 36 Envs... **25c**



TIP TOP BLADES—To Fit All GILLETTE, GEM and AUTO-STROP Razors. These remarkable Blades are captivating the country. 100 Blades... **\$1.45**
HARMONY GILLETTE TYPE BLADES, Etched, Double Wrapped in Flashy Packages. 100 Blades... **\$1.00**
AS ABOVE, on Cards, 24 Pkgs. of 24. Retail \$2.40. Complete... **62c**
SINGLE EDGE BLADES, 24 Pkgs. of 36 on a Card. Complete... **78c**
TIP TOP HONES, Sensational Blade Sharpeners. Marked 50c. Each... **15c**
STYPTIC PENCILS, Gross... **90c**
STEEL POT CLEANERS, Dime Seller, Limited Special. Gross... **\$2.00**
SHOE LACE CABINET—Contains 200 Ass't. Laces, Complete... **68c**
SHOE LACES—Mercerized, 27 in. Black and Brown. Gross... **38c**
B'WAY TRANSPARENT NEEDLE BOOK, Flashiest Needlebook Ever Offered. Spec. Value. 300 Books... **\$2.00**
Free Catalog. 25% deposit with order.

UNIVERSAL MERCHANDISE CO.

123 S. Wells St., CHICAGO, ILL. 16 E. 15th St., NEW YORK, N. Y.

Supreme Extends Into South With New Atlanta Office

ATLANTA, Ga., Aug. 22.—The Supreme Vending organization, with headquarters in New York, has added one more link to its national expansion from Coast to Coast by opening a branch at 217 Garnett street Southwest, this city. This was made possible by taking over the Atlanta Amuse-U Company, and Mr. Hankin, president of the former company, will be retained as manager of the new branch office of the Supreme organization. Mr. Hankin has made many friends in the coin-machine trade in this city and in the surrounding territory, and it will be an added advantage to insure the success of the enterprise by retaining him.

"We consider this an important step in our plans," William Blatt, president of the entire Supreme organization, stated when announcing the new office. "From Coast to Coast Supreme will soon be represented by organizations and local offices in strategic cities."

"The South has some of the best operators in the country. Several of the States are now feeling an improvement in general business, and this will react to help the operator. As more people are put to work they will have more money to play the games, which means that in turn the operator will have more money with which to buy new machines and put them on locations."

"Mr. Hankin joins our organization with a good trade already built up and with many acquaintances. We gain by having a good foundation already laid and we will be able to put back of Mr. Hankin all the co-operation and prestige of the Supreme organization."

Would Put Table on Pivot

F. M. Jones, proprietor of cigar stand in Dallas, is very much interested in automatic games of all kinds and says that he was attracted by an idea for a new game, which appeared recently in *The Billboard*. The suggestion was this: "If some inventor wishes to work on a far-fetched idea he might develop a table for restaurants, lunchrooms, soda fountains, etc., with a built-in glass covered game to be operated by a coin. Several difficulties are at once apparent. It must be built so that two could play the game without getting up from their seats, etc."

It is in solving this difficulty of permitting two persons to play the game without getting up that Mr. Jones suggests a revolving table game, or at least an arrangement whereby the playing board itself could be turned to face each player. That would prevent the necessity of two coin chutes and other mechanical contrivances, he says.

O-Lett-O Sports Color

O-Lett-O, the new square-circle game which the O-Lett-O Novelty Company announced recently, sports the color-combination idea to the players. This permits a lot of variety and unlimited combinations in playing the machine. When the coin chute is released, at the same time the balls are whirling around the outer circle of the playing field, the seven-pointed colored star is also busy whizzing around. If a point of the star happens to match the color of one of the scores made in the three sets of colored score pockets, then the entire score is doubled.

Garratt Yonker is president of the company which makes O-Lett-O, it being a division of the Illinois Interior Finish Company. A series of trade-stimulator cards has been worked out to go with these machines.

Wins Chromium Plate Suit

Chromium plating has proved its usefulness in the coin-machine industry, as well as on thousands of other items in other trades. A New York dispatch says that the second district U. S. Circuit Court of Appeals has allowed all the claims of the inventor on the basic methods of chromium plating. The basic invention is that of Colin G. Fink, professor of electro-chemistry at Columbia University. The work of Dr. Fink was revealed as one of the great achievements of modern chemical research and the decision was unanimous in his favor.

Invites Women To Play

The Studio Room, an amusement parlor in the big Merchandise Mart Building, Chicago, has set about to encourage the women to play pin games and other automatic devices in this modern hall. The platform on one side of the hall which displays various prizes offered for weekly and monthly high score also displays several articles that may be taken as an inducement to get the eyes of the ladies. Standing topmost on the display is a wax model wearing one of the most fashionable dress suits, and this is offered as a monthly high-score prize. The maker is mentioned so that it will have every indication of being the very latest. Gladstone bags, small objects of furniture and other items that will attract ladies are also shown. A very friendly spirit of competition seems to be developing between the male and female patrons. This modern amusement parlor was instituted in the world's largest building by a restaurant company owning restaurant concessions in the building and was described in *The Billboard* of August 13.

Canadian Distributor Plans Big Co-Operative Campaign

LONDON, Ont., Aug. 20.—What promises to be the biggest publicity campaign for coin-operated machines yet undertaken in the Dominion was announced this week by Charles E. Santo, president Charles E. Santo Sales Company. Mr. Santo was very enthusiastic about the prospects for the campaign and said that important connections for representation had been made with leading manufacturers.

"Our purpose in putting on this campaign is simple and yet very comprehensive," said Mr. Santo as he explained the steps in this program. "We want to arouse the public interest in Canada in the play of coin-operated amusement and vending machines, and we believe this can be done at the same time we are soliciting business from actual members of the trade. We are going after business in immediate trade circles of course, and one of our first steps will be a comprehensive page advertisement in *The Billboard* carrying our own message, and surrounded by ads of the various manufacturers whose machines we will represent in Canadian territory. The purpose of this advertising is to make immediate contact with operators and other members of the trade all over our territory and we know the influence of this publication in doing that for us."

"But we are going farther than that to stimulate public interest in the machines which our operators handle over the country. We will place attractive advertisements in the important local newspapers throughout Canada. It is anticipated that this advertising will direct the playing public to where the machines can be found, arouse their in-

terest and curiosity in such machines. All these advertisements will carry the name of the local operator and the distributor. We feel also that one of the biggest advantages in this local newspaper campaign will be the stimulating effect it has on location owners. The aim of the campaign will be to show the locations that coin machines can be made a drawing card in getting customers into the store. We are thoroly in sympathy with the movement to get the locations to give automatic machines stronger promotion, and all that we do thru our operators will be to encourage and co-operate with the locations in getting better play."

"Our plans include the use of other mediums to the benefit of the locations also. Wherever possible we are going to place advertising on menus of lunch counters, restaurants, cafes, hotels, etc. Also on baseball and golf score cards. It is our opinion that the coin-machine trade has not yet waked up to the possibilities of this advertising of machines and vendors right on the spot. Our campaign will be an intensive one to make full use of this field. We will naturally make full use of the mails in getting in touch with operators and desirable locations over the Dominion."

The St. Paul Novelty Company is getting in touch with manufacturers in the trade with a view to lining up new games for its customers. The firm is particularly interested in getting advance information on the newest in pin games that will be announced this season. Fall locations in their section look very promising, officers state.



The Northwestern Penny Merchandiser NOT ONLY VENDS—IT SELLS!

The world's leading Penny Merchandiser—a real merchandising unit—vends Nuts, Candies, Marbles, Toys, etc. A permanent investment. Earns profits unbelievable from a penny machine. Lifetime porcelain enamel finish. Moisture-proof. Pickproof. Rustproof. Slug Ejector optional. The choice of the operator who demands the best. Write today for complete details and free trial offer.

THE NORTHWESTERN CORPORATION
909 Armstrong St., MORRIS, ILL.



GIBBS "POPPER GUN" MAKES QUICK, LONG-PROFIT SALES

Here is an interesting toy that gets the boy—or girl—or grownup. It shoots slugs of potato, carrot or turnip. Makes a loud "Bang" as slug leaves the barrel. Easy to demonstrate. Gets the crowds—the nickels or the dimes, and it costs about one cent apiece in quantities.

Send for Sample Gibbs No. 5 Popper Gun and Low Quantity Prices.

THE GIBBS MFG. CO.
Dept. "B", Canton, Ohio

POPCORN BOXES

LOWEST PRICES.
Regular Sizes Red Hotzy Totsy Design.
5c Size. 10c Size.
1,000.....\$1.80 per 1,000; \$2.80 per 1,000
3,000.....1.60 per 1,000; 2.60 per 1,000
5,000.....1.40 per 1,000; 2.40 per 1,000
Shipping Weight, 35 Lbs. Shipping Weight, 60 Lbs. per 1,000.
Also Popcorn Cones and Glassine Bags.
FOR CANDY FLOSS MACHINE OPERATORS.
2-PLY Bristol Board, 7x7 inches, packed in ASSORTED COLORS, at least 5 colors to every Package of 1,000 Pieces. \$1.25 per 1,000 Pieces.
Shipping Weight, 16 Lbs. per 1,000.
All Prices F. O. B. Indianapolis.
TERMS: Cash with order, less 2% discount. We make immediate shipment. Inclose postage for all Parcel Post Shipments.
PAPER PRODUCTS CO.,
801 North Senate Avenue, Indianapolis, Ind.

NOTICE

We carry a full line of Merchandise for Claw Machines.
No Catalogues—Prompt Shipment
JOHN ROBBINS CO.
342 3d Ave., Pittsburgh, Pa.



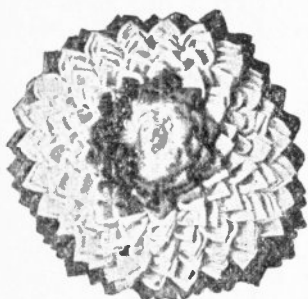
POLICE DOGS

Tinsel Trimmed
Sparkling Eyes
11½ Inches High

15c each in bbl. lots. 24 to bbl.

CHICAGO CONCESSION SUPPLY CO.
1816 N. Halsted Street, Chicago, Ill.

WONDERFUL ITEMS FOR THE FAIRS AT REDUCED PRICES



- No. 486—Flower Petal Pillows, Plain...\$ 9.50 Doz.
- No. 486A—Flower Petal Pillows, With Doll Head\$11.00 Doz.
- Mickey Mouse in Felt Asstd. Colors, 15 In. High\$ 7.20 Doz.
- White Spitz Dogs, Large Size, Better Grade.....\$15.00 Doz.

- Electric Coach Clocks, Raised Dial, All Colors...\$21.00 Doz.
- Electric Coach Lamp Clock, raised dial, all colors...\$27.00 Doz.
- Beacon Blankets, Magnet, 30 to Carton.....\$ 1.35 Each
- Beacon Blankets, Mingo, 30 to Carton.....\$ 1.45 Each
- Karr & Auerbach Special Blanket, 66x80, Each in Box\$ 1.25 Each
- Karr & Auerbach Special, Blocks and Indians, 30 to Case\$ 1.10 Each
- Silk Quilts, Two Tone, With Silk Cord.....\$ 3.75 Each

WISCONSIN DE LUXE FULL LINE OF PLASTER
WE CARRY THE LARGEST LINE OF CORN GAME
MERCHANDISE IN THE EAST

Send One-Third Deposit With All Orders
ASSOCIATED SALES CO., INC.

KARR & AUERBACH

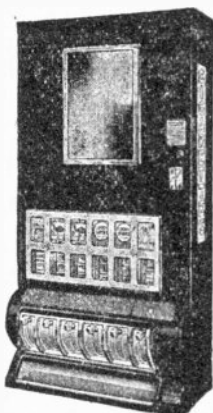
427 MARKET ST. PHILADELPHIA, PA.
Bell Phone—Lombard 1557. Keystone Phone—Main 4590.

CIGARETTE

Stewart & McGuire

Empire State Building
350 5TH AVE. N.Y.C.

SALES MACHINES



Great Opportunity DISTRIBUTORS WANTED—

With large sales force on the finest brand-new all-electric movable sign with clock *EVER MADE*. Beautiful mahogany cabinet with continuous twenty-word message. Retailing for less than \$20.00. Must be financially able to carry small stock.

ST. JAMES SALES CO., 1133 Broadway, New York.

PENNY BOARDS 1c PER SALE



A Full Line of 1c per sale SALES BOARDS from 600 Holes to 7,000, in Straight Boards and Book Form, with rewards in Cash or Cigars, Cigarettes or Candy Bars.

GLOBE PRINTING CO.

MAIN OFFICE AND FACTORY:
1023-25-27 RACE STREET,
PHILADELPHIA

BRANCH OFFICES AND WARE-
HOUSES:

418 South Wells Street, Chicago, Ill.
441 Third Street, San Francisco, Calif.
828 East 51st Street, Tacoma, Wash.
435 Glisan Street, Portland, Ore.

SEND FOR ILLUSTRATED "PENNY WISE" CIRCULAR



ORIGINAL FAST MONEY-MAKING SENSATIONAL
"LITTLE DUKE"

HERE'S THE LAST WORD IN JACKPOT MACHINES!

AT LAST—a Jackpot Machine made especially for today's conditions. Here is a machine built on entirely new principles. A PENNY JACK-POT—a machine everyone CAN and WILL play. Those now in use show that "LITTLE DUKE'S" profits TO YOU will be greater than from most 5c, 10c and 25c plays. "LITTLE DUKE" has created more interest and comment than any other coin-operated device in the past quarter century. Orders are coming in by the score, and before long every spot in the country will be covered. So line up with "LITTLE DUKE" AT ONCE—for bigger and quicker profits. Send your order TODAY.

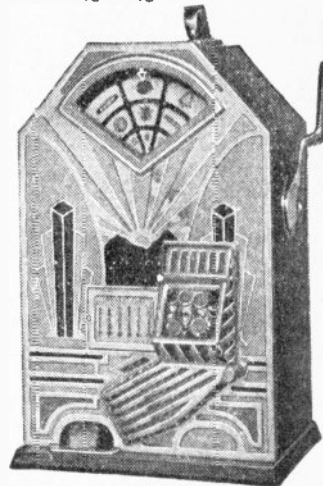
11 SMASHING FEATURES

- Weighs Half as Much as Other Jackpot Construction.
- Will Do All That a Large Machine Will Do.
- Has Forty Per Cent Less Parts.
- Pays Out from 2 to 20 Coins.
- Jackpot Holds from 100 to 250 Coins.
- Reserve Holds from 50 to 60 Coins.
- Cash Box Capacity, 2,500 Pennies.
- Entirely New Cabinet Design.
- New Disc Type "Reels."
- Improved Payout Slide Assembly.
- Anti-Cheating Features and Many Other New Features.

OPERATORS PRICES:
Lots of 5 - \$50.00
Lots of 10 - \$47.50

Plus 10% Excise Tax

Size: 9½x13½x22"—wt., 50 lbs.



SPECIAL SAMPLE PRICE

See for yourself just how good this machine really is. Make a fair test by placing Jennings' "LITTLE DUKE" in several of your locations. Notice how players take to this new machine. See the quick increase in play. If you are a bona-fide operator we'll send you a sample machine at the 5-lot price, \$50. plus tax.

NO-RISK OFFER

Our regular terms are cash with order, or one-third cash deposit, balance C. O. D. If you're not completely convinced that Jennings' "LITTLE DUKE" is the greatest of all coin machines, return it to us within 7 days by express collect and we'll refund every cent you paid. WIRE AT ONCE for your sample.

WRITE FOR DESCRIPTIVE CIRCULAR AND
LATEST USED MACHINE BULLETIN

There's a Jennings Machine for Every Vending Requirement

O. D. JENNINGS & COMPANY Eastern Factory Branch:
4309-39 W. Lake St. CHICAGO, ILL. 401 N. Broad St.,
Philadelphia, Pa.

ATTENTION—OPERATORS AND JOBBERS !!!

Zowie! A New Winner, Again !!!

The REAL MINT VENDOR MACHINE BOARD, consisting of 20 Mint Jack Pots filled with Candy Mints. Also four big Jack Pots filled with Coins.

This Board has 4,000 Holes and takes in \$200.00, and pays out \$75.00 in trade.

Price of This Board is \$13.00

TERMS: 25% deposit, balance C. O. D.

The knock-out sensation of the year. To appreciate this Board, why not write in for a sample and full particulars now?

NOVELTY SALES COMPANY
806 Walnut Street, Philadelphia, Pa.

Special Prices to Jobbers and Operators on Request.

Clip Out This Ad and Mail To Save Money.

To Be a
Reliable
Operator
Deal With
a Reliable
Jobber.



"Goin' Fishin'
for Prices?"

— or —

are you interested in FAST
DELIVERY, REAL CO-OPER-
ATION, BETTER SERVICE

— and —

PRICES that
are RIGHT!

ON ALL THE NEW
FALL MACHINES

AMUSEMENT COIN MACHINES CO.
Brooklyn, N. Y.
62 Kingston Ave.,
PLEASE MAIL ME YOUR NEW PRICE LIST ON ALL THE NEW
FALL GAMES—FREE OF CHARGE.
NAME ADDRESS CITY STATE

CRYSTAL PENDANTS

No. B193J—Crystal Pendants. The greatest flash of all time. Scintillating diamond cut crystal drops on crystal and rhinestone decorated white metal chains. Looks easily a dollar value, yet can be sold at 50c or 25c, as desired. Selling like "hot cakes" wherever shown. Cash in now; you can't go wrong on a sample dozen. Sold in assorted styles only, in six flashy patterns; the two shown are typical designs; every one a world beater. Write—wire today—don't wait.

\$2.00 Dozen
\$21.00 Gross

PILLOWS

No. B8132—12-Inch Pastel Colored Flower Petal Pillows, Selling Fast. Each 75c

No. B8133—15-In. Size. Each 95c

No. B8134—15-In. Size, with Doll Head Center. Each... \$1.25

BLANKETS

No. B8135—60x80 Block Plaid or Solid Color, Sateen Bound Part Wool Blanket, in Pastel Colors. Each..... 90c

Lots of 50. Each, 82 1/2c

No. B8136—Indian Design Part Wool Blanket. Size, 64x78 In. 14 to Case. \$1.25

No. B8271—Boy Atomiser Novelty. 35c

Write for our Catalog, free to Dealers, Concessionaires, Salesboard Operators and Premium Users, containing thousands of live-wire items for Prizes, Gifts, Schemes, etc., including Watches, Diamonds, Jewelry, Luggage, Household and Sporting Goods. Address Dept. B,

JOSEPH HAGN COMPANY,

The World's Bargain House,

223 W. Madison Street, CHICAGO, ILL.



OLD-TIME SLOT OPERATORS

We have what you have been waiting for. A game designed and built by men you know. No penny foolishness, but real dough at last. Write or wire.

SPECIAL WALTHAM \$2.25 Ea.



16 Size, 7 Jewels, Open-Face Fancy Engraved Chromium Cases, Hunt., Nickel Movements. Same, 15 Jewels, \$3.25; Same, 17 Jewels, \$4.00. ATTENTION—O Size, 7-J. Waltham Silver Watch, with a Genuine Silver Dial and Fancy Chromium Case, \$5.75, in Lots of Three. Sample 50c extra. Deposit 25%, balance C. O. D. Every Watch guaranteed. Send for Free Catalog. FALTER & SMITH, INC., 132 Nassau Street, New York City.

BLUE BLADES Per 100 in \$1.50 Lots of 1000

Cellophane wrapped, flashy colored package, finest Swedish steel. Fits all Gillette, old and new type razors. In smaller quantities, per 100, \$1.65. WONDER BLADES, in lots of 1,000, per 100, \$1.15. In smaller quantities, per 100, \$1.25. POCKET COMBS in Slides, Dozen, 50c; Gross, \$5.00. 25% deposit, balance C. O. D.

Paris Bargain House

279 Canal St. (at Broadway), New York City

INDIA PERFUME BEANS. Imported. Fragrance of a Garden of Roses. Selling like hot cakes. Hundred, \$1.00. Box of Samples, 10c. DE VINE SPECIALTY HOUSE, 14379 Grandville, Detroit, Mich.

It Helps You, the Paper and Advertisers to Mention The Billboard.

Silver Star for Golden Profits

Buy the Greatest Money Maker Ever Built.

Sample Machine \$36.50 Complete With Legs, Tax Included

Lots of 10, \$34.50.

One-third with Order, Balance C. O. D. We also have Marble Skill Vending Machines of all kinds at a low cost and will trade one New Western Sweepstakes for one Iron-Claw Floor Model. Write, wire or phone.

S. & R. VENDING MACHINE COMPANY

Phone: Branch Brock 2-5517. 127 Bloomfield Avenue, NEWARK, N. J.

National Interest in Prizes

The announcement last week that the 1933 World's Fair management will distribute 800,000,000 merchandise certificates, or trading stamps, indicates the extent of national interest in the use of prizes and coupon systems in modern merchandising. The recent spread of the coupon system in the operation of automatic games indicates that the trade is thoroly alive to modern business practices and will make use of every successful stimulus for improving business.

The Chicago Merchandise Certificates, Inc. has been organized to promote the use of the exposition certificates. The coupons will be issued to merchants in face-value denominations of 1, 5 and 25 cents, and may be used by them as merchandise premiums. Arrangements have been made whereby the Continental Illinois Bank & Trust Company will act as trustee and collection agent. The certificates may be used for admission to the exposition, at certain hotels, for transportation, and even in certain restaurants and theaters. It is a gigantic plan for the use of trade coupon advertising.

Restaurants, chain stores, etc., are now stimulating business by giving away automobiles as prizes, in some cases a daily drawing being held, and no small item in the prize system is that the automobile companies get some good publicity. The national use of prizes in general merchandising will help to create a more favorable sentiment for the use of prizes in connection with automatic games, and will also serve to invite more widespread attention to these games and the prizes offered. As the use of the coupon or trading stamp plan with each game played tends to spread public interest in the games should mount rapidly.

Fair Interested in Venders

When approached about the use of vending and service machines in the restrooms of the fair administration building, Ora P. Taylor, secretary of the Walworth County Fair, held at Elkhorn, Wis., every year, stated that they were interested in such devices and had some good room for them. The location would only enjoy a short season, however.

A representative of The Billboard inquired into the reasons for the success of this county fair recently and suggested that one of the evident reasons was the consideration given to the comfort of the fair patrons by providing modern restrooms for both ladies and men on the first floor of the administration building. The market for modern vending and service machines is widening to include even the up-to-date fairs.

Pulls the Magnets Out

G. J. Elliott, operator of coin machines at Amherst, N. S., says that frequently the coin chutes on games have not been adjusted by the manufacturers to accept Canadian money, since the magnet in the chutes acts on the Canadian nickel just as it would an ordinary iron slug.

So when he gets a game that has not been adjusted for Canadian coins he turns automatic dentist and yanks out the magnet. Then the nickels can get thru into the coin box all right.

Besser Getting Lind Up

Herbert Besser, of the Besser Novelty Company, is getting lined up for the upturn of fall business. This firm has had quite a demand for the little Dandy vender, the Puritan Baby vender and machines of similar type. They will probably add these machines to their line this season. Mr. Besser reports that they have an excellent territory and that his list of regular customers is growing day by day. He is hoping for an early fall buying season if the weather man will bring the cool days soon enough. It is too early to tell whether his trade will show a heavy demand for some particular type of machine, or whether the buying will be pretty general and including a fair average of all types of games.

A NEW MONEY-MAKER!

At a sensational price and easy-to-pay terms

ADVANCE "PROSPERITY" \$87 MODEL POPCORN MACHINE

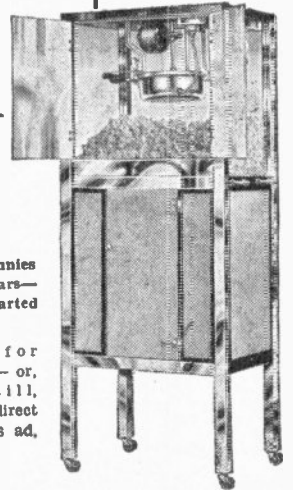
Never before has a guaranteed full-size all-electric Popcorn Machine been offered at such a low, startling price—and on such extraordinary terms. Think of it! A large capacity (\$5.00 per hour) model—a flashy money-maker that pays you a profit at the rate of 75c clear on every dollar in sales!

Popcorn is an old standby that pays huge margin profits day in and day out. And the PROSPERITY Model is just the machine to bring in that steady stream of nickels and dimes!

THE PROSPERITY MODEL IS SO EASY TO OWN YOU CAN'T AFFORD TO PASS UP THIS OPPORTUNITY.

Extremely liberal time-payment plan. JUST \$10.00 BRINGS IT TO YOU. Pay expressman a small amount when you get your machine—pay the balance in easy monthly payments.

ALSO COUNTER-CHEF Toast and Sandwich Grill, only \$22.75. CONEY COOKER, combined Red-Hot Steamer and Bun Warmer, only \$22.75. LUNCHEtte, a Griddle, Food Warmer and Toaster combined, only \$32.50. Write for Catalog.



Pop Pennies Into Dollars—Get Started Now!

Write for Catalog—or, better still, order direct from this ad. NOW!

ADVANCE MFG. CO.
Dept. B, 1200 S. Kingshighway Blvd.
ST. LOUIS, MO.

BABY WOLF DOG JUST ARRIVED

Packed 50 to Ctn. 10c Ea. Send in Your Order

A Complete Line of Blankets, Corn Game Goods, Plaster Novelties, Salesboard Premiums, Demonstrators, Trick and Joke Novelties.

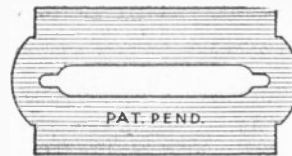
1902 No. Third St.

Wisconsin De Luxe Corp., Milwaukee, Wis.

Locust 5431-2

NEW LOW PRICES NOW AVAILABLE ON ALL OUR HIGH-GRADE RAZOR BLADES

RAZOR BLADES 1/2 PRICE



Direct from the manufacturer to you, with the manufacturer's personal guarantee. Fits New and Old Gillette Type Razors. Beautiful flash packages. Unequaled elsewhere at twice the price. \$1.35 per 100; \$12.50 per Thousand. Old-style 3-hole type Blades, formerly \$25, now \$8 per Thousand. Get our prices on Blades for the Gem, Ever-Ready, Auto-Strop, Enders New 1932 Gillette Type, Durlum Duplex, New Blue Blades. Samples, 25c. Deposit required on all C. O. D. orders.

A FEW SPECIAL CLOSEOUTS LISTED BELOW—1932 Gillette Type, Gem, Eveready Type and Auto-Strop Type, \$10.00 per 1,000.

LOUIS O. BLACK CO.,

1922 Linwood, Toledo, Ohio

CLAW MACHINE OPERATORS

"Ben Hur Chariot"

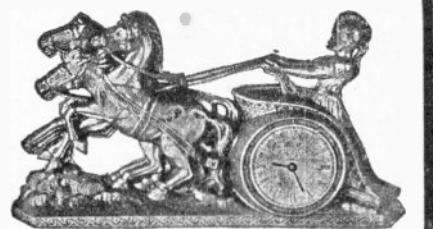
Gold Finish... Electric Clock

\$2.50 each

Send for price list. New Items!

BURTIS CORP.

IMPORTERS,
955 Broad St., Newark, N. J.
Phone, Market 3-2577.



"MEXICAN JUMPING BEANS"

Lowered Prices and Best Quality Guaranteed. SAMPLE Lot 1,000 Beans and 5 Pretty Playing Charts \$2.00. All Expenses Paid.

JOAQUIN HERNANDEZ, Export-Import.

Alamos, Son., Mexico.

PAY DAY JACKPOT PIN GAMES

And \$4.95 Jackpot Attachments

Never before has the coin machine industry witnessed a greater value in an automatic pay-off machine. Each mechanical part is guaranteed unconditionally for one year. The highly polished black walnut board has a player appeal that will last indefinitely. Pins are rubber covered.

Positive payoff Jackpot is entirely concealed and is most innocent in appearance.

SAMPLE \$28.50

PAY DAY VISIBLE Jackpot Attachments may be installed on ANY pin game in fifteen minutes, without sawing, filing or chiseling. Sample, \$4.95.

WIRE, WRITE, PHONE for further details and prices.

BRUNSWICK MFG. CO.,

4029 N. Crawford, Chicago, Ill.

PEELER WORKERS

GET RESULTS

Demonstrate Tasty Food Tools.

MANUFACTURED SPECIALTIES CO.

Box 224, Glenfield, Pa.

MEN'S SHIRTS

\$4.25 doz.

\$48.00 gross

GENUINE BROADCLOTH

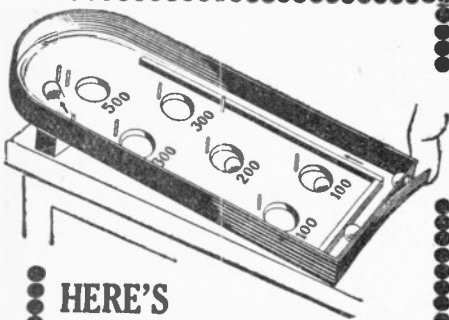
\$5.75 doz.; \$66 gross. Silk Sheen Broadcloth. \$1 RETAIL SPECIAL

\$7.50 doz.; \$87 gro. Extra Fine Sanitized Broadcloth All Shirts full cut, non-curl, pre-shrunk collar attached. 7 button front, full center pleat, in white, blue, tan and green colors.

25% cash with order, balance C. O. D.

FIFTH AVENUE TEXTILE COMPANY

859 Troy Avenue, BROOKLYN, N. Y.



HERE'S THE GAME EVERYONE IS PLAYING . . . but Look at This Price!

This new game, SNAPPIN, is a cleverly designed miniature of the big expensive games now so popular.

SNAPPIN takes all the skill and gives all the thrill of the big games, yet it is priced under a dime apiece in quantities. It is an ideal long profit item for carnival or street sales.

It is about 4x8 inches, made of wood and metal, finished in attractive colors, each game in cellophane window carton.

WRITE FOR QUANTITY PRICE
SEND 15c IN STAMPS FOR SAMPLE

The GIBBS MFG. CO.
Dept. "A" Canton, Ohio

Authorized JOBBERS

EMPIRE COIN MACHINE CORP.,
223 Fourth Ave.,
New York City

BUDIN'S SPECIALTIES, INC.,
845 Dumont Ave.,
Brooklyn, N. Y.

D. ROBBINS & CO.,
1141 DeKalb Ave.,
Brooklyn, N. Y.

IRVING BROMBERG COMPANY,
5 DeBevoise St.,
Brooklyn, N. Y.

COIN OPERATED AMUSEMENT MACHINE CO.,
217 W. 125th St.,
New York City

SUPREME VENDING COMPANY,
557 Rogers Ave.,
Brooklyn, N. Y.,
and Branches

MOSELEY VENDING MACHINE EXCHANGE, INC.,
3822 Chamberlayne Ave.,
Richmond, Va.

BANNER SPECIALTY COMPANY,
1530-32 Parrish St.,
Philadelphia, Pa.

7 Day Free Trial. Ready for Immediate Shipment.

TRY ME



SIZE: 18"x36"

Strictly a Legal Game of Skill. Built by Experienced Operators.

\$14.50
Complete.
Includes stand and legs.
We pay the Government Tax.

Terms: One-third cash. Bal. C. O. D., F. O. B. Baltimore, Md.
Write for Quantity Prices.

100 Lucky Strike's
100 Silck's

Machines Like New **\$10.00 each**

WRITE FOR QUANTITY PRICE

TRY ME MANUFACTURING COMPANY

2226-28 E. Fairmount Avenue, Baltimore, Md.
Phone: Wolfe 6483.

Elgin and Waltham Watches



Open Face
(With new White Fancy Engraved Case.)

7 Jewel, 16-Size
\$3.00

Same in 15-Jewel, \$4.00.
Same in 17-Jewel, \$5.00.

3-0 SIZE STRAP WATCH
Assorted White Cases.
ELGIN OR WALTHAM
7-Jewel\$5.00
15-Jewel6.50

Same in 12-Size, with a Beautiful Fancy Silver Dial.
7-Jewel\$8.75
15-Jewel5.00
17-Jewel6.00

25% with order, balance C. O. D.
(Orders for less than three watches not accepted)
LEW & ROSENBERG
5 South Wabash Ave. Chicago, Ill.



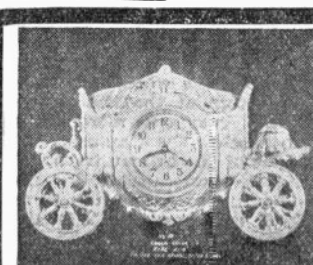
\$3



ATTENTION, Concessionaires for Fairs

Larger Rin Tin Tin, No. 19; medium Rin Tin Tin, 11 1/2 in.; No. 12 1/2 larger Elephant, and No. 9 1/2 Elephant; No. 13 Donkey, and all kind Novelty Dogs, Cats, Ash Tray, suitable for Fair and Concessionaire people. Write for Catalogue. Prompt shipment. Half cash with order, balance C. O. D. No merchandise shipped without deposit.

G. G. J. MATTEI CO., 927 East Madison, Louisville, Ky.



OPERATORS CARNIVAL MEN BOOST YOUR PROFITS!

With Our ELECTRIC COACH CLOCK - ONLY **\$1.50 each**

Cash or Certified Check with Order, F. O. B. New York. This famous business booster has increased earnings 100% for hundreds of Operators, Jobbers and Carnival Men. Write us for our list of hundreds of other money-maker business boosters. When in New York, call at our SHOWROOMS.

PRECISION PRODUCTS CO.
702 Sixth Ave., New York City

NEW HOT SELLERS

SWEETSTAKES, Horse Race Game.....	Each. \$1.35	Dozen. \$15.00
Your Party-My Party, Charm Novelty.....	.60	6.75
WET PARADE, New Water Squirt Novelty.....	1.20	13.50
Mary Ann, Water Squirt Girl.....	1.20	13.50
Hot-Cha Girl, New Shimmy Dancer.....	.50	5.50
The Doctor's Secret, For Men Only.....	.35	3.50
One Moment, Please, New Comic Ash Tray.....	.75	8.50
Chasing New Business, Chicken Ash Tray.....	.70	8.00
Rooster and Chicken Action Ash Tray.....	.70	7.50
MAGIC AGE CARDS, Tells Age Instantly.....	.10	.75
3-PIECE DICE ASH TRAY, Set.....	.50 Doz. 5.50	

Samples of Above Except Sweetstakes, \$1.00, and Lists, Deposit, please. **TERMINAL MAGIC, INC.**, 142 Park Row, New York.

LEISTNER'S ELECTRIC FLOWER BASKETS
NEW LOW PRICE
\$3.00 EACH
In Doz. Lots
SAMPLE \$3.25 Each.
When ordering sample please include 25c extra for postage
25% Deposit Required on All C. O. D. Orders.
OSCAR LEISTNER, INC., 323 West Randolph Street, Chicago, Ill.

LAST CALL

Practically New. Others Slightly Used. Like New. All Genuine Original Factory Make. Nickel Play.

RAINBOWS	.....\$8.00
BALLYHOOS	.....7.25
DAISY, Peo	.....6.50
BAFFLE BALL, Gottlieb	.....6.00
WOW, Mills	.....6.00
Factory Wooden Legs or Steel Stands, \$1.25 Extra.	
PENNY TARGETS, Mills	.....\$2.75
PEO 1c WHIRLWINDS	.....2.25
GOTTLIEB BASEBALL	.....3.00
GOTTLIEB GRIPS	.....2.25
HERCULES GRIPS	.....2.25
FIELD'S 1c-5c JACK POTS	.....7.50
JENNINGS' 5c RESERVE VENDOR JACK POTS	
CAILLE'S 5c FRONT VENDOR	.....30.00
MILLS SIDE VENDOR JACK POTS	.....25.00
MILLS FRONT VENDOR JACK POTS	.....42.50

Supply Limited. Reply Immediately. Send Deposit with Order.
AMERICAN CANDY CORPORATION
1117 Cambridge St., Cambridge, Mass.

JACK POT



MILLS LATEST JACK POT
5c, 10c, 25c and 50c Play.
AND OPERATORS BELLS
PITTSBURGH MFG. & SALES CO.
Office: 302, 331 Fourth Ave., PITTSBURGH, PA.

TALLY & TIP SALES CARDS

We manufacture a complete line of numerals from 100 to 10,000, including 120 Combination Tip and Baseball Sales Tally Cards.

We also manufacture a 10,000 series with code, and your own name; put up in folders of 40 tickets, or 100 tickets.

These sets are tamper-proof, sewed with a lock-stitch on both edges.

PRICES & SAMPLES ON REQUEST
GAM SALES COMPANY
1321 S. Adams St., Peoria, Illinois

P-R-I-Z-E-S

for CLAW AND PIN MACHINES at Low Prices.

!!! Thousands of Articles !!!

We will save you money and time
THIS IS THE STORE
You Are Looking For.

J. C. MARGOLIS
629 Broadway
NEW YORK, N. Y.

HUSTLERS Are 5c, 10c or 25c Slot Machines operated in your neighborhood? Free samples. ASCO, Box 541, Wilmington, Del.

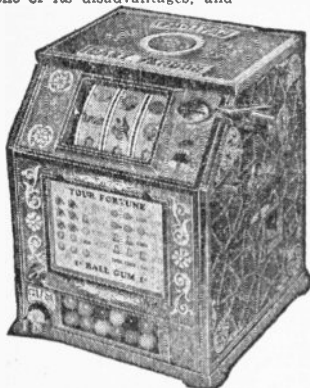
THE NEW PURITAN VENDOR

A HANDSOME, STURDY MACHINE
A Dependable, Steady Profit Maker

Has all the thrills of a \$75.00 Slot Machine, but none of its disadvantages, and

At
a
Fraction
of
Its
Cost

Penny Gum Vending Feature Makes It Legal Everywhere.
JUST LIKE FOUR MACHINES IN ONE.



Plays pennies, nickels, dimes and quarters through the same slot. Last coin played always visible.
TWO-YEAR GUARANTEE.
Write for Free Circulars.

DOUGLAS MACHINE CO., 116 S. Wells St., CHICAGO

New York Distributors: MODERN VENDING CO., 656 Broadway, New York City.

The WAY-RITE

Is the LAST WORD in
Coin-Operated Scales

The WAY-RITE

Is a handsome, efficient Scale with many exclusive WORTH-WHILE Features. Striking two-tone Duco Enamel Finish. Cast Aluminum (not Cast Iron) Column and Base. Light weight, but sturdy.

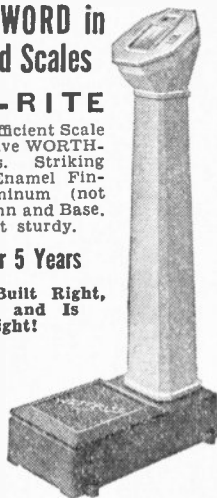
Guaranteed for 5 Years

WAY-RITE Is Built Right, Looks Right, and Is Priced Right!

Sample
\$25.00

No Tax

TERMS: 1/3 Deposit, Balance C. O. D., F. O. B. Chicago.



Truck Operators Told How Coin Machines May Help Business

The National Food Distributors' Association held its annual convention at the Sherman Hotel, Chicago, August 15 to 17 and more than 1,200 delegates were reported in attendance. Some prominent speakers were on the program, and the exhibit was declared to be the best that had been shown in the history of the organization. This organization embraces those men engaged in the business of distributing food to independent retail stores by truck or wagon, and the business has grown by leaps during the last two or three years, as shown by this organization. The truck distributors have their routes, just as coin-machine men do, and for the most part deal with independent merchants and retailers. Certain large manufacturers of food products have favored the truck men with contracts on the distribution of their products.

E. J. Martin, secretary of the association, had prepared a statement for the members of the association which suggests the progressiveness of the officials. He said, in part:

"At the instigation of the more aggressive members of our organization we have made a survey of the business conditions and the various problems confronting the wagon men in their efforts of merchandising thru the independent store owner. It seems to us that in order to stimulate new business it will be necessary that all food distributors introduce new merchandising methods. For the purpose of developing and introducing effective sales-stimulating plans we have engaged eminent merchandising experts to co-operate with us in stimulating more business for the wagon men and their customers.

"One of the most effective methods by which you can increase your sales is to offer premiums with your merchandise. We request that every member of our organization and other food distributors take on one or more of these business stimulants and induce all of their customers to do likewise. The premium method of merchandising, under the present conditions, is the most effective method by which you can increase your sales. Consequently, we urge you to take up this method without delay. Strike while the iron is hot! Get the best premium deal available and put it over with a smash. We want you to be one of the vanguard in this new method of merchandising."

Coin-machine men, particularly at a time when organization moves have been particularly noticeable among operators, will find many valuable suggestions in the attitude these operators of food trucks have taken toward the retail merchant. Thru the leadership of their organization they are going out to help the retail merchant sell more goods, which means more sales for the truck operator. That kind of an attitude will have a very wholesome effect on the merchants themselves. When operators get the attitude of co-operation with the retailer, then he is more ready to return the same feeling.

The truck operators have also approved the use of premiums as sales stimulants. This comes at a time when automatic games are gaining widespread attention as sales-promotion devices. They have an attractive and unique advertising value and can really be called self-supporting advertising media, since they usually much more than pay their own way. Right at the time the truck operators were in session however, the Chicago Better Business Bureau issued a warning statement to merchants against certain types of trade stimulants.

"The merchant who must use a game of chance to sell his wares is making a public announcement that he is replacing legitimate business merchandising with methods below the standards of fair play," officials of the bureau have stated. With the widespread use and indorsement of the use of premiums in merchandising, it is expected that favorable sentiment for the use of automatic games, with premiums and skill rewards, will be forthcoming.

The food truck operators were greeted with a number of the games made by the Bally Manufacturing Company, placed at advantageous points in the big hotel exhibition hall. Upon first entrance into the exhibit hall Ballyround and Three-Ring Circus games were placed in the booth of the Better Ad Service, a Chicago publicity and merchandising concern. A placard was placed on all these coin games calling atten-

tion of the truck operators in this fashion: "Increase Your Business With Bally Merchandising Machines." Some of the games were shown with the modern award card system. William Palmer was in charge of the Better Ad booth and also gave information to all inquirers about the automatic games.

"It has been one of the finest introductions of these truck operators to coin machines that you could imagine," said Mr. Palmer. "Here they're talking about new ways to improve their business and to make more money. A lot of these men are already operators of coin machines. They have their routes already established and make regular trips over these routes. They have the retail merchants on these routes already won over as their regular customers. They have trucks and an organization already built up. They are ideally situated to operate coin machines along with their other business. I tried to get a number of manufacturers of coin games interested in this convention, but only one manufacturer recognized the opportunity."

Practically all of the exhibits at the convention were products made by manufacturers of food articles. The packaging of these food items has become a matter of great importance and was widely discussed. Manufacturers and operators of the high-grade merchandising machines could have profited from the attractively displayed food items in small packages. The tendency is toward a great variety in small packaged items, which is creating a good field for the use of merchandising machines.



Exclusive N. Y. City Distributors of the New
PURITAN VENDORS and WAY-RITE SCALES



MILLS
Jack Pot Front
Vendors As Good
As New

Only
\$40.00

SERIAL NOS.

256,000

to

275,000

Shipped on
Approval with One-
Third Deposit.

MODERN VENDING CO.,

656 Broadway,

NEW YORK CITY.

Gramercy 7-4244.

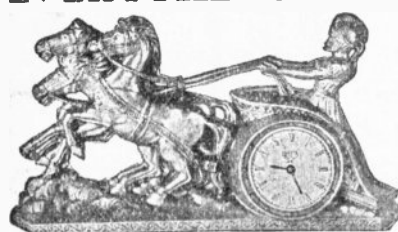


New LOW
PRICES

NO VALUE
CHECKS,
Per M. 7.50
MINTS.
Case 6.50
BALL
GUM, Case 11.00
SLOT MACHINE
STANDS,
Each 2.50

All the Latest.
Fall Pin Games.
See Them at Our
Show Rooms.

EVERYTHING for the CONCESSIONAIRE



BEN HUR ELECTRIC CHARIOT CLOCK
Size, 16 In. Long; Height, 8 1/2 In. It's a Natural for Sales Booths. Each (in Lots of 12) \$2.75
Sample, \$3.00.



CHINA TEA SETS

17-Pc. Decorated
Tea Set, Each 1.10
23-Pc. Decorated
Tea Set, Each 1.50
14-Pc. China Chocolate Set, Each90
17-Pc. China Coffee Set, Each 1.35

BEACON BLANKETS

Magnet Plaid
Blanket, Each 1.35
Mingo Indian
Blanket, Each 1.45
Indian Shawls,
Each 2.00
Plaid Shawls,
Each 2.00
Above prices in Case Lots
only; less than Case Lots,
add 5 cents each.



Corn Game Specials

7-Pc. Taisho
Tea Set, Each 35c
Electric Clocks, Two
Styles, 50c
Liquor Keg Set, with
4 Glasses, 50c
Camel Liquor
Keg Set, Each 50c
7-Pc. China
Orangeade Set, Ea. 75c
Tourist Jugs, 75c
Large Fancy
Cookie Jar, Ea. 40c
China Cups and Saucers
(12 Pieces), Set 65c

Novelties

Swagger
Canes, Gross 5.25
Miller Rubber
Toys, Gr. 6.50
Hi Hat Monkeys, Gross, 9.00
Flying Birds, 2.65
Gross 3.50
Rose Squirrels, Gross, 3.25
Genuine Sarcophones, Gr. 3.75
Dice Ash Trays, Gross, 3.75
10-In. Jap Beach Balls, Dozen 1.50

M. K. BRODY

Write for Catalog,
25% With Order.

1116 S. Halsted St.,
CHICAGO, ILL.

FREE Penny Counter FREE

To the first 500 operators of coin machines who ask for it we will mail free, postage paid, a penny counter. Also descriptive matter on the Thriller, the game of skill. No Pins, No Plunger. Write for FREE Penny Counter today.

AUTOMATIC C. M. CO.

Originators, Designers and Manufacturers

3843 Ravenswood Ave.

CHICAGO, ILL.

Advertise in The Billboard—You'll Be Satisfied With Results

DOUGHBOY JACKPOT

shows
Checks or Coins



Fits
any
Pin
Game

Imme-
diate
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AUTOMATIC

No attention is required. Every fifth coin or check to JACKPOT. No electricity, no chemicals. Made of heavily polished aluminum and bronze. DOUGHBOY only patented Pin Game Jackpot. Others can copy only unimportant parts.

A smart outfit for smart operators

WRITE FOR PRICES

**AMERICAN GAMES
ENGINEERING CO.**

1117 Cambridge Street
Cambridge, Mass.

PEARL BARGAINS

Our new fall line is now ready. The prices below give you some idea of our startling values. Birthstone Rings (Sterling Silver), dozen, 95c. 12 Necklaces Assort. Pearls, Crystals, etc., \$1.00. 24 Necklaces Assort. Pearls, Crystals, etc., \$1.79. Our necklace assortments consist of Pearls, Crystals, Imitation Jades, Fancy Flowered Chokers, Snake Bracelets, etc. The biggest value yet, or your money back. Send cash with order. HANOVER TRADING CO., 110 W. 40th St., New York, N. Y.

NOTICE
MORE PROFITABLE THAN PIN GAMES
New "STEEPLECHASE"
LOOKS LIKE \$50.00 SAMPLE FOR \$17.00
SEND FOR BIG CIRCULAR
EXHIBIT SUPPLY CO. 4228 W. LAKE - CHICAGO -

IRON CLAW • DIGGER OPERATORS CARNIVAL MEN • CONCESSIONAIRES • PIN GAME OPERATORS •

ATTENTION THE BETTER THE PRIZE ●●● ●●● THE BIGGER THE PLAY

ORDER BY NUMBER

No. 2—Electric Coach Clock. Bronze, \$1.50
gold and silver finish, guaranteed. Ea.
No. 1—Chromium Plated, 2½ ft. Smoking
Stand, with cigarette dispenser, smoke-
less ash tray, electric lighter. Each. 1.75
No. 102—Auto Mirror Clock, with hi-grade
24-hr. movement and non-glare mirror. 1.25
Complete, each.
No. 203—Triangular Shaped Fountain Pen
Desk Set, with 14-karat solid gold pen
and fancy onyx base. Each. 1.00
No. 332—Large Army & Navy Field Glass.
Day and night use, black and tan leather
covered. Complete with straps and
carrying case. Each. 2.25
No. 390—Imported Crystal Glass Atomizers
in fancy colors, gold decorated, gold plated
tops and silk covered tube and
bulb. Per dozen. 5.40
No. 293—Twin Package La Rae Perfume. One
bottle Narcissus, the other Chypre. Both
wrapped in individual cellophane cov-
ered gift box. Per dozen. 75c
No. 268—World Pencil Sharpener. A multi-
colored miniature world globe and pen-
cil sharpener combination. Per dozen. 45c
No. 313—Biggest Value Ever. A gilded com-
pact complete with powder and puff, with
fancy enameled top and pictured
decoration. Per dozen. 90c
No. 154—Two Bladed, Double Bolster Jack-
knife. Fancy pearl and stag covered handles,
brass lining, fully polished blades. 1.50
Per dozen.
No. 321—Silver Plated Antimony Ash
Trays. Six different shapes. Per dozen. 50c
No. 379—Our Famous Pencil Man. Six dif-
ferent color pencils in a novel doll-
shaped pencil box. Per dozen. 1.00
No. 365—Fancy Pearl Table Lighters on
modernistic nickle-plated silver stand. 7.20
Per dozen.
No. 57—Fancy Enameled Men's Cigarette
Case, with engine turned back. Six
assorted colors. Per dozen. 3.30
No. 368—3-inch Table and Pocket Lighter.
Exact imitation of a regular bullet, gilded
point and fancy enamel shell. 2.10
Per dozen.

No. 195—3-Piece Scissor Set, with large,
medium and small forged steel scissors
in silk lined leatherette case. Per doz. \$7.20
No. 54—Vest Pocket Pen Flashlight, com-
plete with batteries and bulb in six
enamel colors. Per dozen. 2.10
No. 350-A—Double Lens Ruberg Camera.
Newest style, mechanically perfect, in
mahogany and black finish. Each. 1.95
No. 350-B—Ruberg Single Lens Cam-
era, in black and mahogany finish. Ea.
No. 256—Large egg-shaped Sewing Set.
pearl finish. Complete, black and white
thread, safety pins and needles. Per doz. 70c
No. 369—Rumba Novelty Flashlight. Latest
creation in flashlights. Complete with
batteries and bulb. Per dozen. 4.80
No. 11—The Famous Barrel Cup Set. 4
chrome drinking cups in fancy gold rimmed,
enameled barrel, now at a knockout
price. Per dozen. 6.75
No. 13—Bullet Shaped Drinking Cup Sets
"Take a Shot." Four chrome cups in
fancy enameled shell. Per dozen. 7.80
No. 107—Ingraham Wrist Watch, fully guar-
anteed, complete with leather strap
and fancy gift box. Each. 1.45
No. 106—Ingraham Wrist Watch, with gold
raised numerals and fancy open link
wrist band, all chromium plated. Each. 1.55
No. 186—Imported White Elephant. Imita-
tion ivory. Greatest item for dish ornament
or prize or give-away. 65c
Per dozen.
No. 179—6-Ft. Automatic Steel Tape,
in metal case. Per dozen. 2.40
No. 28—Fancy Bakelite Pipe, with nickel
rim, black rubber stem and sanitary
cleaner, light or dark brown finish. Per doz. 90c
No. 68—Novelty Table Electric Lighter,
with push button contact—Scotty,
Canon or Dasehund design. Per dozen. 7.20
No. 331—Hi-Grade Chrome Steel Hunting
Knife, with stag handle, complete
with genuine leather sheath. Per doz. 8.40

Also a complete line of Eastman Kodaks,
Evans, Golden Wheel and Ronson products.
Write for New Fall Price List comprising 500
leaders of Novelties, Gifts and Premiums.

"THE HOME OF GUARANTEED QUALITY"

ERIC WEDEMEYER

IMPORTER • DISTRIBUTOR

168-170 Fifth Ave.,

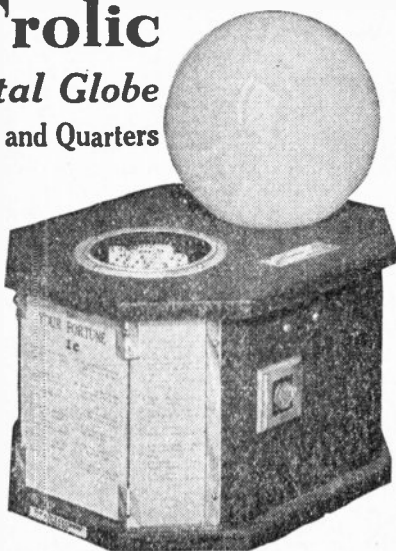
New York City

ALL-ELECTRIC DICE MACHINE!

The 4-Way Frolic

With Illuminated Crystal Globe
Plays With Pennies, Nickels, Dimes and Quarters

Try this exclusive Ad Lee 4-Way Frolic. Watch
players flock around it! When coin is inserted,
dice dance into various combinations, and award
cards are furnished showing Merchandise Payouts
on certain totals. LAST COIN ALWAYS VISI-
BLE. No levers to get out of order. Size, 12½
in. by 9 in. by 11½ in. Weight, 12½ lbs.



SAMPLE, \$19.75
LOTS OF 5.....\$18.75
LOTS OF 10..... 17.75
One-third Deposit, Balance
C. O. D. (Express or P. O.
Money Order).

OPERATORS NOTICE!

Several surprises in store for you. New ma-
chines that will make more money. Write
for advance information.

The AD LEE CO., Inc., 827 S. Wabash Ave.,
Chicago, Ill.

M-A-R-G-O BLUE BLADE Double Edge

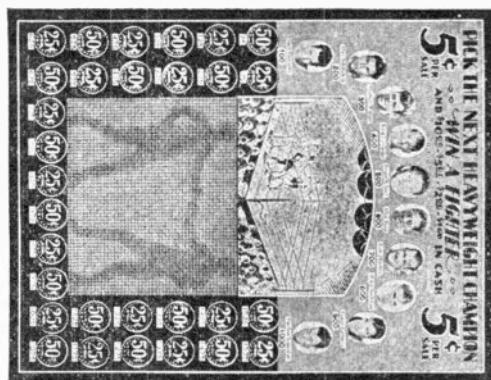
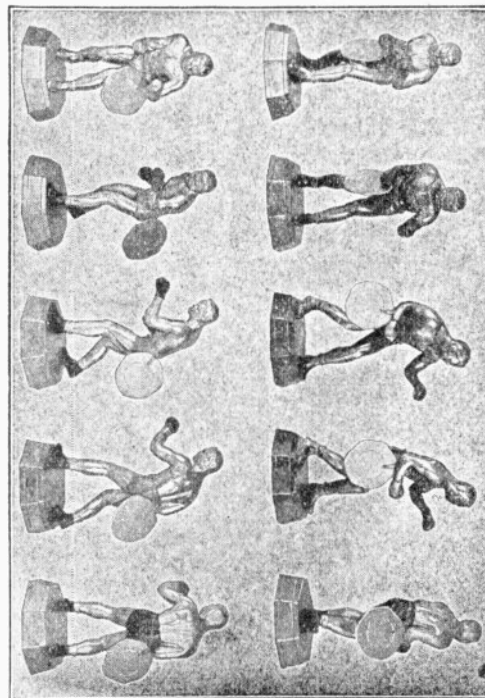
For New and Old Gillette, Smooth Shav-
ing Blade. Made of Swedish Charcoal
Steel, Cellophane Wrapped, packed 5's. \$1.85
PER 100

Special Price in lots of 1,000 or more
New Low Prices on All Other Blades

Terms: 25% deposit, balance C. O. D.

J. C. MARGOLIS 629 Broadway, New York

WHO IS THE NEXT HEAVYWEIGHT CHAMPION OF THE WORLD? EVERYBODY WANTS TO SETTLE THAT DISPUTE.
Deal consists of 10 Fighters and Seals, each differently finished with harmonizing colored lights, and 3,000-Hole Lith-
ographed Salesboard made especially by one of the world's largest board houses.
Sample, Complete, \$10.50. Three Dealers or More, \$10.00 Each. TERMS: 1/3 with order, balance C. O. D.
IMPORTANT! Do not confuse these figures with others of a similar nature. They are not toys, but actual metal-
plated statues 7 inches high.
NOTE—These statues were presented at the Golden Glove International Bouts, U. S. vs. Germany, Soldiers' Field,
Chicago, July 27, 1932.
Don't hesitate—you can't go wrong. Send your orders immediately. Manufactured exclusively by
TARRSON COMPANY, 32 W. Randolph Street, Chicago, Illinois



W-H-A-T A K-N-O-C-K-O-U-T!!!
Fighters: The Salesboard Sensation of 1932

FREE FREE FREE

To every operator who visits our salesroom or places an order
with us . . . for any machine . . . during September

A PENNY OR NICKEL COUNTER

We will have all the latest machines on display. Write us for our price list.
We also have 500 Used Machines for sale at remarkably low prices. We
can save you money! Drop in and see for yourself! Let us quote you on
any New or Used Machine.

JERSEY SPECIALTY CO. SINGAC, N. J.

New Jersey's Largest Display of New and Used Machines

Newark—Pompton Turnpike, at Passaic Bridge.
Phone, Little Falls 4-0784.

SWEET!!! SMART!!!

Years ahead of all others in Perfection, Simplicity and Attractiveness!

No PADDING of ANY KIND—No clock

Will be silent not only the first 2 or 3 weeks, but as long as it lasts. And it will last nearly a
Life Time. That's the new Real Silent Jack Pot Bell!
Large variety of Amusement Machines, but only those worthy of our endorsement. Steel Safes,
Stands, Mints, Gum and Parts. Free Catalogues, together with introductory prices.

BANNER SPECIALTY CO., 1530-32 Parrish St., Phila, Pa. Phone Poplar 1468

MAKE MONEY FAST!

A Hot Election Novelty!

A double disc chart that tickles their fancy. Answers
all sorts of questions regarding the coming election.
Something to play with and get a lot of fun out of.
A lad in New York made \$15 in one day.

In lots of 10-24, 10c each, 50-100, 8½c each. Over
100, 8c each. Other quantity prices.
TERMS—25% down, balance C. O. D.
Write now.

You sell them for 25c ea.!

Keystone View Co. of N.Y., Inc.
219 E. 44th St., New York City

Send Me . . .
Name . . . City . . . State . . .

SQUIRLY

New-Improved—the Fastest-Squirliest-BIGGEST Money Maker You Ever Saw



SPECIFICATIONS:
 SIZE: 30" long, 16" wide, height, front. 8 1/2", back, 8 1/2". Expertly made—beautiful cabinet work. Brilliantly colored pockets on beautiful gold playing surface. A. B. T. slug proof coin slot. Easy action all brass plunger. A speedy, flashy, money-earning game with a great name—SQUIRLY.

1c or 5c Play

Samples \$16.50
Lots of 5 15.50
10 or more 14.50

TAX INCLUDED
 1-3 deposit, Bal. C. O. D.

Sources for New Ideas

Inventive minds in the coin-machine industry will find the novelty field a fruitful source of ideas for attaching coin chutes to contrivances and thus converting them into profitable coin machines. Toys have sometimes been the means of suggesting workable ideas for coin games. Coin chutes have been attached to such things as typewriters, airplane training devices, bicycles, vibrating chairs, washing machines, vibrating couches or beds, telescopes and a varied list of other machines and devices. The list is suggestive of what a little ingenuity may do in hitching the coin chute to devices and making them profitable for operation in the coin-machine field.

A recent United Press dispatch describes a new talking device in Paris that is suggestive for another step toward developing talking coin-operated machines. The Camco merchandising machines were placed on the market a few years ago and suggested the possibilities in having coin machines that talk. Scales have been developed that talk, and now we are told that genuine talking robots are being developed to place in retail stores that will spout off a real sales message when a someone passes by the photo-electric cell arrangement.

The talking machine now in Paris is described as a philological automat, which will deliver eloquent French phrases instead of ham sandwiches. It is intended to help tourists ask more or less intelligent questions. It will help police direct visitors about the city, and will be located chiefly in front of the opera, toward which tourists seem to gravitate. Keyboards in English, German, Italian and Spanish will be placed on the four sides of the device. Tourists desiring to ask a question in French will merely tap out the question in their own language and the French version will appear on a screen above the keyboard.

The apparatus is the invention of Jean Confida, who has taught the elements of French to thousands of persons in all parts of the world. It is based on the almost mechanical relations between certain words, which holds good in most languages. With the possibilities of talking devices becoming more apparent in coin-operated circles, there might be some suggestion in this complicated contrivance. Some of our penny scales are close on the verge of this language teacher. Turn a knob until the arrow points to a certain personal question to which you would like to know the answer. Then deposit penny and another dial will whirl around and mysteriously settle at the answer to your question.

Just Out! GENUINE BLUE STEEL UNEEDA BLADES

**New Packing
New Cut-Out (Fit-All)
Guaranteed Quality
A Real Shaving Blade**

To all previous users of UNEEDA BLADES we make the above announcement. To all BLADE USERS we recommend the NEW UNEEDA GENUINE BLUE STEEL BLADES (Fit all type Double-Edge Razors), as the Finest Shaving Blade on the Market. We sell them to you on a Money-Back Guarantee.

Packed 5 to a Package, 20 Packages (100 Blades) to a Counter Display Box.

10 Cartons or more, Per Carton, \$1.40
1 Carton or more, Per Carton, \$1.50
Sample Package of 5 Blades, 25c
 25c deposit with all orders. Include postage when ordering.
JACOB HOLTZ, 889 B'way, N. Y. City

**7 DAY
FREE
TRIAL**

Jobbers :- Operators
This Is HOT

WRITE OR WIRE YOUR ORDERS

Sole Mfrs. ATLAS MFG. CO. **PHONE: 39 Elizabeth St.**
Canal 6-5273 New York City

MASTER TOY AND CONFECTION VENDER
 Sensational Penny Machine.
 Sample Deal, Filled with Candy and Toys, Candy-Coated Peanuts, 9c per pound. **\$10.00**

348 Fairfield Ave., Bridgeport, Conn. Bridge 4-6324.

W.J.C. VENDING CO.

160 Hillside Ave., Hillside, N. J. Terrace 8-9843.

SQUIRLY
 3-RING CIRCUS, SCREWY and All Latest Amusement Machines Ready for Delivery.

22 South 2d Street, Philadelphia, Pa. Lombard 0461.

NEW PROFIT SENSATION JENNINGS VICTORIA SILENT Jackpot Venders and Jackpot Bells

Finest Jackpot Machine Ever Designed!

Here is a revolutionary new step in Jackpots. YOU CAN'T HEAR IT. Jennings' Victoria Silent is the most outstanding machine on the market TODAY. Silent—easier to operate—better Jackpot—gets bigger play—and a dozen other improved features. Write for descriptive circular.

Buy Direct from World's Largest Exclusive Manufacturers of Coin Operated Devices

**Try before
You Buy**

Take a Jennings' Machine on trial. If you are not convinced it is greatest of all coin machines, return it to us by express collect within 7 days and we'll refund every cent you paid. WIRE AT ONCE FOR YOUR SAMPLE.

Write for Circular and Prices. Also Latest Used Machine Bulletin.

O. D. JENNINGS & COMPANY, Mfrs.

Home Office: 4309-39 West Lake St., CHICAGO, ILL.
 Eastern Factory Branch: 401 North Broad St., PHILADELPHIA, PA.



Made in 5c, 10c and 25c Plays.



**MILLS
SILENT
JACK POT
MINTS**

ALL TYPE PENNY MACHINES.
 Write for Prices.

SLOAN NOVELTY & MFG. CO.

1250 North 10th St. (Est. 1892) PHILADELPHIA, PA.

**ELECTRIC
MINIATURE
BASE BALL
BALL GUM**



Scales Pay for Sears

Conspicuous at most of the main floor entrances of the big Loop retail store of Sears, Roebuck & Company, in Chicago, are the newest models of the Watling springless scale made by the Watling Manufacturing Company. C. T. Ray is the manager of the Sears retail store and he expressed frank approval of penny scales for use in gigantic merchandising establishments like the Sears stores.

"We use the penny scales because they make money, and I regard that as a sufficient reason for any merchant to give space to a device like penny scales. We would not keep them in our store if they did not make money. The space they occupy usually could not be used for anything else that would return a direct profit. For that reason we are glad to have the scales."

The Watling scales in this store are placed conveniently on the main floor at entrances, also at stair landings that lead down to the basement store. Some retailers have said that they could judge about the sections of the store that had most patronage by the play of the scales, but Mr. Ray said he was not interested in any fine points except that the scales produced a good revenue.

The Coin Chute

Joe Srodulski, smiling superintendent of the shops in D. Gottlieb & Company, is vacationing at Emo in Ontario. To him belongs the prize for the most realistic fish story coming back from coin-machine men while away in the wilds this season. Joe shipped back a crate of fish to his friends at the plant, and the report on good authority is that they averaged about 10 pounds each.

Here's the GRAND PRIZE Increases the Play 100%



**Operators
Concessionaires
Carnival Men
Fair Men
Agents
Specialty Men**

Order a Sample NOW
\$3.75 EACH
 Full Cash With Order—F. O. B. Newark.
 Lots of 10, \$3.50 Ea.

**Satisfaction Guaranteed
or Money Refunded**

5 different color combinations: Rose, Black, Canary, Jade, Onyx, Green. 2 1/2 ft. high. Electric Automatic Cigarette Lighter in Chrome. 2 Smokeless Ash Receivers in Chrome. Cigarette Humidor of Chrome. Metal parts of non-tarnishable nickel. The greatest and most beautiful buy for the money.

SUPREME NOVELTY CO.
 Subsidiary of Supreme Vending Co.
 441-443 Elizabeth Avenue,
 Newark, N. J.

FAST SELLING STREET SPECIALS

No. 10 Medium Weight Rubber Basket Balls. Gross	\$13.00
No. 10 Heavy Rubber Basket Ball. Gross	18.00
Rubber Animals, 6 Assorted Styles. Gross	15.00
Mickey Mouse Monkeys. Gross	9.00
Presidential Auto Plates. Per 100	7.50
Rose Squirt Novelty. Gross	3.75
September Morn Novelty. Gross	8.50
Imported Cow Voices. Gross	9.00
Domestic Metal Top Cow Voices. Gross	12.50
New Metal Hat Fur Monkeys, Large Size. Colored Fur. Gross	8.00
Large Size, Concealed Whistle Flying Birds, Gross	3.00
No. 12 Oak Gas Balloons, All Designs. Gr.	3.00
50-Ligne Campaign Buttons. Per 100	1.25
Enamel Campaign Pins. Dozen	.75

25% Deposit, Balance C. O. D.

GOLDFARB NOVELTY CO.
 "THE HOUSE OF SERVICE,"
 Everything for the Circus or Street Man. Send for List of Specials.

116 Park Row, New York City

THE NEW MODEL Erie Digger

**Better Than Ever.
Three Styles.**
It Pays To Buy the Best.
THE ERIE MFG. CO.

89 Woodbine Street,
 HARTFORD, CONN.

REFERENCES—Bradstreet's or Dun's; Hartford Nat. Bank & Trust Co., Hartford, Conn.



WANTED MILLS AND JENNINGS

SLOT MACHINES, all kinds. Highest Cash Prices. Write in detail what you have.
NATIONAL VENDING CO.
 248 Albany Avenue, HARTFORD, CONN.

Operators Attention!

■ GET FACTORY PRICES RIGHT IN N. Y. CITY ■

SAVE EXPRESS T-I-M-E MONEY

It's cheaper to buy in New York—and it's cheaper to SEE what you're getting before you buy. Factories don't take trade-ins—WE DO! Factories don't have time for repairs—WE DO.

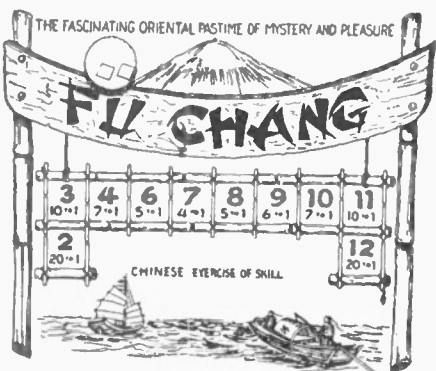
■ IT PAYS YOU TO DEAL WITH A RELIABLE JOBBER ■
ON HAND FOR IMMEDIATE DELIVERY

Screw	O. K.	Five Star Final	Watling Blue Seal	Genuine Hi-Ball
Three Ring Circus	Joyball	Prosperity	Silver Star	El Bumpo
Rainbo	Home Run	Speed Ball	Cyclone	Cadet
Treasure Island	Ace (Special Ace High)		Lucky Strike	Odor Special
Skidoo			Slick	

Betch-a-Ball and Stand, \$12.50; Treasure Island and Stand, \$12.50; Electra Jackpot Attachments, \$9.75; Puritan Baby Vendors SLOT MACHINES AT LOWEST PRICES.

TERMS: 1-3 cash, balance C. O. D., F. O. B. New York.

COIN OPERATED MACHINES CO.
217 WEST 125th ST. NEW YORK CITY



Board and Dice Shaker

Sample \$ 1.50
5 to 11 1.25
12 or More 1.00
50 45.00
100 75.00

F. O. B. Newark, N. J.

Cash in full must accompany all orders of one dozen or less. 25% deposit, balance C. O. D. on larger orders. Send in money order now!

A proven money maker operator's guide—offers—

FU-CHANG

The Fascinating Oriental Game
Going Like Wildfire

ATTENTION!
OPERATORS—DEALERS
Novelty Men—Concessionaires

Big profit on side line. Operators making up to \$75.00 per week on the side. Hot for every location and individuals.

OPERATORS' GUIDE
150 Market Street Newark, New Jersey



SOME BRAND NEW MONEY MAKERS

Write for Special "Easy Money" Circular and Price List Catalog.

When buying boards insist upon Tamper-Proof Edge—Then you will know you are getting Brewer Boards.

CHAS. A. BREWER & SONS
Largest Board and Card House in the World
6320-32 Harvard Ave. Chicago, U.S.A.

MY PARTY TWIRLING CHARMS

DOZ. 75c. GROSS \$8.50 CASH WITH OREER

MEXICAN JUMPING BEANS, 100-50c

GAME CARDS FREE—Best Crop Ever—New Live Shipment Just Arrived.

Our General Catalog Is Ready. Write for Yours. Be Sure To Mention Line of Business

The Midwest Novelty Co. 1508 MAIN ST. KANSAS CITY, MO.

SILENT JACKPOT BELLS
JACKPOT FRONT VENDERS

MINTS, BALL GUM, BABY JACKS, DANDY VENDERS, STEEL SAFES, STANDS

Write or Wire for Prices.

KEYSTONE NOVELTY & MFG. CO.
26th and Huntingdon Sts., PHILADELPHIA, PA.



FIVE STAR FINAL

★ The Last Word in Pin Games! ★



Senior \$37.50 Sample
Lots of 5, \$35.00
Lots of 10, 32.50

Extra Large Size

Length, 45" Width, 22"
Buy the ORIGINAL DOUBLE-FIELD GAME
10% Government Tax Additional
Order from your jobber or direct.

D. GOTTLIEB & CO.

4318 W. Chicago Ave., CHICAGO, ILL.

Factory Branch Offices and Warehouses
EAST: 1123 Broadway, New York, N. Y.
WEST: 1038 W. Seventh St., Los Angeles, Calif.
MISSOURI: 1504 S. Grand Blvd., St. Louis, Mo.
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OHIO: 505 Walnut St., Cincinnati, O.
Canadian Branch Factory: 115 Phoenix Bldg., Winnipeg, Man., Can.



Lots of 5 \$15.00
Lots of 10 \$14.00
Steel Stand \$2.00
Wood Stand \$2.50



Junior \$16.50 Sample

EXTRA LARGE SIZE
Length, 32" Width, 18"

\$\$\$ FOR YOU \$\$\$ "JUNIOR CRANE"

HAND OPERATED

BUILT RIGHT—WORKS RIGHT—PRICED RIGHT

Like its Big Brother, the "ELECTRIC TRAVELING CRANE," the "JUNIOR" has made good with the public and is making BIG MONEY for Operators everywhere. NOW

PAYS FOR ITSELF QUICKLY OVER AND OVER AGAIN

Ideal for locations where the larger size "CRANE" will not fit in.

If you want a business that you will be proud of and that will make money for you year after year—establish a route of "JUNIOR CRANES."

WRITE TODAY for descriptive circular. Be the first to operate "JUNIORS" in your territory.

PIN GAMES

Metropolitan Headquarters for All Latest Types of Pin Games—LOWEST PRICES—IMMEDIATE DELIVERY.

INTERNATIONAL Mutoscope Reel Co. Inc.
451 West 31st Street NEW YORK, N. Y.

"Builders of SUCCESSFUL Coin-Operated Machines for Over 37 Years."



"Junior Crane." Trade-Mark.

We Picked Up 7500 Of These STRAP WATCHES

NOTE OUR SELLING PRICE: EACH, \$1.40; 10 Watches For \$12.50

From a Financially Distressed Concern.

WHY IS IT A "WHALE OF A BARGAIN?"

Because the Import Price is \$2.15 Per Each. Reason it out for yourself. Price holds on this lot only while it lasts.

No. Jd46—Man's "Clipper" Strap Watch. Fancy Rectangular Case, Jeweled Cylinder, Nickel Movement. Fine Leather Strap. Selling fast. Order at once.

ROHDE-SPENCER COMPANY
Wholesale House,
223 W. Madison Street, CHICAGO.



TELL THE ADVERTISER IN THE BILLBOARD WHERE YOU GOT HIS ADDRESS.



SWEEPSTAKES

The New Sensation
That Has Gained Tremendous Popularity OVER NIGHT.



Push the plunger and watch the Dice Spin Around on the metal revolving disc.

Clean up with SWEEPSTAKES—salable wherever a group of men seated around a table or standing at a counter want real amusement! Not coin operated, but making big money for coin men as High Score prizes and direct sales to storekeepers. ALSO A GREAT HOME GAME.

Low Priced Solidly Built Small and Light.
SIZE: 10 1/4" x 8 1/4" x 1 3/4"
Weight: 2 1/4 lbs.

BUY SWEEPSTAKES FROM YOUR NEAREST JOBBER
Manufactured By
AMUSEMENT PRODUCTS CORP. 150-24 Woodward St.,
Jersey City, N. J.

Jersey Specialty Announced

The Jersey Specialty Company, which manufacturers and distributes coin-operated machines, has just hung out its shingle in Singac, N. J., and has been getting in touch with operators in that district. A new sales and display room, just completed, is pronounced to be one of the largest in New Jersey.

A special campaign is being planned for September. Invitations will be mailed to a big list of operators thruout the section, and every operator who visits the showrooms during September will receive one of Heineman's penny or nickel coin counters free with the compliments of the firm. These counters prove one of the most useful devices the operator can have to facilitate the counting and handling of small coins.

"We are expecting September to be a good month for business," states the management. "We will have both penny and nickel types and our line will include some of the newer de luxe machines. We are expecting the demand for higher grade machines to show an upturn this season."

The management of the Jersey Specialty consists of men experienced in the operating field, having operated routes themselves for a number of years.

Sails for France

Ralph Korngold, secretary-treasurer Sales Stimulators, has severed his connection with that firm. The Sales Stimulators firm is the parent company of Allswell Manufacturing Company, maker of the amusement game known as Oh Yeah! Mr. Korngold plans to stay overseas for a period of five years and devote his time to his favorite occupation—writing. Ben Braude, president of the company, is remaining with the firm, and we are assured that he will be heard from later in the coin-machine industry.

Machines Popular in Paris

PARIS, Aug. 12.—Apparently coin-operated amusement machines are again coming into favor in Paris, as several penny arcades have been installed in various sections of the city and most of them are doing good business. Many of the coin machines are of Belgian manufacture, but certain types of American-made machines are much in favor. Louis Brown of Luna Park recently placed an order for Erie Diggers for exploitation in Paris.

Machine-Style Salesboard

In a few days Golden Jackpots, a machine-style salesboard, will be on the market. It is being introduced by M. L. Kahn & Company, originators of the Count 'Em and Cash 'Em board, considered one of the best selling boards on the market.

Anticipate Family Clubs

Certain business interests in Milwaukee have lately been anticipating what the modern barroom will be like should wines and beer come back. Thomas L. Rose, member of the firm of architects that designed the famous old Schlitz palm garden in Milwaukee, thinks that we will have a modern family club catering to men and women alike.

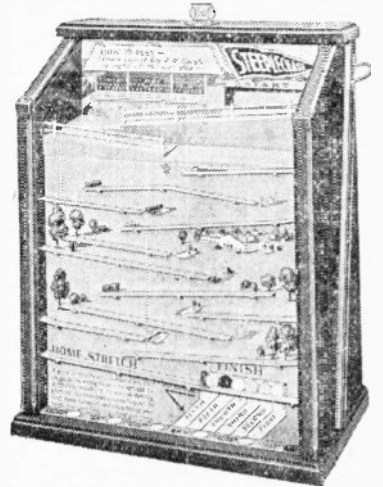
If it is anything to promote greater leisure, the coin-machine trade may well be interested in the idea as a prospect for paying locations for high-grade coin machines.

If modification or repeal comes, it is the consensus of opinion among Milwaukee architects and fixture manufacturers that the new barroom will include all that is modern in architecture, lighting, decoration and refrigeration. One equipment manufacturer expressed the thought that it would get away from the sordid night club idea and that there would be lots of light. Some are hoping for the more leisurely inviting atmosphere of the European cafe.

The Coin Chute

An error in address occurred in the issue of August 20 in reporting the opening of a Canadian branch office of the firm of D. Gottlieb & Company. The correct address is 115 Phoenix Building, Winnipeg. This branch factory will serve the entire Canadian trade, and it is expected that a considerable saving will be made for those who wish to purchase Gottlieb machines and products.

The Steeplechase



Size: 8 1/2" Deep.
19 1/2" High.
14" Wide.
Weight: 15 Lbs.

Plays 1c, 5c, 10c, 25c.
Displays Last Coin Played.
● Not a Pill Race.
● Not a Merry-Go-Round.
● No Electric Motors.
● Bonafide Income
As high as \$35.10 in
6 hours' operation.

Sample \$17.50 Each
5 16.50
10 15.50

Tax Paid F. O. B. Chicago.
One-third with order, bal. C. O. D.

Be First With the Best! Order Now!!

Exhibit Supply Co.
4228 W. Lake St., Chicago, Ill.

FREE TEAR OUT AND SEND THIS AD WITH ORDER
AND WE PAY SHIPPING CHARGES

SWEEPSTAKES

(NOT COIN OPERATED)

OPERATORS JOBBERS
WRITE FOR SPECIAL PROPOSITION

\$1.75
Each
Cash With Order

We Pay Shipping Charges

AUTHORIZED DISTRIBUTORS FOR ALL THE NEW FALL GAMES AND MERCHANDISE
NATIONAL COIN MACHINE CORP. 1724 N. Charles St.
Baltimore, Md.
S. CARL MANTELL, President


FIGURE 8 REPLACEMENT FRONTS

Make over your old Pin Games to the latest FIGURE 8 type. Made to fit in your old game with no fuss or time. Beautiful walnut and aluminum trimmings. Made in four sizes—specify for what make machine. Operator's price, \$4.25, including tax.

JACK POT ATTACHMENTS FOR ALL PIN GAMES

This is no make-shift, "buggy" piece of mechanism, but the BEST. We furnish all the leading manufacturers with our attachment for their tables. Be smart—buy one you can put on and use. Made in two models—specify for what make machine. Complete with 3 Dog Coin Chute and Anti-Tilting Device. Sample, \$10.45, including tax. Quantity prices on request.

The FIELD MANUFACTURING CORP., Peoria, Ill.
Southwestern Distributors: THE DIXIE SPECIALTY CO., 1308 Young St., Dallas, Tex.



CLOSING OUT — PIN GAMES AND SLOT MACHINES
ATTENTION JOBBERS AND OPERATORS!

Here's your chance to purchase all types of Machines, New and Used, practically at your price. Write for our list and tell us your requirements. We positively will save you money.

SICKING MFG. CO., ESTABLISHED 1895.
1922 Freeman Ave., Cincinnati, Ohio

ZIP, JR.

Toss Up Balloon

\$2.50
Per Gross

This is the biggest 5c retailer in the country. Packed in a large two-colored illustrated envelope.

Workers, 50c per Dozen.
Terms: 1/3 deposit.
Manufactured by

UNITED BALLOON CO.
125 5th Ave., New York



6-Jewel, Rectangular or Cut Corner, Chromium Case, Push Pins, Leather Strap, 1 Doz. Lots, Ea. **\$2.00**
In 6-Jewel Lever, in Dozen Lots, Ea. **\$3.00**
C-12—Fine Chromium Jeweled Chateau-Cadillac Ladies' Wrist Watch, in Doz. Lots, Ea. **\$2.00**
25% deposit on C. O. D. orders. Send for Complete Catalogue. Samples, 35c Extra.

FRANK POLLAK
127 Chrystie St., New York City

When Writing to Advertisers Mention The Billboard.



COIN OPER-
ATED GAMES

VENDING
MACHINES

CANADIAN OPERATORS ATTENTION

"The greatest opportunity for expansion and improvement in the coin machine industry is in the extension of more information and co-operation to the locations."

(From an article by Walter W. Hurd, July 30th Billboard)

AS DIRECT FACTORY REPRESENTATIVES FOR THE DOMINION OF CANADA we are here to furnish you with full co-operation in securing and maintaining the best locations and in promoting public play on all of our machines.

SPEED UP YOUR LOCATIONS
SAVE AND MAKE MONEY
WRITE US AT ONCE

THE CHARLES E. SANTO SALES CO.
LONDON ONTARIO CANADA
All Machines of Quality and Proven Attraction

WELCOME To Amusement Game and Supply Headquarters

CARRIED
IN
STOCK
at
All Times

Candy Coated
Peanuts.

Flawless Glass
Globes.

(These are the
BEST Made.)

Pistachio Nuts.

Assorted Prizes
for Diggers,
Cranes, Scoops,
Circus, Old Mill,
Masters, Vic-
ters, Empires.

Prizes for High
Score on Pin
Games.

Ball Gum, Four
Different
Brands.

at
BUDIN'S

This Month's Used SPECIALS

MASTERS, With Toy
Venders\$ 3.50 Each
COLUMBUS PEANUT
MACHINE, 5c Model 4.00 Each
COLUMBUS PEANUT MACHINE, 1c Model.....\$ 3.00 Each
BAFFLE BALLS, With Steel Stand..... 5.00 Each
ADVANCE MODEL D BALL GUM..... 3.50 Each
OLD MILLS (New Style, Good as New)..... 20.00 Each
A. B. T. GAME HUNTER 6.00 Each
A. B. T. GAME HUNTER, With Medal Attach..... 4.00 Each
A. B. T. TARGETS 3.00 Each
ADVANCE BALL GUM, No. 4..... 2.00 Each
SCOOPS, With Stand..... 15.00 Each
WHIRLWINDS, PACE, PEO, GOTTLIEB, GENCO.... 2.00 Each
BALLYHOOS, With Steel Stand..... 8.00 Each
Used NOME PISTOL MACHINE, With 5,000 Balls Gum 15.00 Each
(Ball Gum Alone Will Take in \$50.00.)
ROLL-MEE, the Large Roulette Game..... 30.00 Each
ROLLET, Brand-New Small Counter Penny Machine. 7.50 Each

BUDIN'S SPECIALTIES, Inc.

NEvins 8-7528

174 S. PORTLAND AVE., Brooklyn, N. Y.

845 Dumont Ave.,
Glenmore 4-3647
Brooklyn, New York

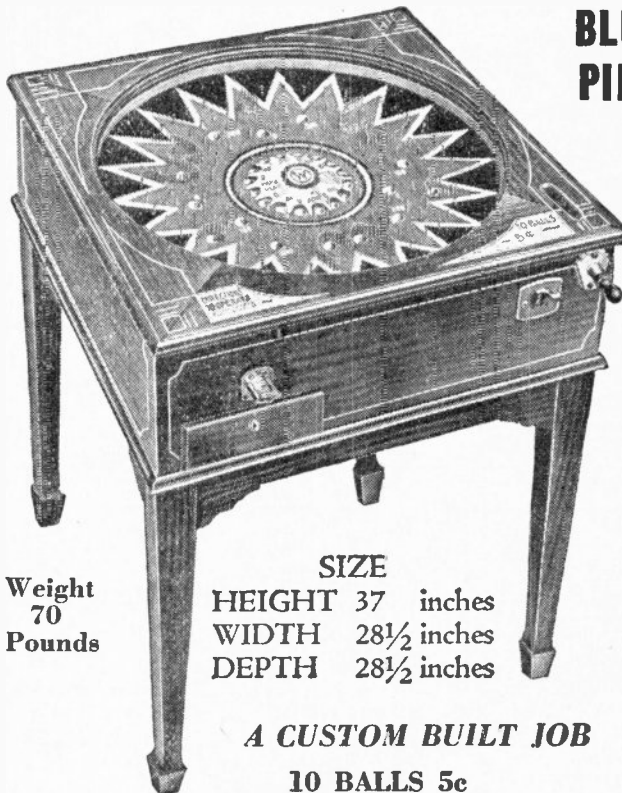
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MEIrose 5-5306
Bronx, New York

Complete Peanut
Roasting Plant ready
to deliver absolutely
fresh roasted nuts to
you immediately.
Virginias, Spanish &
Jumbos.
Write for Prices.

GET ALL
THE NEW
LATEST
FALL
MACHINES!
WRITE FOR
OUR PRICES

~~\$50.00~~ NOW \$25.00

BLUE SEAL PIN GAME



Skill and
luck com-
bined. Shoot
into 9 pock-
ets without
touching a
nail.

The diam-
eter of the
playing board
is 25 inches.
The center
piece is of al-
uminum high-
ly polished.
There is one
free hole and
one double
score hole.

CABINET SIZE:
Large enough for
the finest hotel
and small enough
for a cigar store,
having limited
space. Detachable
legs packed in-
side of machine
makes it easily
transported. The
cabinet is refined
and beautiful,
walnut finish with
solid walnut top.
It also has ad-
justable feet,
which permits
leveling of the
machine on un-
even floors.

SIZE
HEIGHT 37 inches
WIDTH 28½ inches
DEPTH 28½ inches

A CUSTOM BUILT JOB

10 BALLS 5c

COIN CHUTE: Triple dog. Cannot be operated with matches, cardboard, steel slugs or other trash used for beating or cheating.

PLUNGER: Extremely sensitive. Makes it a real game of skill. When ball is shot, it goes all the way around the board, hits the spring and then comes back and falls into the pocket. This is where the skill comes in. Balls released at playing level, one ball at a time.

WATLING MFG. CO., 4640-4660 West Fulton St., CHICAGO, ILL.
Tel., Columbus 2770 Established 1889

World's Leading
Distributor of
Coin Operated
Machines

WE'VE JUST RECEIVED
THE INSIDE "DOPE" ON
THE NEW FALL MACHINES. BE
FIRST IN YOUR TERRITORY.
WRITE US QUICK!

ALWAYS REMEMBER:

**Supreme
will not be
Undersold!**

SUPREME VENDING COMPANY

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SUPREME OF NEW JERSEY

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FORMERLY ATLANTA AMUSE-U.CO.

217 Garnett St., S. W.

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3-RING CIRCUS

The Sensational
REWARD-PAYING

BALLY
Pin Game

Immediate
Delivery

It Holds the Play!

SEE them in action at YOUR JOBBER

SCREWY

Packed with the
thrills that only
a BALLY Game
can give!



BALLY MANUFACTURING CO.,
308 - 314 West Erie Street, Chicago, Ill.

AUTHORIZED EASTERN DISTRIBUTORS
**3-RING CIRCUS
SCREWY**

And All of the Newest Machines

Carried in Stock. Immediate Delivery. F. O. B. Boston, Factory Prices

TRIMOUNT COIN MACHINE CO.

Phone: Liberty 5660. 1254 Washington Street, Boston, Mass.

NOVELTY MERCHANDISE AT LOWEST PRICES



Beacon
Blankets
and
Shawls.
Newest
Colors
and
Patterns.
Star
Values.

Send for a Copy of Our
1932 CATALOG



Glass-Cutter Knives, per
gross, \$10.50.
Keen-Edge Knife and
Scissor Sharpener, per
gross, \$12.00.

DICE CLOCKS,
each 62c
DICE ASH
TRAYS
2 1/2 x 2 1/2, per gross
\$3.75.



TOOTHPICK KNIVES



3-Bladed, per
gross, \$1.75.
5-Bladed, per
gross, \$2.10.

GELLMAN BROS. 119 North Fourth St.
MINNEAPOLIS, MINNESOTA

NARCO PRODUCTS COMPANY

8 South First Street, St. Louis, Missouri

We carry a complete stock of Blankets, Shawls, Quilts, Bed Spreads, Table and Boudoir Lamps, Coach Clock Lamps and Coach Clocks, Japanese Tea Sets, Aluminumware. The latest in Corn Game Items, Glassware, New Novelties, a large assortment of Slum, Canes, Balloons, Etc.

AT LOWEST PREVAILING PRICES

All orders shipped same day received. WE SOLICIT YOUR BUSINESS.

NARCO PRODUCTS COMPANY

8 South First Street, St. Louis, Mo.



DANDY VENDERS

are more popular than ever. Plays pennies, nickels, dimes and quarters same slot, hand pay out over counter. 4 styles: Jack Pot, Coin Divider, Coin Counter optional.

Most Attractive Machine
in Its Class

New Low Quantity Prices

Manufactured by

GROETCHEN TOOL COMPANY

130 N. Union, Chicago

Within 3 Weeks We Will Announce New Machine. Write for Details.

No. 311--4000 Hole Golden Jack Pots \$16.50

Here is our new Sales Board Machine and it is going over bigger than our recent Count Em and Cash Em, which was and is yet the sensation of the year. The display is fitted with Thirty Mint Pots, each one containing One to Ten Dollars, and also four Golden Jack Pots containing 65 Coins amounting to \$6.50 each.

HERE IS HOW IT WORKS:

The four Golden Jack Pots are under lock and key, and the four keys which open these Jack Pots are hidden among the 30 Mint Pots. When party punching board picks a Mint Pot which contains one of these keys he receives whatever cash the Mint Pot contains and also uses his key to open the lock on the corresponding Jack Pot, giving him two winners.

Besides the cash that is won he gets the added thrill connected with the release of the coins from the Jack Pot. After lock is opened with key the brass fitting is removed and coins are automatically released down a chute to the brass cup at the bottom. From this cup the player collects the 65 Golden Coins and cashes them.

Who Would Ever Dream That We Would Even Attempt To Put Into a Sales Board the Features of a Slot Machine?

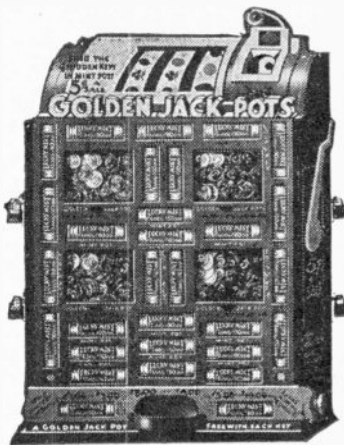
Golden Profits with Golden Jack Pots

Quantity Users Please Write for Discounts and Details. Established over Thirty Years Ago.

M. L. KAHN & CO., Inc.

820 Arch Street PHILADELPHIA, PA.

The House for Original Salesboards.



MINTS

Direct from
Manufacturer.



Jun-O Mints

Pure and
Wholesome

Write for Low Prices

THE LIBERTY MINT CO., 1809 John St., Cincinnati.

HARLICH'S DEPRESSION "BUSTER" 1c PENNY ANTE 1c THE PENNY BOARD THAT GETS 'EM ALL

Takes in (6,000 Holes—1c Each).....\$60.00
Pays out (in Merchandise).....26.00

Your Profit.....\$34.00
PRICE, \$5.00 EACH.

Also Made in 4,000 and 2,500 Holes.

PENNY CIGAR AND CIGARETTE BOARDS
Sell Out in One-Fifth the Time of 5c Boards.

Send NOW for Bulletin No. 15, Showing 12 RED-HOT 1c Salesboards.

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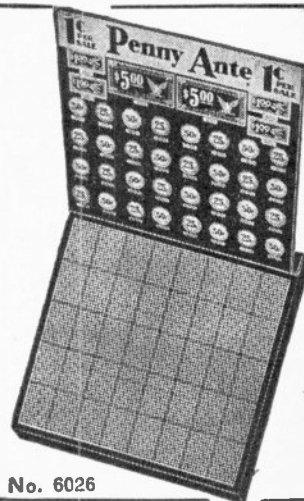
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H. WEILLER & CO., 125 E. 23d St. New York

Seattle Sales and Stock Room:
HARRY B. KEISLER, 1204 Western Ave., Seattle, Wash.

Harlich Mfg. Co., 1401-1417 W. Jackson Blvd., Chicago

Send for New Color Catalog.

No. 6026



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SAVING MONEY

On All Coin-Operated Machines

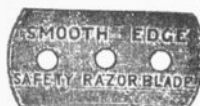
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IRVING BROMBERG CO., 5 DEBEVOISE ST., Brooklyn

Branch Store: 2508 Amsterdam Ave. (Nr. 185th St.), New York City.

Leon Tasken, Sales Manager

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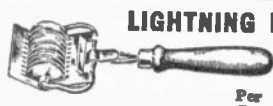


FREE — One Safety Razor with every Carton of Smooth Edge Blades.

B8C85 — Double Edge for Gillette Type Safety Razor. 10 Blades in Package. 10 Packages in Carton. In Lots of 10 Cartons, Per Carton (100 Blades) **90c**

No. 17C12—Sylvic Pencils, each in glass container, 1 doz. in box. Per gro. **3.00**

3-IN-1 TOOTHBRUSH KNIFE. Assorted Colored Handles. 1 Gross in Box. B10C167/2—Per Gross..... **1.75**
5-in-1 Toothpick Knife. Assorted Colored Celluloid Handles. B10C170—Per Gross..... **2.10**



LIGHTNING MINGER

B15C234—
Dozen. **1.10**
Per Gross..... **12.00**



PORCELAIN DICE ASH TRAYS

B6C326—Size 1½x1½x1½.
3 Dozen in Box. **2.00**
Per Gross.....

B7C922—Size 2½x2½ in.
1 Dozen in Box. **3.75**
Per Gross.....



"Bar-None" Safety Razor Blades. Each Package Cellophane Wrapped.

No. 8C89—5 Blades in Package, 20 Packages in Carton.

No. 8C90—10 Blades in Package, 10 Packages in Carton. **1.25**
100 Blades.

NEW COMBINATION GLASS CUTTER TOOL KNIFE.

B10C138— **8.50** Per Dozen..... **.75**

No. 11C8—Crystal Razor Blade Sharpener, with envelope. Per gross.. **2.25**

CHINA NOVELTIES

Skull Ash Receiver, with Movable Jaw, height 3 in. No. 7C928. Per gro. **7.50**

Chicken Ash Trays, 1 dozen in box. No. 7C991. Per gross..... **8.50**

Novelty Pin Cushions. No. 6C301. **3.75**
Per gross.....

Novelty Porcelain Salt and Pepper Shakers, average height 2½ inches. 6 kinds assorted. 1 dozen in box. No. 7C183. Per gross pieces..... **4.50**

PERFUME AND COMPACTS

Perfume, assorted odors, fancy bottles, cellophane wrapped. Each in box, 1 dozen in carton. No. 21C17. Per gross..... **9.75**

Powder Compacts, 2-inch gilt finish box, colored enameled tops, assorted colors. 1 dozen in box. No. 21C26. Per gross..... **8.50**

Gypsy Queen Perfume, in glass vials, with fancy labels. Assorted odors, 1 gross in box. No. 21C28, 1 dram size **2.65**
Per gross.....
No. 21C29, 2 dram size **3.25**
Per gross.....

Wire Arm Bands, each in box. **4.50**
B31D63. Per gross.....

REAL FLASH ARMY & NAVY NEEDLE BOOKS. B22D61—Popular Priced. **1.85**
Per Gross.....

B22D58—The Old Reliable. **4.25**
Per Gross.....

SELF-THREADING NEEDLES. B22D67—10 Needles in Paper. Per 100 Papers **1.45**

B43D5—Hot Corn Game Item. Big Flash. Soo Pache Blanket. 30 Assorted in Case. Each. **1.00**

Beacon Blankets We Have Them at Prices That Are Right.

B1N69—Rose Pin Squirrels. Per Gross **3.50**

B14N29—Original Luxaphone. Per Gross **3.15**

B38N68—Flying Birds, with Hummers. Gross. **2.55**

B38N69—Flying Birds with Concealed Hummers. Per Gross..... **3.00**

B26N76—24-In. Floral Cloth Parasols. Per Gross..... **8.25**

B26N42—R. W. B. 24-In. Cloth Parasols. Per Gross..... **8.25**

B26N88—20½-In. Cloth Parasols. Per Gross..... **7.00**

B85N61 Cat Toss-Up Balloon. Each in Envelope. Per Gross..... **3.75**

B85N65—Cat Face Balloon. Per Gross..... **2.75**

N. SHURE CO. ADAMS and CHICAGO
WELLS STS.

SOMETHING NEW!

GOOD LUCK

(Counter Pin Game)

Price...\$13.50 **1c or 5c PLAY**

GENCO, INC.

2621 North Ashland Ave.
Chicago, Illinois

See
Your
Jobber

PROSPERITY BOARD

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Registered U. S. Patent Office.

To the Jobbers and Operators

In All 48 States of the Union and All Foreign Countries.
Watch and Wait for Our Full Page Announcements on 3 New—Surprising—Games at Prices That Make You Want to Buy.

PROSPERITY COIN MACHINE CORP.

Manufacturers and Jobbers of All Makes of Amusement Machines.
1210 North Charles St., Baltimore, Md.

NEW RED-HOT NUMBERS

NEW, MY PARTY CHARM (Hot). Chromium Metal Finish. Dozen. **75c**; Gross, **\$8.50**. PARIS VIEWS, Blackeye Joke, Dozen, **60c**; Gross, **\$7.50**. DIRT, Doggonit Floor Novelty, Per 100, **\$5.00**; Dozen, **75c**. NEW CELLOPHANE SHIMMY DANCER, **\$4.50** per 100; Dozen, **60c**. LIVE PICTURES, Dozen, **30c**; Gross, **\$3.50**. Send \$1.00 for above and other items. Write for our Free Catalog. 25% Deposit. Balance C. O. D.

American Trick & Joke Co., Dept. 21, 621 Broadway, N. Y. C.

OPERATORS

YOU NEED PANAMA DIGGERS

TRY YOUR SKILL
PANAMA DIGGER
SEE IT OPERATE

The WORLD'S
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TRENCH DIGGER

PANAMA DIGGER

DESIGNED RIGHT
BUILT RIGHT
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7 DAYS FREE TRIAL

WRITE OR WIRE FOR
FULL DETAILS & QUOTATIONS

SCIENTIFIC MACHINE CORP.
91 GRAND ST. BROOKLYN

STOP RIGHT HERE

IF YOU ARE LOOKING FOR BARGAINS!

OPERATORS HELP US AND WE
WILL HELP YOU!

We are cramped and overcrowded, and really up against it. We need floor space to house our new Games Department. In order to make room we are forced to sacrifice our surplus stock of new and used machines. The prices we are asking are so ridiculously low that we are not advertising them publicly. If you are interested you can write and get them. A surprise is in store for you.

**MILLS — JENNINGS — WATLING
CAILLE AND PACE MACHINES**

As well as all leading makes of PIN
GAMES are included in this GIGANTIC
CLEARANCE SALE.

ROCK-OLA MFG. CORP., 301-315 S. DESPLAINES ST.,
CHICAGO, ILL., U. S. A.



When Writing to Advertisers Mention The Billboard.

Can You Score 2,048,000 on HAF-SHOT?

HAF-SHOT is the dizziest game you ever saw. Everything about it is different from the ordinary pin game. It has a possible high score of 2,048,000!

You haven't the least idea, until the last marble stops rolling, what your score will be. That ball can halve your score or double it. It can knock another ball out of the doubling pocket. It can cut your score in half the same way—yet a practiced player can beat a dub every time. The owner of the game can control the size of the scores by simple screw adjustment.

Words can't describe the fun and suspense in HAF-SHOT. You may think you are "proof" against coin games—but play HAF-SHOT once, and you'll be putting your own nickels into it. It clicks everywhere.

It is brand new foolproof Fall Merchandise. Size: 30½" long, 16½" wide, 9" deep. Designed in 5 colors. Either 1c or 5c play. 14"x21" colored wall poster included with each game.

SAMPLE \$12.00, Including Tax

STEEL STAND \$1.00 EXTRA

Order yours NOW—direct from the factory—on a 7-day money-back guarantee. Sign your name and address to this ad—pin a \$5 bill to it—and we will ship it C. O. D. for the balance.

SILVER-MARSHALL, INC.

6401-6451 West 65th St., Chicago, Ill., U. S. A.

Designers of Games and Makers of Fine Radio Equipment for Eight Years



The FIRST AUCTION in Coin Machine History The HIGHEST BIDDER WINS

**200 Cherry Reel Slot Machine
Boards and Life Savers**

Immediate Payoff 1c to 10c

*The ONLY Machines Capable
of Continuous Earning Power!*

No Reasonable Offer Refused

**OFFER CLOSSES
SEPT. 5, Midnight**

*Sole Mfrs. of the Cherry Reel
Board and the Life Saver Machine*

Lucky Star Mfg. Co.,
3105 Old York Rd., BALTIMORE, MD.

The reason that we are making this great offer at this time is to help many operators who have never had a chance because of price to operate machines of this fine caliber. The company is therefore willing to place its money and facilities to help many operators receive these great machines for their own locations and thereby be assured a steady, substantial income for months to come.

Wanted--Coin Machine Operators

To Install 5c Games on Percentage Basis in

SPORTLANDS

Opening in every part of the country this fall. 32 Sportlands have proven over a period of 18 months the best, permanent and most profitable locations.

CHESTER-POLLARD AMUSEMENT CO., Inc.
140 W. 42nd Street, - - - New York City

THE SPAN BLADE
MADE IN U.S.A.
LONG LIFE BLADE
Fits the Old and New Gillette.
STANDARD PRICE, 10 FOR 50c.
Pkg. 10 Blades Sells for 25c. 11c
Box of 100 Blades Brings in \$2.50. Costs \$1.10
A KNOCKOUT IF SOLD
10 For A Quarter

TUMBLING CATS
NOW 5c
\$3.75
GROSS
ALL BIG ONES WITH NEW BIG STRONG FEET
REGULAR 10c SIZE

YOUNG NOVELTY COMPANY, Boston, Mass.
50% Deposit With All Orders. Send for Free List of Best Sellers.

••••• All Latest Amusement Machines at Lowest Prices •••••

D. ROBBINS & COMPANY,

Operate Empire Vendors for Steady Profits

Main Office & Factory: 1141B DeKalb Ave., Brooklyn, N. Y.

New York City Branch: 313 E. 13th St. Phone, ALg. 4-7317.

We have in stock for immediate delivery
5 STAR FINAL, SCREWY, SKILL SHOT, 3-RING CIRCUS, SKI-DOO, TREASURE ISLAND, ETC.

TELL THE ADVERTISER IN THE BILLBOARD WHERE YOU GOT HIS ADDRESS.

NEW SHOWING NEW DEALS JUST HOT OFF THE PRESS--WITH LOWEST CATALOG NEW OPPORTUNITIES NEW SPECIALTIES PRICES IN THE HISTORY OF THE U. S.

No. 8 Fountain Pen. GUARANTEED FOR LIFE

HAS ADJUSTABLE INK FEED AND RUBBER SPONGE WHICH MAKES THIS PEN WORK LIKE A \$7 PEN. Comes in latest marble effect colors, Ladies' or Men's Style. Suitable for carbon copy work. School children, express men, stenographers, or any person desiring a good Pen, are prospects. This Pen is the best demonstrator on the market. Each Pen packed in individual box. Selling price 49c to 98c each.

Sample 29c Doz. \$2.45 Gross \$25.90



No. 30 PENCIL MATCHES ABOVE PEN

Made of exactly the same material as the No. 8 Pen. Will match it perfectly. Has attached ball clip, compartment with rubber eraser and extra leads. Comes in Ladies' and Men's Style. Selling price 35c to 50c each.

SAMPLE 15c
DOZEN \$1.15
GROSS \$11.90

NEW! No. 94X COSTUME CHAIN

With 2 bright cut Imitation Crystals on end. White and assorted colors. Retail price, 25c to 50c.

SAMPLE 10c
DOZ. \$1.08
GROSS \$11.52



No. 95X Costume Chain

With 2 fancy Imitation Pearls on end. All colors. Strung on silver-plated chain.

Sample 10c Doz. \$1.08
Gross \$11.52



No. 60X. One Diamond Cut Crystal Reproduction Necklace with Drops.

To match. Comes in Jap. Round or Lantern cut, complete with attractive box. Suggested selling price, 85c a set.

Sample Set 37c Doz. Sets 36c Each Set
Gross Sets 35c Each Set

No. 71X. Pearl Reproduction Necklace with Ear Drops to Match

Comes in cream, flesh or assorted colors. Each set packed in attractive box. Suggested selling price, 80c a set.

Sample 35c. Doz. Sets 32c Each Set.
Gross Sets 29c Each Set.

Something Different No. D6 Four-Piece Deal

Consists of one Imitation Crystal Necklace, strung on chain with three genuine diamond cut Beads. Face Powder that is pure and of high quality. Perfume with an odor that pleases and lasts, and a jar of smooth, high quality Cleansing Cream. Each deal packed in gift box. Looks like a \$4.50 value, that can be sold for 98c and you make over 100% profit on each 98c sale.



Sample 46c. Dozen 44c Each Deal.
Gross Deals 43c Each Deal.

LOOK! Genuine Rock Crystal NECKLACES 48c Each AND UP



Send \$1 for 2 Necklaces and our lowest and best prices on these high quality Necklaces. You WILL BE surprised.

CRYSTAL REPRODUCTION NECKLACES

Strung on chain, in Jap. Round and Lantern cuts. 15c each and up. Send \$1 for 5 assorted Necklaces and for the lowest prices in the U. S.



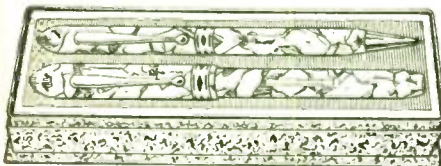
No. 285 CLIP COMB ABOVE

How many Combs have you lost? Everyone loses Combs, but with the Clip Comb you will not have this bother. It has a spring clip, which attaches to dress, vest, shirt or pocket. Put up one dozen on an attractive display card. Comes in assorted colors. Suggested selling price per card, 80c and up.

Sample 8c
DOZ. 65c GROSS 58c EACH DOZEN

QUALITY PEN & PENCIL SETS \$27.90 a Gross AND UP.

Priced to meet and beat any price competition. Send \$1 for 3 assorted sets and lowest prices.



MERCERIZED TUBULAR SHOE LACES

One gross laces (72 pair). Made from best quality carded yarn and is finished with celluloid tip. Retail price, 5c per pair. Black, brown or tan color.

144 Shoe Laces, 27 Inch, 72c
144 Shoe Laces, 40 Inch, 98c



No. 267 DUPLEX TWO-COLOR PENCIL

Red
Black



Works like magic. Turn cap to right and black lead appears; turn cap to left and red lead appears. Has compartment containing extra red and black leads and eraser. Nickel silver finish barrel. Not a toy, but a useful Pencil.

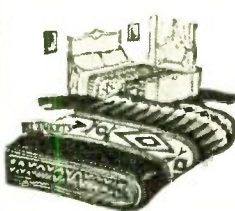
Sample 35c Doz. \$3.60

PEARL REPRODUCTION NECKLACES

Send \$1 for 8 assorted Necklaces and lowest price. We can meet and beat any competition.

BEAUTIFUL No. 1034 INDIAN DESIGN BLANKET

Size 66x80. Part wool. Warm, durable and mothproof. Distinctive American Indian designs. Stitched all around with silk thread. Comes in bright color combinations.



Sample \$1.19

Case of 14,
\$1.09 EACH BLANKET



WEL'Z-ALL WATERPROOF CEMENT 100 TIMES STRONGER THAN GLUE

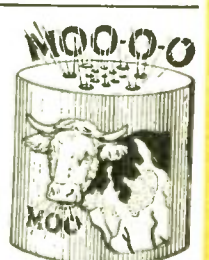
Heatproof, coldproof and acidproof. Repairs auto tops, china, clothing, furniture and celluloid. The cement for everyone. A wonderful demonstrator. Sells for 25c to 35c a bottle.

Sample 15c Doz. \$1.15 Gross \$12.50



No. J111 Rubber Toys
Assorted. Stronger than highly advertised Brands.
Gross \$6.95

No. J 20 Cow Voice



The greatest joke novelty ever made. There is a cylinder inside which when tipped upside down and right side up produces a sound just like a cow. The lifelike reproduction is startling. Selling price, 25c to 50c each. Sample 13c, Dz. \$1.18, Gr. \$13.80

No. 76—Liquid Transfer for Transferring Pictures.
Sample 7c Doz. 69c Gro. \$7.80

No. 170—Jumping Frog. Acts like the real thing.
Sample 4c Doz. 39c Gro. \$3.98

No. J188 Balloons. Will inflate to 3x9 inches. Assorted colors.
Gross 39c

No. J583—Cigarette Loads. Explodes when fire reaches it. Harmless. Sent by express only.
Gross \$3.50

No. J173—Reproduction of a Cat's Meow.
Sample 9c Doz. 85c Gro. \$7.95

No. J164—Matrimonial Thermometer. When placed in hand, raises and lowers like a regular thermometer, indicating Love, Anger, etc.
Gross \$4.45

No. 270—Dazzle Balloon. Inflates to 13 inches.
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Our merchandise to be the outstanding buy in the U. S., and that you will be pleased in every respect, otherwise we will refund the amount you paid, upon return of the merchandise. What could be more fair? All prices F. O. B. Le Center, Minn.

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LE CENTER, MINN.

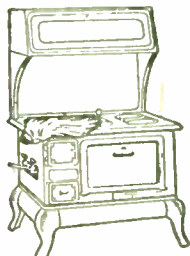
Hotter than Coal.

and No Dirt



*A New
Invention*

FITS ALL FURNACES



FITS ANY COOK-STOVE



FITS ANY HEATING STOVE

DO away forever with the drudgery of wood and coal. The most simple and economical invention on the market is now giving perfect satisfaction to enthusiastic users everywhere.

This new invention is a new type of oil burner that takes the place of wood or coal in your present cook stove, heating stove or furnace and automatically and silently changes a cheap grade of oil into one of the quickest and hottest fires known. No more shoveling of coal and ashes, no more shaking grates and poking fires. No more dust, dirt, smoke and soot. Just strike a match, turn a simple valve and almost instantly you have just the heat you want and when you want it. A clean steady heat, economical, always at your command.

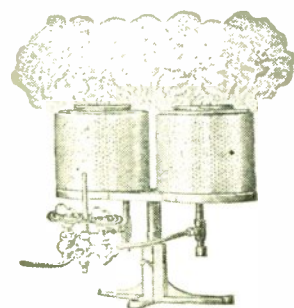
Burns 96% Air, 4% Cheap Oil

International Oil Burners have a reputation for economy. The burner is so constructed that without a bit of noise, the oil is mixed with 96% air and produces a clean, beautiful flame. They can be turned high or low, up or down, just as you desire them. Many customers write us that they are able to cut their

heating costs in half and at the same time do away with all the dirt, mess and inconvenience of a coal or wood fire.

International Oil Burners are made in sizes to fit every type of heating stove, cook stove or furnace. They fit right

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*Double Blue Flame
Burner for cook
stoves, ranges and par-
lor circulators. Burns
with beautiful clean
blue flame.*

PLENTY of HEAT

Without Wood or Coal -- Dirt or Ashes

Just think of never having to shovel another bucketful of coal or haul out any more ashes. No more smoke flying through the air and settling on draperies, curtains and rugs. No more continual up and down heat. Do away with all this mess and dirt now and forever. Simply turn a valve and have just the heat you want and when you want it without any soot, smoke or odor, and without a bit of noise. Save money besides. No wonder everyone wants an International Oil Burner. Here is your opportunity to take advantage of one of the fastest selling specialties in the country today. Fill out the coupon for protected territory.

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International Burners are advertised in the leading magazines of national circulation. They are also advertised over the world's largest radio stations from Coast to Coast. Almost everyone has heard of International Oil Burners. The demand is enormous. Cash in on this extensive advertising, which has made International Oil Burners easy to sell.

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Our free burner offer starts you in business. Big money to be made. Demand is enormous. We also want spare or full time workers immediately. If \$500 a month or more interests you, write or wire us for protected territory offer.

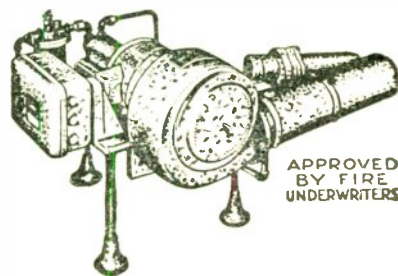
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International Oil Burners heat just as well as burners costing \$400 or \$500. Simply turn one valve and you have all the heat you want. Cleaner and better for heating or cooking. Approved by the National Underwriters' Laboratories and engineers everywhere. Over 150,000 have been sold.

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Try this wonderful automatic oil burner right in your own home at our risk. Act quickly and get our special low introductory price. Sold under absolute money-back guarantee. Write at once for free booklet on home heating and free burner offer.



There is a complete line of International Oil Burners for every type of heating plant. The burner illustrated above is designed for larger homes and apartments. It is an entirely automatic, all-electric, power burner regulated by a thermostat which turns the burner on and off automatically and maintains an even temperature in the home. These types of burners are made in sizes to take care of anything from a small bungalow to large office buildings.

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Send your free booklet and free details on home heating for stove, furnace, etc. Also free burner offer.

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