

# The PRICE 15¢ Billboard



112 PAGES

February 4, 1922

## THESPIAN RECOLLECTIONS AND STAGE STORIES

(Series No. 7)

By HOWARD SAXBY

(Printed in U. S. A.)

A Weekly  
Theatrical Digest  
and  
Review of the Show World

### KAGO UNBREAKABLE DOLLS

Send \$1.00 For Sample Post Paid



14-in. Wig. Marabou Trimmed Dress. \$10.50 Doz.  
18-in. Wig. Marabou Trimmed Dress. \$15.00 Doz.  
Genuine Chinese Baskets at Lowest Prices.  
12 1/2-inch Cupid Dolls. Glass finish. Plain. \$25.00 per 100.  
Write for Illustrated Circulars for the Live Line of fair goods.  
**ALISTO MFG. CO.**  
1444 WALNUT ST., CINCINNATI, OHIO.  
Phone: Canal 5658.

### ATTENTION!

Salesboard Operators and Jobbers

If you are looking for something entirely new and different in the line of Salesboards, assortments with plenty of pep and speed, write or wire for our new Premium Catalogue, which is just out of the press.

|                         |       |         |
|-------------------------|-------|---------|
| Income                  | Pay   | Out     |
| Takes in                | ..... | \$17.50 |
| Pays out in trade       | ..... | 8.00    |
| Cost of board to dealer | ..... | 18.00   |
| Dealer's profit         | ..... | \$21.50 |
| Profit on trade         | ..... | 2.50    |
| Total profit            | ..... | \$24.00 |

Our price to Jobbers and Operators, Same Board, complete, \$11.50 Each. Send for catalogue and revised quantity price list. A deposit required on all orders.

**Gellman Bros.,**  
329 Hennepin Ave., Minneapolis, Minn.



### PRICE REDUCED! Now \$10.80 a Dozen

If you want a real live winner for your indoor doings get this good thing. You can sell merchants at this price. Write for catalogue.

**BAYLESS BROS. & CO., Inc.**

7th and Main  
8th and Main

Louisville, Ky.

### YOU CAN BUILD UP A PROFITABLE BUSINESS IN 1922



E-Z Ball Gum Machines will do it for you. They are the champion nickel getters and get big play. Easy to place because they move the merchandise for cash. A few hours work a day will make you a lot of money. Place ten E-Z Ball Gum venders in good locations, then go and collect your money every day or two. Gradually add two or three machines each week and you will be on easy street. Others are doing that and so can you. The E-Z Ball Gum Machine holds 1,200 balls of gum, each with a hole drilled thru the center containing numbers. Some numbers give customer from 10c to \$3.00 in trade from the very cheap's own stock. \$50.00 is realized from every filling and machine empties fast, because it is fascinating to try and find the winners. Write for further information. We will help you make big money on a small investment.

**AD-LEE NOVELTY CO., (not Inc.), 185 No. Michigan Ave., Chicago.**



### HERE IT IS AT LAST! WOOD PULP UNBREAKABLE LAMP DOLL

The Best Seller of the Season  
**A REAL MONEY MAKER**  
Agents wanted in all towns. Send for price list and territory.  
Sample, \$3.00  
Send for Catalogue  
**Phila. Doll Mfg. Co.**  
324 North 5th Street, Philadelphia, Pa.

### Portrait Agents and Other Agents



If you are not selling our Clock Medallions you are losing money. \$2 and \$3 profit on each sale. Made from any photographs. Send for catalogue Photo Medallions Photo Medallion Clocks, Photo Buttons, Photo Jewelry, Photo Mirrors. Satisfaction guaranteed. Four day service. **GIBSON PHOTO JEWELRY CO., 608 Grevesend Ave., Brooklyn, N. Y.**

### WINDOW SIGNS

**AGENTS 500% PROFIT**  
Gold and Silver Sign Letters  
For store fronts, office windows and pass signs of all kinds. No experience necessary. Anyone can put them on and make money right from the start.  
**\$75.00 to \$200.00 a Week!**  
You can sell to nearby trade or travel all over the country. There is a big demand for window lettering in every town. Send for free samples and particulars.  
**Liberal Offer to General Agents**  
**METALLIC LETTER CO.**  
439 North Clark St., CHICAGO, ILL.

### OWNERS MAKING \$10 to \$20 PROFITS DAILY

FROM THIS NEW 1922 MODEL SILVER KING O. K. MINT VENDER

This new machine is making \$10.00 to \$20.00 profit daily. Have you one in your store doing this for you? Send us \$25.00 down payment with order and pay balance C. O. D. Weight, 75 lbs.  
No Blanks—a five-cent package of standard size mints or gum vended for each nickel played. This takes away all element of chance and will run in any town. You should have one of these machines getting this big profit.  
**PRICE, \$150.00. GUARANTEED TO GET THE MONEY.**  
Have some used, rebuilt, refinished to look like new for \$85.00, in excellent running order.  
Do not fail to order mints with machines. \$30.00 per case of 2,000 five-cent packages. Sticker boxes, \$2.50 per 100 five-cent packages. Order now and get this big profit.  
**SILVER KING NOVELTY CO.,**  
604 Williams Building, INDIANAPOLIS, INDIANA.

### How to Make \$5,000 a Year Selling Magazines

I don't care what your present earnings are. I can show you how to double and treble them instantly. Any man or woman can make big money with the aid of the greatest little money-making book ever printed—"How To Make Big Money."

Every line of this book is based on my own practical experience. Every idea in it has been tested a thousand times, and has made good. I owe my present tremendous magazine business to the principles laid down in this book. It costs just One Dollar, and as I have on hand only a limited supply, I must ask you to act at once if you want a copy. Send me One Dollar and you will earn the cost of this book the first day you use it.  
**CROWLEY THE MAGAZINE MAN**  
511 East 164th St., New York

### Magic Table

Entertainment for all. A very interesting and mathematical problem. Sample and price, 15c. **NOVELTY FAVOR WORKS, 9 W. 119th St., New York City.**

### Two New Slot Machines

STRIKING CLOCK STRENGTH TESTER AND THE NOVELTY GEM.  
Machines bought, exchanged. Send for catalogue and other information.  
**GATTER NOVELTY CO., 447 Poplar St., Phila., Pa.**

### THE BRAZILIAN AMERICAN

The Only American Publication in Brazil. Illustrated. Filled with news and information about the richest and most fascinating country in two continents.  
**SUBSCRIPTION PRICE, \$6.00 A YEAR.**  
(Send for sample copy)  
**BRAZILIAN AMERICAN,**  
Avenida Rio Branco 17, 2 Andar. Rio de Janeiro, Brazil

### EVERYONE'S VARIETY

The title of "Australian Variety and The Show World" has been changed to the foregoing. New capital and new blood incorporated and a new and better variety adopted. It will continue to cover Motion Pictures, Vaudeville, Drama, Circus, Fairs and "Theater" in a trade paper way. The advertising rates will be unchanged. All communications should be addressed to **MARTIN C. BRENNAN, Mgr., 114 Castlereagh St., Sydney, Australia.**

### PRICES SPEAK LOUDER THAN WORDS!

|  |       |        |
|--|-------|--------|
| Paper Hats, asst. Per gross                                | ..... | \$8.50 |
| Paper Hats, R. W. H. Per gross                             | ..... | 3.75   |
| Novelty, Squeaking Hat. Per gross                          | ..... | 8.50   |
| Musical Biscuits. Per gross                                | ..... | 4.00   |
| Blow Out Ticklers. Per gross                               | ..... | .90    |
| Blow Out Ticklers, Printed Snake. Per gross                | ..... | 2.40   |
| Blow Out Ticklers, Reg. \$5.00. Per gross                  | ..... | 3.50   |
| Pipe Horns. Per gross                                      | ..... | 4.00   |
| Fog Horn, Reg. \$5.00. Per gross                           | ..... | 3.50   |
| Canary Horns. Reg. \$4.00. Per gross                       | ..... | 3.00   |
| Shakers, a beautiful asst. Regular price \$7.50. Per gross | ..... | 5.00   |
| Running Mice. Per gross                                    | ..... | 2.75   |
| Nose Blowers, large. Per gross                             | ..... | 4.00   |
| Nose Blowers, small. Per gross                             | ..... | 2.50   |
| Zig-Zag; R. W. H. Noise-maker. Per gross                   | ..... | 3.00   |
| Bird Squeaker. Per gross                                   | ..... | 3.75   |
| Humming Kites. Per gross                                   | ..... | 2.50   |
| Tube Confetti, 8-in. best grade. Per 100                   | ..... | 2.00   |
| Tube Confetti, 6-in. best grade. Per 100                   | ..... | 1.50   |
| 50-lb. Bag Confetti Per bag                                | ..... | 4.50   |
| Serpentines. Per thousand                                  | ..... | 2.50   |

50% Deposit, Balance C. O. D.  
**NOVELTY FAVOR WORKS,**  
9 W. 119th St., New York City.

**AGENTS AND CANVASSERS** wanted to sell our Self Gas Lighter. Just turn on the gas, hold over flow, and it will light immediately without matches or friction. \$9.00 per Gr. Sample, 10c. **Rapid Mfg. Co., 10 E. 14th St., New York.**

**AGENTS—FREE SAMPLE** New patented Curtain Rod. Necessity in every home. Big profit. Four to ten sales at every home. Write for free sample. **HOME CURTAIN ROD CO., Providence, Rhode**

### GUM 1c Per Pack

Regular Size, 5 sticks to package  
**SPEARMINT AND ALL FLAVORS**  
WE SUPPLY ALL KINDS AND SIZES  
**HELMET GUM SHOP, CINCINNATI OHIO**

### THE AUTOMATIC FISH POND

will take in \$1.00 a minute if properly located. We have in stock 35 combinations of our star wheels to select from, also paint to order.  
**AUTOMATIC FISH POND CO.,**  
2014 Adams St., Toledo, O.

### Sales Cards and Sales Boards

of Every Description. Manufactured by  
**THE U. S. PRINTING AND NOVELTY CO.**  
220 ELDRIDGE STREET NEW YORK CITY  
Phone, Drydock 3929  
(TRY OUR IMPROVED MINIATURE PUNCH CARD)

### SALESMEN—DISTRIBUTORS—AGENTS

SAMPLES, 25c. EXCLUSIVE TERRITORY GIVEN—SAMPLES, 25c.  
Our line REPEATS EVERY DAY. OUR MEN MAKE BIG MONEY. NO OFF SEASONS. The Whole World Eats, so let's give it to 'em. Sell our delicious Salted Almonds and Salted Peanuts, on OUR OWN Patented Display Board. Also our very low priced CANDY KISSES, wrapped in waxed paper. Great Sellers. Write for Prices and Circular. Only live wires need apply. **Hurry, H. J. MEYER & CO., Box 380, Ft. Wayne, Ind.**

### COMBINATION AND BAGGAGE CARS FOR SALE OR LEASE

**HOUSTON RAILWAY CAR CO., Houston, Texas.**

# Why Some People Are Never At Ease Among Strangers

PEOPLE of culture can be recognized at once. They are calm, well-poised. They have a certain dignity about them, a certain calm assurance which makes people respect them. It is because they know exactly what to do and say on every occasion that they are able to mingle with the most highly cultivated people and yet be entirely at ease.

But there are some people who are never at ease among strangers. Because they do not know the right thing to do at the right time, they are awkward, self-conscious. They are afraid to accept invitations because they do not know what to wear, how to acknowledge introductions, how to make people like them. They are timid in the presence of celebrated people because they do not know when to rise and when to remain seated, when to speak and when to remain silent, when to offer one's chair and when not to. They are always uncomfortable and embarrassed when they are in the company of cultured men and women.

It is only by knowing definitely, without the slightest doubt, what to do, say, write and wear on all occasions, under all conditions, that one is able to be dignified, charming and well-poised at all times.

## How Etiquette Gives Charm and Poise

Etiquette means good manners. It means knowing what to do at the right time, what to say at the right time. It consists of certain important little laws of good conduct that have been adopted by the best circles in Europe and America and which serve as a barrier to keep the uncultured and ill-bred out of the circles where they would be uncomfortable and embarrassed.

People with good manners, therefore, are people whose poise and dignity impress you immediately with a certain awe, a certain respect. Etiquette makes them graceful, confident. It enables them to mingle with the most cultured people and be perfectly at ease. It takes away their self-consciousness, their timidity. By knowing what is expected of them, what is the correct thing to do and say they become calm, dignified and well-poised—and they are welcomed and admired in the highest circles of business and society.

## Here's the Way People Judge Us

Let us pretend that we are in the drawing room and the hostess is serving tea. Numerous little questions of conduct confront us. If we know what to do we are happy, at ease. But if we do not know the correct and cultured thing to do we are ill at ease. We know we are betraying ourselves. We know that those who are with us can tell immediately, simply by watching us and talking to us, if we are not cultured.

For instance, one must know how to eat cake correctly. Should it be taken up in the fingers or eaten with a fork? Should the napkin be entirely unfolded or should the center crease be allowed to remain? May lump sugar be taken up with the fingers?

There are other problems, too—many of them. Should the man rise when he accepts a cup of tea

from the hostess? Should he thank her? Who should be served first? What should the guest do with the cup when he or she has finished the tea? Is it good form to accept a second cup? What is the secret of creating conversation and making people find you pleasant and agreeable?

It is so easy to commit embarrassing blunders, so easy to do what is wrong. But etiquette tells us just what is expected of us and guards us from all humiliation and discomfort.

## Etiquette in Public

Here are some questions which will help you find out just how much you know about the etiquette that must be observed among strangers. See how many of them you can answer:

When a man and woman enter the theatre together, who walks first down the aisle? When the usher points out the seats, does the man enter first or the woman? May a man leave a woman alone during intermission?

There is nothing that so quickly reveals one's true station and breeding than awkward, poor manners at the table. Should the knife be held in the left hand or the right? Should olives be eaten with the fingers or with a fork? How is lettuce eaten? What is the correct and cultured way to eat corn on the cob? Are the finger tips of both hands placed into the finger-bowl at once, or just one at a time?

When a man walks in the street with two women does he walk between them or next to the curb? Who enters the street car first, the man or the woman? When does a man tip his hat? On what occasions is it considered bad form for him to pay a woman's fare? May a man on any occasion hold a woman's arm when they are walking together?

Some people learn all about etiquette and correct conduct by associating with cultured people and learning what to do and say at the expense of many embarrassing blunders. But most people are now learning quickly and easily through the famous Book of Etiquette—a splendid, carefully compiled, authentic guide towards correct manners on all occasions.

## The Book of Etiquette

The Book of Etiquette makes it possible for you to do, say, write and wear what is absolutely correct and in accord with the best form on every occasion—whether you are to be brides-

maid at a wedding or usher at a friend's private theatre party. It covers every-day etiquette in all its phases. There are chapters on the etiquette of engagements, weddings, dances, parties and all social entertainments. There are interesting chapters on correspondence, invitations, calls and calling cards. New chapters on the etiquette in foreign countries have been added, and there are many helpful hints to the man or woman who travels.

With the Book of Etiquette to refer to there can be no mistakes, no embarrassment. One knows exactly what is correct and what is incorrect. And by knowing so definitely that one is perfect in the art of etiquette, a confident poise is developed which enables one to appear in the most elaborate drawing room, among the most brilliant and



Many embarrassing blunders can be made in the public restaurant. Should the young lady in the picture pick up the fork or leave it for the waiter to attend to? Or should one of the men pick it up?

highly cultured people, without feeling the least bit ill at ease.

## Send No Money

To enable everyone, everywhere, to examine the famous Book of Etiquette without obligation, we make this special offer to send the complete two-volume set free for 5 days to anyone requesting it. Entirely free—no money in advance. All that is necessary is your name and address on the coupon below, and the Book of Etiquette will be sent to you at once at our expense. You have the privilege of examining it, reading it, and deciding for yourself whether or not you want to keep it.

Send for the Book of Etiquette today. Read some of the interesting chapters. Surprise your friends and acquaintances with your knowledge of what to do, say, write, and wear on all occasions. And when you have been fully convinced that etiquette widens your circle of friends, makes you admired and respected, increases your knowledge of society and its requirements, gives you poise, self-confidence and charm—keep the set and send us \$3.50 in full payment. But if you are not utterly delighted after the 5-day free trial simply return the books and you won't be out a cent.

The Book of Etiquette is published in handsome cloth binding decorated in gold. Send for your set to-day. Just the coupon, remember—no money. But get your coupon off NOW. Nelson Doubleday, Inc., Dept. 722, Oyster Bay, N. Y.

## NELSON DOUBLEDAY, Inc. Dept. 722, Oyster Bay, N. Y.

Without money in advance, or obligation on my part, send me the Two-Volume set of the Book of Etiquette. Within 5 days I will either return the books or send you \$3.50 in full payment. It is understood that I am not obliged to keep the books if I am not delighted with them.

Name ..... (Please Write Plainly)

Address .....

Check this square if you want these books with the beautiful full-leather binding at five dollars with 5 days' examination privilege.

# NOW IS THE TIME TO BOOK YOUR **FREE ATTRACTIONS**

WE Have the **LARGEST CHOICE** Ever

Write for Catalogue and Lists

OUR REPRESENTATIVE WILL ATTEND YOUR MEETINGS

JUST AWARDED:

**CANADIAN NORTHWESTERN FAIR CIRCUIT B** } **EXCLUSIVE Contract**

**WHEELING STATE FAIR—EXCLUSIVE Contract**

17 Other Exclusive Contracts Previously Secured—Adding More Continually

WIRE—WRITE—PHONE

## WIRTH, BLUMENFELD FAIR BOOKING ASS'N, INC.

F. WIRTH

H. BLUMENFELD

GEORGE HAMID

M. LOWENSTEIN

SUITE 221  
STRAND THEATRE BLDG.  
BROADWAY AT 47TH ST.

New York, N. Y.  
U. S. A.

LONG { 0284 }  
DISTANCE { 3862 } BRYANT  
PHONES { 7368 }

### Needle Workers!

Let me pay your expenses with  
**PRISCILLA PATTERNS**  
TRANSFER  
Especially designed for embroidery needle workers.  
Write for proposition.

E. L. CORWIN, 4750 Sheridan Rd.  
CHICAGO

### FOR SALE---Topsy McDonald

Greatest High School Horse. Beautiful specimen.  
Saddlebred. Does complete set of all high school  
tricks. Sacrifice price for \$500.00. For full partic-  
ulars address WILL H. HILL CIRCUS, Mountain  
Lake, New Jersey.

### SCENERY

Diamond Dye, Oil or Water Colors.  
SCHELL SCENIC STUDIO, COLUMBUS, OHIO.

### SCENERY and PLUSH DROPS FOR HIRE

Catalog. AMELIA GRAIN, Philadelphia.

### CHAIRS 2,000 STEEL FRAME FOR BASEBALL PARK.

Chair Exchange, Cor 6th & Vine Sts., Philadelphia, Pa.

### FOURTEEN K. of P. GUARD SUITS

Never worn. Sizes 38 and 40. Purchased last fall  
F. A. LUCE, M. of W., Bucyrus, O.

### GLADSTONE HOTEL

S. W. Cor. 9th and Oak Sts., KANSAS CITY, MO.  
Home Phone: Victory 8835. Bell Phone: Main 9614.  
Special Rates to the Theatrical Profession.

### THE BABY IN THE BOTTLE

Small, large size, wax Two-Headed Baby Girl, 18 in.  
high, exhibited in 7x18 in. museum jar, and lots of  
other Mummified Freaks. List for stamp. The Nelson  
Supply House, 514 E. 4th St., So. Boston, Mass.

### AT LIBERTY

COLLINS KNAPPE—Juveniles and Light Comedy.  
Specialties. HOMER GREENFIELD—A-1 Piano  
Player. Address KNAPPE AND GREENFIELD, Box  
382, Vincennes, Indiana.

WANTED B. F. Comedian Musical Act.  
Sketch Team and others. Must  
change for two weeks. State age, full particulars and  
if play piano. Only best need apply. Low salaries; pay  
own board. Address Dr. D. Carlton, Curtis, N. Y.

### AT LIBERTY VIOLIN LEADER OR SIDE MAN

Experienced all lines. Union. Only reliable man-  
agers answer. Wire or write. MISKI WISE, care  
Ber Theatre, Spartanburg, South Carolina.

If you see it in The Billboard, tell them so.

## JOHNNY J. JONES EXPOSITION SHOWS

now playing South Florida Fair, Tampa, Florida, Feb.  
2 to 11; followed with Orlando, Bradentown Fairs and  
other Celebrations. Start fair season Calgary, Alberta,  
Canada, in June, and after playing Western Canada  
Circuit, then into a big circuit of Fairs in the United  
States, ending about December 1st. Address

JOHNNY J. JONES.

### WANT TO BUY SECOND-HAND ORGAN ROLLS FOR WURLITZER ORGAN

Style 146 A. Also two Topsy, size 30x50 or 40x60. Must be in first-class condition. State full particulars  
in first letter. CAN ALSO PLACE experienced Help on Rides and other departments. Address  
FIDELITY EXPOSITION SHOWS, 35 West Mercer Street, Hackensack, N. J. Phone, 2457-W.

### ORGANIST and PIANIST

open for immediate engagement on pedal organ or piano; expert on pictures,  
timed and cued to fit every action; large library; long experience; best of  
references; go anywhere, but prefer Ohio.

E. LEON YACKLY, 160 East Main, Hillsboro, Ohio.

### WANTED FOR MEDICINE SHOW, PIANO PLAYER

Must read. One who doubles stage preferred. CAN PLACE useful Med. People. Write or wire  
ORIENTAL FOYE, General Delivery, Butler, Pa.

## THE BILLBOARD

Published weekly at 25-27 Opera Place, Cincinnati, O.

SUBSCRIPTION PRICE, \$3.00 PER YEAR.

Entered as second-class mail matter June 4, 1897, at Post Office, Cin-  
cinnati, under act of March 3, 1879.

112 pages. Vol. XXXIV. No. 5. Feb. 4, 1922. PRICE, 15 CENTS.

This issue contains 58 per cent reading matter and 42 per cent advertising.

### ATTENTION MIDGET LADIES

I would like to hear from Midget Lady who is per-  
fect and well formed, about four feet tall. If you are  
of pleasing personality, cunning and full of pep and  
a good, congenial partner for a young man midget,  
please reply. Send photo, descriptions. State your  
financial circumstances, etc. All replies confidential.  
C. F. SCHNEIDER, care The Billboard, St. Louis,  
Missouri.

### CLARINETIST

Fine style, experienced, dependable and clean. Mar-  
ried. Wants work with good Picture Orchestra. Will  
go anywhere. Ticket if too far. I am now on  
two weeks' notice. Show closing orchestra. E. F.  
ROBERTS, care Rose Theater, Burlington, N. C.

### WANTED LADY WIRE WALKER AT ONCE

Art backed wild. State salary. Answer by wire.  
JACK MOORE, 1228 Lowellen Ave., Wichita, Kan.

### WANTED AT ONCE

Filipino and Hawaiian Mustiana. Steel Guitar,  
Ukulele, Violin and Piano. Write or wire. BARI-  
BEAU & STALLO, General Delivery, Huntington,  
West Virginia.

### Wanted, Young Lady Dancer

who can do Soft Shoe and Buck, or a first-class am-  
ateur considered. State all in first letter. Address  
ORIGINAL DANCER, care Billboard, Chicago.

### WANTED AT ONCE FOR MED. SHOW

Good Piano Player, also Novelty Man. Double Act.  
Tell it all and lowest salary. ARTHUR JEROME,  
care Jerome Co., New Hampton, Missouri.

WANTED Strong Medicine Lecturer, who can  
do straight in acts. Also good all-  
round B. F. Comedian, song and dance, who can fake  
piano. State all you can and will do and your lowest  
in first letter. Frank White, St. James, L. I., N. Y.

WANTED IMMEDIATELY—Lead Saxophone, Har-  
mony Sax., Trumpet, for first-class Dance Band. Must  
be able to read from arrangements, fake and memor-  
ize, and be absolutely A-1 in all respects. Six nights.  
Long contract. Address A. B., Billboard, Cincinnati.

WANTED IMMEDIATELY—Doctor registered  
in Pennsylvania. Also B. F. Sing-  
ing and Dancing Comedian and Singing Subrette.  
Write or wire DOC PANGBORN, Hillsville, Pa.

### MED. PERFORMERS

that can change often and work in acts wanted. State  
lowest salary (pay own board) and all you do. No  
Teams. CHAS. ALLEN, Nature's Remedy Co., So  
derfeld, McDowell Co., West Virginia.

# The Billboard

DECORUM • DIGNITY • DECENCY

(Copyright 1922, by The Billboard Publishing Company.)

## SCORES DIE IN THEATER CRASH

Roof of Knickerbocker,  
Washington, Overweighted  
With Snow, Collapses

HUNDREDS ARE BURIED  
BENEATH THE DEBRIS

More Than Hundred Bodies  
Recovered—Investigations  
Are Planned

Washington, D. C., Jan. 30.—The national capital is stunned and a pall hangs over the city as a result of one of the greatest catastrophes in its history, and, doubtless, in the history of the motion picture industry. At nine o'clock Saturday night the roof of the Knickerbocker Theater, one of a chain of motion picture houses operated by Harry M. Crandall and associates, collapsed under the weight of two feet of snow, burying hundreds of persons, scores of whom were killed and other scores injured.

Up to last midnight 107 dead had been taken from the ruins and the injured numbered close to 150. Several musicians, members of the theater orchestra, are among the dead.

The collapse of the roof was caused by the gathering of tons of snow upon it, following an almost unprecedented snowfall for Washington. The list of dead and injured includes men and women prominent in Washington life and throughout the country. In many

(Continued on page 103)

## BIG CONFERENCE

Of Theatrical Union Representatives  
in New York  
City This Week

Washington, Jan. 30.—Samuel Gompers, president of the American Federation of Labor, will sit in conference on Wednesday of this week with a committee of the Actors' Equity Association, headed by its president, John Emerson. Representatives of other unions in the theatrical business will also sit in and the discussion will center on the economic situation in the theater, as it affects the workers in all branches.

While the exact nature of the subjects to be discussed was not made known here, it is believed that the film industry will come in for considerable discussion. Paul M. Turner, the attorney for Equity, wired Will M. Hays last Saturday for an appointment to see him today. Undoubtedly this is for a discussion of the foreign invasion of photoplays which has been disturbing Equity lately. It is believed that Mr. Turner will report re-

(Continued on page 9)

HARRY RAVER



General Director of the First Annual  
Masonic Exposition

## HARRY RAVER

To Direct Big Masonic Exposition  
at Madison Square  
Garden Week May 8

New York, Jan. 28.—The first authorized annual Masonic Exposition, Fashion Show and Beauty Bazaar will be held in Madison Square Garden week May 8, afternoon and night.

The Second Masonic District Association, after due and decorous deliberations lasting several weeks, finally decided on the aforementioned event as the means of fattening the coffers of the Soldiers and Sailors' Memorial Hospital Fund. The next move was to cast about for the right man to personally direct the most prodigious undertaking of its kind ever attempted in this or any other country. With keen business acumen the association decided on a showman, and that man was Harry Raver, who will serve as general director from the opening announcement to the final checking up. Mr. Raver, in conversation with a

(Continued on page 103)

## BEACHES

Suffer Heavy Damage When  
Blizzard Sweeps the At-  
lantic Seaboard

New York, Jan. 30.—The blizzard that swept up the Atlantic seaboard from the Carolinas Saturday did hundreds of thousands of dollars' damage to the beaches in and near New York.

An average of four feet of beach was washed away at Coney Island. Scores of bathhouses were ripped up by cyclonic winds and washed out to

(Continued on page 9)

## WESTERN CANADA FAIRS HOLD ANNUAL MEETING

Johnny J. Jones Awarded Class A Circuit Con-  
tract and Snapp Bros. the Class B—Car-  
ruthers and Wirth-Blumenfeld Get  
Free-Act Contracts

The annual meeting of the Western  
Canada Fairs Association was held on  
January 24 and 25 at Brandon, Man.,

with Charles Fisher, manager of the  
Saskatoon Fair, president of the asso-  
ciation, in the chair. There was the  
usual large attendance of delegates  
from the Western Canadian provinces  
representing both Class A and B fairs.

Dates were set for Class A fairs,  
opening at Calgary, Alberta, June 30,  
and with Edmonton, Saskatoon, Bran-  
don and Regina following, closing at  
the latter point August 5.

There were four applications for the  
carnival contract, three of the shows  
(Continued on page 103)

## V. A. F.

Declines Offer of Charles Gul-  
liver To Rent His Va-  
riety Halls

London, England, Jan. 30 (Special  
Cable to The Billboard).—At a repre-  
sentatively attended special general  
meeting last night the Variety Ar-  
tistes' Federation turned down the of-  
fer of Charles Gulliver to rent on a  
cash or sharing basis his eight variety  
halls. The dominating feeling was  
that if there was the slightest possible  
chance of breaking even Mr. Gulliver  
would not have made the offer to the  
federation, and the fact that Mr. Gul-  
liver would not release his stellar at-  
tractions but only give limited per-  
mission to acts drawing \$125 and un-  
der would make attractive programs  
(Continued on page 9)

## INDIANA OPENS

New Terre Haute Theater Repre-  
sents Three-Quarter Mil-  
lion Dollar Investment

Terre Haute, Ind., Jan. 30.—The  
new Indiana Theater, pronounced the  
last word in theater construction and  
equipment, was dedicated on Satur-  
day, January 28, with a capacity crowd  
in attendance to give it an appropriate  
"sendoff." Everyone was loud in  
praise of the new house and its ap-  
pointments, the furnishings and dec-  
orations being in excellent taste and  
every comfort and convenience having  
been provided for patrons. A beauti-  
ful wreath adorned the lobby of the  
theater. The program consisted of  
"Cappy Ricks," a Paramount feature  
film, with Thomas Meighan; Sport Pic-  
torial, group of old-fashion songs by  
Jackson Murray and Marion Mills, In-  
ternational News, Prolog—Jackson  
Murray singing "Anchored," and a  
comedy picture, "Adopting a Bear  
Cub."

The Indiana was built by local cap-  
italists, headed by T. W. Barhydt, who  
(Continued on page 103)

## "MARY"

Draws Capacity House at  
Opening of Poli's New  
Palace Theater

Waterbury, Conn., Jan. 29.—S. Z.  
Poli's new million-dollar Palace Thea-  
ter here was opened last night with  
George M. Cohan's "Mary" as the at-  
traction. Each of the 2,500 seats was  
occupied. The house, planned after  
Poli's Capitol Theater, Hartford, af-  
fords every modern convenience for  
the comfort of the performers and is  
one of the most beautiful theaters in  
the East. Patrick F. Liddy, brother  
of John Liddy, assistant secretary of  
the N. V. A. and former manager of  
Sun's Theater, Charleston, W. Va., is  
resident manager. Tomorrow the thea-  
ter's regular policy of pictures and a  
six-act vaudeville bill, with changes  
of program on Mondays and Thurs-  
days, will be inaugurated. The old  
(Continued on page 103)

## UNION ORCHESTRAS

Restored to Picture Houses of  
Consolidated Enterprises,  
Inc., at Memphis

Memphis, Tenn., Jan. 29.—After  
having been without music since early  
in December of last year the photoplay  
houses of the Consolidated Enterprises  
Inc., today swung open their doors  
with union orchestras restored in all  
their theaters. The Consolidated En-  
terprises is a branch of the Southern  
Enterprise, Inc., of Atlanta. It op-

(Continued on page 103)

Last Week's Issue of The Billboard Contained 1,535 Classified Ads, Totaling 7,066 Lines, and 642 Display Ads, Totaling 20,683 Lines; 2,177 Ads, Occupying 27,749 Lines in All

The Edition of This Issue of The Billboard Is 66,875

# MOVE MADE TO BLOCK CENSORSHIP OF STAGE

## Actors, Authors and Managers Unite To Forestall Legislation in New York State— Charles Coburn Tells of Plan

New York, Jan. 30.—In an effort to forestall expected legislation which would provide for censorship of the stage in New York State, the Drama League has inaugurated a movement to insure a thorough house-cleaning from within the theater. Representations will be made to members of the Legislature at Albany that all elements in the theater are being united to make certain a clean stage and that a movement for State-enforced censorship should not be started.

The first step in the campaign to block outside control of the stage was taken at a meeting last week in the Belasco Theater here, under the auspices of the Drama League. Invitations had been extended to members of the league, the American Dramatists, the Better Plays Movement, the Actors' Equity Association and the Producing Managers' Association.

Charles Coburn, of the producing managers, told of a plan that had been worked out for the purpose of proving that legal censorship is not necessary. He said that the idea would be presented to legislators along with a pledge to keep the stage clean.

It is planned to have a jury panel of 500 citizens, outside the show business. This panel is to be made up of persons selected by the commissioner of licenses. Whenever sufficient complaints are lodged against a play or any theatrical entertainment, a jury of five is to be selected from this panel and if, in the opinion of the jury chosen, the production is not proper for public presentation, it will be withdrawn. Managers, actors and authors will be bound by contract clauses to abide by the decision of the jury.

At the first meeting Owen Davis, president of the American Dramatists, said:

"Too many dirty plays have been produced in New York this year. The same two men and the same two women who were behind the State movie censorship movement are now working for State stage censorship. They are

not cranks. They say simply that if you boys don't clean up the stage, we will."

Augustus Thomas, in his speech, mentioned "The Demi-Virgin," and said:

"I have a great admiration for the skill of the writer of that play. He will write many good plays. But it is in my opinion that many of its salacious scenes are unnecessary and were put in merely to attract the persons who like that sort of stuff. The strip-poker game is an instance. No man able to get into the theater without a wheel chair needs such stimulus. I am for a clean stage, not for a namby-pamby one as it would be under State censorship."

George Arliss told of the evils of censorship as he had seen it in force in England. John Emerson, president of the Actors' Equity Association, expressed himself as opposed to any censorship, but said the least objectionable would be voluntary censorship.

"My theory is," he added, "that the average person isn't up to the morality of the average motion picture, play or dime novel. In these virtues always triumphs and vice always is punished. The most lurid plays and pictures generally come to this uncompromisingly respectable conclusion."

Other speakers were Francis Wilson and Ellis Parker Butler. S. M. Tucker presided.

### "FLU" SITUATION

#### In New York Not Alarming, Says Health Commissioner

New York, Jan. 30.—Altho the records of the Health Department disclose more cases of influenza than at any other time since the subsidence of the epidemic of 1919-'20, there is little cause to become alarmed over the situation, according to Dr. Royal S. Copeland, health commissioner.

"We have nothing like an epidemic," says the commissioner. "We hope to avoid an epidemic and will take the same precautionary measures taken during the last outbreak of this kind."

"It is needless to say the schools and theaters will be kept open."

### LANSING MANAGERIAL CHANGES

Lausaug, Mich., Jan. 27.—Roy Tillson, who has been manager of the Strand Theater since its opening, and Jack Earls, who has served in a similar capacity at the Regent Theater for the past six months, have left for Los Angeles, to assume similar positions.

John J. Kelley, of Minneapolis, Minn., has come to Lansing to succeed Mr. Tillson. Ellsworth Hamer, who has been in charge of the presentation of "The Four Horsemen" through the Middle West, becomes manager of the Regent Theater.

### "BEHIND THE MASK" SOON IN REHEARSAL

Edward C. Huelle, representative of Major C. Anderson Wright, announces that Major Wright has finished rewriting his play on the Ku Klux Klan, called "Behind the Mask," which was tried out on the road a few weeks ago, and that rehearsals have been called for the first week in February.

Frank Hatch, who has been in a hospital since Christmas from the effects of a fall on the ice at Syracuse, N. Y., will conduct rehearsals.

### DRUG RING

#### Alleged To Have Made Tools of Show People Crossing Canadian Border

Ottawa, Can., Jan. 28.—Information has reached Ottawa from a reliable source to the effect that show girls and other theatrical people have been made the tools of the drug ring whose operations extend from Montreal to points across the American border.

A letter was received in the Canadian metropolis from a show girl now playing in New York City, in which she states that "before leaving Montreal a man had given her a grip to take across the line for him. He told her someone would meet her and she was to deliver the grip to him. She complied with the request and took it with her. Upon reaching a point in the States she was astonished to meet the man who had given her the grip in Montreal. He took it and then informed her that it was full of "hop," and thanked her for getting it across the border for him.

It is said that it has been the practice to send trunks to Boneventure Station in Montreal and they would be marked O. K. after the owner had remarked: "The trunk belongs to my brother and I have forgotten the key." This sentence is alleged to have been the password.

Warning was issued by local customs officials to acts and companies playing locally that inspection of baggage was being strictly enforced here and across the line.

### BISPHAM WILL CONTESTED

New York, Jan. 28.—Contest of the will of David S. Bispham, the baritone, who died October 2 last, was filed this week in the Surrogate's Court by his widow, Mrs. Caroline Russell Bispham, of Stamford, Conn., and Miss Leonie Anne Bispham. Another daughter residing in Florence, Italy, has not joined with her mother in the contest and has given her consent to the probate of the will.

The estate left by the baritone is estimated at \$200,000, which includes a trust fund left to him by his grandfather, empowering the late singer with the distribution of the fund. Bispham bequeathed three-quarters of his estate to his widow, from whom he had long lived apart, and his two daughters. The remaining quarter and also the residuary estate the singer left to a woman referred to in the will as "my friend." This is said to amount to about \$25,000.

### NEW YORK STATE BOARD OF CENSORS' REPORT

Albany, N. Y., Jan. 28.—But five films were entirely condemned by the Board of Censors of the State of New York, which began the reviewing and licensing of motion pictures August 1, 1921, according to its report made to the Legislature. The board issued 1,330 licenses. No deletion was made in 1,170. Those made were, on the grounds of indecency, 85; inhuman, 35; tending to incite to crime, 54; immoral or tending to corrupt morals, 61; sacrilegious, 5; films in which eliminations were ordered were classified as follows: Dramas, 81; comedies, 43; comedy-dramas, 20; serials, 7; news, 4; educational, 3; cartoons, 3.

The board suggests several amendments to the law and a larger appropriation to carry on the work the coming year.

### CRIME WAVE KEEPS BAGGAGE RATES HIGH

New York, Jan. 28.—One of the principal factors in keeping up baggage transportation rates in New York City is the prevalence of crime in the city streets, according to testimony of Samuel W. F. Draper, president of New York Transfer Company, at a rate hearing before the Public Service Commission this week.

It costs 210 per cent more to operate a baggage delivery truck in this city than in Philadelphia, Mr. Draper declared. It is the difference between \$20 a week for a chauffeur and helper in Philadelphia and \$62 a week for a chauffeur and helper in New York.

Asked why trucks could not be operated in New York without a helper as they are in Philadelphia, Mr. Draper said: "Conditions are different. You can leave a wagon or truck on the streets of Philadelphia with some security."

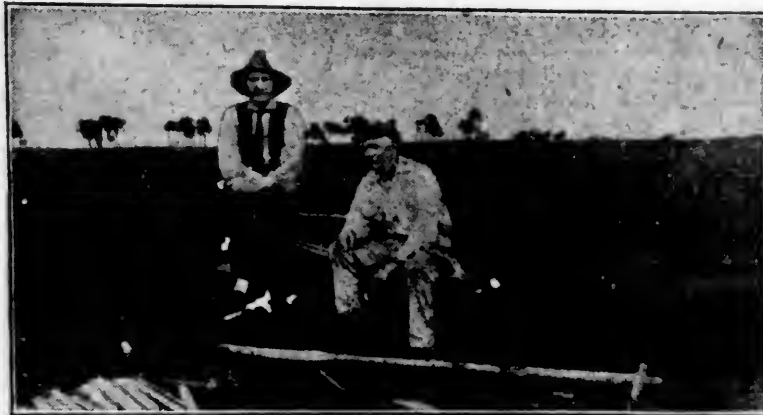
### MCDERMID WITH WHITEHURST

Baltimore, Md., Jan. 27.—George A. McDermit, for several years manager of Loew's Hippodrome, has severed his connection with the Eutaw Street Theater and accepted a position with the C. E. Whitehurst interests. He will act in an advisory capacity at the Garden and New theaters.

### BURLESQUE TO ROAD SHOWS

Des Moines, Jan. 27.—The Berchel Theater, playing Columbia Wheel attractions the first three days of the week, has canceled the balance of the burlesque season, and will present road shows instead. Burlesque has been playing to poor houses the entire season.

### "TWO OLD CRONIES"



"Chick" Bell, of the Ringling Bros.-Barnum & Bailey Circus, and W. H. McFarland, of the John Robinson Circus, on their twenty-first annual hunting and fishing tour in Florida. Probably no two sportsmen know the wild spots of Florida as "Chick" and "Pop" do. This picture shows them in the heart of the Everglades, seventy miles from Miami and sixty miles from the nearest habitation.

### REINE DAVIES

#### Is Temporarily Blind

New York, Jan. 27.—Reine Davies, former film star, was attacked by temporary blindness in the corridor of the County Courthouse Wednesday.

Miss Davies is suing the Briarcliff Lodge Association and Sime Silverman, publisher of a theatrical paper, for \$500,000 damages on account of injuries she sustained in the summer of 1910, when a bus of the Briarcliff Lodge Association collided with Mr. Silverman's automobile, in which she was riding. As a result of this collision Miss Davies maintains that she has been subject to temporary attacks of blindness since the collision.

### NO PASSPORTS NEEDED TO VISIT MEXICO

Washington, Jan. 28.—The American Charge d'Affaires at Mexico City has informed the State Department at Washington that an executive order was signed on January 18 directing the issuance of orders abolishing all passport restrictions against Americans entering Mexico on and after February 1. According to the executive order, Americans entering Mexico after that date will not be required to hold passports, permits, identity cards, or other similar documents.

### "THE NEST" POSTPONED

New York, Jan. 28.—"The Nest," a new play which William A. Brady was to present at the Forty-eighth Street Theater tonight, has had its opening postponed until next Wednesday.

### GENUINE FIND

#### Is Russian Imperial Opera Company, According to Seattle Theater Manager

Chicago, Jan. 27.—Melville B. Raymond, tour director for "The Claw," Lionel Barrymore's play, was a Billboard visitor today. "The Claw" will open at the Princess February 5.

Mr. Raymond said he had just heard from George Hood, manager of the Metropolitan Theater, Seattle, who said he had made a genuine find. It seems that the Russian Imperial Opera Company, under Mr. Hood's management, has made a tremendous sensation on the Coast. Mr. Hood said the opera company was driven out of Russia by the Bolsheviks and went to the Orient for a tour. The company arrived in Seattle unheralded and unknown. Mr. Hood took a chance and found he had the next thing to a diamond mine. The company has more than 100 members, carries its own scenic artists, ballet, orchestra and all other equipment. Mr. Hood booked the company into both Portland and San Francisco with splendid results.

### GREGORY TO PRODUCE FOR MICHIGAN COLLEGE STUDENTS

Chicago, Jan. 28.—Will H. Gregory, stage director, has gone to Lausaug, where he will produce George Ade's "A Fair Co-ed" for the students of the Michigan Agricultural College. The play will be given the last of March. Mr. Gregory will also produce "At the White Horse Tavern" for the students of Northwestern University, in Chicago, about March 31. Mr. Gregory has just recovered from a three weeks' illness.

### NEW STOCK COMPANY

#### To Take the Place of Burlesque at Orpheum, Montreal

Ottawa, Can., Jan. 28.—Herold Helvia, owner of the Orpheum Players here, and who some time ago closed his company at Montreal to turn over the Orpheum Theater there to American Wheel burlesque, advised a Billboard representative that the American Wheel closed in Montreal last Saturday and will reopen with "The Storm," with a new stock company, on January 30. Dave Herbeler and Edna Prescott will play leads.

### ROBINSON SAILS FOR BERMUDA

New York, Jan. 28.—Theatrical circles in New York are mourning over the departure of A. C. Robinson, well-known protagonist of the drama.

Mr. Robinson has abandoned the theater to become Director of Entertainment and Publicity for the Bermuda Government. He sailed on the Steamer Fort Hamilton.

Mr. Robinson's last theatrical undertaking was in association with Edwin Milton Royle in the presentation of "Leucelot and Elaine" at the Greenwich Village Theater earlier in the season.

### BUSINESS OFF IN BALTIMORE BUT IS BIG IN WASHINGTON

New York, Jan. 27.—It was stated at the American Burlesque Association offices this morning that the business at the Playhouse, Baltimore, Md., for the current week was not up to expectations, whereas at the Howard Theater, Washington, D. C., after the Monday opening, the business has been far beyond expectations.

### OTTAWA WINTER CARNIVAL OPENS

Ottawa, Can., Jan. 28.—The National Winter Carnival was officially opened today by the Governor-General. Big crowds are present for the sports. One of the features of the carnival is the ice castle, illuminated electrically, making a wonderful sight. Fireworks at night make the entire scene one of entrancing beauty.

Other features are: The one-mile toboggan slide, the ice tower, snow show parades and national sporting events. The carnival will close February 4.

# BONUS COMING TO EX-SERVICE MEN

Who Gave Their Home Address as "The Billboard, Cincinnati, Ohio"

Ex-service men who gave The Billboard, Cincinnati, as their home address, are entitled to share in the bonus or adjusted compensation which the electorate of the State of Ohio recently voted to award members of the military or naval forces of the United States who served honorably between the dates of April 6, 1917, and November 1, 1918. Accordingly, The Billboard has assigned one of its editors to lend any and all necessary assistance to such ex-service men now in other States, so they may go thru the necessary formalities and receive their bonus checks as soon as possible. By the Ohio Bonus plan each ex-service man is to receive \$10 per month, but not to exceed \$250, for the full period of active service to date of separation therefrom.

On National registration day in the summer of 1917 there were more than 100 men within the service age who registered in various parts of the United States because they were members of traveling shows and amusement attractions, and gave The Billboard, Cincinnati, O., as their home address. These men became official registrants of Local Board 3, Cincinnati, and were subject to orders of that board. About seventy per cent of these men either enlisted or were drafted into the service of Uncle Sam, and as their home address continued to be The Billboard, Cincinnati, O., they came within the same class as native and resident sons of the Buckeye State. Whether a man served one month or twenty-five months he is entitled to the Ohio bonus, provided, of course, that his home address was given as that State. In event of death the amount due the man who was killed or died goes to his legal heirs.

There are different form blanks for the two classes, and The Billboard is ready to supply copies of either, with necessary instructions, to veterans or their heirs-at-law.

It is believed that the Department of Adjusted Compensations, State House, Columbus, O., will be in position to start paying the Ohio bonus within the next couple of months. At present thousands of ex-service men are filing their claims. There is no limit to the time claims should be filed, but the earlier the better for all concerned.

Those veterans who gave The Billboard as their address and who are on the road and not in Ohio may procure blanks and information by addressing Ronna Editor, The Billboard, Cincinnati, O., and supplying an address for reply, and the required information will be sent on as quickly as possible.

## MAXIM'S BANKRUPT

New York, Jan. 28.—Schedules in bankruptcy of Maxim's Hotel and Restaurant Company, proprietor of Maxim's, once famous as a night-life resort, and which was forced into bankruptcy last June, were filed yesterday in the United States District Court. The liabilities are set at \$20,808 and the assets at \$8,704.

## "THE AFTERGLOW" BRINGS AUTHOR NEW PLAY ORDERS

Mount Vernon, N. Y., Jan. 28.—William Stevens, whose musical comedy, "The Afterglow," produced for the American Legion, scored such a decided hit, has been engaged to write a comedy for Mount Vernon Council, K. of C., which will be presented next month, and also an act for the Searsdale Players.

## CHICAGO TO MISS "SALT"

Chicago, Jan. 28.—A lot of Chicagoans were looking forward to seeing Harold Bell Wright's "The Salt of the Earth," which was billed for an early showing. But the play closed in St. Louis Friday night, January 20.

## MME. HAMER IN IBSEN

Chicago, Jan. 23.—Mme. Borgny Hamer, noted Norwegian actress, appeared in Mandel Hall, University of Chicago, Wednesday night, in Ibsen's "Ghosts." With the company are Rolf Fjell, formerly of the Central Theater, Christiana, and Joseph Stanhope, until recently one of the players in "Abraham Lincoln."

## AMUSEMENT CO. BANKRUPT

Rochester, N. Y., Jan. 28.—The Pinnacle Amusement Company, organized for the purpose of building a big motion picture theater in this city, has filed a petition in bankruptcy in the United States District Court at Buffalo, listing liabilities at \$2,286 and assets \$797.

## HE'S IN AGAIN

New York, Jan. 30.—George went to London, but George didn't stay. The Eldos barked and so he barked right back to his Broadway. Said George: "I'll show them actors they can't tell me my B.S., and you can stake your roll that what I say is always in. I said I'd quit producing, and I did. Now ain't that so? I said I'd get a new address and let the old place go. My next move? Let the A. B. A. watch out. That's all I'll say." Yes, George went to London, but George didn't stay.

(George M. Cohan has changed his mind again. After looking about for a new producing address he has reopened his old offices at 227 West Forty-fifth street, New York.)

## BANDITS ATTEMPT TO ROB SHUBERT COLLECTOR

But Quick Wit of Benjamin Mallon, Manager of Jolson Theater, Foils Robbers

New York, Jan. 27.—Three armed handits attempted to relieve Anthony Schaeffer, collector for the Shubert theatrical interests, of a bundle containing \$15,000 in front of the Al Jolson Theater at Fifty-ninth street and Seventh avenue last night. Schaeffer, however, dodged back into the lobby of the theater as soon as one of the handits jammed a revolver against his stomach, and the ringing of alarm gongs caused the handits to run. They escaped down Seventh avenue after a thrilling chase, in which Schaeffer was joined by Benjamin Mallon, manager of the theater.

Schaeffer makes nightly rounds of the Shubert theaters and collects the day's receipts and then deposits the money in one of the all-night bank branches located in Times Square. He drove up to the Jolson Theater shortly after nine in a delivery car in which he makes his rounds. He was alone in the car and had a package containing about \$20,000, which he had collected from the other Shubert houses. Altho he noticed what later developed to be the handits' car standing at the curb, he did not pay much attention to it.

Schaeffer entered the theater and saw Mallon, who handed him a bundle wrapped in newspaper which contained \$15,000. The collector had left the other money outside in the car as he had always done. Mallon went with him to the lobby when Schaeffer started to leave and opened the door for him. No sooner had the collector stepped upon the sidewalk than a revolver was pressed against his stomach and he was ordered to unhand the bundle.

Before joining the Shubert staff Mallon had been a police sergeant for a number of years. Trained to think quickly in such an emergency, he shoved the door open wider, shouted to Schaeffer to run, and at the same time made a motion as if he were going to draw a revolver. The movement disconcerted the robber, whose gun wobbled, and before he could fire Schaeffer had drawn back in the lobby. As another man leaped to assist the bandit Mallon slammed his door in their faces and leaped into the box-office.

The former policeman reached behind the grill and set off the alarm gongs. He then grabbed an automatic revolver, ran to the street and ranted the handits, jumped aboard a taxi and gave chase. Mallon could not shoot because of the crowd, and the bandits' car after swinging into Broadway was lost in the traffic.

## YOUNGSTOWN THEATERS LEASED

Youngstown, O., Jan. 27.—The Mogg Realty Company has leased to the Central Theater Company the new Capitol Theater at East Federal and North Champion streets. The Central Theater Company has also taken over the Strand, in Public Square, and will conduct both theaters with Chas. Denzinger as manager. He will have direct charge of the Capitol, which will be opened about the middle of February.

The Capitol will seat 1,500 people. The site and building cost about \$500,000.

## MRS. HAMMERSTEIN GETS STAY

New York, Jan. 28.—Mrs. Emma Swift Hammerstein, widow of Oscar Hammerstein, the impresario, obtained a stay from Supreme Court Justice Leonard A. Giegerich yesterday assuring her residence in her apartments atop the Manhattan Opera House until February 2. The order restrains the Sheriff from carrying out a virtual dispossession issued Tuesday in the Supreme Court at behest of her stepdaughters.

## TIFFIN THEATER TO BE COMPLETED SEPTEMBER 1

Chicago, Jan. 29.—The architects have announced that the new Tiffin Theater, Karlov and North avenues, will be completed September 1. The house is to cost \$700,000 and will show pictures. There will be 2,400 seats.

# NEW MEXICAN THEATER CHAIN

Syndicate Is Organized by Los Angeles Men To Operate It

Los Angeles, Jan. 26.—Financed by Los Angeles capital and headed by local men, a theatrical corporation has been organized under the laws of Mexico that will operate a chain of more than a score of theaters in the Southern republic, it was announced here yesterday.

A closed corporation with a capital stock of \$500,000, or 1,000,000 pesos, the new company will be known as the Compania Nacional Cinematografica Mexicana, S. A., with headquarters in Mexico City and a branch office in Los Angeles.

Concessions from the Mexican government, giving the corporation control of Mexican municipal theaters that have been erected in all Mexican cities of more than 50,000 population, have been acquired, according to A. Herrera, president of the corporation.

Motion pictures made in Los Angeles will be one of the main features of the syndicate's performances, it was announced.

Actual operation of the theaters will begin by June 1.

Six well-known theatrical and picture men, it was announced, comprise the company. They are: A. Herrera, president; F. W. Ferris, vice-president; Morris Kach, general manager; Fred Kach, secretary; W. R. Mitchell, treasurer, and L. I. Rivet, secretary.

In towns that have no municipal theaters the company proposes to erect model theaters at a cost of \$25,000, plans for which have been completed.

One of the chief objects of the syndicate, however, it was stated, will be the use of American films in Mexico to give the Mexican people a better understanding of their Northern neighbors. Films showing the resources of Mexico will also be made under the direction of the corporation and released in the United States.

## FRANK DIXON GRATEFUL

To Those Who Contributed to Burial Fund

Services were held Sunday afternoon, January 29, at the undertaking parlor of Paul K. Moorman, 126 Garfield Place, Cincinnati, over the body of Mrs. Edna M. Dixon (nee Page), beloved wife of Frank A. Dixon, both well known in the indoor and outdoor show world, who passed away suddenly at the Dixon home, 1911 Central avenue, Cincinnati, January 24, of pneumonia. Besides her husband she leaves two daughters, one seven years old and the other about fifteen days old. Mr. Dixon has asked The Billboard to convey a message of sincere and heartfelt thanks to the members of the profession, who responded generously with financial assistance toward the defrayal of funeral expenses, and to Mrs. Bert Blake, who has mothered the two surviving children since Mrs. Dixon's death. Interment was made in Spring Grove Cemetery, Cincinnati, Tuesday morning, January 31.

## FOX THEATERS CUT ADMISSION PRICES

Denver, Col., Jan. 28.—The William Fox Theaters, of Denver, thru Louis K. Sidney, managing director, have announced a substantial reduction in admission prices to their four houses. The admission at the Rivoli now runs from 15 to 35 cents. This is the corporation's feature house here. Prices are graduated thru the other houses to 5 and 10 cents at the Plaza. Success of the Fox theaters is largely responsible for it. Manager Sidney has brought the four houses from an obscure place in the movie world to the highest level.

## SEEKS DAUGHTERS

Chicago, Jan. 29.—Mrs. C. Brehaney, Daly City, Cal., has written the Actors' Equity Association asking that The Billboard be requested to say she wishes her daughters, Norma Wallace, an opera singer, and Grace Wallace, dancer, to notify her of their whereabouts. She wrote that the girls' brother is dead.

## NEW PLAY FOR TREVOR

New York, Jan. 30.—Norman Trevor will close "The Married Woman," playing at the Princess Theater, next Saturday night. On the following Monday he will present a new melodrama by Wilson Collison, called "Desert Sands." Besides Mr. Trevor, the cast will include Edmond Lowe, Virginia Hammond and Anzonetta Lloyd.

## BUBBLES PHILION



Miss Phillion, Pittsburg's favorite classic dancer, has been meeting with much success appearing at society and other gatherings in and around that city. She possesses a charming personality, and has been in the theatrical profession since childhood.

## CURRENT ATTRACTIONS AT CHICAGO THEATERS

Chicago, Jan. 30.—After a four weeks' cessation of Sothern-Marlowe Shakespearian revivals at the Shubert-Northern, which must have been quite satisfactory to the two distinguished artists, Robert B. Mantell opened at the Olympic last week also with Shakespearian plays. With Mr. Mantell is his wife, Genevieve Hammer. The only non-Shakespearian number was Bulwer Lytton's "Rienhellen," which was the opening play. "The Merchant of Venice," "As You Like It," "Julius Caesar," "Hamlet" and "Macbeth" were given.

In "As You Like It" Mr. Mansfield appeared in a part in which he has not heretofore been seen in Chicago, that of the melancholy Jacques. Mr. Mantell is said to be the first star of magnitude on the American stage to play Jacques in this country.

Sir Harry Lauder opened at the Shubert-Northern last week with a wide repertoire of songs, each a distinct characterization, for which the comedian makes a complete change of costume.

It is said that the "Ziegfeld Frolic," with Will Rogers, will not follow directly on the heels of the "Follies," now current at the Colonial, but will open at that playhouse March 19. The "Follies" has but four more weeks to run at the Colonial.

It is said that, notwithstanding excellent business, Bert Williams and his "Bamboo Tree" are soon to leave the Studebaker. The reason assigned is that Broadway, lean on successes, needs the play there.

George Arliss and "The Green Goddess" are to be traded at the Studebaker for the Williams show.

"The Rose Girl," which had its first presentation at the La Salle last week, comes "pepped up" from a long run at the Ambassador Theater, New York. It is much the sort of operetta that La Salle patrons once liked overmuch when Mort and Harry Singer were turning out musical productions at the La Salle that sold better anywhere within 300 miles of Chicago than New York shows.

## SPELLMAN'S SUIT COMPROMISED

Buffalo, N. Y., Jan. 27.—The suit for damages of Frank P. Spellman, veteran showman, against Jack Dempsey, heavyweight champion, and Jack Kearns, the fighter's manager, was settled here this week by compromise. Less than a year ago Spellman filed claim in the Batavia court against Dempsey and Kearns for two charges of \$100,000 each. One claim was for services that Spellman alleged he rendered in exploiting and securing a contract whereby Dempsey appeared in a serial motion picture, for which Spellman was to receive a certain percentage. The second claim was for services Spellman claims he put forth in stopping an alleged attempt to blackmail Dempsey and assistance in disproving draft dodging charges against the pugilist.

## BURLESQUE SITUATION SAME

New York, Jan. 30.—At noon today there was no change in the burlesque situation, as no action will be taken until the return of I. H. Herk, president of the American Burlesque Association, who is in Toledo, O., in attendance on his mother, who is near death.

# ACTORS' EQUITY ASSOCIATION

JOHN EMERSON, President. ETHEL BARRYMORE, Vice-President. FRANK BACON, 2nd Vice-President  
 PAUL N. TURNER, Counsel. FRANK GILLMORE, Executive Sec-Treas. GRANT STEWART, Cor. & Rec. Sec.  
 115 W. 47th St. NEW YORK. Tel. BRYANT 2141-2.  
 CHICAGO OFFICE ~ 1032-33 MASONIC TEMPLE BLDG.

### "Agreeing" With the Manager

Not an actor in ten believes in Equity Shop, according to reiterated managerial statements. The managers don't deny that the vote in favor of it was a decision under 30 to 1, but they say that all actors they meet speak against it.

If that be so it is because the actor individually does not wish to take issue with his manager on what is evidently a sore point, and therein he is often wise. He prefers to agree for the sake of harmony, but if the vote were taken over again he would register "yes" as before.

Better than anyone else we know the feeling of our members. They speak freely to us and to our representatives, whose duty it is to learn the trend of opinion. If further proof be demanded, we point to our many public meetings both in New York and elsewhere when no single protest has ever been uttered against Equity Shop.

### Equity's New Affiliation

The affiliation agreement between the English Actors' Association and ourselves embraces a definite understanding that a member of one association entering into the jurisdiction of the other automatically becomes its member and also excused from an initiation fee must from that moment start paying dues. This is only fair, since foreign members frequently put the Actors' Equity Association to considerable trouble and expense.

Recently we collected \$1,000 for an English actor on account of a broken contract. We are also pressing the claim of an entire English company, and in the case of a broken season's contract we have started suit in Boston and have advanced personally, since we could not obligate the association, money to support the actor in the interim. And we could mention other instances.

The stand at first taken by members of the English "Pins and Needles" Company, which opened at the Shubert Theater, New York, in refusing to take up their affiliation, was most ungrateful—to use no stronger word. They were apparently willing to be false to their own association and cared not a snap for the Equity. Their attitude was prompted, we believe, by the thought that it would be pleasing to the managers. A noble impulse which, if it had motivated our members, would have left us all in a pre-strike condition.

### MR. ZIEGFELD'S METHODS

To keep our members informed on certain questions we print the following:

Mr. F. Ziegfeld, Jr., New Amsterdam Theater, New York City, N. Y.  
 Dear Mr. Ziegfeld—The contents of your letter somewhat surprise me. The Actors' Equity Association has done everything in its power to help you, but apparently you are unwilling to do your part. There is no doubt that Miss Michelena has been humiliated by you or your representative and we, naturally, desire to see this remedied so that harmony can be again restored in your company.

Miss Michelena's contract is specific. She is engaged as "leading prima donna," and her name is to appear first of the women in the advertising. Her important position carries with it certain prerogatives; yet she has been made to dress two flights up, she has been relegated to an inconspicuous position in the finale, and because she fainted once in the middle of a performance half a night was deducted from her salary.

In spite of these discourtesies you ask her to help you out by consolidating another actress' part into her own. She has signified her willingness to do so within her range. We have encouraged her in this and done our best to cooperate with you. But, I regret to say, you

are giving no assistance, altho you promised that you would. You persist in instructing her to sing songs and do things for which she is unskilled. Can it be that you are endeavoring to relieve yourself of her run-of-the-play contract?

Your stage producer, Leon Errol, told Mr. Duffell that it would be quite easy to have Miss Michelena grouped with the principals in the finale and said that at the time he built the scene Miss Michelena was not a member of the company.

You will have no trouble with Miss Michelena so long as you instruct your representative to treat her with the consideration usually accorded to an artist of her position. The conventions of the theater are well known to us, but apparently either you or your representative are determined to ignore them.

Yours very truly,

FRANK GILLMORE, Executive Secy.

### As to Mr. Keyes

Please bear in mind that J. Marcus Keyes no longer represents the association in any capacity whatsoever.

### Starring Heredity

Mr. Alexander Woolcott, in The New York Times, writes as follows:

The recent article by Harry Wagstaff Gribble on the weary and discouraging path which the unknowns must trudge from managers' office to manager's office has invoked many letters of heartfelt assent. Of these we publish today a singularly expressive one from one Marjorie Clarke. The point that none of these writers has raised is that, after all, the recognition of the dramatic ability is exceedingly difficult, even for the well-intentioned, and that for the most part the stage is inevitably recruited from its own people. Most of the success achieved in acting is achieved by people born in the theater and back of many a celebrated name on the billboards are generations of ancestors who were showfolks, one and all. However, to any disconsolate neophyte who can't get a chance to speak even her first piece it is probably small comfort to assure her that once she does get in the chances are that the success she covets will be won not by herself but by her granddaughter.

### Prospect Note

A well-known star recently expressed his desire to make a hundred thousand dollars, "so that," he continued, "I could leave it all to the Actors' Equity."

## Chorus Equity Association of America

JOHN EMERSON, President.

DOROTHY BRYANT, Executive Secretary.

Seventy-three new members were elected to the Chorus Equity Association at the executive committee meeting held on Wednesday, January 25.

The "Angel Face" Company is one hundred per cent Equity in good standing.

Play fair with your association and you will find that it backs you one hundred per cent. Primarily the Chorus Equity was formed for the business protection of chorus men and women. But your officials realize that the membership of this particular branch of Equity is made up of hundreds of very young girls from all over the country who are strangers in New York—they should have some friend to whom they can bring troubles that may comfort them. For that reason they stand ready to help in any way possible whether that help is directly connected with the member's work in the profession or whether it is not. One girl, a member of Equity, found herself facing a serious charge. She had placed herself in the dilemma, which ended in her arrest, thru ignorance. Circumstantial evidence was against her. Thinking that the Equity would do nothing for her in her trouble, as it had nothing to do with her life outside the theater, she did not come to her association until it was almost too late. In spite of the evidence against her

she convinced the Equity officials that she was innocent. Largely thru the efforts of her association she was able to avoid a severe and undeserved penalty. The association is your friend—it exists only to help you. Your whole-hearted loyalty is the least you can give.

You belong to a profession that gives pleasure to millions of people—a profession that is meant only for sincere and hard working people. Respect your business and make others respect it. When the case of a chorus girl was brought to the attention of a certain probation officer in this city she shrugged her shoulders and said, "Of course, she is a chorus girl," the inference being that that established the fact that she might be guilty of anything from petty larceny to murder. The theatrical business is overcrowded—there are hundreds of people who claim to be actors who have no right to make such a claim. Despite the fact that it is an over-crowded profession recent crime statistics in the city of New York showed that fewer theatrical people had been arrested than people belonging to any other class incorporated in the report. Despite this the myth of the wicked chorus girl seems to prevail with a certain class of people. You have every right to be proud of your profession. Make others respect it.—DOROTHY BRYANT, Executive Secretary.

### Going West

The Council recently decided that the executive secretary should make a trip to Los Angeles and report on conditions there. Altho we are in daily communication with all our branches the Council naturally desires some officer to make a periodical visit so that no problem shall arise with which the Council will be unacquainted.

Consequently we left New York on Wednesday, January 18. The next day we spent in our Chicago office, and had the pleasure of seeing, among others, Frank Bacon and Grant Mitchell. The former, with the assistance of the auditor, is winding up the affairs of the Chicago Ball. Owing to the scale on which it was conducted, unusual care and great patience have to be exercised. However, the task will probably be completed within a week, and we can assure you that the final settlement will be very satisfactory. Grant Mitchell is playing there in a sketch which bears all the earmarks of a phenomenal success.

### Helen Freeman Re-Elected

We are glad to be able to announce that Miss Helen Freeman, having met all the conditions of the Council, has been re-elected to membership. In making her application Miss Freeman frankly acknowledged her error.

A goodly proportion of the suspended ones are coming back in this way. Fine! There is no resentment on our part. Bygones are bygones.

### Hardaway Company Burned Out

A small company run by Bob Hardaway and wife, which includes such well-known people as Edward Moran, after keeping their heads above water and seeing prosperity within their grasp, ran into hard luck at Apperson, Ok., when the Cozy Hotel caught fire and burned not only itself, but the theater next door. Both went up like powder. The entire baggage of the company was inside the doors ready for the expressman, so the actors were left with what they stood up in plus a few small articles in hand bags.

The people in Apperson, after the fire, were splendid. The cafes refused to accept payment

for meals and the hotels gave the actors their room rent free. The boys and men got together and offered their cars to drive them into Tulsa. Having no wardrobe they were at a standstill, as practically all their small balance in cash had been in one of the trunks to keep it, according to our informant, "from high-jackers who are not uncommon in this section of the country." Their troubles, we hope, are now over, since Equity has been able to come to their assistance, the only in a modest way.—FRANK GILLMORE, Executive Secretary.

### New Members

Forty-five new members were elected at the last Council meeting, held Thursday, January 26, as follows:

### New Candidates

Regular Members—Warren Ashe, Beulah Bondy, Bessie Bruce, Kathryn Cameron, Crete Chadwick, Jane Corcoran, Anne Dale, Edward Jephson, Marie Lumley, Harry Martin, Don Palmer, Mrs. Don Della Palmer, Edna May Spooner, Blanche Wilcox, Marion Williams and Harriette Woodruff.

Members Without Vote (Junior Members)—Alan Coe Bunce, Margaret Hawkins, J. Donald Heebner, K. Horace Mac Donald, Alta Mearkle, Virginia Sale, Wm. Sexton, Helen Stransky and Marjorie Urganah.

### Chicago Office

Regular Members—Harry Allan and A. F. Meyer.

Members Without Vote (Junior Members)—Arthur F. Breelan, G. W. Chase, Charles Deguire (Continued on page 9)

## USE SLOAN'S TO EASE LAME BACKS

YOU can't do your best when your back and every muscle aches with fatigue. Apply Sloan's Liniment freely, without rubbing, and enjoy a penetrative glow of warmth and comfort.

Good for rheumatism, neuralgia, sprains and strains, aches and pains, sciatica, sore muscles, stiff joints and the after effects of weather exposure.

For forty years pain's enemy. Ask your neighbor. Keep Sloan's handy. At all druggists—35c, 70c, \$1.40.

## Sloan's Liniment

### L. J. K. HEIL Says:

Many present stars of vaudeville were pioneer subscribers of MADISON'S BUDGET. For instance, there is a letter on file from Jack Norworth which reads: "Use my name any time you want to, and tell them I said MADISON'S BUDGET is the best ever. Fine and daisy, and worth a hundred times the price." MADISON'S BUDGET No. 18 has just come out and I know it is going to out-sell all previous issues because I believe it is the best bunch of comedy material Mr. Madison has ever written. MADISON'S BUDGET No. 18 contains a large assortment of cracker-jack monologues, parodies, sidewalk acts for two males, acts for male and female, a sketch for four people, minstrel first parts and finale, two hundred single gags, funny stage poems, and a one-act musical tsh. Price ONE DOLLAR a copy. Send orders to L. J. K. HEIL, 1052 Third Ave., New York.

## COSTUMES

The Quality Workmanship Made to Order

We are equipped to furnish costumes on short notice at a moderate price. Write for sketches. Estimates cheerfully furnished.

BECO MANUFACTURING CO. OTTO POMMER, Prop. (Late with TAMS, New York) 109 West 48th Street. NEW YORK CITY. Bryant 8883.

### Insures Your Teeth Against Pyorrhea

Send today for ten-day trial tube free

Pyorrhea, one of the worst enemies of health and beauty affects four people out of every five who pass the age of forty. Thousands younger also suffer. If your gums are tender, if they bleed when brushed, you have the first symptoms of Pyorrhea. Forhan's For the Gums, formula of R. J. Forhan, D.D.S., will, if used consistently and used in time, prevent Pyorrhea or check its progress. Send today for ten-day free sample. The Forhan Company, Room 904, 200 Sixth Avenue, New York.

FORHAN'S FOR THE GUMS

## SUPPORTERS

AND ALL OTHER SUPPLIES. Send for Free Illustrated Catalogue. WAAS & SON, 226 N. 9th St., Philadelphia, Pa.

## GLASSBERG'S SHORT VAMP SHOES

For Stage and Street at Moderate Prices

J. GLASSBERG, Catalogue 225 W. 42d St. Stage Last Pump, Flats, Ballets—Box or B. FREE New York Soft Toe. Reliable Mail Order Dept.





# VAUDEVILLE

NEWS THAT IS NEWS, HONEST AND DISINTERESTED REVIEWS

Conducted by EDWARD HAFTEL

## "OPPOSITION" FAILS TO CAUSE KEITH REPLY V. A. F. HEAD AGAINST CIRCUIT COALITION

### U. B. O. Heads Decline To Comment on Statement That New Vaudeville Circuit Is Nothing But "Business Competition"

New York, Jan. 30.—Lee Shubert's statement that his new vaudeville enterprise is not to be considered as "opposition" failed to "get a rise" out of the U. B. O. officially, but it did set the Broadway tongues to wagging, with the result that the rumor that the Shuberts might like to sell out is the talk of the street—backstairs at least.

"It is putting it mildly to say that the Shuberts are willing to sell out," said one man high in vaudeville circles to a representative of The Billboard. "They not only are willing to sell—unless they have changed their stand—but they have offered to unload the entire vaudeville circuit and their bookings."

Since the offer was made the Shuberts have increased their string of houses and have added new acts, but that fact did not alter the opinion of those in the other vaudeville backyard that they still are anxious to "get out from under."

"They may say they are not 'opposition' and that they are running their new vaudeville venture without regard to any other circuits, but we have plenty of proof that there is little except covetousness in all that prompts their enterprise," said another man long in the vaudeville business.

#### Shakedown Is Charged

"The building up of this vaudeville circuit is nothing but a 'shakedown,'" he continued, "and was a scheme to shift the burden of keeping theaters open in a dull season upon the shoulders of someone else and at a profit."

"Had we not been a long time in the business of vaudeville we might have been hoodwinked into thinking it might be a good way in which to increase our circuit, but we want nothing but we do not go and get ourselves and we refuse to be held up."

"The offer to sell out was made by one in authority to dispose of the 'opposition' circuit to one in authority to buy and not so very long ago. If there is a show-down and the offer is repeated it will be possible to get authorization to repeat the charge over a signature."

"It is a known fact that the vaudeville venture of the Shuberts has cost them and their associates thousands of dollars, and it was quite natural that they should be willing to sell out. But it is our belief that the scheme was concocted for the express purpose of unloading unprofitable houses on us in what has been an unusually unprofitable season, and we didn't like the idea."

#### Specific Charges Promised

Many other statements were made against the vaudeville invaders and those statements were emphasized by a promise to repeat them as specific charges should the matter be made an issue.

When it was contended that the Shuberts are going along, opening new houses and putting out new road shows, the man interviewed said:

"That doesn't alter our opinion of their intent. One of the houses opened is the Apollo in Atlantic City, I understand. Well, the Shuberts may have luck and be successful there, but a Keith house, with the best vaudeville that could be booked into the house, did not pan out."

In the course of conversations had with those not in sympathy with the Shubert enterprise it was brought out that in the past there was nothing but friendly feeling between the two factions as far as the Keith people were concerned. It was stated that often Keith acts were booked to favor the Shuberts and that

#### BERNHARDT ILL WITH "FLU"

New York, Jan. 29.—Sarah Bernhardt is ill in Paris with influenza. The special performance to be given by the actress as a part of the Moliere celebration has been postponed. Some fear is felt for the divine Sarah, as she is now in her 77th year.

#### PIANIST RECOVERS HEALTH

New York, Jan. 30.—Dudley Wilkinson, accompanist for Nora Bayes, has fully recovered from the attack of appendicitis, which recently caused Miss Bayes to cancel her engagement at the Forty-fourth Street Theater, and has rejoined the act.

### Believes No Good Can Come to Performer as Result of Gulliver-Gillespie Merger

New York, Jan. 28.—Albert Joyce, head of the Variety Artists' Federation of Great Britain, in the current issue of "The Performer," comes out strong against the recent amalgamation of the Charles Gulliver interests, representing the London Theaters of Variety, Ltd., and R. H. Gillespie, of the Moss Empires, Ltd. No good can come of this coalition, insofar as the British artist is concerned, who draws a comparison between what may be expected to eventuate as a result of this amalgamation, and what has already resulted in America as a consequence of similar amalgamations. Says Mr. Joyce:

"Every idea in show business eventually finds its level. Some men are gifted with capacity for thought, which, when employed in the right direction, develops ideas, but such ideas are often not put into active operation thru lack of courage. Some men combine thought with foresight; others combine action with audacity, and amongst the latter must be included those who suppose that they can corner talent or subject it to any Trust-created rule, code, act or order.

"Talent is wealth. Talent is skill. Talent is power. Without it variety would become obsolete. The greater the restrictions placed upon it the greater will be the rebound on those who impose them. In the realm of entertainment, great ventures must have great talent. Trust may attempt to enslave it, aggregations to master it, and syndicates to entangle it, but the longer they try the less they will succeed, since talent is ubiquitous and can never be the bond-servant of any combination. The manager who seeks to harness talent is but making a strap for his own back.

"So now talent is to be tackled by an amalgamation! Talent has rarely recognized its real value, hence the said amalgamation is about to teach it a lesson in economics. Nona verrons!

"The combines concerned, so we are told, have entered into a 'working agreement,' but there is to be no financial amalgamation. If there is to be no financial amalgamation, why have they troubled to enter into a working agreement? Have they done it to keep up the selling price of their goods? The public will see to that. As there is to be no financial amalgamation, the question of rent, office staff or advertising, does not arise. What is the question, then? Do they purpose putting their own price on the goods they wish to buy? If that is their intention, it is doomed to failure. Apart from the fact that talent is ubiquitous, it can never be the slave or menial of any amalgamation. Further, with the example of America before it, the real talent of Britain would be foolish in the extreme to allow any combination of managerial interests to keep it in subjection. There are many first-class legitimate theaters in this country in search of pulling programs, and British talent is able to supply them. With a British Shubert in the field, the mightiest of oppositions would fall to pieces like a house of cards. We suggest that a capital of £20,000 would be ample for the purpose. Again, the Co-optimists furnish another excellent example which variety attractions might follow with advantage, should occasion arise. Real talent is all too scarce, and even the amalgamation in question will admit the dearth of solid attractions.

"We believe, with a well-known American vaudeville magnate, that variety possesses all the necessary talents and qualifications for family shows, and, given suitable material, there are scores of music-hall artists who might enter into a 'working agreement' for the purpose of supplying attractive programs at many of the first-class theaters in the country. Variety has ever been a field for the development of great talent; many of its erstwhile attractions are now 'stars' in the theatrical world.

#### Upholds Billboard Views

"Owing to the peculiar methods of present-day syndicates, the variety artist is not so sure of recognition and reward in his own domain as was the artist of one or two decades ago. This view is confirmed by a writer in The Billboard, who suggests that the performer of fifteen or twenty years ago had a greater incentive toward evolving new ideas as well as perfecting the older ones, and he spent a large part of his time in so doing. "Trust methods have not improved British variety. How, then, can it hope to benefit as a result of the recent amalgamation?"

#### AMELIA ALLEN



Amelia Allen, danseuse, following the completion of her present Keith engagement, will appear in her own act, under the direction of Le Roy Kingdon.

many other favors were granted the producers who last fall decided to enter the field of variety.

That no such feeling of friendliness exists now was made quite evident in talks with those high in the Keith circles. "We are not out to make specific charges and we won't do so unless pressed," said one, "but when the Shuberts come out with the statement that they do not consider the new vaudeville circuit opposition the declaration is accepted with the necessary grain of salt. We think they do believe they are opposition and that they intend to be opposition until they can accomplish their end, which—I repeat—is to sell out."

The Strand Theater, Rome, N. Y., returned to its old policy of vaudeville and pictures last week. Four acts of Keith vaudeville are presented on the three-a-day, split-week policy.

#### HUSSEY REHEARSING NEW REVUE

New York, Jan. 30.—Jimmy Hussey is rehearsing a new revue which he will take out for a tour of the Shubert Time following the completion of his present contract. The present Hussey act is said to be the biggest business-getter the Shuberts have. It is felt, however, that it will not stand a second awing around the circuit.

#### CABARET DANCER ARRESTED

New York, Jan. 28.—Thelma Harvey, cabaret dancer, at the Club Dansant, in West 57th street, was locked up in the West 47th street police station last night on a charge of performing an improper dance. Arthur Sacha, manager of the place, was also arrested, charged with permitting the dance.

# SHUBERT VAUDE IN 20TH WEEK

## Business Gradually Improving and Lee Shubert Announces He and His Associates Are in Field To Stay

New York, Jan. 30.—Shubert vaudeville is here to stay, according to Lee Shubert, head of the far-reaching theatrical organization which bears his name. At the beginning of this, the twentieth week of Shubert vaudeville, the man who dared invade the one amusement field that had been considered, by certain interests, "Private Property—No Trespassing," and the one man who, because of his theater holdings, was in a position to make the Keith interests feel "opposition," announces that he and his associates in the new enterprise are well enough satisfied to continue and to expand.

From what has been learned at the Shubert offices and from the extended statement by Mr. Shubert himself it might be well to state tersely what have been declared to be important Shubert vaudeville facts, namely:

1—Business is gradually improving in nearly all of the houses on the Shubert vaudeville circuit.

2—The booking exchange, which, because of its hurried organization, was not equipped to function to the extent of fulfilling the requirements of the mushroom circuit, is steadily increasing its facilities.

3—As the touring vaudeville units find a response from the public, houses are being opened and will be opened for regularly booked Shubert vaudeville.

4—Shubert vaudeville is an established fixture in New York, Boston, Philadelphia, Washington, Pittsburgh, Baltimore, Cleveland, Detroit, Chicago, Dayton, Brooklyn, Newark and Atlantic City.

5—The list of headliners, many of whom have found popularity on the Keith and allied circuits, steadily is being increased.

6—Lee Shubert does not consider his vaudeville policy "opposition." "It's just a straight-away business matter with us," he says, "and we contemplate the situation with satisfaction."

When the Shuberts announced almost a year ago that they were contemplating the vaudeville field there were those who smiled wisely and said: "It can't be done." "The Keith interests with E. F. Albee at the head are too strong," many others said. When it was pointed out that the Shuberts, with their many theater holdings, could embark on almost any amusement sea the wisecracker remarked: "It takes more than a pilot to sail a ship. Where will the Shuberts get their attractions?"

### Shuberts Fire First Gun

When the Forty-fourth Street Theater was opened with a Shubert vaudeville bill the wisecracker was answered, but they refused to be convinced. These wisecracker were not those close to Mr. Albee however. He was too old in the vaudeville game to say "It can't be done." His policy evidently was one of sawing wood and strengthening his defenses against the invaders.

While the Shuberts have stated repeatedly that their vaudeville policy should not be considered as opposition, the Keith interests were quick to frown upon it as competition well worth paying considerable attention to. With the opening of vaudeville in the Winter Garden within a hop and a skip of the Palace somebody in the Keith offices sat up and took a whole lot of notice. The Shuberts may not have considered the Forty-fourth Street and the Winter Garden opposition, but it was plain to be seen that

perhaps more important than anything else as far as the Keith interests were concerned, they kept right on booking and fighting for headline acts that in the past had pulled many a dollar thru the Keith, Proctor, Orpheum and other box-office wickets.

Opposition? Not a bit of it. The Keith people couldn't consider the Winter Garden, which evidently was losing money, or the Forty-fourth Street, which certainly wasn't a gold mine, opposition when the Palace was selling out. But little by little the Winter Garden business was picking up and the Keith offices were running out of headline acts and were resorting to repeats. Mr. and Mrs. John Public are peculiar people. Having spent a dollar or two to see one attraction, they are likely to find other uses for the other dollars. The natural and expected slump hurt the Palace more than it did the Winter Garden. By this time the Shuberts were

## SHUBERTS ADD TWO HOUSES TO CIRCUIT

### Apollo at Atlantic City and Grand at Hartford Now Booked Regularly With Vaudeville

New York, Jan. 30.—With the opening of the Grand at Hartford, Conn., this week and the Apollo at Atlantic City last week, the Shuberts have added two more theaters to the vaudeville circuit.

Lee Shubert was among those present for the inauguration of vaudeville in the Apollo at Atlantic City and saw the opening bill, which included Frances White, Mabel Withee and Co. in "Sally, Irene and Mary;" Clarke and Arcaro, Eddie Dowling, Jolly Johnny Jones, Mossman and Vance, and A. Robins.

The Shuberts, having found profit in booking their touring vaudeville companies into their Parsons' Theater in Hartford, decided to make the two-a-day a fixture in the Connecticut capital city and made a deal for regular bookings with Charles Flaberg, manager of Spiegel's Grand Theater.

### Hetty King's Third Week

When the management of the Royal Alexander Theater in Toronto, Can., learned that Hetty King, the English male impersonator, will complete her vaudeville contract with the Shuberts very soon, they got the New York booking office on the long distance telephone and finally persuaded Arthur Klein to switch Hetty King into Toronto for this week. On December 12, last, Hetty King and the traveling Shubert vaudeville aggregation she headed went into the Royal Alexander, Toronto, for a week and because of the popular demand was held over for another week, playing the entire time to capacity business, according to reports.

The Shubert booking office was satisfied that was about the limit for a city the size of Toronto and when the long distance request came for a return engagement it was argued that even Hetty King couldn't play Toronto three weeks out of six at continued profit.

The Royal Alexander management insisted, however, and so Miss King's booking was changed. This necessitated several shifts. Adele Rowland, at the head of her Shubert vaudeville company, was in Buffalo last week and was to have played Toronto this week with Hetty King and her aggregation following into Buffalo. Because Adele Rowland could not be held over in Buffalo, in the judgment of the New York booking office, Nonette, the violinist, was ordered to Buffalo to head the King company for this week, and Miss King was directed to take Miss Rowland's company to Toronto. When this information was given out it had not been decided whether Miss Rowland would lay off or play some other house this week.

### KEITH'S MOTION IN HART FEDERAL ACTION ADJOURNED

New York, Jan. 28.—Motion by the defendants in the \$5,250,000 Federal Court damage suit brought by Max Hart against the B. F. Keith Booking Exchange, et al., wherein they ask the court to release them of the obligation of answering the interrogatories of 268 questions proposed by the plaintiff to show the inner workings of the so-called booking floor of the defendant corporation, was adjourned yesterday by Federal Court Justice Mack until Friday of next week.

### FLORENCE BURNS IN AGAIN

New York, Jan. 28.—Florence Burns, who, when cleared of the murder of Walter Brooks back in 1902, went on the vaudeville stage as a freak attraction, has sprung into the limelight again. She was arrested this week in a police raid and, after an alleged attempt to shoot one of the officers was held in \$5,000 bail on a charge of felonious assault and \$1,000 bail for violating the Sullivan act.

### ACROBAT INJURED

Wilmington, Del., Jan. 27.—William Loretto, of Loretto and Brother, acrobats, was badly injured during an afternoon performance at the Aldine Theater here. He will be able to continue his act next week.

### TO CELEBRATE ANNIVERSARY

New York, Jan. 28.—Charles and Sadie MacDonald will celebrate their thirtieth wedding anniversary on February 2 at the Hotel De France.

## What Lee Shubert Thinks of Vaudeville

Lee Shubert has the following to say thru The Billboard regarding the vaudeville situation:



LEE SHUBERT.

"The remarkable progress achieved in five months does not mean we are satisfied, for no one should be satisfied with any undertaking until it is approximately perfect.

"Shubert Vaudeville is not perfect by any means, but it is a lusty youngster that has done great things during its brief existence and is daily working toward the degree of perfection that I have set as its goal. It has many of the imperfections of youth and of newness, but it has passed the experimental stage in triumph.

"Without wishing to appear in a boastful light the organization of Shubert Vaudeville in its present state is without precedent or parallel in the history of the theater throughout the world. Great circuits, as for instance our chain of so-called legitimate theaters, have grown up as the fruit of a lifetime of effort, whereas Shubert Vaudeville was brought into existence, as it were, overnight. A few years ago such a thing would have been out of the question, but the organization and resources at our command proved equal to the task.

"Had a great manufacturing or distributing corporation announced the opening of an extensive chain of branches, employing many people at this particular time, the circumstance would have been seized upon as a propitious indication of a revival of confidence on its part that normal conditions would soon be reached. The creation of positions for so many people would have been acclaimed an act of patriotism. Yet, in the creation of Shubert Vaudeville, which was accepted almost as a matter of course, thousands of persons were given immediate and highly-paid employment, creating a wide distribution of wages beside which the payroll of a big industrial plant shrinks into insignificance.

"In establishing Shubert Vaudeville, naturally there were spots that proved experimental stations when this big project was launched. Local conditions would not support our expensive bills in one or two spots, and no effort was made to force our wares upon an unwilling public, our activities being transferred elsewhere with gratifying results. On the other hand, touring units are now visiting cities where we have not established vaudeville theaters as yet and are playing to splendid business.

"Shubert Vaudeville is getting its full share of patronage and aggressively seeking more. Its advent was and is a blessing to the theatrical executive, performer and mechanic collectively, and I believe that they are with it heart and soul. Self-interest, if no other motive, should inspire that sentiment, and I think it exists universally.

"All these things considered, I feel justified in repeating that we contemplate the situation with satisfaction."

the Keith people did. As a result Mr. and Mrs. John Public got the treat of their drab young lives. With one slash down came the Palace prices, and on one bill up went at least four headliners. For a time the Palace broke all its records for business and the report spread that the Shuberts were playing vaudeville at a loss of something like \$35,000 a week.

The wisecracker were beginning to smile again and when Old Lady Rumor ran up and down Broadway with a story that Al Jolson was to be moved into the Winter Garden with "Bombo" to help pay the taxes and the rent and a few coal bills the "gentlemen on the inside" remarked:

"I told you so. When it comes to vaudeville you can't beat Albee."

### Keeping On Keeping On

But the Shuberts kept on opening houses and organizing unified vaudeville shows and endeavoring to get the booking exchange to function. And,

accustomed to it, and besides they didn't have so far to fall.

Also, it must be remembered, the Shuberts were learning vaudeville. True, it was costing them a lot of money, but they were making progress and evidently were quite satisfied, for one by one they were adding theaters to their string and were feeling out their public with their traveling vaudeville shows headed by noted stars.

### Public Reaps Benefit

And they were reaching out everywhere for these stars and giving the Keith showmen a taste of their own medicine spiced with a strong dose of Shubert show experience. It was to be expected that the invaders would have their troubles. They did. There were law suits, there were contract controversies and probably considerable strain on the so-called "ethics of the profession," but the beautiful part

(Continued on page 103)





# HARBACH CALLS VAUDEVILLE BACKBONE OF MUSIC SHOWS

## Broadway's Popular Librettist Tells The Billboard That Players With Two-a-Day Experience Are Most Successful in Song Comedies

New York, Jan. 29.—Vaudeville is the backbone of musical comedy, according to Broadway's most popular and probably most successful librettist, and musical comedy is the backbone of the show business this season, according to reports from Broadway's most popular and apparently most successful box offices.

If there is any busier writer of music productions than Otto Harbach, his name is not on the billing on Broadway. The latest "Book and Lyrics by Otto Harbach," "The Blue Kitten," is considered good enough by its producer, Arthur Hammerstein, to play to \$3.50 top on all nights except Saturday when the tariff is boosted to \$5. And the seats are as much in demand as Haig & Haig at \$15 a bottle—and almost as difficult to get.

But let's get back to vaudeville and musical comedy.

Mr. Harbach was found in his apartment and was asked by The Billboard why, in his opinion, music shows are more popular than other forms of Broadway entertainment. He did not come right out and answer, "Vaudeville." As a matter of fact he did not come right out and answer anything for quite some moments. So, in an effort to be helpful, this question was asked:

"Is public taste changing toward shows with music?"

"No," replied the playwright. "Shows with music always have been popular and I believe they always will appeal to the majority of the playgoers."

### Influence of Vaudeville

"Isn't it likely that in view of the fact that the majority of playgoers nowadays are also picture patrons that the better film comedies with their fast moving pictures have been a considerable factor in increasing music show patrons?" Mr. Harbach was asked by way of suggestion.

"Yes, perhaps so," he conceded, "but I believe that perhaps the chief influence has been vaudeville."

"Vaudeville nowadays, as presented in the higher-class houses, is good music, good comedy, a bit of heart interest in the way of a well-produced sketch, a revue, plenty of dancing and one stage picture after another."

"Musical comedy, that is, the successful musical comedy as it must be judged at present by box office standards, is really extended and unified vaudeville with a good book from which the material for the comedians, the lovers and the others is obtained. And in the successful music show the audience is appealed to with one stage picture after another."

Mr. Harbach was asked if he considered an expensive production necessary and he said:

"No, I do not. Some of the most successful box office music shows have been those which cost comparatively only a little money. Take 'Irene,' for example, and 'Mary' and 'The O'Brien Girl,' and even the high-priced 'Blue Kitten.' Some of the most startling stage effects have been made for virtually nothing, while some of the most expensive stage pictures have looked like nothing at all. As in the drama, the films and in all such entertainment, in musical comedy, the story's the thing."

### Cost Not a Factor

"It is difficult to prophesy what will appeal to the public. I believe the people always will be drawn by good music, clean stories and honest laughs, and they always will appreciate pleasing scenic effects regardless of the cost. We are a peculiar people, spoiled

by exploitation of expense, but after all I believe the man who goes to the theater in a limousine is no different down deep than the man who goes in the subway or walks. Each reacts to the same emotions.

"As a proof of my contention that the stage picture is a powerful factor in the success of a production take the drama, 'The Green Goddess,' for example. That has had more than a year on Broadway and I believe much of its success has been due to its pleasing presentation. 'The Jest,' presented by Arthur Hopkins, was a delightful and startling series of stage pictures, and chiefly for that reason was a financial as well as an artistic success. Imagine what would have happened had the production been ordinary."

"The musical comedy which appeals equally to the eye, the ear and the heart, is almost certain to win. Why they are more successful this season than dramatic shows is something I can answer only by suggesting that it must be that greater effort is made to present youthful and pleasing stage pictures; good, clean comedy; the best in dancing and popular music, and a wholesome and human story."

But when all is said and done the wise producer of music shows is the one who remembers that his audience comes from the masses who like vaudeville presented as only the experienced entertainers in the varieties know how. A glance over the list of players featured in successful musical comedies will convince those interested that the most popular are those who got their early training in vaudeville."

## UNLIKELY Is Hetty King World Tour

New York, Jan. 28.—There is little likelihood of Hetty King making a world tour as reported in The Billboard's Australian dispatch for last week. It was stated here today at the office of her American agents, Miss King came to this country, it was said, to avoid playing two English tours. In her absence, it has been decided that Miss King must make good her British contracts, which will carry her well into 1924. Consequently this will put a crimp into any plans Miss King may have for a world tour for at least the next two years.

## JACK JOHNSON HEADS REVUE

New York, Jan. 30.—Jack Johnson, the Negro pugilist, is starring a vaudeville company organized by the Walter Plimmer office. The show worked a tryout in Newark last week, and embarked on a tour today, opening at the Academy Theater, Newburgh, N. Y., for three nights, with a similar stay at the Orpheum, Kingston.

The show has been routed thru Pennsylvania on a succession of one-night stands. In each city Johnson will take on local fighters for exhibition bouts. He is doing a strong men act, using a team of horses both as a ballyhoo and in his act on the stage.

Boots Hope, billed as "The Champion Liar of Vaudeville," a monologist, is the only other colored act in the aggregation.

Those that opened with the show in Newark were The Marrow Duo, an aerial act; Claude Leightner, Al White and Company, The Seven Harmony Kings and Hines and Hardy.

## EDMONTON WITHOUT VAUDE.

Edmonton, Alta., Jan. 28.—Owing to a rearrangement of the Orpheum Circuit, Edmonton has been eliminated and at present will have to do without vaudeville. The last bill played here January 23-25. Calgary is not affected.

## NEALL TRIO WITH KEITH'S

New York, Jan. 28.—The Jack Neall Trio, formerly with George White's "Scandals," has been signed for a tour of the Keith Circuit. The dance routine has been conceived by Walter Baker.

## VAUDE. HEADLINERS TO APPEAR IN BENEFIT

New Orleans, Jan. 28.—When Gypsy Smith leaves his mammoth tabernacle next week electricians and carpenters will be put to work to transform the vast structure into a temporary theater. On Sunday afternoon, February 12, Francis X. Bushman and Beverly Bayne, headliners at the Orpheum that week, assisted by all theatrical talent in New Orleans on that date, will stage a mammoth entertainment for the benefit of Hope Haven Farm, a local charitable institution. Ben Piazza, resident manager of the Orpheum Theater, has the affair in charge.

## The Fabrics Studios FABRICS SCENERY PAINTED

# Quality Will Tell

We are shipping a new setting this week to

### Adele Rowland Heading Shubert Vaudeville

EXECUTIVE OFFICES AND DISPLAY ROOMS 177 NO. STATE ST. (OPPOSITE STATE-LAKE THEATRE) STUDIOS AND SHOPS IN OUR OWN BUILDING 50. KEDZIE AVE. AT W. VAN BUREN ST. CHICAGO

# STAGE DANCING WALTER BAKER

Taught by New York's Leading Dancing Master

## Formerly Dancing Master for NED WAYBURN, FLO ZIEGFELD, JR. CHAS. DILLINGHAM, LEE and J. J. SHUBERT JOHN CORT and the CAPITOL THEATRE LARGEST THEATRE IN THE WORLD

Mr. Baker's vast knowledge of stage dancing, which he has acquired by his many years as an artist and producer on the professional stage, makes his ability as a creator of new dances unlimited.

Go to any vaudeville show or Broadway production and you will see several acts on the bill doing dances arranged by Walter Baker.

Mr. Baker's system is so simple that it enables you to give an exhibition after you have taken a few lessons, without previous experience.

It's the life and snap that Mr. Baker puts into the dancing he teaches that has made him so successful, and today holds the title of New York's leading dancing master.

### A FEW CELEBRITIES WHO HAVE STUDIED UNDER MR. BAKER:

- MARILYNN MILLER FAIRBANKS TWINS HYSON & DICKSON TRADO TWINS GRACE MOORE THE MEYAKOS MAST KIDDIES

- FLORENCE WALTON PEARL REGAY MURIEL STRYKER DONALD KERRY RITA OWIN GUS SHY And Others

The high rating of the above celebrities is enough to convince any one as to Mr. Baker's ability, and the satisfaction of his graduates is the secret of his success.

Those desiring a good, reliable, legitimate school call, phone or write WALTER BAKER, 939 Eighth Ave., New York City, Nr. 55 St., one short block west of B'way. Phone, Circle 2290-4199

# ROLL TICKETS

Printed to your order—all one wording—100,000 for

## J. T. SHOENER SHAMOKIN, PA. \$15.50 UNION LABEL

CASH WITH ORDER—NO. C. O. D. 10,000 for \$4.50, 20,000 for \$7.50, 50,000 for \$10.00.

## AT LIBERTY AFTER FEB. 4—MAJESTIC VAUDEVILLE AND PICTURE ORCHESTRA, ELMIRA, N. Y.

Six men, including Violin Leader, Piano, Clarinet, Drums, Trombone and Cornet. Have been in the same house 12 years. Manager installing organ. References: Ask any United Keith Act. Violin, Piano and Drums will accept jointly, if necessary. Write or wire MR. JOSEF SAMUELS, Leader, care Majestic Theatre, Elmira, N. Y.

## FREE Catalog of Professional and Amateur Plays, Sketches, Monologs, Minstrel Jokes, Recitations, Make-Up Goods, etc. FITZGERALD PUBLISHING CORP., Dept. "B," 10 Vesey Street, NEW YORK.

## WIGS MAKE-UP

THE KETTLER CO., 32 W. Washington St., Chicago.

## AT LIBERTY FIRST-CLASS VIOLINIST

A. F. of M. Eight years' experience. First Violin or Side Man. Have been permanent with best orchestras in city. Vaudeville and pictures preferred. Excellent references. W. D. WALKERMAN, 16 E. Chippewa St., Apt. 8, Buffalo, New York.

## SHOES

AND ALL OTHER SUPPLIES. Send for Free Illustrated Catalogue. WAAS & SON, 226 N. 8th St., Philadelphia, Pa.

## MUSIC MADE EASY

Best book ever published. Shows how the notes can be learned in 5 minutes. How to play beautiful chords. Tells just what you want to know. Sent upon receipt of 50c. MACDONALD, 2623 W. Madison St., Chicago, Illinois.

## AT LIBERTY—A-1 TRUMPET

Experienced Pictures and Vaudeville. A. F. of M. Play in tune. At Liberty on account house closing Feb. 4. Would like to hear from something permanent. Must be A. F. of M. Address HAYDEN ADAIR, Orpheum Theatre or 705 Stewart, Jackson, Mich., until Feb. 5, then address 1530 West Harrison, Chicago, Illinois.

SINGER'S STORY CONFIRMS BILLBOARD PANAMA CHARGE

One of Girls Who Refused To Fulfill Her Contract To "Entertain" in South American Cabaret Tells Why

New York, Jan. 30.—Having obtained further information which proves that The Billboard was justified in warning girls...

While the defenders of Panama cabarets may be correct in their contention that Panama cabarets are no worse than cabarets in New York and other cities in the States...

The girl who is contemplating the acceptance of a contract to go to Panama or any Latin-American country to work as a cafe entertainer might do well to read this story...

Another Girl's Story

"I was engaged during the dull season last fall to join a party being formed to go to Panama to entertain in a cabaret known as the Lobby and managed by a Mr. Brough...

"I had just closed with a vaudeville act and rather than spend the time and money required in the preparation and the rehearsal of another act, I allowed myself to be persuaded that the Panama proposition was a good one...

Warns of Cabarets

"When we landed Dr. Torey questioned us as to our experience and when we told him we better had worked in a cafe he warned us that Panama cabarets were not fit places for American girls...

father of two girls and that he would watch over and protect us from any insults or unpleasant experiences. We were not reassured, however, and decided that we would not stay in the place.

"The contracts we had signed called for rooms assigned to us—over the cabaret and next to a Chinese restaurant—were not at all the sort to which we had been accustomed. We told Dr. Torey that we did not want to stay in a place where we were required to sit out with the patrons and be interceded for us...

Government Takes a Hand

"It was quite natural that the cafe proprietor, having paid our passage from the States objected to letting us get away easily, but when he refused to give up our luggage Dr. Torey told him that unless he let us get away with our belongings he, the doctor, would refuse to let other girls land there to work the place.

"We worked at the Lobby only three days and then five of us sailed for New York. The Belgian violinist, having made a favorable impression on the governor, accepted his invitation to make a concert tour of the Isthmus, which he arranged, and was to return to New York as soon as that was completed. The same offer was made to me but I declined, as I was too homesick to remain there. I had enough.

"I can't say of my own knowledge that the things that are charged and have been charged are true, but I will say this, and emphatically—Latin-American cabarets are not proper places for American girls. If you could see the girls who have been there for any length of time you would know that what I say is true. Whether it is the fault of the place or the girl doesn't enter into the argument. Five of our party refused to stay and I certainly would warn any girl against accepting one of these contracts unless she knows exactly what is expected of her."

The girl who told this story to The Billboard has an excellent reputation and stands ready to tell any girl who is not convinced what she knows about conditions. For her own sake The Billboard withholds her name.

KITTY GORDON INSISTS SHE WILL WED NEW YORKER

Des Moines, Jan. 28.—At the local Orpheum Theater this week, Kitty Gordon reiterated her announcement that she would wed Ralph Ranlet, wealthy New York broker, as soon as she obtained a divorce from her present husband, Captain Henry Beresford, of the English army.

Unruffled by Ranlet's denial in New York that he would wed the actress, Miss Gordon explained that "He just thinks the time hasn't come to announce it. I suppose Ralph thought I should have waited until I got my divorce decree."

In confirmation of this, she exhibited a telegram from Ranlet, which read: "I affirmed or denied nothing until I could hear from you.—R." Miss Gordon also admitted that she had talked by phone with Ranlet in New York at the rate of \$1 a minute for thirty-eight minutes.

COMPOSER IN DIFFICULTIES

New York, Jan. 28.—According to a cable dispatch from London to The New York Times, the affairs of Nathaniel Davis Ayer, well known as a composer of ragtime and other music, are up for discussion in the Bankruptcy Court.

Ayer's difficulties were attributed to depression in the theatrical world. An accountant, who has assisted the debtor in the preparation of his income tax returns, said that the inland revenue authorities were now claiming between 5,000 and 6,000 pounds for arrears of income and supertaxes over a number of years.

"It makes one's mouth water to think of the income he must have spent," remarked the official receiver.

TRAINED CANINES DIE

Newburgh, N. Y., Jan. 28.—Two dogs, belonging to George Hill's troupe of trained canines, died here this week after they had eaten rat poison at a local theater. The dogs were allowed to run loose on the stage and ate some meat, which had been sprinkled with poison for rats. Rex, one of the quadruped "performers," was saved by prompt attention from a doctor. The dog was paralyzed when found, but recovered its strength under treatment. The two dogs that succumbed were highly valued by their owner.

DIVIDEND PASSED

Toronto, Can., Jan. 25.—Dividends on the preferred stock of Loew's London Theaters, Ltd., and Loew's Hamilton Theaters, Ltd., have been passed, it is announced, for the current quarter for the purpose of conserving assets. The directors of the theaters are hopeful that the suspension of the dividend will be of a temporary character.

JUST OUT McNALLY'S BULLETIN No. 7

PRICE, ONE DOLLAR PER COPY

Gigantic collection of 140 pages of new, bright and original Comedy Material for vaudeville stage use, embracing everything that can be of use to the performer...

20 SCREAMING MONOLOGUES

Each one a positive hit. All kinds, including Hebrew, Irish, Nut, Wop, Kid, Temperance, Black and Whiteface, Female, Tramp and Stump Speech.

12 ROARING ACTS FOR TWO MALES

Each act an applause winner.

11 Original Acts for Male and Female

They'll make good on any bill.

57 SURE-FIRE PARODIES

on all of Broadway's latest song hits. Each one is full of pep.

GREAT VENTRILOQUIST ACT

entitled "A Chip of Wit." It's a riot.

ROOF-LIFTING ACT FOR TWO FEMALES

This act is a 24-karat sure-fire bit.

A RATTLING QUARTETTE ACT

for two males and two females. This act is alive with humor of the rib-ticking kind.

4 CHARACTER COMEDY SKETCH

entitled "Maggie O'Malley." It's a scream from start to finish.

9 CHARACTER TABLOID COMEDY

It's bright, breezy and bubbles over with wit.

12 MINSTREL FIRST-PARTS

with side-splitting jokes and hot-hot cross-fire gag.

GRAND MINSTREL FINALE

entitled "The Art of Fabrication." It will keep the audience yelling.

HUNDREDS

of cracker-jack Cross-Fire Jokes and Gags, which can be used for sidewalk conversation for two males and male and female.

BESIDES

other comedy material which is useful to the vaudeville performer.

Remember the price of McNALLY'S BULLETIN NO. 7 is only One Dollar per copy; or will send you Bulletins Nos. 6 and 7 for \$1.50, with money back guarantee.

WM. McNALLY

81 East 125th Street, New York

SCENERY ACME SCENIC ARTIST STUDIOS CHICAGO Suite 308 36 W. Randolph

ATTENTION, SHOW PEOPLE! VAUDEVILLE ACTS THEATER MANAGERS IN OUR TERRITORY MR. FAIR SECRETARY

THREE SONG HITS "SWEET MELODY" "EVER SINCE YOU TOLD ME THAT YOU CARED" "THE SONG THAT THE BREEZE SINGS TO ME"

For Sagging Muscles -the cause of double chin and flabby cheeks-wear a Davis Chin Supporter at night. Stops mouth breathing.

THEATRICAL SHOES Specialists in Ballet and Toe Dancing Slippers. Send for Price List. CHICAGO THEATRICAL SHOE CO. CHICAGO.

VENTRILOQUISM Greatest of Laugh Producers and Money Makers. How to Imitate man's voice in trunk, outside window, under floors, etc., with the use of dummies.

ABSOLUTELY For The Stage For The Boudoir STEIN'S MAKE-UP Booklet Upon Request STEIN COSMETIC CO. 430 BROOME ST. NEW YORK GUARANTEED





**TAYLOR**  
**BACK TO PRE-WAR PRICES**  
**TRUNKS**  
 See the \$50. Full Size Fibers, Washable Trunk  
 at New Taylor's  
**C. A. TAYLOR TRUNK WORKS**  
 210 W. 44th St. | 28 E. Randolph St.  
 NEW YORK | CHICAGO

**SCENERY AND DRAPERIES**  
**SERVICE STUDIOS**  
 CHICAGO  
 Our New Modern Studios Now Located at  
**2919-23 W. Van Buren Street**  
 CHICAGO, ILL.  
 PHONE, VAN BUREN 2798.

**FRANK C. QUEEN'S**  
 ENCYCLOPEDIA OF COMEDY  
**SURE FIRE**  
 A high-powered comedy book hitting on every cylinder. Contains an abundance of Monologues, Vaudeville Acts, Parodies, Toasts, Trio, Comedy Poems, Musical and Burlesque "Bits," Comedy Songs, Wit, Humor, Musical Comedy, Tabloid, etc.  
**\$1.00—Money Order—\$1.00**  
**FRANK C. QUEEN,**  
 1601 Cone St., TOLEDO, OHIO.

**WHISTLING**  
 Bird Calls, Trills, Warbling Double, Teeth and Finger Whistling taught complete for stage or public work. Personal or mail instruction. Complete course by mail, \$2.00.  
**LESLIE C. GROFF,**  
 2828 Madison Street,  
 Dept. B. Chicago, Ill.

**ACTS WRITTEN**  
**CARL NIESSE, Author.**  
 Ask Pemberton and Farrell, Emile Young, George Yeoman Ward and Dooley, Al Johnson, Brown and Wheeler, Tuk-Reed, etc.  
 2618 East 10th, Indianapolis, Ind.

**STAGE SHOES**  
 Made to order and in stock. All styles colors and sizes.  
 Send for Catalog #  
**AISTONS**  
 Since 1875  
 14 W. WASHINGTON ST., CHICAGO.

**PLAYS** Vaudeville Acts, Wigs and Costumes. Lowest prices. Catalog free. 150 different Parodies, 25c. My Make-Up Book, 15c. 10 different Vaudeville Acts and Monologues, \$1.00. A. E. REIM, Sta. B, Milwaukee, Wis.

**ACTS** SKETCHES, MONOLOGUES  
 Written to order. Terms reasonable. (Established)  
**EDDIE HAYDEN O'CONNOR,** 1834 Broadway, New York.

**VAUDEVILLE NOTES**

Walter Baker is staging the dances for the new revue which is to be presented at the Strand Roof, New York.

The Funny Men from Caseyland will present a ten-act bill February 16 at the Knights of Columbus Hall, New Orleans.

Henrietta Byron, wife of Barney Fagan, is reported as in a serious condition following a recent operation for cancer.

Al West, of the team of West and Morris, who has been ill for some time, is in Chicago. Mrs. West is said to be ill in Cleveland.

A. Stanley is doing well with his single singing and dancing act. Last season he appeared in an act known as Anita and Stanley.

Frank Lane, the talkative trickster, has framed a new act with Jack Kenney, pianist and violinist. They have been handed a ten weeks' contract for the Loew Circuit.

The Dolly Sisters will return to this country shortly to open at the Palace Theater, New York, for a ten weeks' tour of the Keith Circuit at a reported weekly salary of \$2,500.

Will Ward received a royal welcome when he appeared in a Hartford, Conn., theater in a new single. Hartford is his home town. In the past it was "Will Ward and Girls."

Manager Vanni, of Poll's Palace Theater, Hartford, Conn., put on a big festival bill the last half of the week of January 15, with fourteen acts. Loney Hascall "did the honors."

Word has been received from Fred J. Twyman, who for the past year has been managing the Arcade Theater, Spearman, Tex., that he and his wife (Hazel Bee Hurd) will be on the road again soon.

Eleanor Brent, who has been a favorite with the Orpheum Stock Company, of Germantown, Pa., has accepted for early production a new sketch by James Madison. She was in New York a few days ago selecting her cast.

Gene Delmont, lightweight pugilist, with the Jimmy Hussey Century Revue playing Shubert vaudeville, left the act the night of January 21 and journeyed to Tulsa, Ok., to fight Jack Lawler. He was with Hussey's act sixteen weeks.

The condition of Marcella Hamilton, vaudeville actress, who broke her ankle while playing the Gayety Theater, Utica, N. Y., is reported as much improved and she is expected to be on her feet within three or four weeks.

Mr. and Mrs. Larry Sylvester and their four talented children, Larry, Jr.; Gracie, Ellen and Kathleen, closed a successful tour of the Poll

Circuit at Poll's Capitol Theater, Hartford, Conn., recently. They offered a dainty singing and dancing act.

The Four Ortons, after nine weeks' vaudeville in the East, jumped to Kansas City, Mo., where they opened on the Orpheum Time January 29. They are routed over the Orpheum until July 2, and, following a vacation, will reopen on the Keith Time next fall.

Ted and Mina Tennenbaum are planning to invade the East with their new novelty ventriloquial act, with special drop in one, entitled "Fun in a Playground." They state that they are using some special props and the finest "dummy" assistants ever seen.

Upon his arrival in Cincinnati, to play a week's engagement at Keith's Theater, Babe Ruth was given a reception that rivaled in some respects those tendered the great generals of the late war. The "Bambino" was given the key and freedom of the city "n'everything."

Last week was the fifth consecutive week of Shubert vaudeville at the Royal Alexandra Theater, Toronto, Ont., Can., and judging from the large audiences that have attended performances at the ex-legitimate house, the Shubert brand of variety has more than made good there.

Roy McFall, general agent for Wolford's Dog and Monkey Circus, has placed that attraction in theaters in the following cities in the vicinity of Los Angeles: Pomona, San Bernardino, Anaheim, Pasadena, Whittier, Huntington Park, with several other good dates to follow.

James Earl and Petrona Lazzo, "The Two Dixie Hottentots," are playing the northern part of Michigan. They extend deepest sympathy to Mrs. Dora Wheaton, of New York, and Mrs. Maria Williams, of Chattanooga, Tenn., each of whom is mourning the loss of a loved one.

"Jolly" Bert Stevens and Pres Carroll, in their new double singing and talking act, report their recent engagement at the Broadway Auditorium, Buffalo, N. Y., for the American Legion's indoor circus a success. Stevens writes that they will jump to Cincinnati to open a tab. show to play small towns. The name of their act is "The Laugh Trust."

James H. Rice, for the past two years with the Metro Pictures Corporation in Los Angeles, is now manager of Loew's State Theater, Salt Lake City. Mr. Rice's theatrical experience covers a period of more than twenty years, twelve years with the Pantages Circuit, as manager and actor; considerable time with the Poll Circuit as manager and several years as actor and manager with and for various companies.



**"THE BUDDHA GIRL"**  
 PLAYING VAUDEVILLE

**WANTED—Band Leader for Two-Car Show**  
 To open APRIL 1, in EL RENO, OKLA. Must have small show experience. Also want Musicians on all instruments, a few useful all-round Performers. Address  
**E. H. JONES, Hot Springs, Arkansas.**

**ROSE THEATRICAL COSTUME CO.**  
 COSTUMES MADE TO ORDER FROM \$3 UP.  
 Big Stock of Wardrobe for sale and to rent ALWAYS ON HAND.  
 300 WEST WASHINGTON STREET, CHICAGO.

**JACK BLUE**  
 The Only Legitimate Dancing Master FOR  
**GEO. M. COHAN**  
 NOW TEACHING IN NEW YORK. ALL OTHERS CLAIMING SAME ARE MISREPRESENTING THEMSELVES.  
 I invite investigation either by City or Federal Government—and make no false claims or promises.  
**TWO SHOWS NOW IN PREPARATION.**  
 "THE FOOLISH FOLLIES" and "THE DANCING BLUES."  
 All competent pupils will be placed in my own productions.  
**STAGE DANCING TAUGHT BY MAIL AS TAUGHT BY JACK BLUE**  
 To the AMERICAN NATIONAL and the AMERICAN SOCIETY OF DANCING MASTERS  
 at their Normal Schools and Conventions, Hotel Astor and Hotel Majestic, N. Y. Season of 1921.  
**SEND FOR PROSPECTUS or CALL and TALK IT OVER**  
**STUDIOS**  
 233 W. 51st St., N. Y. C.  
 Near Broadway. Circle 6136

**BETTER PRINTING CHEAPER**  
 Special Prices on Four Page Heralds  
 5,000, Size 9x12, Each Page 6x9, \$13.50.  
 10,000, \$24.00. 25,000, \$50.00.  
 White or Assorted Colors.  
**ANOTHER BIG SPECIAL**  
 1,000 14x22 Cards, One Color, \$21.00  
 1,000 16x14 Cards, One Color, 15.00  
 We print everything to your individual order. No stock paper. All type work. Union label. Reduced Prices on All Work.  
**CHRONICLE PRINTING CO.**  
 (Established 1875)  
 LOGANSPORT, INDIANA.

**CLOG DANCING**  
 without a teacher. You can easily learn from "The Clog Dance Book," by Helen Frost, of Columbia Univ. Music with each of the 26 dances. Illustrations showing the steps. Cloth bound. Price, \$2.50, delivered. Catalog free.  
**A. S. BARNES & CO.**  
 118 E. 25th St., NEW YORK

**B. B. & B.**  
 Professional Trunks.  
 Prices Reduced AGAIN DEC. 1.  
**B. B. & B. Trunk Co.**  
 PITTSBURG, PA.  
 3 Stores and Factory. Send for Catalog.

**BALLET and TOE SLIPPERS STAGE SHOES**  
 made to order and in stock. Mail orders receive prompt attention.  
**"BARNEYS"**  
 654 8th Ave., N. Y. City

**GET ON THE STAGE**  
 I Tell You How! Stage Work and Entertainments successfully taught by mail. Your own opportunity. Travel, see the world as vaudeville actor or actress. My great Professional Course—only one of its kind—COVERS ALL BRANCHES. Develops Personality, Confidence, Skill and tells you just how to get on the Stage. Send for postage free illustrated booklet, "All About Vaudeville." State age and occupation. Write for this free Stage Book today!  
**FREDERIC LA BELLE Box 557-K LOS ANGELES, CALIF.**

**Break Your Jump**  
 Acts going North, South, East or West. Two weeks in Cincinnati. Write, wire or phone. **PEOPLE'S THEATRE,** Cincinnati, O. Geo. Talbot, Mgr.

**AT ONCE**  
**AMATEUR AND STAGE BEGINNERS**  
 Get to teach with me immediately. Send for particulars.  
**HARVEY THOMAS STAGE SCHOOL,**  
 624 1/2 St., 20 East Van Buren Street, Chicago, Ill.

# OFF THE RECORD

By PATTERSON JAMES

(Copyright, 1922)

ONE of the significant after-phases of the World War in Germany has been the enormous increase in the manufacture and sale of pornographic pictures and books, for home and foreign consumption, and the presentation of degraded exhibitions on the stage and in the all-night cabarets. For over two years a woman named Celly, who is the wife of a former lieutenant, has been giving unmolested a series of "artistic" ballets in which the chief article of covering worn by the dancers was their sense of rhythm. About half a million people saw her in that time. She was an "artistic" sensation, beloved and patronized by those whose ideas of beauty are not trammelled by conventions of morals. One of the delectable creations of the lady finally brought the grab of the law on her neck and she was dragged into court. It was a "symbolic" dance in which Celly, dressed in the garb of a nun, did a hysterical dance before a crucifix, and as her fervor increased she tore off piece by piece her clothing until she ended the number in a frenzy of total nakedness. Dullied as public taste had become this was considered a bit too "artistic" even for Berlin, and a roar of outraged decency came from Christians generally against the sacrilegious exhibition. A fortnight or so ago the court which heard the case held the lady guilty of violating "the sense of decency of every normal person" and fined her 37,000 marks, which at the present rate of exchange is about one dollar and thirteen cents. The press dispatch which brings the story says that if the verdict is not upset by the higher court it will have "a far-reaching effect on the clothing of cabaret dancers."

The old-fashioned judges who rendered the decision held that the public exhibition of nudity "was not necessarily immoral in the legal sense provided that it was of such a highly artistic nature that the artistic overshadowed the sexual, but that the specific case of the Celly ballet constituted "completely unmotivated nakedness," since it possessed no high artistic merit and was performed before champagne-drinking cabaret audiences, "seeking and gaining its effect purely thru scanty clothing."



I have been requested so many times to print a picture of myself that I am now doing it. The above likeness is that of Patterson James at the tender age of fifteen.

MY, my, my! What an awful, awful state of affairs!

No wonder war and starvation and sudden death lit on such a people.

Thank heaven nothing like that in America! We are a moral people! We would not tolerate such a thing.

Don't make me laugh, please! The New York Times (which is just about as sensational as an invitation to a dinner of the Academy of Arts and Sciences) filled two of its columns in a recent Sunday edition with a disclosure of "night life" between the hours of 12 midnight and 6 a.m. in chaste Manhattan. I quote a few excerpts which show what the observers discovered. Mind you it is Grandmother "Times" who is speaking, not I.

In the exhibition dancing at these resorts the taking off of garments and the wriggling details of the dance outdo anything of the sort seen in New York, according to the observers, all of whom are oldtimers—familiar with Broadway's theatrical and restaurant life for years.

Rumor has it that there are places where even less clothing is worn by the dancers than in the resorts visited by the writer on this account. But this report will confine itself to first-hand observations made from a table immediately facing the dancing floor. The costume of the dancer consisted of a brassiere or a garland held together on one layer of chiffon, a loin cloth from which hung a silken fringe, and a rosy stain on the soles and toes of the feet.

Generally speaking, it is no crowd of chorus girls or Broadway revelers. Two women are recognized as members of the so-called exclusive society set. There are young girls in parties of six and eight, who bear all the marks of the unchaperoned society flapper. Most of them are young and good looking. At 3 o'clock green light begins to play over the room. It is the signal that the exhibition dancers are ready . . . four hula-hula girls. They wear, each, the "costume" most people would call no clothing worth the name. They are very young. The dance which they perform consists of writhings. Finally the exhibition ends. The floor is soon filled with the closely dancing couples. The onlooker can now observe that the wriggly exhibition dancing has exerted an influence upon the place's clientele. There is an increase in the number of couples whose bodies quiver rhythmically to the music. Many of them seem to be imitative.

The costumes are more extreme than anything shown in the midnight roof performances, altho a private performance of "Follies" used to be given to a privately invited audience, where the costumes equaled the present display. But this was not a licensed performance to which tickets could be purchased.

This resort stays open until 6 a.m., and is more or less crowded until that hour. It is noticeable that the later arrivals are even more fashionable in their appearance. One is told that they are arriving after the close of some formal society function.

IS it possible that such things can go on? And in New York, too! Yes, but everyone cannot go to these places. The "Times" investigators found that table reservations had to be made (by the visiting firemen), that there was a covert charge of one or two dollars for each person, and that you had to be out looking for sensation in order to run into the conditions uncovered. It is not a matter of walking up to a ticket window and buying a seat for an ordinary show. You have to know where to go and how to get in when you get there, which facts mitigate the evil somewhat.

But suppose I were to tell you that something, which I call much worse,

goes on in a place for which there is no restriction in the matter of buying tickets unless it is the size of your pocketbook and about which to my knowledge there has not been a single word in the newspapers, altho they all carry advertisements for the show? There is no such place! Is that so? Listen!!!

ON Friday night, January 13, 1922, I went to the "Midnight Frolic," which the program says is presented by F. Ziegfeld, Jr., atop the New Amsterdam Theater. Because I dread to go to anything labeled entertainment after midnight, unless I have my "gang," I took with me one of the best-known sporting editors in New York. He and I had been cub reporters together, so there are no illusions between us. He is that rare and beautiful gift of God to man, a friend about whose sensibilities you need not worry. Being a "leg-man" on a morning newspaper does leave a speck or two of sophistication of one's baptismal innocence. As we started for the theater (we had earlier been to the Provincetown Playhouse because I had determined to finish my friend's education that night no matter how brutal the course) we encountered another newspaper man, that is if a finance editor can be called a newspaperman.

"Where are you guys beatin' it to now?" questioned the high finance expert, with that delicacy of expression which always characterizes conversation in the loftiest circles of the money world.

"To the 'Midnight Frolic' with my little friend," explained my guest. The wizard on affairs on 'Change gave me a hard look, and my companion a pitying one.

"You're crazy," he exclaimed. "Good-by," and wrung us heartily by the hand.

So we mounted to the "Frolic" and watched the dancers. The waiter gave us a harder look than the financial reporter when we waved aside the menu card. The face of the card contains an illustration which I can not describe here, because I do not want to shock the composing room lams into a walkout. However, I may say that it is one of those " quaint " conceits which are fatuously purchased by Americans visiting Paris for the first time for their "Frenchness." As a matter of fact it is hardly an ideal card to hand a modest young lady and ask her to help herself. The attendance was about the usual grade of intelligence which thinks midnight shows the last word in "sportiness." At no time was there a surplusage of intelligence visible to the naked eye. I saw no one who looked like a gentleman. But there was "politeness" on every side.

One dancing swain, who looked as if he might have been the Supreme Slugger of the Royal Association of Garage Highbinders (it was auto show week) was so very gallant that he had his fist wrapped in a napkin, just as a waiter winds the neck of a champagne bottle, where it came in gentlemanly contact with the bare back of his dancing partner. After a stage hand had struck twelve blows like a call to church on a bell pipe the performance began, if the dreary routine of ineptitudes could be called a performance. Mr. Leon Errol, assisted by many young girls, appeared and fell all over the floor in a bright, new and merry idea called "The Dancing Lesson." Years and years passed. Then came intermission and more dancing by the

gentleman with the napkin fist and other frolickers. It was too sad! By this time my guest was showing immediate signs of falling into a deep and peaceful sleep. Then to open the remaining half of the show Mr. F. Ziegfeld, Jr., presented "A Festival in Judea," a tableau of living figures arranged by Ben Ali Haggin.

IN the first scene of the tableau there were two girls standing, profile on, to the audience. Each girl had one breast completely bare. The curtains parted again. This time the center figure of the group was a girl absolutely naked from the waist up and wearing a breechclout of crystal beads. I could not believe my eyes. I had never before seen anything quite so raw, as the weirdest expose I had hitherto encountered involved breast-plates. The girl's trunk in "A Festival in Judea" was as bare as the bald heads around the ringside. My guest, who, having reported baseball games and spring training trips, is fairly blase, looked at me. "That is the limit for me," he confessed. "How do they get away with it? Where are the cops?"

THE next day I could not make myself believe that what I had seen was actually there. After all New York is not yet Berlin, nor Vienna, nor Paris, and we do not really go in for that sort of stuff. I might have been mistaken. Besides the police would not permit such a thing to go on. And yet unless I was quite deluded I had seen something. So to make sure I asked another member of The Billboard staff to see the show and verify or destroy my impression of the "Frolic." He went a week later and took his wife for a witness. Also being a bug on optics he took along a very fine pair of binoculars. He reported to me in greater detail but substantiated exactly what I have here written.

NOW then the question arises once more in my mind: "How does Ziegfeld get away with it?"

If "A Festival in Judea" were to be shown in exactly the same way at the Columbia Theater, at the other end of Longacre Square from the Amsterdam Roof, the rubber tires would be burned off the police patrol wagons racing to the stage door to arrest the perpetrators. Columns would appear in the newspapers describing the occurrence and the reason for it. A great howl would go up about the utter rotteness of burlesque. The manager who staged the tableau would have been thrown off the burlesque wheel by the scruff of the neck.

How does Mr. Ziegfeld escape? Why have not the vigilant officers of the law exercised the same open-eyedness where the Ben Ali Haggin "arrangement" is concerned that they would have displayed if a "couch dancer" had wiggled at a fourth-rate turkey store show down on Fourteenth street? Is it Art because Mr. F. Ziegfeld, Jr., presents it, Mr. Ben Ali Haggin arranges it, and the audience has to pay to see it? Where does the proprietor of a "national institution" get his protection? For what? Why? Why do the newspapers which carry the advertisements for the Ziegfeld "Midnight Frolic" continue to act as pimps for a show which they would not dare lest they be barred from the malls describe in the self-same ads? How is it that in the "Times" expose of night life in New York there was no mention made of "A Festival in Judea" in Mr. Ziegfeld's "Midnight Frolic"? Were the observers blind? Is the Amsterdam Roof hallowed ground? The exhibitions described in the Sunday revelations are not half so bad as what four people, that I know, saw at a show for which tickets are sold publicly and the entertainment given to a mixed audience, none of whom, in case that is extended as

(Continued on page 106)

# NEW PLAYS

THE PLAYHOUSE, NEW YORK  
Second Opening Monday Evening,  
January 16, 1922

WILLIAM A BRADY

Presents

ROBERT WARWICK

AND

HELEN MENKEN

—In—

## "DRIFTING"

By John Colton and Daisy H. Andrews

### CHARACTERS

(In the Order of Their Appearance)

- Mrs. Cook .....Jane Corcoran
- Deacon Cook .....H. Mortimer White
- Dr. Hepburn .....Burr Curruth
- Willie Bates .....Barry Fitz Patrick
- Ernie Crocket .....H. D. Bogart
- Cassie Cook .....Helen Menken
- Mrs. Polly Voo Frances.....Florence Short
- Foo Chow Lizzie .....Blanche Wallace
- Rangouo Rose .....Winifred Lawshe
- Number One Mafu .....William Blaisdell
- Number Two Mafu .....Cornelius Bull
- Number Three Mafu .....Olaf Laven
- Molyneux .....Leward Meeker
- Flock .....Maxwell Driscoll
- Monsieur Repin .....Franklyn Fox
- Bad Lands McKlauey.....Robert Warwick
- Dr. Li Shen Kueg .....Lumsden Hare
- Lady Beamish .....Selene Johnson
- Cyrl Treuwyth .....Leonard Cary
- A China Boy .....Edwin Thompson
- The Woman of Tung Kow.....Thompson
- .....Mme. Marguerite De Marhanuo
- A Priest of Buddha .....Edwin Thompson
- A Sorceress .....Geraldine McCreery
- A Monger of Lost Dolls.....Jane Corcoran
- A Holy Beggar .....Edwin Thompson
- A Road Woman From Nowhere.....Eve Ware
- First Body Servant .....Barry Fitz Patrick
- Second Body Servant .....Olaf Laven
- First Husband .....Leward Meeker
- Second Husband .....Edwin Thompson
- Third Husband .....Humphrey Bogart
- Coolie .....Barry Fitz Patrick
- Chu Che La Lu, the Tongue Sitt.....Mille Beland
- Tommy Hepburn .....Master Jack Grattan
- Wang .....Allen Atwell
- Komlsky .....Frank Backus
- The Jhauri Khan .....H. Mortimer White
- Capt. Jack John Micheljohn.....Harry Davies
- Ramires .....William Blaisdell
- A China Boy .....Barry Fitz Patrick

"Drifting" is a chow mien drama, with everything Chinese in it but the washboard, the boiler, the starch bowl and the ironing board. The story is full of plots, counter-plots, riff-raff of the Chinese coast, yellow Bolsheviks, "bamboos" in knee pants and no pants, fur rugs, long fingernails, uprisings

against the foreign devils, massacres, missionaries, orphans, disreputable white men, outcast white women, mafus (I think a mafu is a Chinese vaudeville agent), Cassie Cook, of the Yellow Seas, and Bad Lands McKinney, the two people about whom in particular this muddy, turgid yarn swirls. There is enough material in the plot for a dozen rip-snorting melodramas and too much for one good one. The mistake which has been made by John Colton and Daisy H. Andrews is that they made a motion picture scenario before they made a play. The result is a "meller" as wild as "Bulldog Drummond." But, unlike that bit of entertainment, "Drifting" is played as if it was a real play and to be taken seriously. Alice Brady, who was starred in it originally with Robert Warwick, collapsed after the first performance and had to go to the hospital to be operated upon. I don't wonder. Cassie Cook goes thru enough to put her in the morgue from the night she runs away from home as a girl until she winds up as the "Queen of Sheba" in a cabaret joint on the Bubbling Well Road in Shanghai. But all her painted past is dull and gray from the time she meets Bad Lands McKinney, who has been thrown out of the U. S. Army after being accused of dealing from the bottom of the deck and has taken to the "black smoke." But Bad Lands is a true 100 per cent American at heart for all he has taken to the pipe, and he is willing to sacrifice his life rather than see Red Russia combine with Yellow China to turn civilization orange. So he puts on his U. S. A. Captain's bars, and, after "the papers," meets Cassie, whom he thinks is a Sunday school teacher, and what they do between them!!!! When Miss Brady got sick an attempt was made to get Florence Reed to play Cassie, but it could not be done. So Helen Menken was engaged. It is her performance and Mr. Warwick's which give the show even passing interest. Miss Menken has served in two of the season's failures, one, "The Mad Dog," not only dying but touching the highwater mark of offensiveness. In each play her work has been the compensating feature. One sapient newspaper critic says: "She knows nothing of the technique of acting." As a matter of pure

JOSEPH M. GAITES  
Presents a New American Musical Play, Entitled

## "UP IN THE CLOUDS"

Book by WILL B. JOHNSTONE

(Author of "Take It From Me")

Music by Tom Johnstone

Staged by Lawrence Marston

Dance Numbers Staged by Allan K. Foster, Max Scheck

and Vaughn Godfrey

Entire Production Staged Under the Personal Direction of

Joseph M. Gaites

This is Musical Comedy in the Raw, meaning by "raw," unfinished, uncouth, rough and common. But it is also patriotic—very, very, very patriotic. There is a red-white-and-blue coloration over the whole thing which should arouse the indignation and protest to the P. M. A. of Mister George M. Cohan. Things have come to a pretty pass if, at this period of life, Mister Cohan is to have the Star-Spangled Banner wrenched from his grasp by Joseph M. Gaites and wrapped around a play. "Up in the Clouds" sounds like a left-handed smack at Bolshevism. The title of the show is the best description of the arguments advanced. There is a lot of slob talk about Capital and Labor joining hands, etc., etc., etc., but that does not interfere with the insertion of a steady stream of Western vaudeville tabloid stuff.

The humor, most of it furnished by a fresh-appearing young comic named Skeet Gallagher and an eccentric comedienne, Gertrude O'Connor, is of the brand much beloved by cigar store conversationalists, smoking car funsters and the sidewalk laugh-makers whose deadliest weapon is the rolled-up newspaper. However, it is not soiled, and, while quite crude, will doubtless prove entertaining to the show-hungry "sticks." Grace Moore opens up a voice of sweetness and clarity, and has a naturally ingenuous manner which makes up for her lack of stage repose. She has possibilities, however. Max Weily and Melissa Ten Eyck do several effective dances, and a trio of acrobats, Melino, Wels and Alexander, furnished a brief moment of novelty. In comparison with several musical shows which have a higher scale of admission, "Up in the Clouds" is not bad. But that does not mean it is good. It is fair, and that is all.—PATTERSON JAMES.

CENTURY THEATER, NEW YORK  
THE MESSRS. LEE AND J. J. SHUBERT Present Their Revival of  
**"THE CHOCOLATE SOLDIER"**

An Opera Bouffe in Three Acts

Music by Oscar Straus

Based on George Bernard Shaw's "Arms and the Man." Libretto by Rudolph Bernauer and Leopold Jacobson. English Version by Stanislaus Stange

with

## DONALD BRIAN and TESSA KOSTA

Production and Dances Staged by Charles Sinclair.

Music Under the Direction of Max Benedix

The Shuberts have done an excellent thing in reviving "The Chocolate Soldier." In the midst of many revivals it is the only thing I have seen which deserves to be revived. The music is as tuneful as ever, the production is made with care and effectiveness, and the principal roles are in hands that are suited to the job. Unlike "The Merry Widow," with its polyglot cast, "The Chocolate Soldier" has two familiar and welcome faces, Miss Kosta's and Mr. Brian's. I like Miss K. because she has a clear, sweet voice. She never skylarks off the key, she acts like a human being, and she does not put on prima donna airs. She is also pretty, which is not altogether a drawback, and she has a slim gracefulness which is nice to look at. I admire Mr. Brian for his indomitable determination to live down "Danilo" in "The Merry Widow." He is getting on famously in that praiseworthy effort, and as the chocolate soldier he is not too sweet to be wholesome. In fact he is rollicking and pleasant. His high tones, like my own, show signs of wear and tear, but we get along very well on our personality when our B flat frays at the edge. Virginia O'Brien was altogether delightful. If Miss O'Brien escapes cultivating pretty-pretty mannerisms, which have ruined (historically speaking) many promising young singers and actresses, she should get on famously. Detmar Poppen, in charge of the whiskers section of the Bulgarian military police, roared mightily and popped his eyes right manfully. I liked the show a lot, not only for itself, but because it took the curse off so many that I have seen in the past—and must see in the future. Alack a day!—PATTERSON JAMES.

diversion I would like to hear that worthy gentleman define the technique of acting, how effects are raised in an audience, and by pushing what particular button in the player's control can interest, laughter, tears and all the rest of the sensations and emotions be stirred into being. Anyway, whether Miss Menken knows all the rules or not, she has something in her that more than outweighs the glacial and statistically accurate leading ladies of the drama. She has Spirit and Blood in her. I did not like at all her characterization of Cassie Cook as the tomboy who went picking flowers with the boys. That particular stage of Cassie seemed to me to savor of a girl not quite all there in the head. Miss Menken's laugh and simper seemed not girlish, but foolish. Instead of licking her, as he threatened to do, Deacon Cook should have turned Miss Menken's youthful Cassie over to some outdoor school for defectives. But when Miss Menken's "Cassie" outgrew her adenoids and her silly laugh and she developed into the Queen of Sheba of the Bubbling Well Road there was nothing uncertain about her. She was as hard as her clavicle was pliable, and Miss Menken demonstrated that Cassie could shake a febrile, provocative teddy-bare. From then on her characterization was vibrant with undisciplined life, and in the last act, when Cassie sacrifices herself rather than let the noble soldier who has steered her clear of all the fur-bearing Chinks from the Thibet Himalayas to the seacoast know who she is, Miss Menken makes an exhibition of openwork, raw nature that is real bone and meat and tissue. I like to see people acting on the stage as if they had the same strain of original sin in 'em as the rest of us. Miss Menken, after a few more efforts, may succeed in attracting the attention of the managers. Meanwhile the decorative ladies will get the good jobs. I hope, however, that while she is waiting she will avoid Scylla Theater Guild and Charybdis Provincetown. They finish anyone. Mr. Warwick was manly, simple and convincing. He did not pose nor posture, and his work was an agreeable surprise to me. The rest of the cast is like the show. If "Drifting" were pulled apart and put together properly it would not be a bad melodrama at all. Even now it has Miss Menken, Mr. Warwick and the Jhanzi Khan (Manchu for Jacob Z. Cohen), who wears the flashiest red underthings as

yet uncovered, and it interested me vaguely.—PATTERSON JAMES.

HENRY MILLER'S THEATER, NEW YORK

Beginning Monday Evening, January 23, 1922

## LAURETTE TAYLOR

—In—

## "THE NATIONAL ANTHEM"

A Play in Four Acts

By J. Hartley Manners

(Produced Under the Personal Direction of the Author)

Management of A. E. Erlanger and George C. Tyler

### THE CHARACTERS

- Marian Hale .....Laurette Taylor
- Madeline Treut .....Lillian Kemble Cooper
- Maude Ethel .....Miss Jo Wallace
- Etta .....Greta Kemble Cooper
- Arthur Carlton .....Ralph Morgan
- John K. Carlton .....Dodsou Mitchell
- Tom Carroll .....Frank M. Thomas
- Reuben Hale .....Richie Ling
- Jim Pickett .....Robert Hudson
- Ned Scooby .....Ray Wilson
- Dr. Virande .....Paul Porcasi
- Waiter .....William Armstrong

Whether Hartley Manners has written a first-class play or not, he has succeeded in discovering a specific for jazz. In so doing he has effected more for the peace, prosperity and eardrums of the human race than all the Einsteins, Pasteurs and Metchnikoffs in the scientific hall of fame. "The National Anthem" proves beyond the possibility of contradiction that the only way to kill the jazz bug is to give it fifteen grains of bichloride of mercury, followed by a chaser of a quart or two of milk. Milk kills the mercury and the mercury cures the jazz bacillus, and there you are, Q. E. D. It may be that the process can be reversed and that a couple of quarts of milk, followed by a foaming beaker of bichloride of mercury, will have the same chemical reaction as if the routine of the treatment followed is as laid down by Dr. Manners. It has already been scientifically demonstrated by the song publishers that it is impossible to "shimmy" on tea. There is no serious reason why the prescription, written by the author of Laurette Taylor's new play, should not produce the most salutary results if administered to the jazz victim in time. The only difficulty involved in the treatment is the temperamental proclivities of the common or garden variety of Ameri-

(Continued on page 29)

# THE DRAMATIC STAGE

## FARCE · COMEDY · TRAGEDY

A DEPARTMENT OF NEWS AND OPINIONS

(COMMUNICATIONS TO THE BILLBOARD, 1493 BROADWAY, NEW YORK, N. Y.)

## BOX OFFICE SPURT MAKES NEW PRODUCTIONS LIKELY

### Unlooked for Boom on Broadway Encourages Managers To Prepare To Put on New Plays—Road Reports Better

New York, Jan. 30.—Santa Claus, or whoever it is that makes Broadway bandits merry by filling up the box of the producers so that a box-office haul is worth while, returned to New York toward the end of the month and remained long enough to boost the takings of nearly every dramatic show that had the courage to brave the spell of depression following the holidays.

At the same time reports came in from the road shows that were especially encouraging to those managers who had moved their productions out of New York in the hope of getting even a small profit. A record showing was made by "The Bat" when on one week the gross of the seven companies playing in the United States, including the one which has been showing here for almost a year and a half, amounted to more than \$110,000. The New York company got \$12,000, the Washington company \$24,000 on its second week, the Cincinnati and San Francisco companies \$21,000 each, and a company playing thru Indiana about \$17,000. Another company presenting the same play has opened in London with a long run predicted.

#### Receipts on the Gain

All of the shows on Broadway profited by the unlooked-for boom with gains in gross of from \$1,000 up. Perhaps the best record for increased business was reported for "Lawful Larceny," which has been gaining steadily and materially. Playing at \$2.50, it is said that this piece is now close to the \$12,000 capacity of the Republic Theater.

"The Blue Kitten" has been added to the big money-getters in the list of musical shows, the gross for this Arthur Hammerstein production at the Selwyn being reported as being more than \$20,000. "Good Morning, Dearie," "The Music Box Revue," "Sally" and "Bombo" are still hogging the big money. The first three mentioned reported close to \$30,000 each, and the Al Jolson piece claimed \$23,000. "Blossom Time," "Tangerine," "The O'Brien Girl" and "The Perfect Fool" are still running strong, with gross of not much under \$20,000 for each.

"Kiki," with a \$60,000 advance sale, is running neck and neck with "Captain Applejack" in the legitimate class, the reports showing takings of \$16,000 for each. Elsie Janis and Her Gang are playing almost capacity and taking around \$12,000 on eight performances. The Hippodrome is still reporting around \$30,

#### ASSIGNS PARTS FOR "RUBICON"

New York, Jan. 27.—Things have been humming in the office of Henry Baron. On Tuesday, January 24, he signed up Warburton Gamble, Alexander Onslow, Edna May Oliver and Dorothy Tierney for the forthcoming production of "The Rubicon," a comedy from the French, by Edouard Bourdet. Violet Hemming will be the star.

#### GLADYS WILSON IN NEW ROLE

New York, Jan. 28.—Gladys Wilson, at one time leading woman for the late Nat Goodwin, is now a member of the cast of "Bluebeard's Eighth Wife," now running at the Ritz. She has assumed the role created by Ann Meredith and will continue in it while the company is on tour. Miss Wilson was seen last in "Tangerine."

#### JEWISH PLAYERS IN "THOUGHT"

New York, Jan. 27.—On Thursday evening, January 26, the Yiddish Art Theater folk produced "Thought," one of Leonid Andreyev's most popular plays, at their playhouse, Madison avenue and 27th street. Mr. Manrice Swartz directed, and the play was given by arrangement with Herman Bernstein, translator and representative of the Andreyev estate.

000, with \$1.50 top, but the overhead of the production is so great that the management is not claiming much profit. "Up in the Clouds" reports \$15,000 weekly gross and should stay at that figure.

after ten months of continuous playing in New York, has gone on tour.

Mrs. Westley went on the stage while a girl in her teens after graduating from the American Academy of Dramatic Art. Her stage career was interrupted for a while during her retirement to private life. But the urge of genius could not be denied, so Mrs. Westley returned to the stage as a member of the Washington Square Players. After appearing in all of the productions of that organization Mrs. Westley, together with other patrons of the drama, turned her attention to the founding of the Theater Guild.

#### TO CHANGE CURTAIN RAISER

New York, Jan. 23.—The curtain raiser of "S. S. Tenacity," playing at the Belmont Theater, will be changed on Monday night. For the past few weeks a St. John Ervine piece, called "The Critics," has been used for that purpose.

#### HELEN WESTLEY



Miss Westley is appearing in "He Who Gets Slapped," produced by the New York Theater Guild at the Garrick Theater, New York City.

—Photo by Edward Thayer Monroe, New York.

#### HELEN WESTLEY

#### Gathering New Laurels in Theater Guild Play

Helen Westley, who appeared in four successful productions last year—"The Treasure," "Heartbreak House," "Mr. Pim Passes By" and "Lilliom"—is gathering new laurels in the role of "Zenida," the lion tamer, in the Theater Guild's new play, "He Who Gets Slapped." Mrs. Westley is one of the founders of the Theater Guild. She appears not only in all their plays, but is one of the guiding spirits in the Guild's destiny, being a member of the Board of Directors.

Mrs. Westley, whose present role is one of the most prominent ones in the cast of "He Who Gets Slapped," has helped materially to make this delightful new play one of the greatest successes in the history of the Theater Guild, not excluding even "Lilliom," which,

#### "CAT AND CANARY" REHEARSES

New York, Jan. 28.—Kilbourn Gordon, Inc. is rehearsing "The Cat and the Canary," a new play by John Willard, formerly a member of the Belasco forces.

By special arrangement with A. L. Erlanger Ira Hards is staging the production, which is said to be scheduled for an early New York engagement.

The cast includes Henry Hull, Florence Eldridge, Beth Franklyn, Blanche Frederici, Percy Moore, Eugene Strong, Harry D. Southard, Edmund Elton, Jane Warrington and Mr. Willard.

#### BROOKLYN GUILD ACTIVE

New York, Jan. 23.—The Brooklyn Theater Guild will give a performance of "Hinkle Wakes" tonight at the Fifteenth Street Theater and will repeat the performance on February 4.

## THE DRAMA ON THE "UPLIFT"

### Three New Associations Under- take To Infuse New Life Into It—Old Time Matinee Crowds Again in Evidence

New York, Jan. 30.—To emphasize the more optimistic outlook for the drama, three new drama uplift organizations have sprung into existence almost simultaneously, altho each is the result of much forethought and planning. The personnel of the three new societies speaks volumes for the ultimate success of their aims.

First there is Players and Patrons Associated, capitalized several weeks ago in Albany, with the object of presenting plays on a co-operative basis. This association has a working capital of \$300. Arthur G. Delamater will guide the destiny of Players and Patrons Associated from his offices in the Brokaw Building, 1437 Broadway.

Another new uplift association is the Players' Assembly, which, too, has a co-operative ideal in mind. The names of the cast and contemplated plays are not yet announced, but among the founders are Helen Lowell, Galina Kepernak, Mabel Freayear, Winifred Harris, Clarke Silvernail, Frank Doane, Brandon Hurst, Arthur Hohl, Mario Majeroni and John Brunton. Miss Lowell is president, Clarke Silvernail vice-president and art director, Frank Doane secretary, Brandon Hurst in charge of funds, John Brunton technical director. The bulletin of the Players' Assembly states that its object is to produce plays of distinction and to establish a permanent players company in New York.

Another recruit to the uplifters is "The Dramas," founded by May Arno "for the purpose of bringing interpretative and creative artists closer together and to give them an opportunity to present their work," to quote Miss Arno herself.

#### Dramas Already Producing

The Dramas gave its first public presentation last Saturday evening, January 23, to a very appreciative and representative audience. The program consisted of three playlets of a varied character, "The Prefect of Police," "The Other Woman" and "Before the Party," the latter from the pen of Miss Arno, who also played the leading role of "A Russian Girl" with her usual cleverness and charm.

Octavia Slatter is the recording secretary and business manager of The Dramas, while Marby Rice is treasurer.

And last, but by no means least, is that organization of accomplishment, the Theater Guild. The public already knows about the successful plays it has promoted, so it can only be said in the passing that even greater things may be expected of the Guild, according to reports emanating from its press department.

#### Matinee Crowds Increasing

Altho there has been a tendency among managers to send their shows to the road to assure them of a longer booking, those successes that remain in New York, notably "The Squaw Man," "Lillie of the Field," "Six Cylinder Love," "The Circle," (altho this show, too, has taken to the road, because of previous bookings and not because of lack of patronage), "Duley," "The Bat" and "Drifting," are enjoying, in addition to well-filled evening houses, matinee attendances that remind one of pre-war days. One has only to saunter thru the theatrical districts on Wednesday and Saturday just before and after the matinee to be impressed that the matinee girl is back. After all, the matinee crowd, with its exasperating slowness of movement, is a good sign, a psychological indication of the more reposeful spirit that proclaims better finances.

#### "GHOSTS" MADE MONEY

New York, Jan. 28.—When the box-office receipts for the special matinee of "Ghosts," given under the auspices of the Birth Control Society at the Broadhurst Theater December 20, were counted a new problem was faced by the Birth Control Society. The problem was whether to indulge in some such wild extravagance as an airship or an automobile. But Miss Shaw finally decided to give a second matinee Tuesday, January 31. Another bit of evidence that "Ghosts" are useful in influencing audiences.

#### STILLMAN WITH "UPLIFTERS"

New York, Jan. 30.—The new organization, Players and Patrons Associated, Inc., announces that Henry B. Stillman, former stage director of the Theater Guild during the first eighteen months of its existence and at present director general of the Beechwood Players, will stage some of its productions.

**"FRENCH DOLL"**

**Opens in Montreal With Irene Bordoni Featured**

New York, Jan. 30.—"The French Doll," with Irene Bordoni in the leading role, will have its premiere in Montreal this evening.

The play is under the management of E. Ray Goetz, who expresses confidence in its success, because he believes it offers a role ideally suited to Miss Bordoni's personality.

"The French Doll" was adapted from the French of Paul Armont and Marcel Gerbidon. The supporting cast includes Thurston Hall, Edna Hibbard, Will Deming, Edouard Durand, Don Burroughs, Adrienne d'Ambreicourt, Paul Martin, Laura Lussier, William Williams and Walter Brown.

A. E. Thomas, who made the adaptation; Herbert Ward, art director; George Gershwin, Ben Harris and Mr. Goetz all accompanied "The French Doll" to Montreal.

**EDNA GOODRICH TO SELL HOME**

New York, Jan. 28.—The home of Edna Goodrich, actress and film star, is to be sold at auction. The complete furnishings of the home will be sold intact with the house should the purchaser desire them.

The property, located at Orienta Point, Mamaroneck, Westchester County, comprises about five acres, or a whole city block. The house was built three years ago as an all-year country home, and is located near the sound.

Miss Goodrich is said to have authorized the sale of Goodrich Manor and its contents so that she may give closer attention to her professional activities.

**THE ARLISS PERSONALITY**

New York, Jan. 27.—The topic of the moment concerning George Arliss, playing in "The Green Goddess" at the Booth Theater, is the high estimation in which the publicity management of the Strand Theater holds the Arliss personality.

"The Ruling Passion," the film, featuring Mr. Arliss, is playing at the Strand, and in place of the usual lobby pictures, showing scenes from the moving picture, there are photographs of Mr. Arliss, as himself and by "hisself."

Such is the power of personality!

**A CORRECTION**

In our issue of January 21 it was stated that the Drama League would attend in a body the performance of "The White Peacock" and Mme. Petrova was to be the guest of the league at the Hotel Astor at a luncheon. The New York Drama League, Inc., states that we were in error in both statements; that "the Drama League has never entertained Mme. Petrova and has not attended and does not plan to attend any of her performances in a body."

**HELEN HAYES AND OTTO KRUGER STARS IN NEW PLAY**

New York, Jan. 27.—Helen Hayes and Otto Kruger will be starred in a new play shortly by A. E. Erlanger and George C. Tyler. The piece is a comedy called "To the Ladies," and was written by George S. Kaufman and Marc Connelly, the authors of "Dulcy." Rehearsals have already begun and a Broadway showing will be given the piece after a preliminary out-of-town trip.

**ITALIAN PLAYS IN NEW YORK**

New York, Jan. 26.—Antonio Salerno, a noted Italian actor, who has had experience in the English drama as well, has incorporated the Italian-American Dramatic Company and will present in New York plays by d'Annunzio, Benelli, Goldoni and Bracco. Mr. Salerno says that the aim of the Italian-American company will be to uplift the Italian drama in America. Mr. Salerno is the fourth uplifter to enter the field of drama within the past week.

**TO DEBATE ON THEATER**

New York, Jan. 24.—The Rev. Harry Knight Miller, pastor of the Hanson Place Methodist Episcopal Church, Brooklyn, has accepted the challenge of Rev. John Roach Straton to debate the question of amusement for church people.

Rev. Straton said he would meet his Brooklyn adversary after he has had his debate with William A. Brady, the theatrical producer, on the "evils of the theater."

**NEW BRADY COMEDY**

New York, Jan. 28.—"Madame Pierre," the new comedy which William Brady, Jr., is to produce, is an adaptation of Brieux's "Lea Hannetons." Arthur Hornblow, Jr., is the adapter.

Roland Young and Estelle Winwood will play the leading roles.

Rehearsals are in progress. Robert Milton is directing.



(Communications to Our New York Offices)

**LISTENING TO MUSIC**

One would think that the way to listen to music is to listen to it, but, like everything else, there is a right and a wrong way to do it. One person listens to a musical performance and hears something entirely different in it than does his neighbor in the next seat. The melody or "tune" is of prime importance to some listeners; the manner in which the composer has worked out his problem is paramount to others; the working of the inner voices and the structure of the composition interest still another class. It is seldom that one finds a lover of music who gets all the enjoyment that is latent in a good musical composition, and this is largely because he does not know what to listen for. This may sound foolish to those who just enjoy music because it has an emotional effect on them, but it is nevertheless true. A book which has just come to hand puts it very well in these words: "The architectural side of music plays a great part in securing its permanent value, and the power to comprehend it is the first step to appreciation. Such comprehension, however, can only be the result of hard thinking—of concentration—and of developed memory and powers of listening."

The quotation is from *The Enjoyment of Music*, by Arthur W. Pollitt, a little volume which contains much sound thought on the subject. There was a time when our schools centered their musical activities on the production of instrumentalists and singers. This has been largely superseded, and the emphasis is now placed on the appreciation of music as such. This entails the study of the various musical forms and an acquaintance with sufficient examples of the best of them to form a standard of comparison. It is here that the phonograph has entered, and, by the ready reproduction of the finest music by the best executants, set up a basis of comparison for the student to work by. Strangely enough, Dr. Pollitt has little to say about mechanical aids to musical appreciation, and this would lead one to believe that they have not been largely used for that purpose in England, of which country the author is a native. I can personally testify to the utility of the phonograph for this purpose, for I never truly appreciated the beauty of such a composition as the Beethoven Fifth Symphony until I had played it over numberless times on my phonograph while reading the particular score.

*The Enjoyment of Music*, in the author's words, is "simply an attempt to present, in compact form, the fundamental facts of music which concern the ordinary listener, and to suggest—for those who desire further study—possible lines of research." In this attempt he has succeeded admirably, for in the plainest of language he sets down the underlying principles which govern the making of all good music, as far as they can be expressed in the written word. Dr. Pollitt appreciates the difficulty of doing this, for he says: "It is quite impossible for the writer to furnish the reader with a species of mental yardstick with which to measure out good music. The qualities that make for greatness in music are beyond description. They baffle analysis and yet they are quickly recognized by the practiced listener." Nevertheless, it can be said that he has done a lot to bring about this understanding in his book.

The functions of the principal instruments and the voice are interestingly dealt with by Dr. Pollitt and their interpretative requirements made clear. The principles of harmony and counterpoint, so far as the listener is interested, are dealt with plainly, as are the settled forms of composition, such as the symphony and the sonata, all being illustrated by simple musical examples. All you need is the will to comprehend the best in music to make this book of value to you. Having this, it will prove most helpful to those who would learn of the inner content of music and enter into the higher enjoyment of it.

**SOME ONE-ACT PLAYS**

Ten *One-Act Plays*, by Alice Gerstenberg, is rather an unusual book, inasmuch as all the plays contained in it have been produced. This is not very often the case with a collection of one-act pieces, but one can readily see the reason for it in Alice Gerstenberg's case. She apparently writes with the theater and players in mind, for her dialog fits the mouth and her situations move. One would think that these primary qualities of dramatic writing would be well known, but it is amazing to see the way they are ignored by some authors. In such a compact form as the one-act play they are doubly important. In a full-length piece there is a chance to ramble a bit if the writer feels that way about it, but if he wants to write an actable "one-acter" he must chart a straight course and stay right on it. Economy in words and straightforward construction mark the work of the successful writer of one-act plays, and these qualities are conspicuously evident in Miss Gerstenberg's work.

While one would not go so far as to say that dialog should be starved to the point of emaciation, as done by Miss Gerstenberg in a delicious satire on the principles of Futuristic art, as applied to the stage, called *The Illuminati in Drama Libre*, yet this absurd little piece sets forth in exaggerated form what the writer of stage dialog should seek for. The titles of the plays in this volume, besides the one named, are *He Said and She Said*, *Overtones*, *The Unseen*, *The Buffer*, *Attuned*, *The Pot Boiler*, *Hearts*, *Beyond* and *Fourteen*. One of them, *Overtones*, was played in vaudeville some years ago, and I believe one or two more in the book would also do well in that field.

It is somewhat unusual to find one-act plays that impress one as being suited to vaudeville, particularly among those which reach production on the "little theaters." Most of these do not come to the point quickly enough to suit the variety audience or deal with subjects that do not interest them. In a volume of *Four One-Act Plays*, by Lewis Beach, can be found a one-act play that not only was successful when produced by the Washington Square Players, but when subsequently done in vaudeville was just as great a success. This play is *The Clod*, a stark little tragedy, laid in a Southern farmhouse during the Civil War. It is a splendid example of the good work being done by some of our dramatists in the field of the one-act play. It is logical, the characterization is good, and it moves inexorably to its tragic end.

The three other plays in this volume are: *A Guest for Dinner*, *Love Among the Lions* and *Brothers*. With the exception of *Love Among the Lions*, they have been produced. They all bear the marks of the same good craftsmanship that are evident in *The Clod*, the none of them quite comes up to its level, in my opinion. It is not often that such fine work as that is produced. Mr. Beach may go on for a long time before he gets a theme into which he can throw himself so ardently as he did in that. At least, that is the way one feels he worked when he wrote it, for if any piece of dramatic writing bears the earmarks of writing at white-hot intensity, *The Clod* does. Still, you never can tell, for Gilbert's lyrics carry every mark of spontaneity, yet were polished and repolished by him before they suited his taste. At any rate, Mr. Beach's book is worth having for this one play alone, even leaving out of consideration the pleasure that will be afforded in reading the other three.

Here we have two books of one-act plays, containing fourteen pieces, of which thirteen have been produced. Considering that they are the work of

**70TH MILESTONE**

**Is Reached by Cholmeley-Jones, Veteran Publicity Man**

New York, Jan. 30.—Today is a red letter day in theatrical circles, because Cholmeley-Jones, one of the best-known members of the profession, will have reached the grand old age of 70, without showing it particularly.

Cholmeley-Jones is one of the pioneers in the publicity field, having been in that field for no less than thirty-six productive years. In the early '80s he left the stage to join the dramatic staff of *The Herald*, when the late Tom White was supervising chief, and it was while on *The Herald* that he distinguished himself by writing the first interview with Henry Irving when Irving first visited American shores.

Cholmeley-Jones came from England in 1879 to gain fame as an oratorio singer. Later he taught the art of singing in Mrs. Jeannette M. Thurber's National Conservatory of Music, New York, and subsequently toured the country as bass soloist with the Clara Louise Kellogg concert company, of which the now famous Nathan Franko was chief violinist.

In 1885 he entered the field of publicity with the National American Opera Company and promoted the fame of its artists for three or four years. The Nixon-Zimmerman interests of Philadelphia then engaged him as their general press representative, an engagement that has lasted up to the present time.

Mr. Cholmeley-Jones is not only a gentleman and a scholar (holding a master's degree from Oxford University), but he is one of the most universally beloved men in the world of the theater.

**FRITZ LEIBER LEAVES NEW YORK**

New York, Jan. 27.—Fritz Leiber will terminate his engagement at the Forty-eighth Street Theater this afternoon with "The Merchant of Venice."

Mr. Leiber will leave behind him an imperishable memory of his personal photograph gallery, which adorned the pavement outside the Forty-eighth Street Theater. On Thursday afternoon there were thirty-three photographs and four lobby pictures, each and every one of Fritz Leiber himself.

Mr. Leiber and his photograph gallery will open Sunday in Cincinnati.

**THE VERSATILE SANFORD**

Chicago, Jan. 27.—Erskine Sanford, who plays the role of the senile, tottering old fellow in "Mr. Pim Passes By" at the Powers Theater, amazes everybody when it is learned that he is a handsome husky and only 32 years old. His work in the cast is said to be one of the finest characterizations on the present-day stage. Nowadays it is the tendency for managers to look for "types." Mr. Sanford is regarded as a "holderover" of the venerable days when an actor had to play the role of a young man successfully one week and the part of an old one, with equal satisfaction, the next date.

**SPECIAL "DRUMMOND" MATINEE FOR PLAYERS**

New York, Jan. 25.—A special matinee of "Bulldog Drummond" was given yesterday at the Knickerbocker Theater by Charles Dillingham before an all-player audience representing every play appearing in New York. It would take volumes to name the famous players who graced boxes, orchestra and balcony. Suffice it to say that everybody who is "somebody" was there.

**"THE LAW BREAKER" SOON**

New York, Jan. 26.—William A. Brady announces that "The Law Breaker" will have its first appearance some night during the week of January 30 at the Booth Theater.

William Courtenay and Blanche Yurka will have the leading roles. Others selected for the cast are Morgan Wallace, Frederick Bickel, Herbert Rathke, Frank Sheridan, John Cromwell, Marguerite Maxwell and Clifford Dempsey. The last named will also direct.

**RUSSIAN ACTRESS FOR "MONTMARTE"**

New York, Jan. 23.—Galina Kopernsk, a Russian actress, will enact the principal role in the Players' Assembly production of "Montmartre," now in rehearsal under the direction of Clarke Silvernall.

"Montmartre" will mark Miss Kopernsk's first appearance as an English speaking actress.

two authors, and are not collections, it sounds like a record. However that may be, they are all most enjoyable reading and to the student of this form of play should be most valuable.

*THE ENJOYMENT OF MUSIC*, by Arthur W. Pollitt. Published by George H. Doran Company, 244 Madison Avenue, New York City, \$1.75.

*TEN ONE-ACT PLAYS*, by Alice Gerstenberg. \$2.00. *FOUR ONE-ACT PLAYS*, by Lewis Beach. \$1.25. Both published by Brentano's, Fifth Avenue and 27th Street, New York City.



FASHIONS

BEAUTY

GOSSIP

(COMMUNICATIONS TO ELITA MILLER LENZ, CARE OUR NEW YORK OFFICES)

## THE SHOPPER

1. The lovely afternoon frock of chiffon, shown in the illustration, is made of jade green chiffon, trimmed at yoke and sleeves with black silk worsted, a bonnet of pastel tinted Georgette Sowers decorating the waist line. This attractive model should be of unusual interest to our readers because it was designed by a former theatrical woman who is now a leading style creator and because it may be made to one's individual measurements for \$30, in one's favorite shade, too. This is truly a fifty-dollar value.

2. We chose the hat illustrated because it is of the close-fitting style that is so universally becoming. It is of the black and white combination that will be so popular this spring. The crown is of black satin and the brim is of white, silken-sheen straw, elaborated with black beads.

3. If you buy next winter's furs now you will save 50 per cent by shopping at a certain Broadway furrier's. You can buy a splendid quality, modish fox scarf here for \$50.

4. We've discovered the smallest, most novel blouse shop in New York City. You have to go out in the corridor to turn around, but that wee shop is replete with wonderful values in the new peasant blouses—imported ones, at that—and may be had for so reasonable a price as \$2.50. The stock includes designs up to \$50.

5. Perfume for milady! A Broadway druggist who has quite a following of theatrical customers said that as a courtesy to our shoppers' column he would offer its readers a two-ounce bottle of a famous make French perfume (wish we dared to tell its name) for \$4. It usually sells at \$6 a two-ounce bottle.

6. With the vogue for pearls at its height, we have made a lucky find for the woman who is fond of them. A little hole-in-the-wall shop is selling 24-inch strands of French indestructible pearls at \$2; 27-inch strands for \$3. We know these will give satisfaction.

7. Of course, you are one of the beings who must dress a telephone doll, whether you have a telephone number or not. We know several shops where the woman who doesn't know how to dress one of these dolls may take lessons free, provided materials are purchased at the shop. The frames are \$3.75.

8. The colorful new Japanese art silks in 32-inch widths are selling at one of the shops for \$1.50 per yard, and the stock is very complete.

9. A new diaphragm reducing brassiere is now being demonstrated at two Fifth Avenue shops. It may be had in a good-looking brocaded fabric for \$2.95 up.

10. You've heard about the get-thin-to-music movement. Now there's a get-thin-to-electricity treatment. They tell us that these electrical baths are wonderful and all that one has to do is to sit still and let the electricity do the dancing. The cost per treatment is \$3; 10 treatments, \$25.

11. Corsets for the fastidious can now be purchased at a leading department store for \$2.95. They are of famous makes and come in lovely brocaded pink silk, in long and short hip lengths. They are \$5 values.

12. Our readers have evidenced so much interest in a crepe de chine orchid-tinted envelope chemise that we sought out a shop where they have a plentiful supply in a super-fine quality for \$3.95. The design is one you will not find everywhere. The yoke is of deep val lace, daintily embroidered, while the shoulder straps of satin ribbon are in a different color on each side. They may also be had in blue and pink.

Mary Nash, who is playing in "Captain Applejack" at the Cort Theater, New York, was hostess at a dinner at the Coffee House Club, held in honor of Mme. Jeritza, the opera singer, Sunday night, January 29.

## THE VANITY BOX

(a) **A COMPLEXION REJUVENATOR.** Made by a dependable Fifth Avenue beauty specialist. An astringent toilet water, perfumed with an individual rose-violet fragrance that tones up the skin. One dollar a bottle. By mail, 10 cents additional.

(b) **A MODESTLY-PRICED COLD CREAM.** All that it costs is 45 cents a seven-ounce tin. It is a generous measure of fine cleansing and healing ingredients.

(c) **A 24-HOUR LIP ROUGE.** A lip rouge that is said to stay on is \$1.50 a box. It comes in salve form.

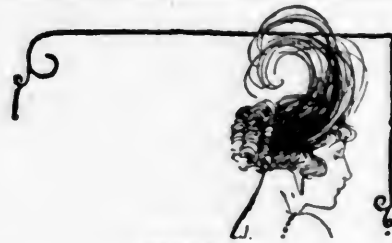
(d) **FOR LANGUOROUS EYES.** A Beauty doctor's

offers a preparation for deepening the shadows under the eyes and making them look luminous and yet dreamy. It comes in two tints; blue, for the blue and gray-eyed woman; brown, for the brown or hazel-eyed woman. It costs \$2.50, but lasts for an age.

(e) **EYEBROW DARKENER.** Nothing so detracts from a woman's attractiveness as pale or white eyebrows. There is a preparation for darkening them that will not rub off. One dollar a large bottle.

(f) **PURE FACE POWDERS.** We overheard a cosmetic specialist conferring with a chemist. She engaged him to analyze the ingredients to be used in making her powders, to first assure herself of their purity. If you like a \$1.50 powder we shall be glad to give you her name.

(g) **FOR LOVELY HANDS.** There is a greaseless cream that may be used several times a day to keep the hands soft and fair without staining blouse or frock. It comes in a tin tube that is most convenient to carry and sells for 50 cents.



"PARADIS"

### The Latest Coiffure

Originated by A. Simonson, of Fifth Avenue, New York, who tells The Billboard that the bobbed hair fad is passing in favor of the more elaborate hairdresses, which will flaunt wavy bangs and fluffy ear waves, and which will be bejeweled, be-feathered and be-combed for evening wear.

## SIDE GLANCES

### THE LORD LOVES THE IRISH!

When we learned that Eileen Huban had been invited by special cable to attend the first Irish convention in 700 years we couldn't help wondering why they had overlooked Clara Morton, of the Four Mortons, who has wept so effectively for Ireland in vaudeville.

### IRISH TERRIERS, TOO

And while we're thinking about the Irish, here is an original "smile," overhead on Riverside Drive:

First Little Girl (said to be the daughter of an actor) was giving her new puppy its first walking lesson. Second Little Girl came along, and, after eyeing the puppy enviously, inquired: "What kind of a dog is that?" First Little Girl (slyly): "He's an Irish terrier."

Second Little Girl (nose uptilted): "That's nothing. I've got an Irish NURSE!"

### IDA FULLER NOW A PRODUCER

Ida Fuller, who left the stage about six years ago, is now a producer—of the loveliest imaginable gowns, blouses and so forth. Her pretty little theater of styles is located on that thoroughfare known as the Mecca of Style Creators—West Fifty-seventh street.

### EX-PUGILIST SELLS MILADY'S SLIPPERS

Of course, anything is likely to happen along Broadway, but one of the most amusing things that ever happened is that Abe Attell, former lightweight champion, is manager of the Ming Toy Bootery, at 1656 Broadway, where the femininity of the theater finds its favorite short-vamped slippers. Of course, we'll agree that there are times when a pugilist is needed to make slippers fit, but now we won't be a bit surprised to learn that Jack Dempsey has become a man milliner.

### HOW TIMES HAVE CHANGED!

We used to hear of stags favorites breaking into society. Now it's the latest thing for society favorites to "break onto" the stage. In these days of tight money a sextet of debutantes wouldn't be an uncharitable idea.

### FROM USHERESS TO INGENUE

We are wondering whether the press agent or Cumb Inck is responsible for the story now being circulated about the play "Enter, Madame." As the story goes, a little usheress in the Chicago theater where "Enter, Madame" was playing took the title of that play as an invitation when the ingenue was reported missing. Miss Usheress volunteered to play the

## GLIMPING THE MODE

### SUITS

Tweed suits continue to appear in greater numbers and in wide color variety, including even bright shades of violet and rose, altho gray and tan and natural tweed are being chosen for general utility wear.

### SKIRTS

Altho Paris is showing circular and bouffant skirts, in ankle length, New York has set its own skirt mode, expressing a decided preference for the tweed sport skirts that fit the figure with tailored trimness and terminate midway between the knee and the calf.

### COATS

There are coats aplenty on the market, and they all incline toward the full, open sleeves. The polo sport coat is appearing on the avenue and Broadway in great numbers, and it certainly is effective with a sport skirt to harmonize.

### DRESSES

Both the long-waisted and one-piece frock of the hour promise to hold popular favor through the spring and summer. The simpler the design the smarter the dress, which means that the novice may fashion herself a stunning frock if she decides upon one of the fashionable brocaded materials and lets her fancy guide the destiny of the sleeve, which may flow away from the arm in any form of design. The woman who likes vivid colors may indulge that liking now, for even bright red, the various tones of fuchsia and purple-red are in keeping with the color mode.

### BLOUSES

While we see many tunic effects, the peasant blouse and its adaptations, occupy the attention of the blouse makers. The tailored blouse, too, is receiving much attention, judging from the many phases in which it is shown.

### SHOES

Novelty is the keynote in shoes. One sees quite a few pairs of the new Russian boots, in black patent leather and in suede, traversing the avenue and attracting much attention, while galoshes are the order on Broadway. The new Russian boots probably will not be worn very much generally because of their prohibitive price, thirty dollars a pair being quoted by a reliable shop. Pumps, too, and sport shoes follow the idea of novelty.

## BEAUTY NOTES

Pauline Fredericka owes her very noticeable reduction in weight to horseback riding.

Sarah Bernhardt's favorite complexion lotion—says a collector of beauty secrets—consists of 60 grains of alum, 1½ oz. of almond milk and 6 oz. of rose water.

Nazimova's receipt of youth: "Cry a little, laugh a little, eat a little, sleep a little, play a little. Work much and love much."

"A refined pumice stone excels all of the depilatories for removing superfluous hair from the face," says a woman physician. "It not only removes hair, but it smooths the skin. Use it lightly and frequently."

If you want to appear radiantly lovely at the after-theater supper don't forget your lavender powder. But don't forget to forget it under daylight's merciless glare.

A dry shampoo that costs but a few cents is powdered orris root. Do not combine it with other ingredients, as so many advise, but use it by itself, and you will be rewarded with clean, fluffy hair, after a three-minute shampoo with it. Rub the powdered orris into the scalp briskly, and then brush it out thoroly.

role of the vanished ingenue despite the fact that she hadn't understudied it, and she acquitted herself so well that she was engaged to play the role for the rest of the life of "Enter, Madame."

### DELIGHTS FOR THE MIMICS

Hollinger & Company, photographers, of Fifth Avenue, have been displaying in their show case a collection of ye olden daguerreotypes of ye best olde families that offer the mimics the paradox of the dead seriousness that is comical.

### THE POOR, DEAR TALMADGES!

"Salaries are 80 uncertain nowadays," sighed a little ingenue. And then she continued quite tearfully: "Why, look at the Talmadges. They have ONLY a drawing account of five thousand a week!"

DRAMATIC NOTES

Yvette Gullbert will sail for Europe February 14.

Arthur Byron has signed a contract with William Brady.

Ruth Draper and Poldosky gave a special performance at the Neighborhood Playhouse, New York, last Sunday.

John P. Brown, in the cast of "The Eastest Way," starring Frances Starr, was a Billboard (Cincinnati office) caller last Saturday afternoon.

Lionel Atwill will score his 100th performance in Belasco's production of "The Grand Duke" at the Lyceum Theater, New York, February 4.

Betty Linley has left the cast of "The Great Broopp" to appear in the role of Elizabeth in the John Drew-Leslie Carter success, "The Circle."

Taylor Holmes is back in New York after playing with Shubert vaudeville in Chicago. Mr. Holmes was called in for rehearsals in a Shubert legitimate production.

Otis Skinner will appear at the Illinois Theater, Chicago, February 6, in "Blood and Sand." He will follow the outgoing Ruth Chatterton in Barrie's "Mary Rose."

Mme. Komako Kimura, the Japanese dancer, lent novelty to the Neighborhood Playhouse's program last week, presenting six classic Japanese dances, including the Royal Fandango.

Henry Hull, playing in "The Cat and the Canary" at the Lyric Theater, New York, had for a godfather no less distinguished as a person than the late "Marse Henry" Watterson.

Sue Ma-Manamy has been engaged by Samuel Goodman for a part in his play, "The Pigeon," which is scheduled to open at the Greenwich Village Theater, New York, Thursday night, February 2.

Katherine Cornell, the only member of "A Bill of Divorcement" who has never played a Shakespearean role, has opened up the score, according to a news reporter, by playing many a good game of tennis.

The Criterion Theater was the warmest place in New York last week. It was housing "Red Hot Romance," the latest film attainment of John Emerson and Anita Loos, with plenty of "Spanish Jazz" on the side.

Henry D. Sothern, now playing "The Cat and the Canary," has not only played in "Madame X," "Lombardi, Ltd.," "Eyes of Youth" and other successful plays, but he has been in the movies as well.

Donald Brian and Virginia O'Brien, playing in "The Chocolate Soldier," were paid an unusual tribute on the night of January 27. Four hundred members of the Catholic Actors' Guild attended the performance in a body.

Laurette Taylor gave a special performance of J. Hartley Manners' new play, "The National Anthem," on Thursday night, January 26, at Henry Miller's Theater, New York, for the benefit of the Catholic Center for the Blind. The house was completely sold out, and there were many notables present in the boxes.

The Empire Theater, New York, celebrated its 20th birthday Wednesday, January 25. By a peculiar coincidence William Morris, who was on that day appearing in the cast of "The Dream Maker," starring William Gillette, was leading man of "The Girl I Left Behind Me," the first play that ever appeared at the Empire.

As the touring company of "Lightnin'" does not play on Sundays during its three weeks' engagement in Cleveland, O., Bessie Bacon, a member of the company, is spending her Sundays with her parents, Frank Bacon and Mrs. Bacon, in Chicago. Mr. Bacon's company at

Better Speech

Would you be a better actor? Would you have a better voice? Would you speak better English? Would you read better? LEARN TO CORRECT YOUR FAULTS

Call on The Billboard editor, and teacher, of "The Spoken Word." By appointment. Private lessons and small classes. Send for circular.

WINDSOR P. DAGGETT STUDIO 327 West 56th Street Tel. Circle 9847 NEW YORK CITY

the Blackstone is nearing its 200th performance of "Lightnin'."

Mrs. Lydig Hoyt, leading woman of "The Squaw Man," who feels that society women can bring the proper social etiquette to the stage, is taking a lesson every day in dramatic art from that past mistress of stage deportment, Mme. Yvette Gullbert.

Lenore Ulric, according to votes cast by the students of Columbia University, is the best player of the season of 1922, and "Kiki," Miss Ulric's starring vehicle, the most popular play. Mr. Belasco evidently knows what the rah-rah boys like.

A. E. Matthews, who is being featured in "Bulldog Drummond," at the Knickerbocker Theater, New York, appeared one thousand times in the London production of "Peg o' My Heart," as well as in the American revival of that play.

Wesley Barry's "Ma" must be "awful" rich, according to the number of shops showing the Wesley Barry "School Days" display card that says: "My Ma buys her (whatever it may be—and it's everything from millinery to shoe buckles) here."

REICHER TO PRODUCE "MAGDA" New York, Jan. 27.—Emanuel Reicher's new repertoire company will produce Sandermann's "Magda" early in February. Mr. Reicher himself will portray the role of Schwartz.

THREE DIRECTORS FOR "METHUSELAH"

New York, Jan. 27.—Because of the fact that "Back to Methuselah," to be presented by the Theater Guild at the Garrick Theater Monday night, February 20, consists of five acts that will take up three separate performances, three directors have been assigned to the production. Philip Moeller and Frank Reicher are among the directors chosen.

MARIONETTES FOR FT. WORTH

Ft. Worth, Tex., Jan. 27.—Tony Sarg's Marionettes will give two performances, a children's matinee, and "Rip Van Winkle," at the Chamber of Commerce Auditorium, February 21. The Federation of Women's Clubs is sponsoring the engagement and has secured the Traveling Theater of New York for three performances in March, featuring Mme. Borgy Hammer in Ibsen's "Ghosts" and "The Master Builders" and Jasper Deeter in "The Climax."

ELSIE FERGUSON IDEAL MODEL

New York, Jan. 27.—The New York Academy of Design voted Elsie Ferguson the ideal model among stage women. Rose Roland was voted the ideal model among dancers, and Mrs. Oliver Harrison was selected as the ideal model among society women. It is said that the test included physical perfection of figure and beauty of face.

LITTLE THEATERS

On Thursday afternoon, January 26, Oliver Hinsdell, coach of the Little Theater, New Orleans, gave a reading of John Galsworthy's drama, "The Silver Box," before the literary department of the Women's Club at the Hotel Gruenewald.

An amateur dramatic club, with Thomas Mott Osborne as president, has been formed in Auburn, N. Y. E. Donaldson Clapp is treasurer and Mrs. H. Dutton Noble, Jr., secretary. The club is formed for the purpose of elevating dramatic tastes and to bring out histrionic talent in Auburn. Two performances will be given this year, the first on February 17 in Osborne Hall.

The Vagabond Players, of Fort Worth, Tex., presented their fourth production last week since their organization last fall. Rosalind Gardner started the Little Theater movement there by turning her mother's barn into a showhouse, which seats about 100 persons, and directing the Vagabond Players in suitable one-act plays. From two to three one-act plays are given at each performance for three or four nights in succession. The barn theater is packed for every performance. Admission is \$1 with war tax.

Alfred Bryan, who retired from the English stage ten years ago, after more than thirty years in the profession, has joined the cast of the Little Theater in Fort Worth, Tex. Mr. Bryan was for many years a popular comedian of the provinces, appearing in London successes. One of his biggest hits was made in Minnie Palmer's great success, "My Sweetheart." He came to this country shortly after retiring and recently moved to Fort Worth. Mr. Bryan has taken a keen interest in the aims of the Little Theater movement there since its inception, but this is the first time he has become actively engaged in the work. He made his first appearance Saturday night, January 29.

GENEVIEVE TOBIN FIRST "APPEARED" WITH WARFIELD

Chicago, Jan. 28.—When Genevieve Tobin was 7 years old she appeared with a group of children, including her brothers, George and Robert, in the company of David Warfield playing "The Grand Army Man." She is now actress of the leading role in "Little Old New York" at Coban's Grand. The Tobin trio quit the stage when the Warfield play closed its run and entered school. In the meantime Genevieve's sister, Vivian, was on tour with their mother, who was playing with Laurette Taylor in "Yosemite." After a year Genevieve played the part of a boy in Gus Thomas' "As a Man Thinks." Later she was sent to Paris to school. Returning to America, Genevieve joined her sister in "The Age of Reason," a Washington Square Players' lidd-bit, for a coast-to-coast vaudeville tour. Two seasons ago she acted with Wilton Lackaye in "Palmy Days." Vivian is now with Lionel Atwill in "The Grand Duke." George is in Yale and Robert on a Texas ranch.

OSCAR EAGLE TO STAGE COMEDY

New York, Jan. 27.—Players and Patrons Associated, Inc., recently organized to uplift the drama, announces that Oscar Eagle, who staged "Marjolaine," has been engaged to stage a new comedy to be produced by that association. The name of the comedy is not yet announced.

FAVERSHAM BACK IN CAST

New York, Jan. 28.—William Faversham, starring in "The Squaw Man," returned to the cast Thursday night after a short-lived attack of influenza.

SCHWARTZ TO PRODUCE "RAGS"

New York, Jan. 27.—Maurice Schwartz will produce "Rags," which is now playing at the Yiddish Art Theater, for the entertainment of Londoners some time in May.

LONG RUN DRAMATIC PLAY RECORDS

Number of consecutive performances up to and including Saturday, January 28.

IN NEW YORK

Table with columns: Play Name, Actor/Company, Location, and Consecutive Performances. Includes plays like 'A Bill of Divorcement', 'Sun Christ', 'The National Anthem', etc.

IN CHICAGO

Table with columns: Play Name, Actor/Company, Location, and Consecutive Performances. Includes plays like 'Hindn', 'Lightnin'', 'Little Old New York', etc.

Advertisement for SIGN WRITERS featuring Blicks Master Stroke Brushes and Dick Click Co. Includes text: 'Our New Catalogue FREE FOR YOUR COPY. Over 100 Illustrations of Brushes and Supplies. Address Desk B. DICK CLICK CO. Galesburg, Illinois.'

Advertisement for THEATRICAL COSTUMER HISTORICAL featuring Carl A. Wustl. Includes text: 'Amateur Plays Correctly Costumed. CARL A. WUSTL, (Est. 50 Years) Tel. 1522 Stuyvesant. 40 Union St., New York. EXPERIENCE is the Best SCHOOL. We Coach and Contract To Place. Save Time and Money of "School." Stage Career Agency, 1493 E. 7th, Rm. 422, New York.'

Advertisement for ALVINE ACTING featuring drama, oratory, musical comedy, stage and classic dancing and photo play acting. Includes text: 'ALVINE ACTING DRAMA, ORATORY, MUSICAL COMEDY, STAGE AND CLASSIC DANCING AND PHOTO PLAY ACTING. 63 W. 72d St., Near Central Park West, New York City. SCHOOLS Telephone 5225 Circle. Celebrities who studied under Mr. Alvine: Harry Potter, Annette Kellermann, Nora Bayes, Mary Fuller, Mary Pickford, Gertrude Hoffman, Faya Marbe, Allen Joyce, Eleanor Painter, Taylor Holmes, Joseph Bonomo, Dolly Sisters, Florence and Mary Nash, Milla Dada, and many other renowned artists. Day and Evening Courses, Public Students' Performances. Write B. IRWIN, Secretary, for free catalogue, mentioning study desired.'

Advertisement for THE NATIONAL CONSERVATORY OF DRAMATIC ART featuring F. F. Mackay. Includes text: 'THE NATIONAL CONSERVATORY OF DRAMATIC ART F. F. MACKAY A Thorough Training School for the Stage and Platform. Vocal Exercises. Open all the year round. Mackay's "ART OF ACTING" for sale at Conservatory. Room 711, 145 W. 45th St., New York, N. Y.'

# STOCK DRAMATIC

## IN HOUSES AND UNDER CANVAS

(COMMUNICATIONS TO OUR CINCINNATI OFFICES)

### MAJESTIC PLAYERS

#### Close Run in Halifax, N. S.

#### On Account of Poor Patronage —Company Deserving of Better Support

Halifax, N. S., Jan. 28.—The Majestic Players will close February 4 after twenty-seven weeks of only fair business. This is the tenth year for permanent stock in Halifax, and it is no fault of the company that business didn't pick up. The present company is, without doubt, ahead of any former aggregation; production has been on a par with any road show that has come in; but money is scarce in Halifax, and the winter has been ideal for outdoor sports, so the theaters have suffered.

The leads have been in the hands of Lola May and Wilmer Walter, and later Florence Chapman and Will Howard. Excellent support has been given by Betty Browne, Anne Davis and Margaret McArthur. The male contingent has been conspicuous on account of the work of John Mack, Jack Lewis (and later Tony Stanford) and Dave Munroe, the latter being assistant director. William Dimock directed the company. Patrons have continually been passing favorable comment on the scenery of Lorenzo Molteni, and there is little doubt that his work is the finest seen here for years. His exteriors had a baffling realism about them.

For the second last week "Beside the Bonnie Briar Bush" is being offered, under the auspices of Clan McLean. On Bobby Burns' birthday, January 25, the Lieut.-Governor was present, as were the officers of the North British Society, and many special features were introduced, including a local quartet, Highland dancing, pipers and Lauder imitations. It was a gala affair. The closing attraction will be "Kathleen Mavourneen." No announcement has been made regarding the future policy, but it is thought the house will remain dark until the fall, when another stock company will be organized.

AKRON, O.,

#### To Have New Stock Organization— Francis Sayles To Head Carrington Company

Akron, O., Jan. 27.—A new dramatic stock organization, to be known as the Carrington Stock Company, opens at Music Hall, February 6, in "Thorns and Orange Blossoms." The company will be headed by Francis Sayles, late of the Pauline MacLean Players. Jack Carrigan, who now plays heavy roles with the Jack X. Lewis Players, will assume the duties as business manager after the completion of the Lewis players' engagement next week. He will also take part in the cast. J. Frank Maslowe, character man, and Mabelle Marlowe, who also were popular members of the Pauline MacLean Players and have been with the Jack X. Lewis Players during the engagement, will remain at Music Hall. The management has been unable to secure Nany Duncan, owing to her present contract.

Under the new management there will be no Sunday night performances and there will be a reduction of prices to comply with the times.

WALTER CONNOLLY

#### Joins Proctor Players, Albany, N. Y.

Albany, N. Y., Jan. 25.—The Proctor Players are, this week, giving a creditable presentation of "Oh, Boy!" Walter Connolly, a favorite of the Fassett Players here last summer, opened with the local company in this week's play. Mr. Connolly left here last summer to accept an engagement with Mae Marsh, the film celebrity, in a stage play called "Brittle." Miss Marsh has closed her stage season to return to pictures, and, Mr. Connolly being free, F. F. Proctor at once engaged him for the Albany stock. Clara Joel and William Boyd, playing leads, will end their Albany engagement about March 1 and return to New York, where they are planning a Broadway engagement.

JACK LABODI

#### Supplants James Blaine With Shubert Players, Milwaukee—Frances McHenry Leaves Cast

Milwaukee, Wis., Jan. 25.—Manager C. A. Niggemeyer announces that Jack Labodi will be the new leading man at the Shubert Theater, opening about January 30, to fill the vacancy made by James Blaine. Mr. Labodi has spent several seasons with the Warrington Theater, Oak Park, Ill., and has had extensive road experience.

Upon advice from her physician, Frances McHenry, leading woman, will conclude her engagement with the Shubert Players Saturday night. Playing a different role each week, with from 90 to 100 pages of typed manuscript, has proved too great a strain for her nervous system, it is said.

HELEN ST. LEGER SUFFERS  
INJURY TO SHOULDER

Des Moines, Ia., Jan. 24.—Helen St. Leger, of the Princess Players, is nursing a sore shoulder as a result of her fall on an icy sidewalk last Wednesday. An X-ray revealed three torn ligaments in the shoulder, in spite of which she continued with her part through the week, tho it was necessary to carry the arm in a sling.

ISABEL RANDOLPH ILL

Chicago, Jan. 25.—Isabel Randolph, leading woman with the Broadway Players, Warrington Theater, Oak Park, was suddenly taken ill last week, and Lillian Stewart was booked for the part by Ethel Bennett. Miss Stewart has received many evidences of approval and admiration for her success in the part.

MILDRED DANA



Miss Dana is the popular leading woman of the Carle-Davis Players, which recently opened at the Star Theater, Pawtucket, R. I.

COOPER STOCK COMPANY

#### A Decided Success in Niagara Falls

Niagara Falls, N. Y., Jan. 29.—The Cooper Stock Company, which opened here January 2, is doing excellent business and everything looks good for a long and prosperous run. The first week proved to the theatergoers of Niagara Falls that the Cooper Stock Company was one of the best of its kind and worthy of their support, and they have supported it royally. This is the company's fourth week, and business has increased by leaps and bounds. The work of all the players is excellent and they are fast becoming prime favorites. The opening play was "Under Cover," followed by "Fair and Warmer" and "Tess of the Storm Country." This week's offering is "Johnny, Get Your Gun." Next week, "Within the Law." No change in the personnel of the players has been made since the company opened in August, except the addition of four extra people in the large cast plays. The company includes J. H. Cooper, E. D. MacMillan, Edward MacArthur, Percy Bollerger, Frank L. Root, Harrison Rankin, Maud Duvall, Beattie Sheldon, Nadine Pauley and Alice Collinson. All the plays have been staged in a masterly manner by J. H. Cooper, while the scenic work of Harrison Rankin has been highly commended. The company is 100 per cent Equity.

SUMMER STOCK

#### Planned for Cincinnati—Stuart Walker Negotiating for Cox Theater

The Cox Theater, Cincinnati, will in all probability be the home of a summer stock company, according to announcement made last week by Manager Ed Rowland, opening its season about Easter and continuing until near the fall. Stuart Walker, who for some years has been conducting successfully a summer stock company in Indianapolis, has been negotiating with the Shuberts to secure the use of the Cox house, his plans embracing the establishing of a company of high-class players to present comedies and dramas of established success, as well as new plays destined for regular presentation later on.

In discussing the possibilities of Mr. Walker obtaining the Cox for the summer, Manager Rowland stated that there were two other managers who had made inquiries concerning the possibility of obtaining the house for the same purposes, making it practically certain that this city would have a company of this kind after the close of the regular season. Definite announcement as to the plans to be adopted will be made within a few weeks.

Look thru the Letter List in this issue.

PAYTON STOCK COMPANY

#### Inaugurates Season of Stock at Lyceum, New Britain, Conn.—Critic Lauds Performance

New Britain, Conn., Jan. 25.—The Joseph Payton Stock Company opened an indefinite engagement at the Lyceum Theater, Monday evening, in "The Storm." Stags and scenic effects were given in detail and, in fact, a very good performance was rendered on the opening night.

New Britain has been without stock or legitimate attractions for the past three years. All theaters have been playing vaudeville and pictures with the exception of the Lyceum, which has been the home of tabloid productions until stock was inaugurated.

Euribut Griawold, dramatic critic for The New Britain Daily Herald, reviewed the performance on the opening night, and says, in part, as follows:

"Perhaps it is the acting of the company or perhaps it is the wonderful scenic effects which produce the forest fire scene and the out-of-doors scenes that go to make the show one of the best seen in New Britain in recent years. The forest fire is one of the most realistic scenes ever effected on a local stage.

"Jack Roseleigh, the leading man, was thoroughly convincing in his combination of boyishness, tempered with the primitive strength characteristic of men whose lives have been passed under the influence of nothing other than the natural. Mr. Roseleigh had more or less of a difficult role in the part of Burr Winton, a man of the outdoors. His abrupt changes from the expression of natural awkwardness to a sincerity which banishes all thoughts of self-consciousness were splendidly done.

"The acting of Rose Ludwig appealed to her audience and she displayed a delicacy of touch in the dramatic moments which were the big scenes of the play and revealed the plot of the story as written by Langdon McCormick.

"Miss Ludwig obtained the full sympathy of her audience from her first appearance upon the stage until the final whispers of the last scene.

"The acting of W. Mayne Lynton as David Stewart, who up to the climax displayed all the refined characteristics of a modern villain, made his portrayal of the Englishman very real. Perhaps the only fault to find with the performance on the part of Mr. Lynton was his inclination to talk a bit fast in the opening of the play; and possibly Mr. Roseleigh might have made the final scene a bit more compelling when, fearing blindness, he discovers that he not only can see, but that the girl loves him. Mr. Lynton was natural, strong in his acknowledged physical weakness and happily genuine at the end when he recognized the splendid squareness of his rival of the country he had called "godless" but which to the mind of Burr, who loved the forest, the mountains, the freshness of all about him, was the place where his Creator dwelt."

JACK X. LEWIS

#### Closes Company at Chester, Pa.—No. 1 Organization To End Season February 5

Akron, O., Jan. 25.—Jack X. Lewis, of the Jack X. Lewis Players, who for some weeks past has been head of his No. 2 company which closed last week in Chester, Pa., returned to Akron this week and is again heading the cast at Music Hall. The current week's bill is "Mother and Son," to be followed by "Bought and Paid For." The local company will close February 5, when a new company will occupy the house.

FRANK ARNIM

#### Accepts Contract in Mexico City

Frank Arnim, scenic artist with the Harrison Players at the Grand Theater, Pueblo, Col., will leave there June 15 for Mexico City, he having signed a contract to paint the interior decorations and scenery at the Grand Opera House. In 1906, by the way, Mr. Arnim also painted the scenery at that playhouse. Upon completing his contract in Mexico City Mr. Arnim, whose home is in Colorado Springs, will locate in Pueblo, where he will open a scenic studio. Mr. Arnim resided in Cincinnati for twenty-five years before going West.

LOS ANGELES (CAL.) STOCKS

Los Angeles, Jan. 25.—At the Majestic "Scandal," which began its second week Sunday, bids fair to enjoy a long and most successful run. Mary Newcomb and Edward Everett Horton are the leading people, and the supporting cast includes all the popular favorites, in addition to several new players.

"A Prince There Was" began its sixth week Sunday at the Morosco. The members, all of whom are cast to advantage, include Gayne Whitman, Beattie Eytan, Julia Blanc, Harry Garrity, Grace Benham, Joseph Bell, Joseph Eggerton, Arthur Rutledge, Vivienne LaRue, Billie Pierce and Felix Valle.



**CHARLOTTE DeBURGH**

**Leaves Gordiner Players To Open Dancing and Expression Studio**

Fort Dodge, Ia., Jan. 25.—Charlotte DeBurgh, leading lady of the Gordiner Players, which have been holding forth at the Princess Theater for the past four weeks, has leased the Wabkonna Hotel ballroom, where she will conduct a school of dancing and expression.

Miss DeBurgh will teach ballroom as well as fancy and aesthetic dancing. She received her training at the Dennishawn Dancing School in Los Angeles and had special instructions from Stephano Mascagni in the teaching of children. Miss DeBurgh has had considerable experience in theatrical and dancing work. She has played in a number of stock companies. She was for several years on the Orpheum Circuit with the Morgan Sisters in an aesthetic dancing act.

Miss DeBurgh will resign from the Gordiner Company, effective Saturday night.

**RUTH GARLAND**

**Startles Peace Conference Delegates**

Washington, D. C., Jan. 26.—At a meeting of the Union of East and West Society held last night at the Playhouse, and before a distinguished audience of ladies and gentlemen of diplomatic rank, including the Ambassador of Great Britain and Lady Geddes, Prince Sastri, head of the delegation from India; Dr. Ta Sen, of China; Mrs. Charles Byrd, advisory member at the conference, and Justice and Mrs. Brandeis, Ruth Garland, the actress, made an address in which she said:

"Peace will never be reached thru scraps of paper because they will never contain the common assent of ALL people involved. A sympathetic and understanding heart is the only possible means by which nations can be united in good fellowship—without good fellowship there can be no peace. People will disagree politically and religiously, but there is a mutual field of appreciation in art, literature, drama, music, science and philosophy. To present these the speaking stage is the greatest medium, and thru that medium we can promote an understanding of other people, and vice versa, which will automatically bring peace and good will on earth."

**CHARLOTTE WALKER**

**Joins Proctor Players in Albany, N. Y.**

F. F. Proctor's Harmanus Bleeker Hall, Albany, N. Y., has contracted for the services of the well-known Broadway star, Charlotte Walker, to play a four weeks' engagement with the Proctor Players. Miss Walker will be seen in the leading roles of plays that she has successfully appeared in when they had a New York run. The week of February 6, "Tribby" will be produced; February 13, "The Trail of the Lonesome Pine," and February 20, "Call the Doctor," a Belasco production. This engagement will establish a precedent in Albany, as it will be the first time in the history of the city that a two-dollar star has appeared at popular prices. If the idea meets with the approval of the theater-going public, the best known artists of the New York stage will be engaged when available to play a short engagement at this playhouse, that has won a place for itself in the hearts of the amusement loving public of Albany and that is rapidly growing in popularity.

**F. GAZZOLO MASTERS TASK**

Chicago, Jan. 26.—Putting on a musical comedy with a dramatic stock company sounds all right, but it means a man's size job, according to Frank A. P. Gazzo of the Victoria Theater, where an excellent company is playing "Linger Longer Letty" this week. When planning to make the big change Mr. Gazzo discovered some encouraging factors. First, one of his actresses, Olive Mann, sings like a regular prima donna. Eugene McDonald was a tenor with the Dunbar Opera Company. Other players who were all ready to sing were Lois Wilson, Rose Dean and Milton Kibbee. The role first played by Charlotte Greenwood is taken by Cecile Elliott. The ten chorus girls are taken from various Chicago conservatories.

**MacLEAN PLAYERS CLOSE**

**Pauline MacLean Joins Vaughn Glaser Players in Canada**

Canton, O., Jan. 24.—With the presentation Saturday night of "Fair and Warmer," the Pauline MacLean Players, which have held the boards of the Grand Opera House since early in October, terminated their Canton stay. Miss MacLean left Sunday for Toronto, Can., to join the Vaughn Glaser Players as leading lady. Miss MacLean began her theater career with Mr. Glaser. She will continue with the company until April 1, when it will reopen in another Ohio city.

**"THE DIVORCE QUESTION"**

**Offers Carle-Davis Players First Chance To Show Real Dramatic Skill**

Pawtucket, R. I., Jan. 25.—In "The Divorce Question," which was the third offering of the Carle-Davis Players at the Star Theater last week, the members of the company had the first opportunity to show their real dramatic skill. Mildred Dana made a strong appeal to the audience in the role of the unfortunate girl who was the victim of the neglect of the divorced couple, and Robert LaSener rose to tragic heights as the drug-soaked brother. Henry Carleton played the priest with sound elocution and a dignity that befitted the character, while Betty Gibbs and Louis Anton earned considerable condemnation in their earnest portrayal of the selfish couple who forgot their children in their pursuit of pleasure. Jean Selkirk, Bert Merling and C. Nick Stark relived the sadder incidents of the play in comedy roles, and Earle Mayne was effective as the barly officer.

A large delegation from the Knights of Columbus attended one of the performances, and employees of the Jenkes Spinning Company gave a theater party, when members of the company were presented with bouquets.

**WESTCHESTER PLAYERS**

**Take Dip Into Musical Comedy—"The Champion" Presented This Week**

Mt. Vernon, N. Y., Jan. 26.—The Westchester Players' dip into musical comedy this week, with "Very Good, Eddie," is a great splash for the company and the audience. The production is not the slipshod, haphazard, "It's-all-a-joke" entertainment that usually characterizes a stock company presentation of musical comedy. It has been assembled with care, the ensemble numbers have been well rehearsed, there is no stumbling or pattering about the stage by the chorus, and the musical accompaniment means more than a lot of noise. The settings are harmonious in color and arrangement, and the costuming is in good taste. No little credit for the success of the show goes to Stanley Warner, especially engaged to play "Eddie." Mr. Warner makes the diminutive, limping Kettle an agile and funny figure, and handles the songs allotted to him with zest and sureness. Lillian Desmonde is historically excellent and vocally acceptable. Leslie Adams inserts just the right touch of comedy into the role of the slangy, wise-guy clerk. As a singer Mr. Adams is not so good, but he makes no bones of his vocal deficiencies. Lee Tracy essays several numbers with a broad grin that helps to ease him over the musical rocks. Messrs. Cramer and Hammond and Mesdames Hollis, Lewis and Brown handle minor roles well. "The Champion" is underlined for next week.

**BLANEY ACTIVITIES**

New York, Jan. 25.—The Blaney Producing Company is trying out a new play, entitled "Back to Home and Mother," at the Yorkville Theater this week. The play is a comedy-drama in four acts and will be released for stock purposes shortly.

The Blaney company announces for stock release "The Little Church Around the Corner," "The Love Bandit," "Not Tonight Dearie" and "His Chinese Wife," which was produced at the Belmont Theater last season. The Blaneys have sold the motion picture rights to "The Curse of Drink" and have several offers pending for "More To Be Pitted Than Scorned," "The Girl Who Came Back" and "The Woman He Wanted." All of these plays were great successes over the popular price circuit a few years ago. They have already sold for screen purposes "The Unkissed Bride," "One Day," "The Dancer and the King" and Harry Clay Blaney's greatest success, "Across the Pacific."

**JACK RESSEY STOCK CO. PRESENTS "SMOOTH AS SILK"**

Richmond, Ind., Jan. 25.—The Jack Ressey Stock Company at the Washington Theater is this week offering "Smooth as Silk," and in the big melodrama success the players have a medium calling for the display of their greatest talents in some of the most interesting characters that have ever been created for stock. The Richmond Item has been very complimentary in its remarks concerning the acting ability of the local company in this week's presentation.

**"TENNESSEE'S PARDNER" IN DEMAND FOR STOCK**

"Tennessee's Pardner" has been much in demand by stock companies recently, and the call for it has come from all sections of the country. During the past few weeks Chas. and Harry Blaney presented it at the Gotham, Brooklyn, and Sid Lawrence offered it with the Jack X. Lewis Players at the Music Hall, Akron, O., both being arranged direct with the owner of the play, Arthur C. Alston.

Thru Milo Bennett, of Chicago, Charles Harrison also has just played it at the Grand, Pueblo, Col. In all three cases big business has been reported for the play by the individual managements.

**WILKES THEATER CLOSES**

**Salt Lake City House To Reopen in Few Weeks With Old Stock Favorites**

Salt Lake City, Jan. 25.—The Wilkes Theater will close, temporarily, Sunday night, January 29, after a season of stock, which opened in September of last year. Members of the company have been given notice of the closing, but they have been told to hold themselves in readiness for a reopening within a short time.

"In closing the Wilkes Theater temporarily Mr. Wilkes is emphatic in his statement that he does not intend to give up his theatrical enterprise in Salt Lake City permanently," said John H. Cooke, manager of the local playhouse, in commenting on the closing. "Mr. Wilkes sincerely appreciates the patronage and interest that Salt Lake City has given the Wilkes Players, and the city is dear to him as the scene of his first big success in establishing his chain of theaters. Mr. Wilkes holds a ten-year lease on the theater building here. The present closing is only for a few weeks, when the Salt Lake City theater will again be opened with the old favorites back again.

"We have received word that Alexis Luce, who was so popular here this last autumn, will be at liberty to return soon and he will undoubtedly resume his place as leading man with Miss Shepard and the other members of the company when the theater reopens."

Mr. Cooke will remain in Salt Lake City during the period of temporary darkness getting plans under way for the reopening.

The two weeks' engagement of Robert Craik as leading man with the Wilkes Players terminated Saturday night. He was succeeded Sunday evening by Brady Kline, former leading man at the Wilkes Theater in Sacramento, who opened his one week's stay here in "The Crimson Alibi."

**VAUGHN GLASER PLAYERS**

**Please in Revival of "When We Were Twenty-One"—Boys' Life Council Has Big Theater Night**

Toronto, Can., Jan. 25.—A revival of "When We Were Twenty-One," a play that has always been popular here, is being offered in a pleasing fashion by the Vaughn Glaser Players at Loew's Uptown Theater this week. Those who attended the performance of the comedy by the English actor-dramatist, H. V. Esmond, also enjoyed a special program arranged by the Boys' Life Council and had an opportunity of seeing the Mayor, controllers and councilors of the newly inaugurated Boys' Junior City Council. Special interest was also given to the event by the attendance of members of the Toronto Board of Control and Aldermen. Every seat in the house was taken Monday night, the entire house having been sold out beforehand because of the attractiveness of the program and the fact that the proceeds will help in defraying the year's expenses of the Boys' Junior Council, which will be about \$30,000, and to complete which the sum of about \$6,000 is still required, it is said. The special program given by the boys Monday night included a depiction of campfire scenes and other outdoor vacation activities.

**"SCRAMBLED WIVES" BY PRINCESS PLAYERS**

Des Moines, Ia., Jan. 24.—On Monday night, one of the coldest experienced this winter, the Princess was nearly sited and the patrons enjoyed a very creditable performance of "Scrambled Wives" by the Princess Players. The role of John Chiverack does not fit Arthur Vinton after the manner of a well-tailored suit. Miss Bristow is clever and gets the most out of a hysterical bit. Edward Van Sloan quite hoga the show as the disillusioned man and later as the successful lover. In a review of her initial Princess performance in "Buddies" we stated that "We wish that we might see more of Miss Chubb." This wish was granted literally and optically in "Scrambled Wives," as she makes her first entrance in a most attractive bathing suit, the kind that makes one wish the one-piece affair was passe. Cast as Beatrice Harlow, she has a good part and makes the most of it. Norman Rhoads, scenic artist, deserves credit for the effects he has produced so far this season. Wetzel's Gypsy Orchestra, like rare wine, improves with age and is rapidly making a place for itself among Princess patrons.

**CAPACITY BUSINESS FOR ALLEN PLAYERS**

Edmonton, Alta., Jan. 25.—"Nothing But the Truth," this week's offering by the Allen Players, is drawing capacity business at every performance. The company fully merits the fine patronage it is receiving. Allen Strickfaden, in the Collier part, has the best chance he has had so far to show what he can do, and doesn't let a point get past him. Miss Felton gets a rest this week, playing the small part of Ethel. Clifford Dunstan and Marvel Phillips are particularly good, but every member deserves credit for a very excellent performance.

**"THE NIGHTCAP"**

**Exceptionally Well Done by Woodward Players, Detroit—Two Local Actores Make Debut**

Detroit, Jan. 26.—"The Night Cap," the current week's offering by the Woodward Players at the Majestic Theater, proved capital entertainment. The mystifying melodrama was exceptionally well done, all members of Detroit's new dramatic stock organization being particularly well cast. Walter Davis, leading man, gave a polished interpretation of Robert Andrews, president of the bank whose failure seems inevitable. Frances Carson, leading lady, as Ann Maynard the president's ward (afterward his wife), had a less onerous role than she had in "Scandal," the first week's bill, but charmed with her grace and easy stage presence. Richard Taber was admirably cast as the dyspeptic bank director, and J. Arthur Young provided many hearty laughs as the jovial Col. Constance. Diantha Pattison, as the unfaithful Mrs. Knowles, displayed talent and versatility, and Robert Strange, her jealous husband, gave a noteworthy account of himself. George Leach, stage manager, essayed a typical butler accustomed to service in intrigue, and two Detroit actores, Clark Kinnaird and Douglas McPherson, made favorable impressions on their first appearance with the company.

For next, the third week, the Woodward Players will present "Common Clay."

**KINSEY STOCK COMPANY**

**Closes in Rochester, N. Y.—Kramer Stock Company To Open There Soon**

Rochester, N. Y., Jan. 24.—The Kinsey Stock Company, under the management of Miller & Williams, closed at the Arcade Theater Saturday night after a season of sixteen weeks, during which it presented a variety of plays, ranging from "Uncle Tom's Cabin" to "St. Elmo." The company was quite capable and the plays were presented in good style. It is announced that the company will go to Syracuse, N. Y., to open the Bastable Theater with a season of stock. The Kramer Stock Company is announced to open at the Arcade two weeks hence.

**PRESENT BROADHURST DRAMA**

**Orpheum Players Revive "Bought and Paid For" by Request**

Germantown, Pa., Jan. 24.—The Broadhurst drama, "Bought and Paid For," is being revived by request at the Orpheum Theater this week.

Dwight Meade and Ruth Robinson play the leads, and they score heavily in their respective roles. Harry Wilgus and Gertrude Ritchie play their parts well, and are enthusiastically received by the large audiences. Lester Howard, as Okn, makes a big thing of a small part, providing the comedy with his lines, "Excuse, Please!" Molly Fisher and William Davidge round out the remainder of the cast. Next week, "The High Cost of Loving."

**JOURNALISTIC PALS MEET**

Pawtucket, R. I., Jan. 25.—There was an interesting reunion between two former newspaper associates and longtime friends when Edgar A. Guest, the fireside poet, who has been regaling various New England communities with his quaint and wholesome rhymes about home life, appeared in Pawtucket under the auspices of the Y. M. C. A. Here he found his old journalistic pal, C. Nick Stark, who is a member of the Carle-Davis Players at the Star Theater. Stark was a police reporter on the Detroit Free Press when "Eddie," as he is affectionately known to his intimates, began his newspaper career on that paper as an office boy. The footlights lured Stark from the more or less fascinating profession of journalism, and in his periodical stage appearances in Detroit "Eddie" and the "gang" were always on hand to give him a riotous reception, and the Guest Column next morning would contain verses about the occasion. One season Stark was with the lamented tragedian, Louis James. In Sheridan Knowles' tempestuous drama he was leader of the Roman mob, and before reaching Detroit he engaged several newspaper friends, by letter, to appear as Roman citizens, at a salary of four bits apiece. Among the notable Romans engaged was "Eddie" Guest, and to commemorate his appearance the poet-humorist wrote verses entitled "When I Appeared With James," which

(Continued on page 27)



**DANCING SUCCESS OR NO PAY**  
Waltz, Two-Step, Fox-Trot, One Step, Guaranteed in All.  
- STAGE DANCING -  
Buck, Jig, Chorus, Skirt, Teaching Work, Etc. Taught quickly.  
By P. J. RIDGE  
America's Greatest Teacher  
866 Cass Street, Chicago, Ill.  
Stamp for reply, etc.

# HOUSE REPERTOIRE TENT

BOAT SHOWS · CHAUTAUQUA DRAMATIC COMPANIES  
"TOM" SHOWS AND TENT VAUDEVILLE

(COMMUNICATIONS TO OUR CINCINNATI OFFICE)

## TOMMY GAY

To Open Tent Show May 1

Itinerary To Be Confined to  
Illinois Exclusively—Personnel To Include 25  
People

Everything is moving along nicely with the Tommy Gay Stock Company, which will take the road May 1, playing Illinois territory exclusively. While the business conditions are reported not any too promising, due to the farming towns being hard hit and the coal territory slacking up in production, the management is optimistic. The company of twenty-five people, including band and orchestra, will be one of the strongest combinations touring in 1922, according to reports. Two big features of the organization will be its acting cast and the lineup of royalty plays.

"In a recent issue of your valued paper," writes Mr. Gay, "Manager Terrell asks, 'Why the poor business?' If my brother managers expect to get their share of business they must improve the back end of their organizations. The plays that some managers expect to get by on are, in some instances, pitiful, and some of the actors worse. There are people, in the old days dear at a minimum salary, who have been asking as much salary as real actors, and getting it. That time is rapidly bearing an end, and that class will be forced out of the business eventually, as this coming season will be a survival of the fittest. Managers who think the same old stuff will fill their coffers will find out their mistake too late. This coming year will force out the undesirable. Mr. Terrell is right in stating that salaries will have to come down. So, too, should the R. R. baggage charges, lot rent and some of the licenses that a manager is called upon to pay.

"Am rapidly signing up my acting cast, and, while some of the people have asked outlandish salaries, there are others who have seen the handwriting on the wall and have signed at a reasonable figure, altho a little higher than the pre-war salary. As they are known to be good, reliable professional people, who are to be depended upon, we feel that we will stand a living chance. Our plays have not all been contracted for, but will soon be finished, and as we are paying particular attention to that end of it the company will not fear any competition that it may encounter."

## "TED" NORTH

Contemplates Changes in Company—  
North Players To Play Stock,  
Is Report

The "Ted" North Players, with "Ted" North and Marie Peters in the leading roles, having recently completed twenty-two weeks of repertoire, mostly three-night stands, the greater portion of them in an exclusive agricultural territory, contemplate a change of policy for the remainder of the winter season.

Mr. North believes by making some changes in his organization he will be in a position to offer the house manager of the Mid-West a stock attraction of unusual box-office value.

The company will present only late stock releases in the future.

Billie Weston Smith, who joined the cast about the holidays, will be featured in all light comedy roles, and Gale and Gregg will be featured in high-class musical novelties.

The stock policy will probably continue throughout the spring.

## BLAIRE PLAYERS OPEN

The Billy Blaire Players, under the management of W. A. Warner, opened their season at the Savoy Theater, Columbus, O., January 26, presenting the comedy success, "The Morning After." Mr. Warner is also directing, assisted by Irvin Mabery, principal comedian. Mr. Mabery and Wreaths Raver are trouping under the team name of The Maberys. Other members of the company are Billy and Helen Blaire, The Reeds and Ruby Holt. John Warner is handling the advance.

## NILES (MICH.) MOOSE

Put on Fine Show—Bert Brown Is Big  
Hit

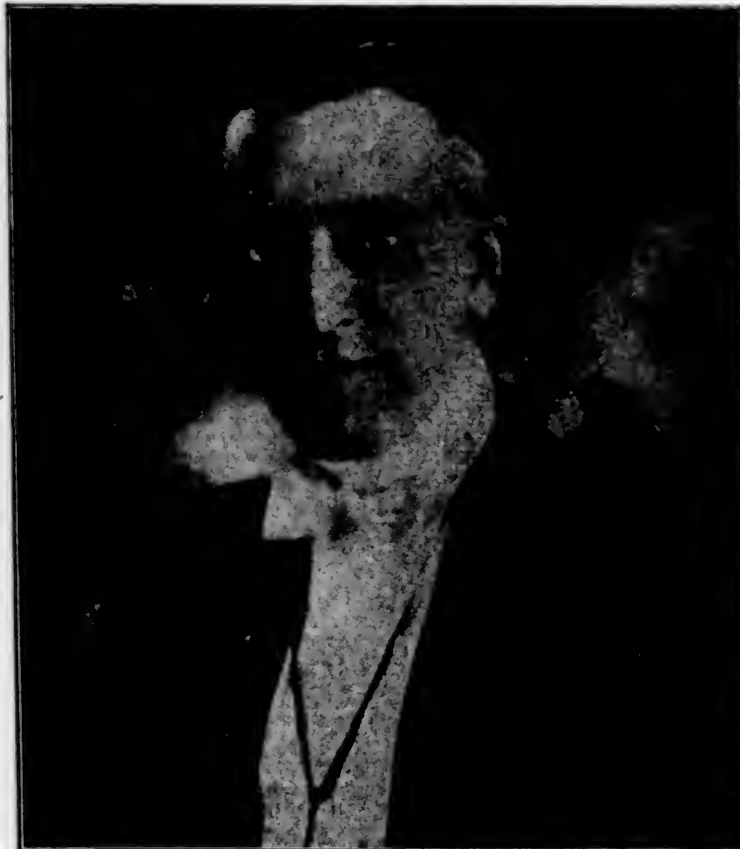
Niles, Mich., Jan. 24.—The entertainment put on at the Opera House last Friday and Saturday nights by the local Moose Lodge met with the appreciation of two large audiences. The program was well balanced and presented many features that brought repeated rounds of applause from the audience. The musical numbers were fine, while the jokes of the comedians were real mirth producers. Several professionals took part in the program. Bert Brown, advance agent of Stowe's "Uncle Tom's Cabin" Company in the spring and summer, and who is as equally at home in the role of "Uncle Tom," was a big hit with his rendition of "My Mammy," and made the audience roar with his humor.

## SUNNY COLTON

Overcome by Escaping Gas

Sunny Colton, daughter of Mr. and Mrs. Frank Colton, had a narrow escape from death January 23 when she was overcome by gas in her room at the Almo Hotel, Cushing, Ok. Her father, who was in an adjoining room shaving, was also affected. Miss Colton, upon entering her room, detected the odor of gas escaping from a stove which Mr. Colton lighted a few moments before she entered. Mrs. Colton, upon entering the gas-filled room, found her daughter upon the bed in a stupefied condition. The latter suddenly realizing what had happened, tried to reach the door, but fell unconscious on the floor. It was only after a hard struggle by a physician that Miss Colton's life was saved. The Coltons are members of Elsie Sabow's "Playmates" Company, playing thru Oklahoma.

## BILL BUHLER



Mr. Buhler is a well-known Eastern actor who contemplates having his own stock company next season, featuring Pearl Young.

## CONDITIONS IMPROVING IN PHOENIX, ARIZ.

Phoenix, Ariz., Jan. 25.—The mines here are beginning to operate on their oldtime basis and conditions generally are improving. More than the usual number of shows are being attracted to this section. The Hila Morgan tent show played two-week stands in Tucson, Mesa and Yuma, concluding the engagement at the last place Saturday night to excellent business. It is one of the first shows of its kind to come into this section during the past three years. Busby's Minstrels played three days last week at the Elks' Theater here to good business, preceded by two days of Donald Dunbar's "Robin Hood" Company, now playing a repertoire of comic opera at Tucson.

## W. C. GALLAHER CORRECTS

W. C. Gallaher, of Fall River, Mass., last season with Mason's "Uncle Tom's Cabin" Company, is now located in New Orleans as agent of the LaFayette Theater. Mr. Gallaher advises that a recent article in The Billboard to the effect that a charitable person opened the LaFayette Theater was in error, and says the house was opened by H. G. Till, a well-known showman of the Crescent City.

## CASS-PARKER-RACHFORD SHOWS TO OPEN MAY 8

The Cass-Parker-Rachford Company will inaugurate the summer season with the opening of its No. 1 show at Sumner, Ia., May 8. Negotiations are now under way with the Baker-Lockwood Company for a new top and other paraphernalia for this show. Hazel Cass will assume the leads, having for her support virtually the same cast as last season. Miss Cass will also offer singing and dancing specialties.

The No. 2 show will open on the same date at Laporte City, Ia., under the management of Hugh McCormick, who will also handle the comedy.

Arrangements are being made for new plays and three high-class vaudeville acts.

"Altho prospects for the summer are anything but favorable," Manager B. G. Davidson writes, "we intend to enlarge our shows and make them thrice as pleasing as last season. Our slogan will be 'The Show All Iowa Is Talking About.'"

## FINDLEY DOING PRESS WORK

A. P. Findley, former trouper, has settled down at the newspaper game in Phoenix, Ariz., but says he keeps in touch with "back stage" thru Old Billyboy. Mr. Findley is on the staff of The Arizona Republican.

## O. A. PETERSON

is Guest of Brunk's No. 1 Show—Musician Speaks Highly of Organization

"On my trip thru the South," advises O. A. Peterson, well-known musician and the writer of "Musical Musings" in The Billboard, "I had the pleasure of meeting Brunk's Comedians No. 1, under the management of Glen Brunk, and can truthfully say that he has one of the finest outfits that ever tramped thru the South; a brand new tent, 63x160, containing many original improvements. Good business was the rule every night during the two weeks that I was their guest at Corpus Christi.

"The acting cast is high class, and consists of the two Maxwells, Ted and Virginia; the Howels, Mr. and Mrs. Nicholson, Mr. and Mrs. Thornton and Mrs. Fred Brunk, who direct the plays. All but the latter do specialties between acts and change for two weeks.

"Glen Brunk is on the front door and his wife occupies the ticket box, while Henry Brunk attends to the curtain, does bits and doubles alto in the band. There is not a bit of dead timber or excess baggage on the entire show. Sam Bright is master of canvas and doubles in band, and to my personal knowledge he is one of the best bass drummers in the business. He tramped with me on the Fox show several years ago.

"The excellent band and orchestra is led by Al Thurburn, an old trouper, who knows his business. Mrs. Thurburn is at the piano. Mr. and Mrs. Pence do Eb bass and C tenor saxophones respectively in orchestra; he doubling in tuba in the band and she doing a vocal turn in the orchestra.

"The veteran agent, Mr. Mosely, is picking out the good spots and fixing the bad licenses. Mr. Pence plays a bass saxophone solo on the opening night and Mr. Morehead offers an excellent xylophone solo the second night. There are no waits between acts; something doing every minute. The best feature of the show was a policy to discontinue the overture at 7:45 and start the show promptly at 8 o'clock, which pleases the audience very much, and would please the patrons everywhere if the managers only knew it. Houston Spangler is doing electric work and doubling cornet in B. and O.; Bill Spivina, doubling both ways on clarinet, and Mrs. Ferguson playing a large trombone in band and orchestra. There were several workmen whose names I did not learn, I admired, tho, the manner in which they kept the fire going in the six big stoves."

## OBRECHT STOCK COMPANY

Touring Minnesota to Good Business

The Obrecht Stock Company, with Christy Obrecht as manager, opened January 3 and is playing established territory in Minnesota. In a letter to The Billboard Mr. Obrecht writes:

"In spite of cold weather, blizzards and impossible roads, business is good. Our Minnesota patrons have not forgotten us and they have welcomed us in each town. It has been four years since we've played thru here, and changes have taken place. There are not many shows in this territory and the people seem to be show hungry. We had a pleasant visit with the Beach-Jones Company when we played Kasson, Minn. Harry Clarke, business manager, is handling the advance and getting results. Preparations are already being made for the revival of the old Obrecht Stock Company with the Obrecht Sisters and Christy. The family will again be together, playing the biggest and best towns in Minnesota and Wisconsin. Several fair dates have already been contracted. All royalty bills will be used and the Ladies' Orchestra will be featured."

## ERNIE MARKS

Says Conditions Are Bad in Ontario—  
Stock Company Owner Leases  
Martin Theater, Oshawa, Ont

Writing from Brockville, Ont., Manager Ernie Marks, of the stock company bearing his name, says conditions in Ontario are the worst in twenty years. "It seems," he says, "the bottom has practically dropped out of the show business for the time being. I have leased the Martin Theater, Oshawa, Ont., for a period of five years, and will operate it as a combination house, playing road shows, moving pictures and vaudeville. I will also put my own stock company in for a spring run, opening about March 1. We have had a beautiful winter here so far, which is great for the unemployment situation. I think the manufacturing plants will soon open, and when they do the theatrical business will once more forge to the front."

## COMPTON SIGNS WITH EMERSON

C. W. (Dad) Compton has signed for the coming season as advance agent for Capt. Ralph Emerson's "Golden Rod" showboat. Mr. Compton says he had several good offers under consideration, but one of his reasons for signing with Capt. Emerson was that he wants to spend part of the summer on the water.



# THE SPOKEN WORD

Conducted by WINDSOR P. DAGGETT

## Where Do You Stand?

The acting profession is divided into two camps, the studios and the anti-studios. This department is intended for the studios. Few tho they be, there are serious-minded and industrious young actors, and there are many more serious and industrious older actors.

Do you read the interviews in The Billboard? I do. And I wouldn't miss getting the messages that come from the thinkers and doers in the acting fraternity. What does Emmett Corrigan say when asked: "What's the matter with the actress?"

"They don't study enough," he answers, "they don't read enough." Why study? "Acting is not only an art," continues Mr. Corrigan, "it is a science, and in my opinion it is a science before it is an art."

I didn't know that Mr. Corrigan's remark would fit my subject of speech so well until I got that last sentence. This reminds me of a remark that W. S. Gilbert once made.

W. S. Gilbert had been requested by an Australian amateur composer to furnish the libretto of an opera. His score, the amateur remarked, was perfectly certain to be satisfactory, for "he was a born musician, tho he had been educated as a chemist." Mr. Gilbert, in answering to express his regret at not being able to comply, said he "should have preferred a born chemist who had been educated as a musician."

Did it pay Donald Brian to learn to dance? When Donald Brian, as a boy, decided to be an actor, his father told him he must learn to dance, and his watchful grandfather took him to an old Scotch master, who gave him a thoro schooling. Donald Brian was on the stage eleven years before he had a part where he could dance. Then came "The Merry Widow" with that famous waltz. Mr. Brian says the best Irish cry he ever had in his life was the next day when he read the morning papers. Mr. Brian's good speech is no more an accident than his dancing. That same father and grandfather corrected every word he uttered, so that as he grew up careful speech was second nature. Mr. Brian is just as serious a student today as he was at seventeen.

Richard Bennett's advice to the young actor is: "To work like the devil."

Lionel Atwill says: "I have come to the point where I praise heaven if I meet a young actor who is taking his work seriously, who studies and who feels that there are still some things about the stage for him to learn."

When Stuart Walker was praising two actors the other day he didn't talk about their genius. The finest thing he could say about two young actors, in his judgment, was to speak of their enthusiasm for study and hard work.

When Paulina Lord speaks of her success she says: "I've had to work for it. I haven't any beauty of either face or form, and I have to know my business."

Pedro de Cordoba speaks frankly when he says: "We are too soft. . . . An actor who has a measure of success stops striving."

What does Mrs. Leolia Carter say? "These girls who make overnight successes—what do they know about acting? They only last a minute—like fireworks—go up like a rocket and come down a stick. They don't know how to walk away, they don't know how to sit; why, they can't speak the English language! I can't understand how they expect to last."

I hope these examples prove, what I have found to be true, that the best actors are the friends of the students. They lament the indolence that prevails in the theater. By example and by word of mouth they cry courage to the quiet and patient toilers who take the slow but sure road to success.

Many actors at a distance have asked by letter to know more about the sounds of English. I have had to reply that the books that cover the subject adequately are phonetic books, written in the phonetic alphabet, and not intended for the general reader. So much interest has been aroused in some cases that these answers do not satisfy, and so I have been racking my brains to know if phonetics could be "put over" in these columns.

It is a subject dealing with sounds, so that the student, working without the ear of a teacher, has a handicap; but it is a subject that is treated with considerable scientific accuracy so that the careful student will at least get help even if he does not reach perfection. Walter Hampden, as a youth, was a great browser of books, and he speaks of this as the "urge" that led to the still greater studies when the opportunity came.

If I attempt to teach a subject in these columns, I shall do so with a full knowledge of the difficulties involved. But I have come to the conclusion that an explanation of phonetics

will at least make the serious minded think and observe. If I can hold together a group of constant readers who will think and observe, I shall be hopeful of finding my work justified.

## Constant Readers

Some part of this page each week will be devoted to a "study" column. This will be intended for the constant readers, because the discussion of phonetics will be progressive and will form a course. To miss a "study" means to have a gap in the reader's knowledge of the subject. We begin today. After two or three "studies" the subject will open up with surprising clearness. After this week the general discussion of the stage and the general discussions will go on as before. The space this week is devoted to the student.

## Study No. 1

The word "language" is derived from the Latin word "lingua," meaning tongue. Language and tongue are synonymous in the expression, "the mother tongue." To study diction is to study the tongue. To improve diction is to train the muscles of the tongue in flexibility and precision. To have abnormal tongue, in size, shape or muscular action, is to have a speech defect. To study English diction, therefore, is to study the habits of the tongue. To correct one's habitual speech is to correct one's

muscles that insist on too much "acting" are like the toothache; they can sometimes be conquered if they can be forgotten. The first thing to do is to change the seat of consciousness by transferring it from the back to the tip. I need to go to bed suggesting to myself that my tongue, without roots, lay like a wafer in the mouth, and that its only attachment was a little point of contact with the teeth. If this thought can be cultivated so that the tongue learns to relax, especially at the back, a somewhat common difficulty may be overcome.

It is physically possible to make all the vowel sounds in the words on the chart (not the consonants) with the tip of the tongue resting lightly against the lower teeth, but such a test is not essential. While all the front vowels are made with the tip in this position, some of the high-back vowels require that the tongue leave the teeth.

What the chart really represents is the position of the "tongue ridge." We call "e" a close vowel because the tongue ridge comes close to the gums back of the upper teeth and nearly closes the gap where the breath focuses in the formation of this sound.

The tongue should never be pushed into position. Neither the back tongue nor the rim of the tongue is wanted in this operation. The ridge should rise up at the front of the tongue like a local blister or swelling, or like a cat's back, and its action should be easy as winking at the sun. This exercise can be done successfully only when the muscles respond to the mental suggestion. To force the tongue to position by muscular strength is fatal. Coax it along by holding the idea in mind. The use of a mirror will help greatly.

When the "e" is said properly, the vibration of the breath will be felt against the teeth-ridge (gums) of the upper teeth.

NOTE—The stress marks precede the syllable stressed.

If we employ the arbitrary signs ((:)) and ((:)), we shall be learning phonetics before we realize it, for these are signs from the International Phonetic Alphabet.

The two dots (::) means that ((:)) is twice as long as ((:)). Say "Eat it" ((:it it)) and you will sense the difference between long and short. If you read ((:it it)), you read phonetic transcription.

To apply our phonetic transcription to a number of words, we may find some of the advantages that a phonetic method of study offers. "Believe" becomes ((bi"li:v)).

The British actors, as a whole, have a better possession of the high-front vowels than the American actors. Our best actors meet on a common ground of excellence.

George Arliss, in the part of the Rajah, in "The Green Goddess," speaks with a very high ((:)). "Hospitality" becomes ((- pi ta li ti)) with the ((i)) somewhat higher and more refined than it would be in ordinary speech.

The use of this high-front vowel gives a highly cultivated "style" to the speech of Miss Violet Kemble Cooper. With her, in "The Silver Fox," "premises" became ((pri mi si)). Neither this "style" of Mr. Arliss nor of Miss Cooper should be affected by anyone. Their usage is recorded simply to show how these subtle differences lend themselves to characterization in the mature artist.

In phonetic transcription, both "been" and "bean" become ((bi:n)). This is the British pronunciation of "been." The American pronunciation is ((bin)).

"Experience" in American pronunciation is usually called ((eks "pi: ri (e)ns)).

"Always" is frequently heard on the stage as ((- wi:z)), which is a standard pronunciation.

"Merciless" becomes ((- si li:s)).

"Express" may be heard from cultured speakers as ((ks "pres)).

"Inevitable" in Charles Cherry's speech is ((in "vi: g)).

"Desperate" becomes ((des pri:t))—Hilma Spong in "The Fan."

"Family" becomes ((fa mi li))—Robert Ames in "The Hero."

"Christianity" becomes ((kris ti "a ni ti))—Tyrone Power in "The Wandring Jew."

"Evil" in the church service and sometimes on the stage is ((i: vil))—Pedro de Cordoba in "Launcelot. . ."

"Stirrup" becomes ((stir rup))—Josephine Royla in "Launcelot. . ."

"System" is ((sis tim)).

"Evening" is ((i: v ni: g)).

"Merciless" becomes ((- si li:s))—William Morris in "The Dream Maker."

All these are standard pronunciations, and they serve as a preliminary exercise in reading phonetic script.

## CUT THIS OUT

### CHART 1. ENGLISH TABLE OF VOWELS

| High Front | Mixed      | High Back |
|------------|------------|-----------|
| he         |            | who       |
| is         |            | wood      |
| met        |            | go        |
| there      | word about | call      |
| at         |            | on        |
| Low. thy   | us         | father    |

## JULIA MARLOWE WRITES:

"Any quality of excellence that my own speech may possess has been the result of many laborious years, of most constant study, and even today of daily practice."

JULIA MARLOWE-SOTHERN.

habitual tongue positions. To learn a new language is to learn new tongue positions.

Chart No. 1, which appears on this page, represents tongue positions. The Alphabet of the International Phonetic Association recognizes fifteen pure vowel elements in the English language. This alphabet has a separate sign for each element. Each word on Chart 1, with the exception of "thy," is pronounced with a pure vowel sound. The vowel in each word of the chart is a single element of speech, not a diphthong or double sound. To know the vowels in these words is to know the elemental vowel sounds of English.

The order of these words represents the tongue position of the vowels. The pianist has to learn fingering. My "Rational Typewriting" instruction book begins its instruction with a description of "Position," "Touch," "Fingering." It says: "The position of the machine is of the utmost importance. The operating body, and especially the hands and arms, must have a comparatively close and accessible relation to the key board. The little fingers rest on the "guide keys," and, from this "guide" position, all other keys are reached.

If we wish to apply the analogy, the tongue is the hand or the operating body. The teeth and roof of the mouth are the machine or keys that receive the touch.

I usually find it helpful to suggest to a pupil that there is a "guide" position of the tongue. One often finds, even in young children, a tendency for the tongue to draw backward into the mouth. This tendency has to be corrected. When I asked Sam Ash, the tenor of clear diction, if he knew what his tongue position was when he sang the vowels, he said: "I do; the tip of my tongue rests lightly against the lower teeth." That position is the guide position of the tongue, and it is a position that the beginner should become sensible of.

The tongue that struggles backward into the mouth is not a relaxed tongue. These larger

muscles that insist on too much "acting" will spread in the relaxation of a smile. For phonetic practice the student should never attempt loudness. Many of these exercises can be done almost silently. One could profitably practice all of them while rocking the baby to sleep.

On the sound of "e" the tongue-ridge is bunched up with a degree of energy that may be called "tense." If we relax that tenacity slightly, the tongue-ridge is lowered sufficiently to give the sound of "i" in "it." If we will observe what happens when we pronounce the simple sentence, "He is," we may sense the bunching tenacity of the tongue on "e" and the relaxing on "i." As for the tongue positions, these two vowel sounds are almost identical, both are "high-front," and yet the sounds themselves are quite different.

Quietly say "he is" several times, with the tip of the tongue resting on the back of the lower teeth and the front tongue bunching into a high-front ridge by means of a little muscle that is there for the purpose. After sensing the position of these sounds, take the vowel sounds out of the words and repeat the vowels several times, e-i, e-i, e-i, until the action of the tongue is perfectly easy. Do not practice too long.

In managing the breath in these exercises, let all the pressure be a controlled action at the waist, with no local effort in the throat. The throat should be relaxed and rested thru all practices, but this relaxation will not be accomplished unless the back tongue is made passive and obedient.

## Explanations

- (( )) Indicates phonetic spelling.
- ((:)) Means sound is long.
- ((i:)) Sound of "e" in See, Be, Bed.
- ((i)) Sound of "i" in It, Lip.
- ((e:)) Sound of "e" in Novel (nov'l).
- ((')) Prima stress.
- (('')) Secondary stress.

## A Linguist

A Negro porter in a barber shop made a speech one night at his colored men's club. It was quite an effort, creating a sensation among his brothers on account of the number of big words it contained.

His employer heard of it, and the next day began twitting him when he saw him absorbed in a dictionary.

"What are you doing, Sam?" he asked. "Looking up some more big words for another speech?"

"No, sah," he replied. "Tain't that. Ah's jes' translatin' the speech ah made las' night."

## FRANK SMITH LAUDS MILLER'S TENT SHOW

Frank (Smithy) Miller had the pleasure of reviewing W. T. Miller's Vaudeville Tent Show at Cuthbert, Ga., the other night and is not reluctant in stating that the company as a whole is one of the best aggregations of entertainers he has ever seen. Messrs. Smith and Miller tramped together with the J. Augustus Jones Shows several years ago and many incidents of old days were discussed. Mr. Smith has been in the mercantile business in Cuthbert for the past few years. "The Miller show is one of the very few to make Georgia this winter," Mr. Smith informs, "and the night I was present the tent was full and the show made a fine impression with the town folks. Mr. Miller advised me that business had been very good all winter."

## NORTH PLAYERS LIKED

Emporia, Kan., Jan. 24.—The "Ted" North Players, now playing a two weeks' engagement here, are offering a program of worth-while entertainment, and hearty applause nightly is rewarding the efforts of the performers. The consensus of opinion is that the company is the equal of any that has been here in years.

## KOHLER PLAYERS BOOKED AT COSHOCTON (O.) HOUSE

Manager Russell, of the Sixth Street Theater, Coshocton, O., will shortly install the well-known and reliable Jack H. Kohler Players, which will offer a forty-five-minute tabloid variation of dramatic stock plays.

## NEW PLAYS

(Continued from page 19)

can milkman. It would hardly be wise to swallow a double portion of "merc" in New York and then to find out that just twenty minutes before Local 1492 of the Milk Waterers' Union had been locked out of the pumping stations by the milk barons. Or that the men had struck because a member in good standing in the Bottle Fillers, Helpers, Washers and Brothers-in-Law Local 325 had been fired because he got more than a half teaspoonful of cream in a quart container. Of course, these chances have to be taken only in Manhattan, where the supply of milk is in inverse ratio to the amount of slink-made liquor distributed in the smart dancing places after 12 midnight. In Paris, where Mr. Manners has established his sanatorium for debilitated jazz hounds, the milkmen are, like the "licker," more dependable than here.

It looks from the inside as if Mr. Manners has written a drama around the Olive Thomas case, but I don't think he is that kind of a playwright. In any event, he has gone to no pains to coat the pill he has manufactured. That will not be the reason it may not prove altogether a success. The public loves its medicine bitter if it is given in packages well wrapped, picturesque and attractive. Any patent remedy maker will tell you that it is the wrapper which sells the bottle, not what the contents may be. "The National Anthem" has a crisp, interesting first act, and it creates an atmosphere of suspense. Instead of keeping the pace up Mr. Manners wanders into long stretches of conversation which would destroy the dramatic value of anything. When Marian Hale marries the drunken, vicious young son of a rich father who has made his money over a forge, with the idea of reforming him, she stakes out her grave in the cemetery. Instead of making him over he turns her into a drunken creature of the night in Paris and way stations from whose blood the jazz germ has eaten all the red and white corpuscles. Her cure is effected only after she has swallowed a bichloride tablet by mistake. He gets killed running for the doctor. I hope 'twas not the milk wagon ran over him. Of course, Marian gets better after a good deal of suspense (which is well managed) and two or three gowns which would kill any woman. From the beginning of the play to its end there beats the constant tom-tomming of a jungle dance band which has all the effects of the drum in "The Emperor Jones." It is a good thing there are no windows in Hank Miller's Theater. The unending jazz in the play is enough to drive any normal theatergoer headfirst thru sash and glass. The psychology of the play is sound and accurate, even to the sneering laugh of the clarinet which comes thru the open window at the very fall of the curtain after the tragedy of two lives has taken place. Thruout the play there are many such bits, but they do not compensate for the long sections of inactivity. There is also a poverty of stage business which gives an unworkmanlike finish. To cover up an anticipated entrance one of the women sits and plays a little French song, for no other reason than to kill time. Another bad spot is the packing business in the beginning of the last act, where the same character puts everything in sight into the open traveling bags—books, pictures, everything but the baby grand piano. Someone arriving unexpectedly prevented that, I am sure. But with all its deficiencies, and they are not few, Mr. Manners' play displays straight thinking and good reasoning. He never dodges the issue. Old Man Carlton hates his son because he is a good-for-nothing bum. He is frankly glad to get rid of him when he is dead, and he sheds no crocodile tears over the fortunate loss. "I wonder if Arthur hears that awful music where he is," moans Marian as the jazz music leaks into the room in the last act where she is recovering,

## CABLES FROM LONDON TOWN

Billboard Office, 18 Charing Cross Road, W. C. 2

JANUARY 28

By "WESTCENT"

## LEASING OF GULLIVER THEATERS NOT ADVISABLE, IN OPINION OF V. A. F.

Consequent upon Charles Gulliver's published offer to lease eight halls to the Variety Artists' Federation, Mr. Gulliver has received many offers to take over one, two or more houses. One curbstone agent wanted a hall, but Mr. Gulliver refused to deal with him unless he deposited \$25,000 in advance. Other agents want to handle one or two halls, while a cinema combine offered to take over the eight halls for all time.

Variety Artists' Federation officials have been investigating figures pertaining to the halls, but, truth to tell, it is feared that inter-club jealousies among the unemployable artistes will be an insuperable bar to the situation. Assuming that 600 weeks were available for acts during the eight weeks and that each act had a minimum of two weeks, the pleasing of these 300 acts would have the effect of estranging 2,000 acts. Disgruntled performers would cease membership and chaos would arise. It may be that of two questions, one of leasing the halls for the sake of the unemployed and the other of conserving funds, the Variety Artists' Federation will choose the latter, as the halls offered by Mr. Gulliver are bad speculations anyway.

The Variety Artists' Federation suggested that Mr. Gulliver should take the risk with the federation on a fifty-fifty sharing of door receipts, with the proviso that Mr. Gulliver relax all barring clauses as regards his attractions, so that the federation could avail itself of these, but Mr. Gulliver declined the plan, altho offering a modified form of sharing receipts. The matter, however, is still under consideration of an exclusive limited consulting council, called in by Albert Voyce to assist him and Monte Bayly in arriving at the correct data. It is more than probable that the registrar general of friendly societies will prohibit the Variety Artists' Federation from using one cent of its general funds toward financing the scheme.

## GULLIVER PROFITS BY SUBLETTING STARS

Charles Gulliver, having found that his cornering of the stellar and presumably rising attractions, all roped in on his vellum contracts in 1918, has been the reason of his circuit flopping by reason of his having to play some of these acts three times in seven weeks at the same theater, has been worried about unloading them onto other managements. This he has an undoubted right to do, but artistes bound by these contracts now find the snap, inasmuch as an act contracted to Mr. Gulliver at \$225 has been sublet to rival managers by Mr. Gulliver, whereas in the open market the act could have gotten \$500. In some cases Mr. Gulliver is subletting acts at a profit rental.

## L. C. C. REMITS SURCHARGE

The London County Council has remitted the surcharge of over \$13,500 expended illegally in giving Shakespearean plays for its scholars.

## "THE BAT" A BIG SUCCESS

"The Bat" scored a big success upon its presentation at the St. James Theater on January 23, with Drusilla Willis scoring heavily as Lizzie; also Eva Moore as Cornelia VanGordon, and Arthur Wontner as Anderson.

To stop an attempted press getaway "The Bat" was rushed into the St. James for simultaneous production, and it scooped the pool for good press notices.

## "NIGHTCAP" CALLED GOOD FARCE

"The Nightcap," produced at the Duke of York's Theater January 23, is a long way behind "The Bat." Some of the critics think it would be, or was, an excellent farce. Robert Lorraine, Spencer Trevor, James Carew, Margaret Halstan and Anita Elson were all good.

## PICTURES TO FOLLOW RUSSIAN BALLET

The Russian ballet, "The Sleeping Beauty," will close on February 4 at the Alhambra, and will be followed by a short picture season.

## AYRE'S LIABILITIES LARGE

Nat D. Ayre's bankruptcy discloses a claim for \$30,000 for income tax and gross liabilities of \$80,000.

## NEW GRAND GUIGNOL SERIES

The new series of Grand Guignol plays produced at the Little Theater January 25 is very effective without being repulsive. Good work is being done by George Bealby, Nicholas Hannea, Russell Thorndike and Barbara Gott.

## IMPROMPTU CHORUS IN "A TO Z" REVUE

Teddie Gerrard's inclusion in the "A to Z" revue at the Prince of Wales Theater is notable for the impromptu rehearsed "chorus" of clubmen from White's, including Ivor Novello, the composer.

## UNDERGRADS CAN'T SEE GRAND GUIGNOL PLAYS

The vice-chancellor of Oxford University has forbidden undergraduates to visit the local theater when the Grand Guignol Company plays there.

## OPENINGS AND CLOSINGS

The "Enter Madame" Company is now here, but the show will not be staged at the Royalty Theater until the end of February.

"The Maid of the Mountains" will close at Daly's Theater February 4, and James White brings the ex-enemy play, "The Lady of the Rose," there on February 16.

"Jenny," an all-British musical comedy, opens at the Empire Theater February 8.

Reginald Summerville's opera, "David Garrick," will be produced at the Queen's Theater shortly.

"Princess Ida" had a brilliant revival at The Prince's Theater on Jan. 23.

## PANNED FOR "BUTTON-UP" STUNT

"Karno and Klitcher's Revue of 1922," produced at the Flinsbury Park Empire January 23, was panned for having a number wherein girls descend a "joy-plank," asking the audience to button up their evening dress. We remember a similar stunt in a New York production, but it will now be worked here with two plants in the audience, a dude and a baldhead.

## CYRIL MAUDE CAN'T GET SKETCH

Cyril Maude fears he will be unable to fulfill his American vaudeville tour, as he cannot get a suitable sketch.

## HENRY BAYNTON CONTINUES AT SAVOY

Henry Baynton continues varying his program at Shakespearean matinees at the Savoy Theater, but he himself has not yet set the Thames alight with his performances.

## PAY HEAVY ENTERTAINMENT TAX

The Metropolitan Theater of Varieties, London, made \$13,000 profit for 1921, but had to pay over \$37,000 in entertainment tax; while Eastham Palace and Tottenham Palace conjointly only made \$5,500 profit, but paid \$60,000 en-

but ignorant of her husband's death. There is an instant's pause. "I'll bet he does," barks old Carlton with a meaning grin. I forgive Mr. Manners anything he did or said in the play for just that line. It is an evidence of masculinity which almost all of our plays lack completely.

The cast is an uncommonly good one. Miss Taylor, with some of "Peg" clinging to her reading to give it charm, does the devastated, drunken, half-mad characterization very well. A clear and lifelike portrait of a common-sense young actress was given by Lillian Kemble Cooper, and an incisive, crackling one by her sister, Greta. One thing can be said of all the Kemble Cooper girls. They act, talk and behave like human beings. Their work never shows signs of stage "refinement" nor anemia. Thanks for that. Ralph Morgan gives a fine, sustained performance as the rowdy young Carlton, never overacting and playing with an uniform consistency which I have not noticed before in his work. Dodson Mitchell makes a real man, and Richie Ling is pleasant, urbane and unobtrusive. A particularly good bit is the French doctor of Paul Porcasi, Robert Hudson, as a loose-lipped and vociferous young bouncer, fairly dripped off-fensiveness.

Mr. Manners has committed an unpardonable sin in mentioning the word "God" without making it the occasion for a laugh or an oath. He should know that all our best dramatists, praised by the Critics of the Round Table, have decreed that all reference to the Almighty is the hall-mark of provincialism, old fashion and reaction. Any allusion to spiritual things is rank phillistinism to the Tiny Tots of the Typewriter. When Marian Hale staggers back literally to life and looks at the wreckage, she says brokenly to her father: "We have come a long way from God!" Now that sort of thing will not do at all! No wonder the play reporters hammered Mr. Manners' play. Such a bromidiom is altogether too mainstreamish to merit attention from Our Set. However, I, for one, can quite agree with Mr. Manners and his Marian. We have come a long way from God, the things of the theater farther than any. Unless, of course, God has run away from the theater, for which, without any desire to be blasphemous, no one of intelligence could blame Him. —PATTERSON JAMES.

tainment tax. Two and a half per cent dividend only will be paid on these properties.

## Should the Censor Ban the Grand Guignol?

Who on earth gets these agitations started? Some poor newspaper man stuck for an idea, eh? "Why," shrieks a writer, "should our dramatists trade in horrors, more so in insanity? Why," he wails, "should an actress of the genius and intellectuality of Sybil Thorndike seem to get into an endless groove of misery, disease and murder? She is the last actress whom one would label commercial. Has she not had enough horror for an education in versatility? Has she any need for this perpetual horror business? Is it not time she entered upon the larger kingdom of her rare and fascinating art? So amenable a creature has the Censor become that his office is hardly worth fighting for. Thank goodness, however, that he has unreservedly banned a play discussing the right of a parent and physician to encompass the death of an imbecile child." Well, Jose Levy is making money out of it and the police don't object.

## Birmingham Leads the Way

The Licensing Justices of Birmingham report that the places of entertainment in that city provide seating accommodation for 132,386, and include seven theaters, seven vaudeville houses and sixty-five picture theaters. The Entertainments Committee expresses satisfaction at the general arrangements, decorative repair, cleanliness and order, both in the public and private parts of the houses, which, they say, are in better condition than at any previous time. Further, complaints of suggestive vulgarity in vaudeville houses have been less than heretofore.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

# THE SPOKEN WORD

Conducted by WINDSOR P. DAGGETT

## Where Do You Stand?

The acting profession is divided into two camps, the studios and the anti-studios. This department is intended for the studios. Few of them be, there are serious-minded and industrious young actors, and there are many more serious and industrious older actors.

Do you read the interviews in The Billboard? I do. And I wouldn't miss getting the messages that come from the thinkers and doers in the acting fraternity. What does Emmett Corrigan say when asked: "What's the matter with the actress?"

"They don't study enough," he answers, "they don't read enough." Why study? "Acting is not only an art," continues Mr. Corrigan, "it is a science, and in my opinion it is a science before it is an art."

I didn't know that Mr. Corrigan's remark would fit my subject of speech so well until I got that last sentence. This reminds me of a remark that W. S. Gilbert once made.

W. S. Gilbert had been requested by an Australian amateur composer to furnish the libretto of an opera. His score, the amateur remarked, was perfectly certain to be satisfactory, for "he was a born musician, tho he had been educated as a chemist." Mr. Gilbert, in answering to express his regret at not being able to comply, said he "should have preferred a born chemist who had been educated as a musician."

Did it pay Donald Brian to learn to dance? When Donald Brian, as a boy, decided to be an actor, his father told him he must learn to dance, and his watchful grandfather took him to an old Scotch master, who gave him a thoro schooling. Donald Brian was on the stage eleven years before he had a part where he could dance. Then came "The Merry Widow" with that famous waltz. Mr. Brian says the best Irish cry he ever had in his life was the next day when he read the morning papers. Mr. Brian's good speech is no more an accident than his dancing. That same father and grandfather corrected every word he uttered, so that as he grew up careful speech was second nature. Mr. Brian is just as serious a student today as he was at seventeen.

Richard Bennett's advice to the young actor is: "To work like the devil."

Lionel Atwill says: "I have come to the point where I praise heaven if I meet a young actor who is taking his work seriously, who studies and who feels that there are still some things about the stage for him to learn."

When Stuart Walker was praising two actors the other day he didn't talk about their genius. The finest thing he could say about two young actors, in his judgment, was to speak of their enthusiasm for study and hard work.

When Pauline Lord speaks of her success she says: "I've had to work for it. I haven't any beauty of either face or form, and I have to know my business."

Pedro de Cordoba speaks frankly when he says: "We are too soft. . . . An actor who has a measure of success stops striving."

What does Mrs. Leslie Carter say? "These girls who make overnight successes—what do they know about acting? They only last a minute—like fireworks—go up like a rocket and come down a stick. They don't know how to walk even, they don't know how to sit; why, they can't speak the English language! I can't understand how they expect to last."

I hope these examples prove, what I have found to be true, that the best actors are the friends of the students. They lament the indolence that prevails in the theater. By example and by word of mouth they cry courage to the quiet and patient toilers who take the slow but sure road to success.

Many actors at a distance have asked by letter to know more about the sounds of English. I have had to reply that the books that cover the subject adequately are phonetic books, written in the phonetic alphabet, and not intended for the general reader. So much interest has been aroused in some cases that these answers do not satisfy, and so I have been racking my brains to know if phonetics could be "put over" in these columns.

It is a subject dealing with sounds, so that the student, working without the ear of a teacher, has a handicap; but it is a subject that is treated with considerable scientific accuracy so that the careful student will at least get help even if he does not reach perfection. Walter Hampden, as a youth, was a great browser of books, and he speaks of this as the "urge" that led to the still greater studies when the opportunity came.

If I attempt to teach a subject in these columns, I shall do so with a full knowledge of the difficulties involved. But I have come to the conclusion that an explanation of phonetics

will at least make the serious minded think and observe. If I can hold together a group of constant readers who will think and observe, I shall be hopeful of finding my work justified.

## Constant Readers

Some part of this page each week will be devoted to a "study" column. This will be intended for the constant readers, because the discussion of phonetics will be progressive and will form a course. To miss a "study" means to have a gap in the reader's knowledge of the subject. We begin today. After two or three "studies" the subject will open up with surprising clearness. After this week the general discussions will go on as before. The space this week is devoted to the student.

## Study No. 1

The word "language" is derived from the Latin word "lingua," meaning tongue. Language and tongue are synonymous in the expression, "the mother tongue." To study diction is to study the tongue. To improve diction is to train the muscles of the tongue in flexibility and precision. To have abnormal tongue, in size, shape or muscular action, is to have a speech defect. To study English diction, therefore, is to study the habits of the tongue. To correct one's habitual speech is to correct one's

muscles that insist on too much "acting" are like the toothache; they can sometimes be conquered if they can be forgotten. The first thing to do is to change the seat of consciousness by transferring it from the back to the tip. I used to go to bed suggesting to myself that my tongue, without roots, lay like a wafer in the mouth, and that its only attachment was a little point of contact with the teeth. If this thought can be cultivated so that the tongue learns to relax, especially at the back, a somewhat common difficulty may be overcome.

It is physically possible to make all the vowel sounds in the words on the chart (not the consonants) with the tip of the tongue resting lightly against the lower teeth, but such a test is not essential. While all the front vowels are made with the tip in this position, some of the high-back vowels require that the tongue leave the teeth.

What the chart really represents is the position of the "tongue ridge." We call "e" a close vowel because the tongue ridge comes close to the gums back of the upper teeth and nearly closes the gap where the breath focuses in the formation of this sound.

The tongue should never be pushed into position. Neither the back tongue nor the rim of the tongue is wanted in this operation. The ridge should rise up at the front of the tongue like a local bilator or swelling, or like a cat's back, and its action should be easy as winking at the sun. This exercise can be done successfully only when the muscles respond to the mental suggestion. To force the tongue to position by muscular strength is fatal. Coax it along by holding the idea in mind. The use of a mirror will help greatly.

When the "e" is said properly, the vibration of the breath will be felt against the teeth-ridge (gums) of the upper teeth.

NOTE—The stress marks precede the syllable stressed.

If we employ the arbitrary signs ((:)) and ((:)), we shall be learning phonetics before we realize it, for these are signs from the International Phonetic Alphabet.

The two dots ((:)) means that ((:)) is twice as long as ((:)). Say "Est it" ((:st it)) and you will sense the difference between long and short. If you read ((:st it)), you read phonetic transcription.

To apply our phonetic transcription to a number of words, we may find some of the advantages that a phonetic method of study offers.

"Believe" becomes ((b'i:l'i:v)).

The British actors, as a whole, have a better possession of the high-front vowels than the American actors. Our best actors meet on a common ground of excellence.

George Arliss, in the part of the Rajah, in "The Green Goddess," speaks with a very high ((i)). "Hospitality" becomes ((-pi ta li ti)) with the ((i)) somewhat higher and more refined than it would be in ordinary speech.

The use of this high-front vowel gives a highly cultivated "style" to the speech of Miss Violet Kemble Cooper. With her, in "The Silver Fox," "premises" became (('pri mi si:s)). Neither this "style" of Mr. Arliss nor of Miss Cooper should be affected by anyone. Their usage is recorded simply to show how these subtle differences lend themselves to characterization in the mature artist.

In phonetic transcription, both "been" and "bean" become ((bi:n)). This is the British pronunciation of "been." The American pronunciation is ((bin)).

"Experience" in American pronunciation is usually called ((eks 'pi: ri (e)ns)).

"Always" is frequently heard on the stage as ((-wi:z)), which is a standard pronunciation.

"Merciless" becomes ((-si ls)).

"Express" may be heard from cultured speakers as ((iks 'pres)).

"Inveigle" in Charles Cherry's speech is ((in 'vi: gl)).

"Desperate" becomes (('des pri:t))—Hilda Spong in "The Fan."

"Family" becomes (('fa mi li))—Robert Ames in "The Hero."

"Christianity" becomes (('kris ti 'a ni ti))—Tyrone Power in "The Wandaring Jew."

"Evil" in the church service and sometimes on the stage is (('i: vil))—Pedro de Cordoba in "Launcelot. . . ."

"Stirrup" becomes (('sti rup))—Josephine Royce in "Launcelot. . . ."

"System" is (('sis tim)).

"Evening" is (('i: v ni:ŋ)).

"Merciless" becomes ((- si ls))—William Morris in "The Dream Maker."

All these are standard pronunciations, and they serve as a preliminary exercise in reading phonetic script.

## A Linguist

A Negro porter in a barber shop made a speech one night at his colored men's club. It was quite an effort, creating a sensation among his brothers on account of the number of big words it contained.

His employer heard of it, and the next day began twitting him when he saw him absorbed in a dictionary.

"What are you doing, Sam?" he asked.

"Looking up some more big words for another speech?"

"No, sah," he replied. "Tain't that. Ah's jes' translatin' the speech ah made las' night."

## FRANK SMITH LAUDS MILLER'S TENT SHOW

Frank (Smithy) Smith had the pleasure of reviewing W. T. Miller's Vaudeville Tent Show at Cuthbert, Ga., the other night and is not reluctant in stating that the company as a whole is one of the best aggregations of entertainers he has ever seen. Messrs. Smith and Miller tramped together with the J. Augustus Jones Shows several years ago and many incidents of old days were discussed. Mr. Smith has been in the mercantile business in Cuthbert for the past few years. "The Miller show is one of the very few to make Georgia this winter," Mr. Smith informs, "and the night I was present the tent was full and the show made a fine impression with the town folks. Mr. Miller advised me that business had been very good all winter."

## NORTH PLAYERS LIKED

Emporia, Kan., Jan. 24.—The "Ted" North Players, now playing a two weeks' engagement here, are offering a program of worth-while entertainment, and hearty applause rightly is regarding the efforts of the performers. The consensus of opinion is that the company is the equal of any that has been here in years.

## KOHLER PLAYERS BOOKED AT COSHOCTON (O.) HOUSE

Manager Russell, of the Sixth Street Theater, Coshocton, O., will shortly install the well-known and reliable Jack H. Kohler Players, which will offer a forty-five-minute tabloid diversion of dramatic stock plays.

## CUT THIS OUT

### CHART 1. ENGLISH TABLE OF VOWELS

| High Front | Mixed      | High Back |
|------------|------------|-----------|
| he         |            | who       |
| is         |            | wood      |
| met        |            | go        |
| there      | word about | call      |
| at         | us         | on        |
| Low. thy   |            | father    |

## JULIA MARLOWE WRITES:

"Any quality of excellence that my own speech may possess has been the result of many laborious years, of most constant study, and even today of daily practice."

JULIA MARLOWE-SOTHERN.

habitual tongue positions. To learn a new language is to learn new tongue positions.

Chart No. 1, which appears on this page, represents tongue positions. The Alphabet of the International Phonetic Association recognizes fifteen pure vowel elements in the English language. This alphabet has a separate sign for each element. Each word on Chart 1, with the exception of "thy," is pronounced with a pure vowel sound. The vowel in each word of the chart is a single element of speech, not a diphthong or double sound. To know the vowels in these words is to know the elemental vowel sounds of English.

The order of these words represents the tongue position of the vowels. The pianist has to learn fingering. My "Rational Typewriting" instruction book begins its instruction with a description of "Position," "Touch," "Fingering." It says: "The position of the machine is of the utmost importance. The operating body, and especially the hands and arms, must have a comparatively close and accessible relation to the key board. The little fingers rest on the "guide keys," and, from this "guide" position, all other keys are reached.

If we wish to apply the analogy, the tongue in the hand or the operating body. The teeth and roof of the mouth are the machine or keys that receive the touch.

I usually find it helpful to suggest to a pupil that there is a "guide" position of the tongue. One often finds, even in young children, a tendency for the tongue to draw backward into the mouth. This tendency has to be corrected. When I asked Sam Ash, the tenor of clear diction, if he knew what his tongue position was when he sang the vowels, he said: "I do; the tip of my tongue rests lightly against the lower teeth." That position is the guide position of the tongue, and it is a position that the beginner should become sensible of.

The tongue that struggles backward into the mouth is not a relaxed tongue. These, larger

To say this high-front vowel the lips will spread in the relaxation of a smile. For phonetic practice the student should never attempt loudness. Many of these exercises can be done almost silently. One could profitably practice all of them while rocking the baby to sleep.

On the sound of "e" the tongue-ridge is hunched up with a degree of energy that may be called "tense." If we relax that tenacity slightly, the tongue-ridge is lowered sufficiently to give the sound of "i" in "it." If we will observe what happens when we pronounce the simple sentence, "He is," we may sense the bunching tenacity of the tongue on "e" and the relaxing on "i." As for the tongue positions, these two vowel sounds are almost identical, both are "high-front," and yet the sounds themselves are quite different.

Quietly say "he is" several times, with the tip of the tongue resting on the back of the lower teeth and the front tongue hunching into a high-front ridge by means of a little muscle that is there for the purpose. After sensing the position of these sounds, take the vowel sounds out of the words and repeat the vowels several times, e-i, e-i, e-i, until the action of the tongue is perfectly easy. Do not practice too long.

In managing the breath in these exercises, let all the pressure be a controlled action at the waist, with no local effort in the throat. The throat should be relaxed and rested thru all practices, but this relaxation will not be accomplished unless the back tongue is made passive and obedient.

## Explanations

- (( )) Indicates phonetic spelling.
- ((:)) Means sound is long.
- ((:)) Sound of "e" in Sec. Ba, Bead.
- ((:)) Sound of "i" in It, Lip.
- ((:)) Sound of "u" in Novel (nov'l).
- ((:)) Prime stress.
- ((:)) Secondary stress.

NEW PLAYS

(Continued from page 19)

can milkman. It would hardly be wise to swallow a double portion of "merc" in New York and then to find out that just twenty minutes before Local 1492 of the Milk Waterers' Union had been locked out of the pumping stations by the milk barons. Or that the men had struck because a member in good standing in the Bottle Fillers, Helpers, Washers and Brothers-in-Law Local 325 had been fired because he got more than a half teaspoonful of cream in a quart container. Of course, these chances have to be taken only in Manhattan, where the supply of milk is in inverse ratio to the amount of sink-made liquor distributed in the smart dancing places after 12 midnight. In Paris, where Mr. Manners has established his sanatorium for debilitated jazz hounds, the milkmen are, like the "licker," more dependable than here.

It looks from the inside as if Mr. Manners has written a drama around the Olive Thomas case, but I don't think he is that kind of a playwright. In any event, he has gone to no pains to coat the pill he has manufactured. That will not be the reason it may not prove altogether a success. The public loves its medicine bitter if it is given in packages well wrapped, picturesque and attractive. Any patent remedy maker will tell you that it is the wrapper which sells the bottle, not what the contents may be. "The National Anthem" has a crisp, interesting first act, and it creates an atmosphere of suspense. Instead of keeping the pace up Mr. Manners wanders into long stretches of conversation which would destroy the dramatic value of anything.

When Marian Hale marries the drunken, vicious young son of a rich father who has made his money over a forge, with the idea of reforming him, she stakes out her grave in the cemetery. Instead of making him over he turns her into a drunken creature of the night in Paris and way stations from whose blood the jazz germ has eaten all the red and white corpuscles. Her cure is effected only after she has swallowed a bichloride tablet by mistake. He gets killed running for the doctor. I hope 'twas not the milk wagon ran over him. Of course, Marian gets better after a good deal of suspense (which is well managed) and two or three gowns which would kill any woman. From the beginning of the play to its end there beats the constant tom-tomming of a jungle dance band which has all the effects of the drum in "The Emperor Jones." It is a good thing there are no windows in Hank Miller's Theater. The unending jazz in the play is enough to drive any normal theatergoer headfirst thru sash and glass. The psychology of the play is sound and accurate, even to the sneering laugh of the clarinet which comes thru the open window at the very fall of the curtain after the tragedy of two lives has taken place. Thruout the play there are many such bits, but they do not compensate for the long sections of inactivity. There is also a poverty of stage business which gives an unworkmanlike finish. To cover up an anticipated entrance one of the women sits and plays a little French song, for no other reason than to kill time. Another bad spot is the packing business in the beginning of the last act, where the same character puts everything in sight into the open traveling bags—books, pictures, everything but the baby grand piano. Someone arriving unexpectedly prevented that, I am sure. But with all its deficiencies, and they are not few, Mr. Manners' play displays straight thinking and good reasoning. He never dodges the issue. Old Man Carlton hates his son because he is a good-for-nothing bum. He is frankly glad to get rid of him when he is dead, and he sheds no crocodile tears over the fortunate loss. "I wonder if Arthur hears that awful music where he is," moans Marian as the jazz music leaks into the room in the last act where she is recovering,

CABLES FROM LONDON TOWN

Billboard Office, 18 Charing Cross Road, W. C. 2

JANUARY 28

By "WESTCENT"

LEASING OF GULLIVER THEATERS NOT ADVISABLE, IN OPINION OF V. A. F.

Consequent upon Charles Gulliver's published offer to lease eight halls to the Variety Artistes' Federation, Mr. Gulliver has received many offers to take over one, two or more houses. One curbstone agent wanted a hall, but Mr. Gulliver refused to deal with him unless he deposited \$25,000 in advance. Other agents want to handle one or two halls, while a cinema combine offered to take over the eight halls for all time.

Variety Artistes' Federation officials have been investigating figures pertaining to the halls, but, truth to tell, it is feared that internequine jealousies among the unemployable artistes will be an insuperable bar to the situation. Assuming that 600 weeks were available for acts during the eight weeks and that each act had a minimum of two weeks, the pleasing of these 300 acts would have the effect of estranging 2,000 acts. Disgruntled performers would cease membership and chaos would arise. It may be that of two questions, one of leasing the halls for the sake of the unemployed and the other of conserving funds, the Variety Artistes' Federation will choose the latter, as the halls offered by Mr. Gulliver are bad speculations anyway.

The Variety Artistes' Federation suggested that Mr. Gulliver should take the risk with the federation on a fifty-fifty sharing of door receipts, with the proviso that Mr. Gulliver relax all barring clauses as regards his attractions, so that the federation could avail itself of these, but Mr. Gulliver declined the plan, altho offering a modified form of sharing receipts. The matter, however, is still under consideration of an exclusive limited consulting council, called in by Albert Voyce to assist him and Monte Bayly in arriving at the correct data. It is more than probable that the registrar general of friendly societies will prohibit the Variety Artistes' Federation from using one cent of its general funds toward financing the scheme.

GULLIVER PROFITS BY SUBLETTING STARS

Charles Gulliver, having found that his cornering of the stellar and presumably rising attractions, all roped in on his vellum contracts in 1918, has been the reason of his circuit flopping by reason of his having to play some of these acts three times in seven weeks at the same theater, has been worried about unloading them onto other managements. This he has an undoubted right to do, but artistes bound by these contracts now find the snap, inasmuch as an act contracted to Mr. Gulliver at \$225 has been sublet to rival managers by Mr. Gulliver, whereas in the open market the act could have gotten \$500. In some cases Mr. Gulliver is subletting acts at a profit rental.

L. C. C. REMITS SURCHARGE

The London County Council has remitted the surcharge of over \$13,500 expended illegally in giving Shakespearean plays for its scholars.

"THE BAT" A BIG SUCCESS

"The Bat" scored a big success upon its presentation at the St. James Theater on January 23, with Drusilla Willis scoring heavily as Lizzie; also Eva Moore as Cornelia VanGordon, and Arthur Wontner as Anderson.

To stop an attempted press getaway "The Bat" was rushed into the St. James for simultaneous production, and it scooped the pool for good press notices.

"NIGHTCAP" CALLED GOOD FARCE

"The Nightcap," produced at the Duke of York's Theater January 23, is a long way behind "The Bat." Some of the critics think it would be, or was, an excellent farce. Robert Loraine, Spencer Trevor, James Carew, Margaret Halstan and Anita Elson were all good.

PICTURES TO FOLLOW RUSSIAN BALLET

The Russian ballet, "The Sleeping Beauty," will close on February 4 at the Alhambra, and will be followed by a short picture season.

AYRE'S LIABILITIES LARGE

Nat D. Ayre's bankruptcy discloses a claim for \$30,000 for income tax and gross liabilities of \$80,000.

NEW GRAND GUIGNOL SERIES

The new series of Grand Guignol plays produced at the Little Theater January 25 is very effective without being repulsive. Good work is being done by George Bealby, Nicholas Hannea, Russell Thorndike and Barbara Gott.

IMPROMPTU CHORUS IN "A TO Z" REVUE

Teddie Gerrard's inclusion in the "A to Z" revue at the Prince of Wales Theater is notable for the impromptu rehearsed "chorus" of clubmen from White's, including Iver Novello, the composer.

UNDERGRADS CAN'T SEE GRAND GUIGNOL PLAYS

The vice-chancellor of Oxford University has forbidden undergraduates to visit the local theater when the Grand Guignol Company plays there.

OPENINGS AND CLOSINGS

The "Enter Madame" Company is now here, but the show will not be staged at the Royalty Theater until the end of February.

"The Maid of the Mountains" will close at Daly's Theater February 4, and James White brings the ex-enemy play, "The Lady of the Rose," there on February 16.

"Jenny," an all-British musical comedy, opens at the Empire Theater February 8.

Reginald Summerville's opera, "David Garrick," will be produced at the Queen's Theater shortly.

"Princess Ida" had a brilliant revival at The Prince's Theater on Jan. 23.

PANNED FOR "BUTTON-UP" STUNT

"Karno and Kitchen's Revue of 1922," produced at the Finsbury Park Empire January 23, was panned for having a number wherein girls descend a "joy-plank," asking the audience to button up their evening dress. We remember a similar stunt in a New York production, but it will now be worked here with two plants in the audience, a dude and a baldhead.

CYRIL MAUDE CAN'T GET SKETCH

Cyril Maude fears he will be unable to fulfill his American vaudeville tour, as he cannot get a suitable sketch.

HENRY BAYNTON CONTINUES AT SAVOY

Henry Baynton continues varying his program at Shakespearean matinees at the Savoy Theater, but he himself has not yet set the Thames alight with his performances.

PAY HEAVY ENTERTAINMENT TAX

The Metropolitan Theater of Varieties, London, made \$13,000 profit for 1921, but had to pay over \$37,000 in entertainment tax; while Eastham Palace and Tottenham Palace conjointly only made \$5,500 profit, but paid \$40,000 en-

but ignorant of her husband's death. There is an instant's pause. "I'll bet he does," barks old Carlton with a meaning grin. I forgive Mr. Manners anything he did or said in the play for just that line. It is an evidence of masculinity which almost all of our plays lack completely.

The cast is an uncommonly good one. Miss Taylor, with some of "Peg" clinging to her reading to give it charm, does the devastated, drunken, half-mad characterization very well. A clear and lifelike portrait of a common-sense young actress was given by Lillian Kemble Cooper, and an incisive, crackling one by her sister, Greta. One thing can be said of all the Kemble Cooper girls. They act, talk and behave like human beings. Their work never shows signs of stage "refinement" nor anemia. Thanks for that. Ralph Morgan gives a fine, sustained performance as the rowdy young Carlton, never overacting and playing with an uniform consistency which I have not noticed before in his work. Dodson Mitchell makes a real man, and Richie Ling is pleasant, urbane and unobtrusive. A particularly good bit is the French doctor of Paul Porcasi. Robert Hudson, as a loose-lipped and vociferous young bounder, fairly dripped offensiveness.

Mr. Manners has committed an unpardonable sin in mentioning the word "God" without making it the occasion for a laugh or an oath. He should know that all our best dramatists, praised by the Critics of the Round Table, have decreed that all reference to the Almighty is the hall-mark of provincialism, old fashion and reaction. Any allusion to spiritual things is rank philistinism to the Tiny Tots of the Typewriter. When Marian Hale staggers back literally to life and looks at the wreckage, she says brokenly to her father: "We have come a long way from God!" Now that sort of thing will not do at all! No wonder the play reporters hammered Mr. Manners' play. Such a bromidiom is altogether too mainstreetch to merit attention from Our Set. However, I, for one, can quite agree with Mr. Manners and his Marian. We have come a long way from God, the things of the theater farther than any. Unless, of course, God has run away from the theater, for which, without any desire to be blasphemous, no one of intelligence could blame Him. —PATTERSON JAMES.

tainment tax. Two and a half per cent dividend only will be paid on these properties.

Should the Censor Ban the Grand Guignol?

Who on earth gets these agitations started? Some poor newspaper man stuck for an idea, eh? "Why," shrieks a writer, "should our dramatists trade in horrors, more so in insanity? Why," he wails, "should an actress of the genius and intellectuality of Sybil Thorndike seem to get into an endless groove of misery, disease and murder? She is the last actress whom one would label commercial. Has she not had enough horror for an education in versatility? Has she any need for this perpetual horror business? Is it not time she entered upon the larger kingdom of her rare and fascinating art? So amenable a creature has the Censor become that his office is hardly worth fighting for. Thank goodness, however, that he has unreservedly banned a play discussing the right of a parent and physician to encompass the death of an imbecile child." Well, Jose Levy is making money out of it and the police don't object.

Birmingham Leads the Way

The Licensing Justices of Birmingham report that the places of entertainment in that city provide seating accommodation for 132,386, and include seven theaters, seven vaudeville houses and sixty-five picture theaters. The Entertainments Committee expresses satisfaction at the general arrangements, decorative repair, cleanliness and order, both in the public and private parts of the houses, which, they say, are in better condition than at any previous time. Further, complaints of suggestive vulgarity in vaudeville houses have been less than heretofore.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

# AMERICAN CONCERT FIELD

AND AMERICAN ENDEAVOR IN GRAND OPERA, SYMPHONY  
AND CHAMBER MUSIC AND CLASSIC DANCING  
By IZETTA MAY McHENRY

## MUSIC FUND

**Increased by City Commission  
of Birmingham—Southern  
City Appreciates Value  
of Music**

Encouraging news comes from Birmingham, Ala., in that the city fathers are fully awake to the part music plays in the welfare of its residents. At a conference between the City Commission of Birmingham and a committee of citizens representing the Community Music Association, it was decided to increase the fund appropriated from city money for concerts. In 1921 the appropriation for the year was \$4,000, and so excellent were the results obtained from community sings given under the auspices of the Community Music Association during the summer that the City Commission voted to increase the appropriation by \$2,000, thus making available for community sings during the summer of 1922 the sum of \$6,000. The increase in funds was made available by each commissioner agreeing to cut the appropriation for his department by \$200 in order to provide the additional \$2,000 needed to carry on and broaden the scope of the community sings.

It is to be hoped that the step taken by the city fathers of Birmingham will be emulated by officials in other cities and thus make available funds to be used in carrying the message of music to the residents of their communities.

## EXCELLENT PROGRAM

**Offered by Sittig Trio in New York  
Recital**

At Aeolian Hall, New York City, the afternoon of January 23, the Sittig Trio appeared in their first recital this season, in which they were assisted by Edwin Grasse, composer. The program was opened with Beethoven's Trio, Opus 11, B Flat Major, which was played with a warmth of tone and artistic finish that brought enthusiastic applause for these capable musicians. The second number, Bruch's Concerto for violin, Opus 26, G Minor, was given by Marguerite Sittig, whose marvelous technique and interpretation of the composition brought much enjoyment to the large audience. The concert closed with a Trio No. 2 in A Major by Edwin Grasse with the composer at the piano. The composition, one of much beauty, was given an excellent reading and the composer, together with Marguerite and Edgar Sittig, were recalled several times to respond to the insistent applause.

The Sittig Trio has already won much success on various concert tours thru the Eastern and New England States, and also in the Middle West. Marguerite Sittig, who is a pupil of Professor Auer, has appeared in concerts in Chicago and last March scored a tremendous success when she played the Vieuxtemps Concerto with the Philadelphia Orchestra, under the direction of Leopold Stokowski, at the University of Pennsylvania. Edgar Sittig, cellist, who is also a member of the New York Symphony Orchestra, has been a pupil of the best teachers both in America and in Berlin. Frederick Sittig, the father, a native of the State of New York, holds an enviable reputation as a teacher and has the honor of being one of the few teachers to have received all of his training in America and then be appointed as a teacher in Berlin. Mr. Sittig taught in the Eichelberg Conservatory at Berlin for several years. He and his two children have been touring America since 1914, and before returning to America played in many of the principal cities in Europe and in command performances before some of the rulers of those countries. The trio is booked for a number of concerts in the East during February and March, including appearances in Washington, D. C.; Baltimore, Norfolk and Richmond, and would prove an artistic attraction on any concert course.

At a concert given recently in Dresden a string quartet by Paul Miersch of New York was played for the first time. The composition was written last year by Mr. Miersch, who for several years was first cellist in the Metropolitan Opera House Orchestra.

## CLEF CLUB

**Presents Excellent Program**

Music—two and one-half hours of it, and every moment one of solid enjoyment. Crooning mammy songs, plaintive plantation tunes, stirring camp-meeting hymns—everything from the most popular ditty of the day to the most spiritual of spirituals. Music that entranced, music that kept the foot a-tapping, music born of laughter and tears, the music of the American Negro—sung and played as only the American Negro can sing and play it, and music by the old masters. That was the Cleft Club concert, held in Carnegie Hall the evening of

## ARTHUR DUNHAM

**Appointed Conductor at Tivoli Theater, Chicago**

Arthur Dunham, who has for many years been identified with the musical activities of Chicago, has been engaged by Messrs. Balaban & Katz as musical director of the Tivoli Theater in Chicago. Mr. Dunham served as conductor with the Boston English Opera Company for a season of forty weeks, and he has also had much experience in conducting a symphony orchestra and was director in music in Sinai Temple in Chicago.

## DRIVE IS BEGUN FOR

**OPERA GUARANTORS**

**Must Have 250 in Sixty Days To Save  
Company, Says Samuel Insull**

Chicago, Jan. 27.—A campaign has begun to obtain the remaining needed 250 opera guarantors to make out the list of 500 who will guarantee \$1,000 a year each for five years to underwrite the finances of the Chicago Grand Opera Company.

Samuel Insull, president of the Civic Opera Association, the business organization of the opera company, has announced that no contracts will be signed with any artist until the list of guarantors is complete. Another important announcement made by Mr. Insull was that Mary Garden, director general, will have nothing to do with the signing of contracts and that her direction will be confined to the artistic presentation of opera.

Mr. Insull has also said that opera can be given in Chicago with a deficit under \$300,000. He supplemented this by the statement that in the future "no brainstorms will be permitted." Mr. Insull said that artists will not be allowed to give way to their feelings and upset things. He further said that salaries next year will be less than the past season.

Mr. Insull gave out other figures that will perhaps be read with dismay by some. For instance, no single individual will ever again be allowed to handle the finances of the company. The Chairman of the Finance Committee will, with at least one director, take in and pay out moneys. Immense expense accounts for singers will be a dream only. "Whims and fancies involving the expenditure of huge sums of money" are strictly passe now.

Mr. Insull is a man who has had much experience with newspaper reporters. He is not given to loquacity, but sometimes talks straight out. He has made it clear that sane business methods must be applied to opera and that the remaining guaranty fund must be raised before anything else starts. In the wholesale eliminations he has prescribed opera in Chicago will be given on a new basis. The fact that no place in the curriculum has been provided for temperaments offers a novel field for speculation. If they are an illusion they will fade away of themselves. If they are real entities they are due for a readjustment.

## BRILLIANT OPENING

**Of New York Season Scored by Chicago Opera Company**

For the opening performance of its New York season the evening of January 23 the Chicago Opera Company drew an audience which filled every seat in the Manhattan Opera House and there were standees many rows deep not only in the top balcony but thruout the entire house. The opera was "Samson and Delilah," with Lucien Muratore and Marguerite d'Alvarez in the name parts. General Director Mary Garden gave New Yorkers a most praiseworthy production of the famous opera, both scenically and musically. Lucien Muratore as "Samson" was at his best in the opening act. Marguerite d'Alvarez, altho at times wandering from the pitch, interpreted the role of "Delilah" creditably. The chorus work was most excellent, and Giorgio Polacco was obliged to share in the applause for his splendid reading of the entire score.

## PROKOFIEFF

**Plays Own Concerto**

New York, Jan. 26.—The most interesting feature of the program presented this afternoon by the New York Symphony Society was the playing by Prokofieff of his own Concerto No. 3. This is an ultra-modern composition bristling with difficulties which the soloist seemed to have little difficulty in compassing. It bears little resemblance to the accepted form of the concerto, in that the *sonata* form is dispensed with for a freer type of composition and the absence of any cadenza. The audience accepted the work in a jovial manner and applauded Mr. Prokofieff somewhat more than perfunctorily.

The program was opened by a suite from "Coq D'Or" and closed with the Brahms Symphony No. 1. Both were played under the baton of Albert Coates and both were cordially received by the large audience.



The Sittig Trio, which consists of Marguerite Sittig, violinist; Edgar Sittig, cellist, and Frederick V. Sittig, pianist, scored a great success in their recent recital in New York City. They are booked for an extensive tour of the East during the next few months.

January 23 for the purpose of establishing a fund so that the name of James Reese Europe, America's greatest colored band leader, who lost his life at the close of the World War after scoring nationwide fame for himself and his dusky bandsters, may be perpetuated in the annals of his race. The Cleft Club numbers more than two hundred and fifty members—all colored and every one a finished artist.

## MUSIC STUDENTS' LEAGUE ELECTS NEW OFFICERS

At the meeting held recently by the Music Students' Educational League of New York the following officers were elected for 1922: Charles W. Wagner, president; Vincent J. Marrow, chairman; Miss A. C. Fairman, treasurer and recording secretary; H. LaFari, corresponding secretary. The league presented a special program in observance of the Frans Schnbert Anniversary Week and arrangements are being made for a special Valentine Music Party to be given February 15.

## "SAMSON AND DELILAH"

**To Be Given by Washington Opera  
Company**

A most elaborate presentation of "Samson and Delilah" is to be given by the Washington Opera Company at the National Theater in Washington, D. C., also in Baltimore. The organization has as general director Eduard Albion, well known in musical circles, and the cast is headed by two noted opera singers, Elinora deCisneros as "Delilah" and Nicola Zerola as "Samson." Other members of the cast include Horace Edison, Davaney, Charles Trowbridge, Tittman, Herbert Aldrich, Albert Shefferman and Walter Matson. Arnold Volpe will conduct at each of the performances, which are scheduled for February 20 in Baltimore, at the Lyric Theater, and February 24 in Washington, in the National Theater. No expense will be spared to make each of the performances rank with the best ever presented in these cities.



RALPH LYFORD,

Cincinnati Composer, Honored by Chicago Organization

Ralph Lyford, composer-conductor, of Cincinnati, and who directed the summer season of grand opera in that city last season, has been honored by the organization known as the "Opera in Our Language Foundation," of Chicago...

OLGA STEEB

Begins Extensive Concert Tour

Olga Steeb, well-known American pianist, has started on a concert tour which will take her thru many States from the West to the East coast. She has been engaged for a concert under the auspices of the Congressional Women's Club of Washington, D. C. and will also appear in Detroit as soloist with the Detroit Symphony Orchestra...

MUSICAL EVENTS IN NEW YORK CITY

FEBRUARY 1 TO FEBRUARY 15

AEOLIAN HALL

- Feb. 2. (Eve.) Piano recital, Victor Wittgenstein. 3. (Noon.) Musicals, under direction of LaForge-Berumen Studios. 4. (Aft.) Piano recital, Fanny Resia. 5. (Aft.) N. Y. Symphony Orchestra, Albert Coates, conductor. 6. (Aft.) Piano Recital, Oliver Denton. 7. (Eve.) Song recital, Ida Geer Weller. 8. (Aft.) Song recital, Vladimir Rosing. 9. (Mora.) Opera recital, Amy Grant. 10. (Noon.) Noon-Hour Concert, under the auspices of the Aeolian Co. and The Evening Mail, Chas. D. Isaacson, chairman. 11. (Aft.) Piano recital, Percy Grainger. 12. (Aft.) N. Y. Symphony Orchestra, Erika Morini, soloist. 13. (Eve.) Concert, Beethoven Association. 14. (Eve.) Song recital, Ethel Hayden. 15. (Aft.) Song recital, Margherita Vald.

CARNEGIE HALL

- Feb. 1. (Aft.) Society of Friends of Music. 2. (Aft.) New York Symphony Society. 3. (Aft.) Philharmonic Society. 4. (Aft.) Boston Symphony Orchestra. 5. (Aft.) Boston Symphony Orchestra. 6. (Aft.) Song recital, Claire Dux. 7. (Eve.) Philadelphia Orchestra. 8. (Eve.) Schola Cantorum. 9. (Eve.) Philharmonic Orchestra. 10. (Aft.) Philharmonic Orchestra. 11. (Aft.) Piano recital, Josef Hofmann. 12. (Aft.) Philharmonic Orchestra. 13. (Aft.) Violin recital, Jascha Heifetz. 14. (Eve.) Pianist Choristers. 15. (Aft.) Piano recital, Sergei Rachmaninoff. 16. (Aft.) Violin recital, Joseph Borissac. 17. (Eve.) Violin recital, Bronislaw Huberman.

TOWN HALL

- Feb. 1. (Eve.) Violin recital, Jan P. Wolanek. 5. (Aft.) Society of Friends of Music, Artur Bodensky, conductor. 9. (Aft.) Chicago String Quartet. 12. (Aft.) Piano recital, Paul Reimers. 13. (Eve.) Song recital, William Bachaus. 14. (Eve.) Song recital, Emil N. Ezer. 15. (Eve.) Song recital, Helen Levenson.

METROPOLITAN OPERA HOUSE

Metropolitan Grand Opera Company in repertoire.

MANHATTAN OPERA HOUSE

Civic Opera Association of Chicago in repertoire.

NASHVILLE EXPECTS

One Thousand Music Teachers to National Conference

Music, civic and commercial clubs of Nashville, Tenn., are working as one in perfecting arrangements for the fifteenth annual meeting of the Music Supervisors' National Conference which is to be held in that city March 20 to 24. Frank A. Beach of Emporia, Kan., president of the organization, visited Nashville recently...

PHILADELPHIA

To Have Week of Grand Opera by Civic Opera Association of Chicago

General Director Mary Garden will present the Civic Opera Association, formerly the Chicago Opera Association, in seven performances in Philadelphia. The season in the Quaker City will begin February 27 and the performances will take place at the Metropolitan Opera House. Miss Garden has promised to do her four favorite roles...

WILLEM MENGELBERG

To Conduct First Concert in Carnegie Hall February 3

The first Philharmonic concert to be conducted by Willem Mengelberg in Carnegie Hall this season is scheduled for Friday afternoon, February 3. The program will be made up of compositions by Weber, Beethoven, Mendelssohn and Ravel...

"THE IMPRESARIO"

To Be Presented in Detroit in Orchestra Hall

William Wade Henshaw will present "The Impresario" in Orchestra Hall, Detroit, on the evening of February 6. The production will be under the auspices of the Twentieth Century Club Group, and the cast will be headed by Percy Hemus, eminent American baritone.

MUNICIPAL BAND

Organized in La Grande

La Grande, Ore., Jan. 28.—As the outgrowth of the volunteer band which gave concerts in the city all last summer there has been organized a municipal band, the maintenance of which will be taken care of out of the civic funds. George Garrett has announced the appointment of Andrew Loney as leader of the band...

LONDON STRING QUARTET

To Appear in San Francisco Early in February

Under the management of Jessica Colbert, concert manager, the music lovers of San Francisco will have an opportunity to again hear the London String Quartet. These noted musicians will give a concert in the Scottish Rite Auditorium the afternoon of Sunday, February 5. Included in the program will be the new composition, "Pixy Ring," by H. Waldo Warner...

AMERICAN GIRL

Wins Recognition in Paris

A young Boston soprano, Miss Kathleen McAlister, who last summer won one of the first prizes at the American Conservatory of Music at Fontainebleau, has been asked by Francis Casadesu to sing with the Paris Orchestra at a concert in the Salle de Agriculteurs this month.

FIRST CONCERT

Of Chicago String Quartet Announced for New York

Under the local management of the Music League of New York, the first appearance of the Chicago String Quartet will be given in the Town Hall the afternoon of February 9. The organization consists of Herman Felber, first violin; Carl Fassbauer, second violin; Robert Dolejsi, viola; John Lingemann, cello.

LARGE AUDIENCE

Attends Recital of John Meldrum

New York, Jan. 27.—At Aeolian Hall last evening, John Meldrum, blind pianist, gave his first concert of this season. His reading of Chopin's Ballade, F Minor, Op. 52, and again in Rachmaninoff's Prelude, B Flat Major, Op. 23, No. 2, was excellent and elicited tremendous applause. Mr. Meldrum gave the premiere performance to a "Prelude," also a "Poem" by Deema Taylor...

CONCERT AND OPERA NOTES

Ignaz Friedman, pianist, will be heard in recital in Columbus, O., on February 10. Josef Hofmann gives his second New York recital the afternoon of February 11 in Carnegie Hall.

Sousa and his band are scheduled for a concert in Jacksonville, Fla., the evening of February 2. At the Playhouse, Chicago, on February 9, Clara Clemens, mezzo-soprano, will give a song recital.

On Sunday afternoon, February 12, Pablo Casals, cellist, will give a recital at Cohan's Grand Opera House, Chicago. The American pianist, Oliver Denton, will give a recital in Aeolian Hall, New York City, the afternoon of February 7.

A joint recital is announced by Ethel Leginska, pianist, and Hans Kindler, cellist, for February 23. The concert will take place in Aeolian Hall, New York City. A song recital will be given by Helen Levenson, mezzo-soprano, in the Town Hall, New York City, the evening of February 13.

Sergei Rachmaninoff, noted pianist-composer, will give a concert Sunday afternoon, February 5, at the Auditorium Theater, Chicago. The present tour of Leopold Godowsky will be the last for at least a year, as the noted pianist will play in the Far East next season.

Under the auspices of the Music Club of Milwaukee Elly Ney and Pablo Casals will be heard in a joint recital on February 19. The third piano recital of the season is announced by William Bachaus for Sunday afternoon, February 12, in the Town Hall, New York City.

Classes for choral work are to be started shortly in the Eastman School of Music, Rochester, N. Y., and will be under the direction of Oscar Garsesen. A second concert by the celebrated violinist, Jascha Heifetz, will be heard in Boston Sunday afternoon, February 5, in Symphony Hall.

The Schola Cantorum will sing the Bach B Minor Mass at Carnegie Hall, New York, on February 8. The soloists will be Florence Easton and Fred Patton. An extended Southern tour will be made in March by Elly Ney, including concerts at Houston, Tex., March 3; New Orleans, March 6, and Jacksonville, March 13.

Nina Koshetz, soprano of the Chicago Opera Company, will sing in concert at Buffalo, N. Y., on February 3, and will appear the next day in concert in Olean, N. Y. Alexander Oumansky, ballet master at the New York Capitol for the past two years, has opened a new studio for dancing at 110 West 47th street, New York City.

Douglas Stanbury, one of the younger baritone, will be heard in a joint recital with Willem Willeke, cellist, at Hamilton, Ont., on February 16, and in Belleville, Ont., on February 20. The Elgar Women's Choir, of Montreal, under the direction of B. E. Chadwick, is completing arrangements for the giving of three concerts during the coming spring. The chorus is composed of sixty voices.

The Society of the Friends of Music, of New York, will give its seventh concert in the Town Hall Sunday afternoon, February 5. Miss Marion Teiva and Miss Alice Miriam will be the soloists. Four Sacred Songs for Chorus by

Lazare Saminsky will be given for the first time and conducted by the composer. Josef Stransky, the noted conductor of the New York Philharmonic Orchestra, is under contract for thirty guest appearances in different parts of Europe, beginning early in the spring...

At the annual concert of the Morehouse College Glee Club and Orchestra, conducted by Kemper Harrelid, given recently in the Auditorium-Armory, Atlanta, Ga., Florence Cole-Talbert, leading Negro soprano, was soloist. The concert was given by the organization, which has been in existence for twelve years, for the purpose of raising \$5,000 for current expenses.

On Friday afternoon, February 3, the concert to be given in Carnegie Hall, New York, by the Philharmonic Orchestra will be entirely under the direction of Willem Mengelberg, and on this occasion Erna Rubinstein, a 15-year-old violinist, will be introduced to New York audiences. The young soloist comes from Holland, where she played at Mr. Mengelberg's concerts. She will play the Mendelssohn Concerto.

Announcement has been made that John McCormack has accepted chairmanship of the Artists' National Committee of the Carnegie American Memorial Foundation. Mr. McCormack will have the assistance of a committee of artists in furthering the plans for musical activities in behalf of the proposed \$1,000,000 endowment, the income from which is to be used for annual scholarships for talented music students.

MOTION PICTURE MUSIC NOTES

The first movement of Tchaikowsky's Concerto is being played by Carlo Marx, pianist, at the Rivoli Theater, New York City, this week. Mr. Marx's playing was an outstanding feature of the musical program a few weeks ago.

With Dr. Liesenfeld and Joseph Littau conducting, the orchestra at the Bisto Theater, New York City, is playing as the overture the Prelude to Wagner's "Die Meistersinger" this week. George Richardson, baritone, is singing "Dannie Deever" and Victoria Krigher is dancing a mazurka from Cesar Puni's "The Firebird."

Carlo Encisco, the young Mexican tenor, who made his American debut at the Liesenfeld theaters in New York City last spring, died of pneumonia last week at his home in New York. He was taken ill two weeks ago. Encisco was born in Mexico City twenty-four years ago and came to New York City a year ago to continue his studies and was engaged by Hago Liesenfeld for three years. A most promising future had been predicted for the young singer.

Arthur Dunham, one of the best known musicians in Chicago, has been engaged by Messrs. Balaban & Katz as musical director of their Rivoli Theater. Mr. Dunham was conductor for forty weeks last season for the Boston English Opera Company, and has for years been identified with the musical interests of Chicago.

One of the interesting numbers on the musical program at the Capitol Theater last week was a solo for flute, "Tremolo," played by Andre Maquerre, first flutist of the Capitol Orchestra. Mr. Maquerre received a splendid reception and was obliged to take several calls. The well-known flutist was for twenty years first flute player with the Boston Symphony Orchestra and is a composer of several works for the flute.

O. A. J. Parmentire has been engaged as second organist at the Criterion Theater, New York City, assisting Sigmund Krungold.

ADDITIONAL CONCERT AND OPERA NEWS ON PAGE 96

The Betty Tillotson Concert Bureau 180 Madison Ave., New York City

Presents

Distinctive artists for all sorts of engagements. Openings for many good voices and instrumentalists.

Communicate by letter only

WHEEL  
ATTRAC-  
TIONS

## BURLESQUE

STOCK  
COM-  
PANIES

Conducted by ALFRED NELSON

## BURLESQUE BATTLE

## Causes Numerous Changes—Put and Take the Popular Pastime—Producers and Players the Pawns of Promoters—Promoters the Pawns of Destiny

New York, Jan. 27.—Due to the absence of Sam S. Scribner, general manager of the Columbia Amusement Company, from his executive offices for several days, due to the death of a brother-in-law at Brookville, Pa., and the absence of I. H. Herk, president of the American Burlesque Association from his executive offices due to the serious illness of his mother at Toledo, O., those left in charge of the circuit's offices decline to issue any statements for publication, but that didn't prevent stockholders on both circuits, likewise producers and players, airing their real and fancied grievances in hopes of gaining some information that would enable them to plan their future movements. Just prior to going to press one of them confided to us that the informal meeting held by stockholders of the American Burlesque Association last Thursday didn't amount to much and he evidently believed what he said to be true; but another stockholder takes exception to the statement and claims that it really amounted to a request from Dr. Lathrop, a stockholder in the American Burlesque Association, likewise manager of the Howard, Boston, playing American Circuit attractions, for the other stockholders of the American Burlesque Association to take action on a report furnished the doctor by a certified accountant, who had checked up the financial condition of the A. B. A. and found cause for further investigation. According to our informant Dr. Lathrop was represented by his attorney at the meeting last Thursday and a committee appointed to wait on I. H. Herk, and that their report called for further conferences of the stockholders, who decided to await Mr. Herk's return from Toledo prior to taking any further action. But it is predicted by our informant that prior to this appearing in print an application will be made by several stockholders of the A. B. A. in a court action for an appointment of a receiver to take over the affairs of the American Burlesque Association.

An effort will be made to secure a report from Mr. Herk in time to present it in this issue, and if the report is obtained it will appear on one of the pages up toward the front.

## Burlesque Supplementals

New York, Jan. 27.—To properly handle the new conditions in burlesque caused by the cancellations of theaters and shows heretofore controlled by the American Burlesque Association, there has come into being a new incorporation known as the Burlesque Booking Company, with John G. Jermon, president; Warren B. Irons, vice-president and secretary, and Tom Henry, treasurer, for the purpose of booking the shows and houses taken from the American Circuit. It is the intention of the company to take the five shows, Irons & Clamage's "Whirl of Girls," James E. Cooper's "Puss Pass," Harry Hastings' "Harum Scaram," A. L. Singer's "Grown-Up Babies," and the "Sweet Sweetie Girl," and play them as the company deems practical in the Star and Gayety theaters, Brooklyn; Bijou, Philadelphia; Gayety, Baltimore, and the Capitol, Washington, D. C. Their bookings for the week of January 30 are listed in our routes, but after that it is problematic how the shows will be moved.

Due to the fact that a letter was sent out notifying managers of companies to post notices that the mechanics of the shows would be let out, it was accepted by many in the companies that a typical burlesque stock circuit, with the principals moving, but the chorus remaining permanent in one house, would be the result, and in all probability that will be the ultimate outcome, but there are several obstacles in

the way of that at the present time, for many of the masculine principals in the various companies have their wives in the chorus and refuse to be separated from them for five weeks at a time. This has caused the executives of the booking company to take cognizance of the condition that confronts them and it will be optional with the choristers if they remain in one city or continue with the company in which their husbands are principals and move from city to city. How long this state of affair can last is inexplicable. Verily, the producers and players are the pawns of the promoters, and the promoters are the pawns of destiny.

## JOHN J. JERMON

## To Hold Lease on the Bijou, Phila.

New York, Jan. 27.—A report reached New York City on Thursday that the Jules Mastbaum Theatrical Interests, of Philadelphia, has bought in on Wednesday the Bijou Theater. When seen in his office relative to the report Mr. Jermon said that he had not heard of any sale of the property having taken place, but that he held a lease that had two more years to run, with an option of five years more on the theater. Consequently there is little likelihood of any change in the management of the Bijou for some time to come.

BARTON A NEW FACTOR  
IN BURLESQUE BATTLE

New York, Jan. 27.—Some two years ago Charlie Barton was the chief factor in promoting an opposition circuit to the established Columbia and American circuits to be known as the National Circuit. At that time it was conceded that several Western burlesque magnates were not satisfied with conditions and felt that they could benefit themselves by the formation and operation of another circuit, as several of the theaters controlled by them were the gateway to the West. Their activities along those lines were nipped in the bud by the ever-reconcilable Sam A. Scribner, who played his hand sufficiently well to satisfy the contenders with inducements which caused the National Circuit to die in its infancy and—Mr. Barton to take a position with the Vanderbilt Producing Company, of New York City, as company manager

of "Irene," which is about to close in Boston after 72 weeks on tour.

Mr. Barton is now in New York seeking an office in the Times Square theatrical district as the representative of Western financiers who have commissioned Mr. Barton to promote a new circuit along burlesque lines, taking as their example the methods and manner utilized by Will King at San Francisco, who is conceded to have cleaned up over \$100,000 at the Casino Theater with burlesque stock, vanderhille and comedy pictures with three shows daily, one in the afternoon and two at night, in which burlesque runs for fifty minutes with eight principals and twenty-four selected choristers, followed by five acts of vanderhille and a comedy movie.

Asked if his frequent visits to the Columbia Theater Building during the past few days had any bearing or connection with the reports that I. H. Herk was contemplating the promotion and operation of a musical comedy circuit, Mr. Barton said: "I have had no conversations with Mr. Herk, but as a representative of big money interests in the West I am open to any proposition that may come my way relative to playhouses and players for our new enterprise."

## DETROIT DELINEATIONS

Vic Parr writes from Mobile, Ala., that he and his family are enjoying the warm weather. Mr. Parr is well known around the Avenue corner, and during the summer season is found "playing the monkeys" at his concession stand at Riverview Park, Detroit.

"Babe" Lopetz, she with the French accent, and a figure with an awful tremble, closed at the National and is planning to enter vanderhille. Miss Lopetz will surely be missed by her many friends as well as her other "pony" associates.

Chas. Rothstein and Mr. Wagner, owners of the largest attractions at Riverview Park, spent a few days in New York securing novelties and added attractions for the coming season.

Had the pleasure of meeting Lou Kelley and his charming wife in the lobby of the Hotel Metropole. Mr. Kelley told us that years ago when he rehearsed at the old Lyceum they used to call him "Michigander," but after explaining that the editor of burlesque, Alfred Nelson, had affixed it to this column, no doubt I will have it for life. Mr. Kelley and wife, also Wm. Smith and wife, owners of Hotel Hermitage, enjoyed several parties down along the famous Ecorse roads.

We are wondering who will be the first burlesquer to be invited at The Detroit News Radio Station, seeing that all the stars of Keith's and Shubert-Detroit have spoken their "little piece" every week.

Business is on the increase at the Avenue. Mabel Falser, Pat White, Morris Perry and Harry Stratton proving great drawing cards.—**THE MICHIGANDER.**

## SEEN AND HEARD

By NELSE

'Tis reported that Bob Archer, electrician, and Bess Marshall, a dancer and pony in Irons & Clamage's "Town Scandals" Company on the Columbia Circuit, were married in Hartford, Conn., week of January 16.

There were some legal fireworks when Rube Bernstein arrived in Baltimore and saw the billing and newspaper ads of his "Broadway Scandals" as the attraction at the Gayety Theater for the week of January 23, and then have House Manager Harry Hedges tell him that his show couldn't play the house because he had received orders to play the "Cabaret Girls" in place of the "Broadway Scandals," which caused Rube to smile and then get a court injunction against the opposing show being presented. As the matinee was on when the legal process servers made their appearance, it was permitted to finish, but there was no show that night and the day following there was a court adjustment that permitted the "Cabaret Girls" to finish out the week, but those in the know claim that Rube will be well reimbursed for the breach of contract on the part of the house management, which evidently made a legal blunder in playing the "Cabaret Girls" show on the "Broadway Scandals" billing.

By mutual agreement between the Amalgamated Burlesque Company and the American Burlesque Association, it was decided to cancel all further presentations of American Circuit shows at the Academy, Buffalo, N. Y., after the week of January 23, and companies booked for that house will in all probability be given one-nighters between Utica, N. Y., and Chicago to fill in the week.

Barney Gerard has engaged Charlie E. Foreman to relieve Fred Follette, who has been substituting as company manager of the "Follies of the Day," a Columbia Circuit show, to take over the show at Buffalo in order that Follette can exit to take up his position as treasurer of the World at Home Carnival.

'Tis reported at the Columbia Corner that John O. Grant, the straight man, and his wife, Babe Healy, the ingenue in "Lena Daley's Kandy Kids," will exit at Chicago, and that Alex Saunders, the Hebrew comic, will make his exit at Buffalo.

Joe Gimson, The Billboard representative at Toronto, Can., reports that Manager McArdle is making a big success of the New Empire Theater playing Columbia Circuit shows and that the Lew Kelly Show went over big at that house.

Harley Mayne, prima donna in Irons & Clamage's "Whirl of Gayety," which has been taken off the Columbia Circuit and transferred to the Burlesque Booking Company Circuit, closed with the show at Jersey City to go into vanderhille.

John J. Jermon and Tom Henry, official investigators for the Columbia Amusement Company, entrained on Thursday evening for a tour of cities not specified in the interests of the Columbia Amusement Company and its allies and it is safe to predict that when they make their report on their return there will be more changes on the burlesque map.

That the long expected highway to Staten Island is to be realized ere long can be taken for granted by the fact that Brad Sinton, the millionaire straight man in Lew Talbot's "Lid Lifters" on the American Circuit, has handed in his notice to exit at the Olympic, New York, for he it known that the progressive Brad has accumulated considerable property at Great Kill and Grant City, Staten Island, and with the prospective subway there is a great demand for property there at top prices, and Brad is about to open a real estate office and get his while the getting is good.

We heard some time ago that, due to the absence of Sonbert Vi Penny from the cast of the "Lid Lifters," a blond chorister had jumped in and made good for about six weeks. We can readily understand it now, as we saw and heard her on Monday last. Her name is Beatrice Beryl, and we predict that she will soon be in the ranks of recognized sobrets.

It was reported at the Olympic Theater, New York, on Monday that Lonis Brenner, electrician, and Geneviva Wood, pony of the "French Follies," were married last week and jumped on to Chicago for their honeymoon.

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.

## BURLESQUE REVIEWS

## "TOM HOWARD IN KNICK KNACKS"

"TOM HOWARD IN KNICK KNACKS"—A Columbia Circuit attraction, presented by Harry Hastings at the Casino Theater, Brooklyn, N. Y., week of January 23.

THE CAST—Tom Howard, Phil Peters, John Mack, Irene Leary, Lew Denny, Joe Lang, Maurice Cole, Frank Vetranio, George Namoli, Mattie Billie Quinn, Helen Fordyce.

## PART ONE

Scene 1—A slow rising curtain revealed a Western ranch scene of sunset splendor in color effects, supplemented with a back' drop mountain and Western home with Cowboys Joe Lang, Frank Vetranio and George Namoli singing apropos, until the arrival of an ensemble of exceptionally chic choristers in wondrous white Western cowgirl costumes that lent an additional charm to their pleasing personalities, which, taken as a whole, was remarkable, for seldom have we met their equal in personal attractiveness, ability and costuming, and the eight prancing ponies are the pick of burlesque. Their appearance was further enhanced by the appearance of Irene Leary, a brunet ingenue, who radiated personality that reached to the back row and in her golden costume apropos of the West she was an optical feast that was

(Continued on page 47)

## "LID LIFTERS"

"LID LIFTERS"—An American Circuit attraction, featuring Bert Bertrand, presented by Lew Talbot, at the Olympic Theater, New York, week of January 23.

THE CAST—Dotty Bates, Vi Penny, Brad Sutton, Chas. Cole, Albert Iishn, Gertrude Ralston and Bert Bertrand.

THE CHORUS—Marie Wilson, Wilma De Veaux, Florence Savage, Fern Dennis, Bee Beryl, Mildred Keene, Alma Ralston, Mary De Veaux, Rose Murray, Mande Wilson, Scott Sisters, Marion De Montao, Katherine De Veaux, Flo Fredericks, Marie Johnson, Mabel House.

## PART ONE

Scene 1—An elaborate Oriental garden set for an ensemble of ingenue-attired, exceptionally pretty and vivacious singers and dancers, supplemented by the feminine principals, Gertrude Ralston, a prima of personality plus vocalistic and dramatic ability; Vi Penny, a well developed, smiling sobret, and Dotty Bates, a cute kewpie Dresden doll type of ingenue-soubret, and Brad Sinton, the Palm Beach snited straight, and Albert Iishn, an afternoon dressed character straight man, followed by Charles Cole, a typical burlesque tramp comic with a putty nose, whitened

(Continued on page 47)

## OPERA LENGTH HOSE

AND ALL OTHER SUPPLIES.  
Send for Free Illustrated Catalogue.  
WAAS & SON, 226 N. 8th St., Philadelphia, Pa.

ST. DENNIS HOTEL, DETROIT, MICH.  
Corner Clifford and Bagley.  
5 Minutes from All Theatres. Professional Rates.  
JAS. J. HOLLINGS.

TABLOIDS

(Communications to Our Cincinnati Offices)

RARE MURPHY has joined Mary Brown's "Tropical Maids..."

NELLIE STERLING, the little English soubrette, the past season in vaudeville, will again return to tabloid.

MILTON SCHUSTER recently left his office in Chicago for a three-day trip on the Hyatt wheel to look over some of the attractions playing that circuit.

MILDRED DeVoe, until recently with Billy Grady's "Daffodil Girls," playing circle stock in and around Indianapolis, has forsaken tabloid for dramatic stock.

MR. AND MRS. JOHN MULLER, until recently with the Ideal Players in Cincinnati, have joined the "Hello, New York" Company in Kansas, as pianist and character woman.

EDDIE FLEMING, blackface comic, of Sunbury, Pa., has left his home town for New York to join Burke's Musical Comedy Company (his third connection with that show), which is routed in Western territory.

THOS. T. PICKERT announces his recent closing with Pete Pate's "Syncopated Steppers," of which he speaks in glowing terms.

JOHNNY GOODMAN, formerly owner and manager of the "Roof Garden Follies" on the Sun Time, was operated on at the American Hospital, Chicago, for tumor of the neck.

ACKER'S THEATER, Halifax, N. S., is doing good business with a tabloid policy. In the opinion of the local Billboard representative the show is mediocre, and most of the material has been rehearsed by every show playing there for the last two years.

THE PRISCILLA THEATER, Lewiston, Me., under the management of Frank S. Reed, has been remodeled and is said to be the last word in class.

BOWMAN AND FARRELL have enlarged their "U. S. Legion Girls" Company to twelve people. The new members are Mr. Haynes, musical director, and Tom Rowe, tenor and straight man.

WILLIAM GOURLEY, of the well-known Ontario booking office, Toronto, has framed a tab. show, known as "Gonrley's Musical Revue," carrying eight people.

JACK AND EDDIE KELLIHER, with the "Bon Ton Girls" playing the Gayety Theater, Portland, Me., are making a great hit with the theatergoers.

RALEIGH DENT, manager of the Lyceum Theater, Memphis, Tenn., made popular as a home for tabloid under his direction, is recovering from a second mastoid operation at St. Joseph's Hospital in that city.

"THE PIONEER GIRLS" have reopened after undergoing several changes in the personnel. "Things were pretty quiet thruout Texas," Manager Frank Lawler writes, "so we jumped over to the Spiegelberg Time, of which we heard most cheery reports regarding conditions."

MARTIN BOWERS, of Minnie Burke's "Starland Girls," reports business good, and says the show is giving the best of satisfaction on the Sun Circuit.

NEW MIDLAND HOTEL Special Rates to Theatrical Profession. R. E. Cor. 9th and Oak Sts., one block from Post Office, Kansas City, Mo.

Wanted Character Woman Chorus Girls and people in all lines for Musical Stock. Easy work, pleasant engagement.

Hyatt's Booking Exchange

38 WEST RANDOLPH STREET, CHICAGO.

GUS SUN BOOKING EXCHANGE, Springfield, Ohio

The only office that can furnish Miniature Musical Comedies, of ten to twenty people each, every week, at Drs-war terms. Theatrical Managers, WRITE, WIRE, PHONE.

WANTED FOR BABETTE'S NICKY NACKS

People in all lines, Sister Teams, Musical Acts that can speak lines and change, Specialty People of all kinds who play parts and do good specialties, TENOR Singer who can play parts, Comedian who can play a line of good parts and do harmony singing.

Wanted Stock Location—For a Good Ten People Tabloid

Now playing Family Theatre, Lebanon, Pa., indefinitely. Will add more people if required. Have plenty good wardrobe, scenery, bills, specialties, etc.

"SHE'S JUST A PLAIN OLD-FASHIONED GIRL"

MAKING A CLEAN SWEEP!

HARMONY No Act Complete Without This Song. If You Are Looking for APPLAUSE, Use This Number and GET IT! YOU WILL. EVERYTHING

"WE'LL DANCE TILL the NIGHT TURNS to DAY"

WALTZ BALLAD BEAUTIFUL

Leading Orchestras Over the Country Pronounce It "SECOND TO NONE"

Get YOUR Copies and orchestrations NOW "UNDER ARABIAN SKIES" GOING BIG Oriental Fox-Trot STRAND MUSIC PUBLISHING CO., Lansing, Michigan.

Annette Lunk, soubrette, has taken the place of Mrs. Jim Whitehouse.

NOT ONLY DID SCHNITZ SEYMOUR'S "Midnight Follies" draw large patronage at the Tootle Theater, St. Joseph, Mo., during a recent two-week engagement, says a report, but they also won from critics such encomiums as have not been accorded many other shows playing the house.

"THE GIRL FROM GREENWICH VILLAGE" Company played to a large and appreciative audience at the Family Theater, Rome, N. Y., January 20. The show was a combination of singing, dancing and comedy, with a thread of plot running thru it.

JANUARY 22 marked the beginning of the twelfth week at the Lyceum Theater, Memphis, Tenn., for Pete Pate and his "Syncopated Steppers." The company is for the most part excellent and the performances offered rank with the best.

BOB OTT and his co-workers held forth at the Empire Theater, Glens Falls, N. Y., week of January 23. "Meet the Wife" was presented Monday and "What Wright Left" Tuesday.

tributed their share to the excellence of the entertainment. "The Greenwich Village Girl" was the offering Thursday. Ott is a big favorite in Glens Falls and his annual visit is always a source of pleasure to the city's theatergoers.

THE CRITICS of Burlington, N. C., were very complimentary in their remarks about Art Gilbert's Revue during its recent engagement there. The Burlington News said: "The performance was so evenly balanced that it seems most unfair to select any one performer for special mention."

ELSIE SABOW'S "Playmates" Company's popularity out Oklahoma way is undisputed. Reducing the personnel from eighteen to twelve people has been an intelligent move, according to Manager Ed Harrington.

THE WEEK OF JANUARY 29 started the fifth consecutive year of Henry Roquemore's Musical Comedy Company. The show has not closed during the past four years, according

to the owner, and several of the original company are still with it. The company has toured the entire Southern country, much of the time in Oklahoma, Texas, Arkansas, Kansas, Missouri and Louisiana, and at present is finishing the Hyatt Circuit.

CLAIR HILLINGTON (Zaleski) writes: "Have been reading with interest the articles about the advancement of tabloid, and concerning different players being sent home by Equity, and it brings to mind an incident which happened a few years ago. It was a small tabloid company of about ten people playing thru the Eastern States. This company consisted of a straight man and comedian, with soubrette and prima donna doubling chorus, also a classic dancer.

AFTER ALTERNATING between Finkelstein & Ruben's theaters at Minneapolis and Duluth, Minn., for ten weeks, "The Frivolity Girl"

(Continued on page 35)

Insures Your Teeth Against Pyorrhea

Send today for ten-day trial tube free

Pyorrhea, one of the worst enemies of health and beauty affects four people out of every five who pass the age of forty. Thousands younger also suffer.

FORHAN'S FOR THE GUMS

HITTING THE BIG ONES

For four months we have been printing posters of all sizes and kinds for the biggest chain of Movie Theaters in St. Louis, as well as Vaudeville, Burlesque and smaller Moving Picture Houses.

HERALD POSTER CO. COLLINSVILLE, ILL.

WANTED—For Uncle Tom's Cabin Women for Topsy, Child or Small Woman for Dr. Must do specialties. BERNARD McGRAW, Danville, New York.

MUSICAL COMEDY

REVUE · COMIC OPERA · SPECTACLE · PAGEANTRY

Conducted by GORDON WHYTE

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

"MARJOLAINE"

Delightful Entertainment

Intelligent Lyrics, Tuneful Music and a Most Capable Cast

"MARJOLAINE"—A musical comedy in three acts by Catherine Chisholm Cushing...

THE CAST

- The Eyesore, Punch-and-Judy Man, Admiral Sir Peter Antrobus, Mrs. Pamela Poskett, Jim Jerome Brooke-Hoskyn, Esq., Mr. Basil Fringle, Madame Lucie Lachensais, Nacette, Mlle. Marjolaine Lachensais, John Sayle, Tenth Baron Offord, Miss Barbara Sternroyd, The Rev. Jacob Sternroyd, D. D., Lieut. The Hon. Jack Sayle, Tom, Jane

Whoever conceived the idea of making a musical comedy of "Pomander Walk" had a great inspiration...

The featured players are Peggy Wood and Lennox Pawle. Miss Wood is thoroughly equipped for her role and reads, sings and dances as tho she likes it.

Mary Hay plays the role of a pert little maid with great charm. She sings the song bit of the show, "I Want You," capably and dances gracefully.

Russell Janney has given "Marjolaine" a nice production, has selected a good chorus and costumed them prettily. The show is spotlessly clean, full of humor, which keeps on an intelligent level thruout the performance.

EXCERPTS FROM NEW YORK DAILIES: TIMES—"It has all been daintily and intelligently managed and there should be felicitation all around."

WORLD—"It is a velvety, tasteful entertainment, which is nowhere marred by horseplay or extravagances of any kind."

GLOBE—"The charm of 'Pomander Walk' plus excellent music and some very good acting."

POST—"Pomander Walk' deserves and probably will have another successful career in its new form."

"FIRE BIRD" OUT

New York, Jan. 27.—"The Fire Bird" ballet, which formed part of "Get Together" at the Hippodrome, has been dropped from the program.

Another scene has been added to the show called "Some Street in Some Village," in which the Hippodrome Quartet is featured along with the Happy Hoboes.

"FOR GOODNESS' SAKE" OPENS

New York, Jan. 28.—"For Goodness' Sake" got away to a good start in Atlantic City this week, according to word received here.

All being well the piece will be seen on Broadway within a fortnight or so. It is being presented by Alex Aaron.

NEW "PUT AND TAKE"

New York, Jan. 29.—Edith Wilson will head a new edition of "Put and Take," which will take to the road February 12.

LONG RUN MUSICAL PLAY RECORDS

Number of consecutive performances up to and including Saturday, January 28.

IN NEW YORK

Table with columns for play name, location, and performance count. Includes titles like Blossom Time, Blue Kitten, Bambo, Chocolate Soldier, etc.

IN CHICAGO

Table with columns for play name, location, and performance count. Includes titles like Lest Waltz, Mary Rose, Robert B. Mantell, Under the Bamboo Tree, etc.

Rosalre, Scotty Doreto, Limey Bleasdale, Curley Colton and Hercules Keenan. The addition of these two scenes make the show more nearly resemble the former type of entertainment given at the Hippodrome than "Get Together" was at its opening.

"SHUFFLE ALONG" REHEARSING

New York, Jan. 27.—It has been definitely announced that a "Shuffle Along" company will be put on road to play one-act stands in the New England States and the middle Atlantic territory.

The chorus was put into rehearsals here at the Sixty-Third Street Theater this week.

The principals contracted are Lew Payton, Jim Burroughs, Margaret Lee, Henry Saparo, Strutt Payne, Al Johns and a quartet from the Clef Club.

Fornoy Miller and Noble Siasle will conduct the rehearsals.

CANTOR IN NEW REVUE

New York, Jan. 27.—Eddie Cantor will shortly appear in a new revue called "Kiss Me." The show, now in rehearsal, is scheduled for an opening in Atlantic City, with Philadelphia to follow, and should reach Broadway about the middle of March.

"BLUSHING BRIDE" OPENS

New York, Jan. 27.—"The Blushing Bride," a musical comedy with book and lyrics by Edward Clark and Cyrus Wood, with music by Sigmund Romberg, opened this week at Poli's Theater, Washington.

The show is scheduled to come into the Astor or Forty-fourth Street Theater here and this will probably happen some time next month.

NEW EDITION OF "FROLIC"

New York, Jan. 27.—There will be a new edition of the "Midnight Frolic" on the New Amsterdam Roof beginning tomorrow night.

DOLLAR MUSICAL COMEDY?

New York, Jan. 27.—There is a proposition on foot here to establish a chain of theaters to play musical comedy at a dollar top.

MUSICAL COMEDY NOTES

"Get Together" has played over 250 performances and "Tangerine" is nearing the 200 mark.

Richard Carle, now appearing in "Tangerine," celebrated his thirtieth wedding anniversary January 30.

Florentina Goenowa, dancer, will be featured in one of the new productions to be made by The Bohemians, Inc.

"Shuffle Along" has passed its three hundredth performance and a second company of the show is now in preparation.

Melissa Ten Eyck and Max Welly, dancing in "Up in the Clouds," will go to Paris in June to dance again at the Folies Marigny.

James Madison, back in New York from a trip to California, is writing a monolog for Florence Moore to use in "The Music Box Revue."

"Just Because," a new musical comedy which will be presented by B. D. Berg, is in rehearsal. Oscar Eagle and Bert French are attending to the staging of it.

Beth Wirfs, playing in the road company of "Mary," danced too strenuously the other night in Albany and wrenched her ankle. She was laid up for three days.

Audrey Maple has been playing in "Tangerine" for some time, but little has been said of it by the management. She played with Julia Sanderson in "The Arcadians."

A new version of "Jim Jam Jems" will be put out by The Bohemians, Inc. John Cort had the show originally and the Bohemians sent it out last season when Cort was thru with it.

Charles Previn will be the musical conductor with "Pins and Needles." The press agent says he is "an English conductor," but we know better. So does everyone else but the P. A. evidently.

Skeet Gallagher, in "Up in the Clouds," had a narrow escape from injury last week. He was making an exit when a big scantling supporting some heavy scenery fell in the exact spot he had just occupied.

GET HINT: CHANGE SONG

New York, Jan. 27.—In "Good Morning, Dearie," playing at the Globe Theater, Oscar Shaw is assisted in a number by the Darling Twins. It is necessary that the permit for these children to appear on the stage be periodically renewed every two weeks by the Children's Society.

The management could get no information as to the reason and finally a thought dawned that perhaps the lyrics of "Easy Pickings," a song sung in the show by William Keat, Harland Dixon and Jack Scaneull, might have something to do with it.

SOMETHING NEW IN NEW YORK

New York, Jan. 26.—There's something newer than "The O'Brien Girl" at the Liberty Theater, on 42nd street. It is the "O'Brien Girl Collar."

The collar, which is a beautiful example of handiwork, was made by Mrs. A. Phillips, of 17 E. 22nd street, New York, and we will wager that from now on that unlimb-fingered lady will have reason to believe that "it pays to advertise."

"FABLES" ON FEBRUARY 2

New York, Jan. 30.—"Frank Fay's Fables" will take the place of "The Wild Cat" at the Park Theater here Thursday. The latter show closed Saturday night to take to the road.

WIGS

AND ALL OTHER SUPPLIES. Send for Free Illustrated Catalogue. WAAS & SON, 228 N. 5th St., Philadelphia, Pa.



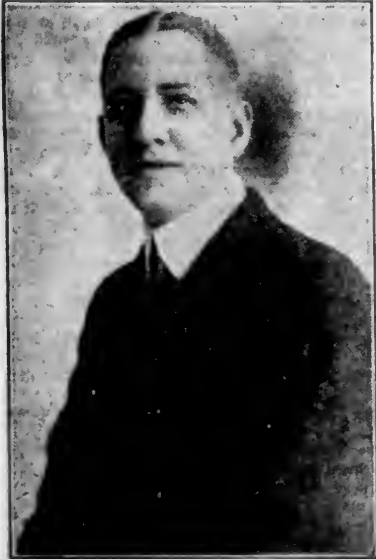
# MELODY MART

THE POPULAR SONG BOURSE  
Conducted by E. M. WICKES

## MUSIC MAKERS

Did you ever hear of the Black Swan Records? If you haven't it's not surprising, for until a little more than a year ago Harry H. Pace, who coined the phrase and now manufactures the records, had not heard of them either.

It is more than likely that you have heard some fellow say that the only reason he is not a howling success is because no one ever gave him a chance. All he needs, this kind of a bird declares, is some one to stake him to a start—just a little push—and he will do the rest. He does



HARRY H. PACE

not know that the bird who requires a push from someone else to get moving is like the football that gets a kick, and that when the force of the kick is spent the football, like himself, comes to a dead halt. He is always looking for someone else to do the missionary work, except when he happens to fall in love with some girl; then it is a case of "hands off, everybody!" He does not ask anyone to show him how to win the girl; he does not think it is necessary—he can figure it out himself.

Other birds, who waste valuable time framing up alibis for not having made good, think it is a handicap to have been born and reared anywhere but in a first-class city. But they are all wrong. It makes mighty little difference where you were born, or reared, provided you are a self-starter, for if you are, you will get what you want by getting up your own speed and going after it. No? Well, here is a case that proves it and brings us back to The Black Swan records and Harry H. Pace.

Pace was born in Covington, Ga., a small town about twenty miles from Atlanta. But the fact that he was born in a small town did not worry Pace. When he quit studying he went to Atlanta and got a job in a bank and worked himself up to a teller's position. Later he became secretary and treasurer of the Standard Life Insurance Company at a yearly salary of \$7,500.

Like thousands of others in this country Pace contracted the song writing bug and mailed a raft of lyrics to New York music publishers. And he got them back. The publishers couldn't see his songs, and no one would give him a chance or a little shove. Had Pace been made of ordinary stuff he would have become discouraged and quit cold, and then wasted time airing his opinion of New York music publishers. This is supposed to be the regular procedure.

But Pace did not curl up and die. He thought and planned, always with the idea that he would win out in the end.

Then, from nowhere in particular, a stranger entered Pace's life. To be more exact, the stranger, whose name was W. C. Handy, entered the bank to open a new savings account. Mr. Handy was there to deposit the large sum of \$1.25. While Pace was attending to matters the two men began to chat, and suddenly discovered that each was interested in song writing. As for having song manuscripts fired back by New York music publishers Pace had nothing on Handy. A comparison of their experiences proved this.

So the most natural thing for Pace and Handy to do was to team up as coming hit writers—

which they did. They then bombarded New York publishers with songs. Pace had written the lyrics and Handy the melodies. The songs came back without as much as one word of encouragement. It finally dawned upon Pace and Handy that they were up against a stone wall. And, when this fact sank into their brains, they decided to publish their own songs. Some nerve after having had all their brain children rejected by the wise moguls of Tin Pan Alley.

Before long Pace and Handy published "Memphis Blues," which they sold later to the manager of a music store; "Beale Street Blues," "Yellow Dog Blues" and "St. Louis Blues." When they first offered the songs to the trade the trade laughed at them, but they kept plugging along and gradually created a demand for their numbers. Finally, after "blues" had caught the public's fancy, and business warranted the step, Handy went to New York City and opened an office, leaving Pace to look after the business in Memphis.

In the meantime Pace was still holding his position as secretary and treasurer of the Standard Life Insurance Co., but he was anxious to go to New York and give all his time and attention to the music game. Pace had a sure thing with the insurance company and he hesitated to give it up for an uncertainty. He did not know

what to do. He was whipped. Then one day he read in The American Magazine an article entitled "Take Some Kind of a Plunge." Pace almost memorized that article while trying to come to a decision. He saw the logic of the article and finally threw up his \$7,500 job and headed for New York.

During the ensuing few years Pace and Handy did unusually well. They published "A Good Man Is Hard To Find" and other hits, and their original "blues" numbers became popular, and were recorded by all leading phonograph, roll and player piano concerns.

After they became established in New York and joined the Music Publishers' Protective Association, Pace and Handy took another plunge by leasing an entire building on West 46th street. Shortly after moving into the new building Pace became acquainted with a certain song writer. The fellow had two new songs, and he said that if Pace would advance him some money on the songs he was quite sure he could have them recorded by a young colored girl he was going to break into the phonograph game. This girl, Mamie Smith, was a find of the song writer. Pace advanced some money, with the understanding that he, Pace, was to get the publishing rights of the songs in case Miss Smith recorded them.

## METROPOLITAN MIRTH—MELODY—MUSIC

COLUMBIA BURLESQUE CIRCUIT  
"KNICK KNACKS"

THE SYNCOPATORS—"Western Home."  
THE CHORUS—"Zip, Zip, Zip;" "Circus Band."  
IRENE LEARY—"Eastern Love," "Everybody Is Welcome in Dixie," "Kind, Dear Nurse," "Mandy and Me."  
HELEN FORDYCE—"Golden West," Specialty Operatic Selections.  
MATTIE BILLIE QUINN—"Riding on a Pony," "Pucker Up and Whistle," "Yoo Hoo."  
LEW DENNY AND IRENE LEARY—"Wedding Bells."  
FRANK VETRANO—"Honolulu Girls."  
MATTIE BILLIE QUINN AND JOE LANG—"The Best Jewel of Them All."  
ENTIRE COMPANY—"Western Home."  
TOM HOWARD—"Good Night."

AMERICAN BURLESQUE CIRCUIT  
"FRENCH FROLICS"

MARGARET HASTINGS—"Make Believe," "Kalama."  
BONNIE LLOYD—"A Way They Have in Dixie," "Nobody's Baby," "Ma."  
LILLETTE—"Down Yonder," "Cakewalk Jubilee," "Everybody's Welcome in Dixie," "Loose and Careless."  
BURKE AND LILLETTE—Piano, Singing and Dancing Specialty.  
WILLIAM MACK AND MARGARET HASTINGS—"Some Day."  
SILACARA—Classic Dancer.  
HAL SHERMAN—Dancing Specialty.  
BEN BURTT—"Isle of Man."  
HAL SHERMAN AND ELSIE ALLEN—Dancing Specialty.

"LID LIFTERS"

ALBERT HAHN—"Cherie."  
DOTTIE BATES—"Stop, Rest Awhile;" "Ma," Male Attire Singing Specialty.  
VI PENNY—"Down Yonder," "Welcome in Dixie," "In My Airplane," "Mandy."  
GERTRUDE RALSTON—"All By Myself," "Ten Little Fingers," "Humming," "Tennersee."  
BERT BERTRAND—"On the Way to Mars."  
MARIE COLE—Rope Dance.  
BEE BERTYLE—Singing Specialty.  
ALMA RALSTON—Singing Specialty.  
MISSES LA ROY AND SCOTT—Dancing Specialty.  
MARY DEVEAUX—Violin Solo.  
WILMA AND KATHERINE DEVEAUX—Singing and Dancing Specialty.  
BERT BERTRAND—Producer of Musical Ensembles and Dances.

THE NATIONAL THEATER—Detroit, Mich.,  
MUSICAL COMEDY STOCK COMPANY

JESS PHILLIPS—"He Looks 'Em Over in the Daytime."  
EVA LA MONT—"For a Little While."  
PURCELL-PHILLIPS-McCLURE—Harmony Trio.  
BELLA BELMONT—"Tumble Down Shack in Athlona."  
MISS KEELER—"Moon River."  
MISS LA MONT AND MR. LEROY—"Hot Dog."  
MISS COZIERRE—"I Got the Wonder Where He Went and When He's Coming Back Again Blues."

GAYETY THEATER—Philadelphia, Pa.  
BURLESQUE STOCK COMPANY

RUTH WILLIAMS—"Dangerous Blues," "One Kiss," "Wabash Blues."  
NELL NELSON—"Old Swimming Hole," "No One's Fool," "Coming Back Blues," "Rosy Checks."  
ANNA GRANT—"Wanna," "Hawaiian Skies," "Jazz Me."  
LOUIS WEBER—Musical Director.

TROCADERO THEATER—Philadelphia, Pa.  
BURLESQUE STOCK COMPANY

DOROTHY BLODGETT—"Left My Door Open," "Fan Fan," "Irish Songs of Songs."  
NELLIE CRAWFORD—"Humpty Dumpty," "Gimmie the Shimmie," "Rosa Racona."  
JANE OLSEN—"She's Mine," "Old Swimming Hole."  
STANLEY AND OLSEN—Specialty.  
MILE. KOHAH—The Dance of Love.

"And I kept on advancing money," said Pace, "until I was about five hundred to the bad. And yet I did not see any prospects of their being recorded by Miss Smith. According to my song-writing friend, the Okeh was supposed to give Miss Smith the chance to record the numbers. So I finally went to see Fred Hager of the Okeh. He thought it was a great joke.

"There's nothing to it," Hager told Pace. "No one would buy records of colored singers." "I tried to convince Hager," Pace remarked, "as I had often tried to convince the recording managers of the big companies, that a good record, properly handled, will sell and make money, regardless of the color of the singer, the reputation of the author or publisher, or the amount of exploiting a song receives. But Hager could not see it that way, and said it would only be a waste of time to try it."

Before leaving the Okeh offices Pace asked Hager to let Miss Smith make a test, even though he never did anything with the record, and Hager, who is a congenial sort of a chap, promised to think it over.

The song writer, who had also been camping on Hager's trail trying to get Miss Smith a chance at the Okeh, blew into Pace's office a few days later, looking for a little more advance on the songs. Pace refused, but offered a certain sum, provided the song writer would give him the songs and a bill of sale for them. The song writer accepted the offer.

Not long after that, when Pace considered the phonograph matter a dead issue, he received word from Hager that he was going to let Miss Smith make a test of the two songs. The test was made and the records turned out to be good enough to be offered to the regular trade, but it was up to Pace to furnish the advertising matter, which he did. Miss Smith's records sold well from the start, and after the Okeh realized their selling qualities it made a deal with Miss Smith for her exclusive services. Pace did not have any kick coming, for he was paid about three thousand dollars in phonograph royalties.

With each passing day Mamie Smith and her records grew more popular. Dealers all over the country were clamoring for more of her records. The other recording managers were not slow in discovering this, and within a short time they were asking Pace to get them good women artists of his own race. Pace rounded up a dozen, contracted with them to use Pace & Handy's songs exclusively, and then offered their services to the various phonograph companies. Tests were made, but the recording managers were not satisfied with the results, and Pace returned the contracts to the artists.

"In spite of what the recording managers said," Pace smiled, when relating his experiences, "I was positive that some of the singers I had contracted with possessed good recording voices, but I realized that they would never get an opportunity to show what they could do, not unless someone organized a company with that object in view. And that was what gave me the idea to enter the phonograph business for colored artists exclusively."

When Pace told some of his friends what he intended to do they laughed at him. They told him he was crazy and that he would do a wise thing to stick to his music business. According to the pessimists he did not have a Chinaman's chance. And had Pace known then what he was going up against, he would, in all likelihood, have thought the same way.

"And when I spoke to some of the recording managers about the idea," Pace said, "they told me that if I attempted to go into the business, thereby becoming one of their competitors, they would never record another number of Pace & Handy's. Was not that nice brotherly love? But that didn't stop me. Of course the deeper I got into the thing the tougher it looked. Whenever my feet began to get a bit chilly I recalled the article in The American Magazine and refused to quit."

A little more than a year ago Pace quit the music business and plunged into the making of Black Swan records. Before he could get started, however, he had to raise capital. He needed about ten thousand in ready cash. He went to Atlanta and consulted some of his old friends. They had faith in his idea and advanced him the necessary capital on property he owned in Atlanta. What's more, they offered to finance him for any amount he required.

Returning to New York Pace signed up several singers and a couple of bands, and then set out to find some one with a laboratory who would record for him. He met one fellow who offered to do the work, but it cost Pace about \$800 to find out that the fellow did not know his business. Pace tried several other recording laboratories, but none would have anything to do with him. He certainly was in a nice fix.

Growing desperate, Pace decided to get his own laboratory, recording and pressing machines. Not knowing who manufactured these machines he made inquiries at several of the phonograph companies. No one would tell him. Everybody he met advised him to give up the idea. While he was still in a quandary, wondering what step he should take next, he met a man he knew who used to be connected with the recording department of one of the big firms. To this man he related his difficulties.

"I had the same experience," said the man. "I wanted to go into the business on my own hook, but none of those birds would tell me where I could find a laboratory or where I



# BRASS TACKS

By VAUD. E. VILLE

No matter what circuit you are working for a "play or pay" contract is the only kind to receive.

Steady work at a fair salary, bounded by a "play-or-pay" contract, is the proper thing for both the artist and the manager.

By a fair salary we mean one you are worth on your merits—whatever that may be.

If the heads of the various vaudeville circuits would see that their employees engaged acts of merit at such salaries, gave them consecutive work with play-or-pay contracts, deducting only the lawful commission, they would learn the following:

They would get better acts, more uniform vaudeville bills, their houses would do a better business, and about the only "holer" would be from the "incompetents" who have been getting the big coin and delivering nothing—except a "cut" to those responsible for "putting them in."

Of course there would be murmurs from those who had been benefiting from the "sugar cut up," but they would then disappear with the "incompetents."

Some vaudeville successes: Will J. Ward and Girls, Ames and Winthrop, Jack Hedley Trio, Jack Joyce, Powers and Wallace, George MacFarlane, E. F. Hawley and Company, Billy Glason, Venita Gould, Bradley and Ardine, Harry J. Conley, Arthur Whitelaw and William Ebs.

Why do some acts insist upon "coming back" and "crabbing" themselves, as well as the act that follows them, after they have completed their offering and finished well?

Why not put a "milking" act to close the bill?

The fault in vaudeville regarding "milking" acts and "stallers" lies not so much with the act that does it, but with the manager who lets them "get away" with it.

After E. F. Albee stepped in and called the agents booking with his circuit for an explanation as to why they wrote letters to their acts, asking them to take ads in a certain trade paper, the paper itself came forward and "ex-

## A 100% COMEDY SONG

# ON THE SUBWAY

A Sensational Comedy Song. A Laugh in Each Line. 14 Extra Choruses.

By Sam Marley and Billy Heagney.

Send for your copy now. Orch. 25c each.

NOTE OUR NEW ADDRESS!!!

1658 BROADWAY  
NEW YORK

TRIANGLE

MUSIC PUB.  
CO.

HITS and more HITS

### "SWEET DADDY, IT'S YOU I LOVE"

Wonderful Fox-Trot. Send stamps for Prof. Copies. Orchestrations 25c. JUST OFF THE PRESS.

### "SOMEBODY'S PAL"

WORLD'S GREATEST BALLAD BY ROLAND C. IRVING. Send stamps for Professional Copies. Orchestrations released soon. WATKINS & FUREY MUSIC PUB. CO., 2168 Seventh Ave., New York City.

## MUSIC ARRANGED BY AN EXPERT

from lead sheet, for voice and piano. Moderate prices. Up-to-date orchestrations. Theo. G. Beach, Room 505, 1433 Broadway, N.Y.C.

the pro rata they now get. The majority of acts in "vaudeville" only did two-a-day. A few in the two-a-day houses did a "supper show." Those who did three, four, five, six, seven: they were not supposed to be in "vaudeville"—they were only working "shooting galleries," "dumps," "cans" and "picture houses."

Today, how many of the "vaudeville" houses play only two-a-day? How many acts are there in the business that only play two-a-day houses exclusively, and that don't play "split weeks"?

How do you now distinguish the "shooting galleries," "cans" and "dumps" from "vaudeville" theaters, unless it is by the newness of the building itself?

Yes, things have changed, and keep changing. So there is hope and a great POSSIBILITY that vaudeville artists may receive pro rata of their salary for all over three-a-day in the NEAR FUTURE.

Because the majority of the acts will figure out that they do three-a-day as a minimum and that they are the ones who will be asked to do the "extras."

When it does come the managers will wish they had agreed to it long ago.

Bet E. F. Albee is the first vaudeville "captain" to introduce it. What do you know about that? He's pulled some pretty wise stunts before. You can never tell.

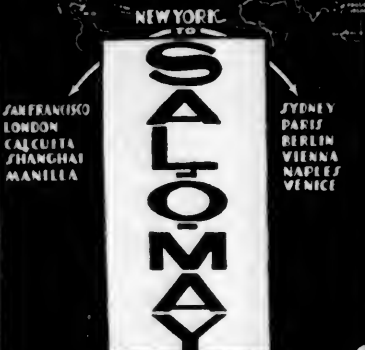
J. J. Murdock is the man the majority of vaudeville artists never see. But they see ample proof every day that he is "on deck."

E. G. Lauder is a man in the Keith Vaudeville Circuit of whom you will hear more about—and, we think, favorably—a little later on. Watch him grow.

# BIG 5

"EDDIE LEONARD BLUES"  
"SWIMMIN' HOLE"  
"HONOLULU HONEY"  
"LALAWANA LULLABY"  
"WAIT TILL YOU SEE ME SUNDAY"

NOW BEING PLAYED THE WORLD OVER



INTERNATIONAL HIT! LEADER SEND 25c FOR WONDERFUL DANCE ORCHESTRATION

EDW.B. MARKS MUSIC CO. 102-104 W. 38th ST. NEW YORK N.Y.

cused" the agents, saying that it was a matter of "business," and was practiced by the representatives of other circuits as well as the Keith Circuit.

They did not say that many artists interpreted the "request" for advertising more in the form of a demand. The blame for the "squawk" was placed on other trade papers which were jealous of the returns from the "adgyp" system.

The Billboard cannot be classed in the same caliber with the trade papers referred to for several reasons. There is a standing rule made by the publisher of The Billboard that ads are not to be solicited from vaudeville artists by any employee of this publication.

The Billboard far outdistances all of the other trade papers in the matter of advertising, circulation and a reputation for publishing the latest authentic news in all branches of the amusement business, free from any promises whatsoever.

We don't ask any vaudeville agent, booker, manager or any one connected with a circuit to "request" their employees to advertise with us.

It's up to the artists themselves, and we say to them, "unless you can see where advertising your name, offering or plans are going to benefit you, don't advertise."

Advertising is the greatest thing in the world for any business, provided you have something to advertise, know how to advertise it and advertise it in the proper place at the proper time.

"Request," "gyp," "demand," "friendship" and "bull" ads are not worth a dime.

Some people think ads stop "panning," secure "work," put them "in right" with the managers and bookers regardless of the merits of their acts.

Do they? If so we would like to have Mr. Albee give the fact consideration. Not for the benefit of The Billboard, but for the benefit of acts that have refused to be "kyped" into advertising.

Mr. Kline, of the Shubert office, and those of the Loew, Fox, Pantages or any of the other circuits whose agents have written acts "requesting" them to advertise, might give it a little consideration also. We would be glad to learn what they do about it.

Martin Beck pulled a smart idea when he sprung the Chicago State-Lake Building.

Large seating capacity, beautiful theater, real orchestra, "his-time" acts and eight of them at popular prices.

They say the place paid for itself the first year.

Now there are quite a few buildings of this

kind rearing up, and the "State-Lake policy" is announced as the thing.

Some acts do three and some four. Usually the ones doing four get the least money.

That's that. The question is: "Will the future bring forth the fact that all acts will do the same number of shows on those "policy" bills, and will the acts remain of high-class caliber? Let's hope so.

Many managers of beautiful theaters (some not so beautiful) with large seating capacity have been trying to copy the "State-Lake policy" in advertising, etc., but by giving only five or six acts of a vastly inferior quality, each act doing "plenty" of shows. The result is they are not "kidding" anyone but themselves.

Had the Chicago State-Lake started in to try and get by on the "beautiful big theater" advertising alone, it would not have paid for itself the first year.

Martin Beck may not be a good golf player, but as a "policy" doer he's there—if the Chicago State-Lake policy is his own original one.

Good, clean bills made up of diversion that will entertain the patrons is what will help the vaudeville box-offices.

That kind of a bill is easier for the press agent to talk on—and make the readers of advance notices of the bill pay some attention to the claims advanced.

Will Messrs. Shubert please inform us why they will insist upon giving us many "production acts" that feature scenery, costumes, etc.? Many of these turns appeared in some of their "shows."

Everyone in vaudeville is for "opposition," in "two-a-day" vaudeville, with the possible exception of the Keith Circuit. But for "opposition vaudeville." Not miniature "musical shows."

Please, Messrs. Shubert, concentrate your vaudeville efforts toward securing vaudeville material, not "production acts." The Keith people did a lot of that work, and it petered out. They are quitting it now.

Look around and you will find plenty of good material "laying off." Give them a chance.

The idea of vaudeville acts playing three shows a day as a minimum, with pro rata pay for each additional performance, is something like the stage hands, operators and musicians getting a certain amount for their "overtime." They are allowed it, and PAID it. Vaudeville artists are not supposed to even TALK about such things.

Why? Because the BIG NAME ACTS usually don't have to do over three—YET. The smaller fellows who do four and sometimes five are not supposed to count. They don't—YET. But times change. For instance, some seasons back stage hands, musicians and operators did not get

## Goodman & Rose HITS

### "I'VE GOT MY HABITS ON"

(FOX-TROT) ANOTHER DARKTOWN STRUTTERS' BALL. NOW BEING FEATURED BY VAUDEVILLE'S HEADLINERS

### "YOU'VE HAD YOUR DAY"

A FOX TROT BLUES THAT IS SWEEPING THE COUNTRY

### "ATTA BABY"

THE GREATEST NOVELTY SONG IN A DECADE. A SONG AND DANCE SENSATION

### "BAMMY"

(LAND THAT GAVE ME MAMMY) BY THE WRITERS OF MAMMY O MINE. A BEAUTIFUL DIXIE RAG BALLAD

### "IN YOUR EMBRACE"

A HIGH CLASS BALLAD THAT WILL LIVE FOREVER

### "WHO'LL BE THE NEXT ONE"

(TO CRY OVER YOU) STILL A TERRIFIC HIT

PROFESSIONAL COPIES AND VOCAL ORCHESTRATIONS OF ALL THE ABOVE HITS READY

ORCHESTRA CLUB \$2.00 PER YEAR

GOODMAN & ROSE, Inc. 222 W. 42th St. NEW YORK

## MUSIC ARRANGED

by specialist for piano solo, orchestra and band. Vocal Piano (copy from lead sheet, \$1.00), orchestration, 75c per part. Original Melodies to Lyric, including Piano Accompaniment, \$10.00. Work guaranteed and samples of work upon request. HERMAN A. HUMMEL, 250 Colonial Arcade, Cleveland, Ohio.

## Song Parodies

Copyright 1922 title on "Sunny Tennessee," "Tucky Home," "Dapper Dan," and 17 others on 1921-1922 hits, all for \$1.00. For funny material write OTTIE COLBURN, 13 Clinton Ave., Brockton, Massachusetts.



# "The Last Word in Songs"

- "BABBLING BROOK"—Flowing to success.
- "BABBLING BROOK"—Rippling to fame.
- "BABBLING BROOK"—Purling with melody.
- "BABBLING BROOK"—The artist's inspiration.
- "BABBLING BROOK"—The poet's dream.
- "BABBLING BROOK"—Will live forever.

**KENDIS-BROCKMAN MUSIC CO., INC.,**  
 145 WEST 45TH STREET, - - NEW YORK CITY.

### CHAPPELL'S NEW IMPORTATIONS

New York, Jan. 27.—Every few months the house of Chappell-Harms imports a number of the finest songs published in England. The latest arrivals include "The Little Girl Waiting at Home," by Haydn Wood; "Geraldine," by Robert Coningsby Clarke; "Little Blossom Thoughts of You," by Guy D'Hardelot; "I Pitch My Lonely Caravan at Night," by Eric Coates; "Were I a Butterfly," by Liza Lehmann; "Brown Eyes Beneath the Moon," by Eric Coates; "I'm Wanting You," by Eric Coates; "Voga, Voga, Gondoller," by Robert Coningsby Clarke; "Fairy Lullaby," by Robert Quilter; "Some Day You Will Miss Me," by Max Darewski; "Love's a Merchant," by Molly Carew, and "I Found a Paradise," by Dorothy Forster. These are all high-grade songs, mostly for use on the concert platform.

Of more popular appeal are "Sweet William," an instrumental waltz by Archibald Joyce, and a pretty waltz song, by Leon Du Parc, entitled "Close."

### "CAIRO MOON" A SENSATION

The new novelty fox-trot, "Cairo Moon," published by S. C. Caine, Inc., 145 W. 45th street, New York, proved a sensation at the Ambassador Hotel Grill recently when it was tried out for the first time by Pacilio's Orchestra from a manuscript copy.

Regular orchestrations are now completed and several of the large phonograph companies are arranging for the recording of "Cairo Moon." Sid Caine is well known as the writer of "Mazle," and is said to have picked other hits, such as "Cuban Moon," "Strut, Miss Lizzie" and "Sweet Mama."

### EDGAR RAY TO PUBLISH

Kansas City, Mo., Jan. 28.—Edgar Ray, local song writer, announces that he entered the publishing field and will soon release his latest song, "Oh, What a Girl I Have Found," which he expects to be a sensation, and "You Know the Way to My Heart," a new song. Mr. Ray is the author of "From Our Town," published by the Riviera Music Company, Chicago, and "If I Were the Sunbabe and You Were a Rose."

Look thru the Letter List in this issue.

## GOING BIG EVERYWHERE!!!!

SING IT NOW

# "MOTHER AND DAD"

THE SENSATIONAL WALTZ BALLAD

— ALSO —

## "I'VE GOT TO HAVE IT NOW" (FOX-TROT)

Send for Prof. and Orchs.

Dance Orchs., 25c.

**THE REFOUSSE MUSIC PUB. CO.**  
 145 W. 45th Street, - - NEW YORK CITY.

"WHEN MISS ROSE OF WASHINGTON SQUARE SHAKES HANDS WITH BROADWAY ROSE, YOU BEWARE." One-Step Song.  
 "THAT FILIPINO VAMP." Fox-Trot Song.  
 "GRACE" (You Are My Only Baby Doll). Waltz Ballad.  
 Send Stamps for Professional Copies. Orchestrations, 25c.  
 LOVELIGHT MUSIC CO., 482 Lenox Ave., New York City.

### SINGING OLD SONG

New York, Jan. 27.—The McConnell Sisters, who are to play the Palace Theater here next week, are singing a song called "The Kingdom of Love." This number was published twelve years ago by Remick and was written by the later George Fuller Golden. The song was almost forgotten by the publishers until the girls picked it out, and they are making a big success with it in their act.

### CHAPPELL HAS THEME SONG

New York, Jan. 27.—"Smile Thru Your Tears" has been selected as the "theme" song of "Turn to the Right," the feature film now playing here at the Lyric Theater. The song was selected from several hundred numbers

and is not only played thruout the picture but is sung by a male quartet at the opening of the performance. "Smile Thru Your Tears" is published by Chappell-Harms, 185 Madison avenue, this city.

### SONG SOLD OUT

New York, Jan. 27.—The first two editions of "Dear Old Southland," the fox-trot song written by Creamer and Layton and published by Jack Mills, Inc., 152 West Forty-fifth street, publishers of "Strut, Miss Lizzie" and "Wana," has been sold out entirely.

A new edition is being rushed out to meet the heavy demand of this number, which is now beginning to be featured by vaudeville acts, orchestra leaders and concert singers.

### WHOLE NOTES

Len Fleming, composer, arranger and reviser, of Wellsboro, Pa., advises that he recently purchased an office building in that town, one floor of which, he says, will be used to house his growing business.

Jesse E. Hurley narrates that Miss B. Gladys Dazey collaborated with him on a new ballad, "Our Unknown Hero," "that has taken on favorably with singers and orchestras in Hamilton, O., his home town.

Bob Earle informs from Chicago that his new fox-trots, "The Alarm Clock Blues," "Say It With Love and the World Is at Your Feet," "Please Pardon Me" and "I Wonder What Will Happen Next," are ready for the publisher.

### Play the Hawaiian Guitar Just Like the Hawaiians!

Our method of teaching is so simple, plain and easy that you begin on a piece with your first lesson.

In half an hour you can play it! We have reduced the necessary motions you learn to only four—and you acquire these in a few minutes. Then it is only a matter of practice to acquire the weird, fascinating tremolos, staccatos, slurs and other effects that make this instrument so delightful. The Hawaiian Guitar plays any kind of music, both the melody and the accompaniment. Our complete course of 32 lessons includes FREE all the necessary picks and steel bar and 52 pieces of music.



Send Coupon NOW Get Full Particulars FREE

First Hawaiian Conservatory of Music, Inc., 233 Broadway (Woolworth Bldg.), New York City.

I am interested in learning to play the HAWAIIAN GUITAR. Please send me complete information, special price offer, etc., etc.

NAME .....

ADDRESS .....

Town..... County..... State.....

Print name and address clearly BB

# BOKAYS AND BOWS

## ELMER TENLEY'S CRACKS

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

Quite a number of performers are leaving the theatrical profession and are going into vaudeville.

Trying to find some people is like looking for a leak in the ocean.

Some people are blessed with brains and others are compelled to hire them.

Comes the news that the Watson sisters will have a show built to fit them next season. Why not? They are two clever artists.

Bal. Reed is building a studio in Mexico City to make moving pictures. Bal. stepped out of the show game long enough to grab a bank roll and is returning as a producer.

Bert Williams says: "Art is art when it is art, but when it ain't art it is sumpin' else."

The Australian wood choppers did not originate split weeks.

Ed Gallagher has purchased an ice yacht. He will have a hard job trying to sail the thing on Broadway.

The difference between big time and small time acts depends upon the time the acts are playing.

W. S. Cleveland had two first-class minstrel shows on the road at one time. He is now running a vaudeville agency in Newark, N. J. Big Bill is a great showman. A tender heart has kept Bill outside of the big "dough."

Sam. Fitzpatrick is going to bring Ella Shields to America next season and present her in a musical show.

Florence Moore lost her touring car the other evening and after she had searched her handbag and could not find it she gave it up as lost forever.

Reader—Charles B. Ward was billed as "The Bowery Boy." He wrote "Strike Up the Band" and many other song successes.

Walter Goldie, of the famous team of Gilbert and Goldie, is in the real estate business in Southern California.

A great many double acts are only singles. Some are males and some are females.

The hit of some vaudeville shows is very often made by the audience.

It is a wise "gag" that knows its own producer.

Some acts would be overpaid if they were handed counterfeit money.

The way some performers "mooch" cigars you would think they are afraid of the Indians in front of the cigar stores.

S'all right to receive C. O. D. telegrams if they contain work, but the collect cancellations are heart blows.

Some acts get the spots on the bills, and others get the spots on their wardrobe.

The No. 2 spot is the poison ivy of vaudeville.

You never know that some audiences are in the theaters until you see them leaving it after the show.

Telling jokes to a sea of whiskers has caused many a bad report.

The old saying, "Love thy neighbor," etc., worked very well until the phonograph was invented.

Some people are born for a purpose and others come into the world on a pass.

Some vaudeville acts get worn out trying out.

Actor had his foot operated on for brain trouble. Suppose he was also suffering from a corn on his head.

New York landlord was sent to jail for not furnishing heat to an actress. Two days later he sent in a complaint that his cell was cold.

Mayme Gehrue was accidentally hit in the eye with an apple and was laid up for two weeks. Who was it said "An apple a day keeps the doctor away"?

Chorus girl, 18 years old, married a man 82. That girl was grabbing herself a Santa Claus.

Vaudeville acts are played in some houses in order to give the motion picture operator a chance to rest.

It would be impossible to shoot vaudeville into the skulls of some audiences with machine guns.

Vaudeville "choosers" and milking acts are theatrical thorns.

It is a difficult task to get on the top of a broken ladder.

It has been discovered that there is gold in New York sand. Wondered what filled Broadway with gold diggers.

You never miss some people until they are in your presence.

Animal keeper was given a week's vacation, and he spent the week teaching the man who took his place the proper way to take care of the lions.

Movement on foot again to wrap up vaudeville and put it into one bundle.

Frank McNellis has purchased an E flat Tom Tom. Frank plays cornet in an orchestra and pinochle in the intermissions.

Methuselah—Frank Toney Pub. Co. publishes all of the late Gus Williams recitations.

Reader—James Donaldson was the proprietor of the London Theater on the Bowery, and also owned the London Specialty Show. Fred Waldman of Waldman's Theater, Newark, N. J., owned the other show you mention. Fred Waldman is now general treasurer of the Gayety Theater, Kansas City, Mo. There was no vaudeville at that time.

Burglars entered a magician's room in a New York hotel and lost every penny they had.

Larry Boyd is wearing a diamond sunburst on his undershirt these cold days to keep his back warm. Larry has bought himself a show and will give an imitation of Barnum & Bailey.

New York City is full of permanent "tryout" acts.

Four performers were held up by handita in a rooming house. One of them said he had nothing, and the other three said they were in vaudeville also.

Bootblack is now shining in the movies. The picture is called "The Fatal Tip." Always knew those bootblacks possessed talent.

Florence Reed is going to play a few vaudeville engagements. Florie has been in vaudeville before and knows the game. She has made good in everything she has attempted so far.

They say Mrs. Vernon Castle danced on a turtle's back, but that the turtle was not home at the time.

Leon Errol received a present of what he thought was a case of "hootch," and after he had finished drinking the last bottle the friend who sent it wrote and asked him if he had received the hair restorer.

Originality is a great help to those who can't originate.

Jack Flaherty and Leo Lelb, who have been

with Gua Hill's Minstrels, blew into New York to take a crack at vaudeville. These boys dance by the foot and not by the yard.

Man with an Ant Eater's head and a salmon colored beard is looking for some one to tattoo an elephant on his chest so he can qualify for a Wild West show.

Joe Brennan arrived from the West and will throw himself at the mercy of the vaudeville agents. Joe is doing a tramp act that has registered every place he has pulled it, and he should do well in the East.

Space forbids answering questions in this column. Would also state that I do not keep a record of sporting events.

100 REPLIES AND STILL COMING

Carlos, Ind., Jan. 21, 1922.  
The Billboard Publishing Co.,  
Cincinnati, O.

Dear Sirs—Just a word in appreciation of the excellent results obtained from our recent quarter-page song ad in The Billboard. We have received 100 replies and they are still coming, which is marvelous for a new concern and far exceeded our expectations.

Our business has grown until we are afraid to advertise these songs with you again at this time for fear that we might be unable to give everything the proper attention.

(Signed) STAR PUBLISHING CO.

"Mobile Blues," by J. W. Fowler, of Mobile, Ala., is said to be proving a song and dance hit in that city.



## Let a Master Teach You Music

You can take music lessons under America's Master Teachers in the privacy and quiet of your own home at small cost. You can learn to play any branch of music in a short time with the same ease and success as though you came to Chicago to study. You can thus satisfy your musical ambitions whether for pleasure, accomplishment, or professional success. The lessons are a marvel of simplicity and completeness.

The ideal of a genuine conservatory of music for home study based upon lessons containing the cream of the life's teaching experience of master musicians reinforced by the individual instruction of specialists is now attained.

Write, telling us the course you are interested in and we will send our catalog describing the course you want.

### University Extension Conservatory

578 Siegel Meyers Building, Chicago, Illinois

Piano  
Cornet  
Violin  
Harmony  
Guitar  
Banjo  
Mandolin  
Voice  
Public School  
Music

← NOW IN ITS THIRD BIG POPULAR EDITION →

## "I Want To Be Loved Like a Baby"

MAKING A HIT WHEREVER SUNG OR PLAYED

## "My Heart Is More Than Your Gold Can Buy"

OUR NEW BALLAD FOR BALLAD SINGERS

NEW PUBLICATIONS FROM OTHER PUBLISHERS

"GYPSY LADY, I LOVE YOU"

"MARY-ANNA"

"PLEASE DON'T ASK ME WHY"

"EDNA"

(The Sweetest Little Girl in All the World)

"LOVING MAMA"

"WHAT MIGHT HAVE BEEN"

"ALL-STAR JAZZ BAND BLUES"

"PRETTY MAMIE"

"EMBLEM OF LOVE"

(Instrumental)

"GOLDEN DREAMS"

(Instrumental)

PROFESSIONAL COPIES AND ORCH. NOW READY. WRITE OR CALL FOR YOURS.

LEADERS: Join our Orchestra Club now, and receive all the Latest Music FIRST.

Dues—\$1.50 for 15 months.

AMERICAN MUSIC PUB. CO., 1658 Broadway, NEW YORK CITY

BELWIN, INC., 47th ST. AT  
7th AVE., NEW YORK CITY

## "SWEETIE PLEASE TELL ME"

Captivating Waltz—Jolly Song.  
Professional Copies Free.

Orchestrations, 10c, "Small" or "Full."  
MCDOWELL PUBLISHING CO.  
Providence, R. I.

TWO PUBLISHERS WANT TO BUY  
"I WANT YOU DEAR HEART TO WANT ME"

Some Ballad. Prof. Copy free.  
MARY M. HOPKINS, New Market, Maryland.

**MUSICAL MUSINGS**

Conducted by O.A. PETERSON

C. S. Brooks will have the band again on Harry E. Billick's Gold Medal Shows.

Earl Barr and his Harmony Kings are holding forth at Frisby's Cafe, Hot Springs, Ark.

Floyd Mills' Maryland Seven, of Cumberland, Md., is kept busy with dance and special dates in that section.

Pat Grodon, banjoist, recently joined Lutz's Novelty Orchestra for a winter engagement at St. Petersburg, Fla.

The coming season will be the tenth for Edw. A. Woekener as director of the band on the Al G. Barnes Circus.

The U. S. Army Music School has been transferred from Governors Island, N. Y., to Washington Barracks, D. C.

Al Kadell, clarinet, and Roger Barnes, cornet, are putting in the cold months as members of the Lake Worth (Fla.) Band.

The Underwood Brothers, cornet and baritone, are running a dry cleaning establishment in West Palm Beach, Fla., and playing local jobs.

William Pulson, drummer with Harold Bachman's Million-Dollar Band, is said to be making 'em sit up and take notice with his xylophone solos.

C. H. Jespersen's Concert Band will again handle the musical program of the Pythian Knights' Indoor Circus to be held in Chicago February 13 to 25.

A trouper informs that Harold Bachman has a second Rudy Woodorf in Jack Mitchell, who, the scarcely out of the "kid" age, plays a "mass saxophone."

The recent call for word from members of the S. H. Barrett Circus Band in 1922 failed to bring any response. We still hope to hear from survivors of that organization.

Geo. D. Durham, bass drummer, narrates that he will put in the coming season with the band on the Hagenbeck-Wallace Circus under leadership of Park B. Prentiss.

The winter concert season at St. Petersburg, Fla., was ushered in January 15 when 15,000 people assembled in Williams Park to welcome the Royal Scotch Highlanders' Band.

Hal W. Skinner, of the Strand Theater Orchestra, Charleston, W. Va., is rehearsing a band of 100 local saxophone players for a musical feature to be held in that town next month.

O. A. (Red) Gilson, bandmaster on Palmer Bros.' Animal Circus last season, will wield the baton over a twenty-piece organization on Howe's Great London Circus for the 1922 campaign.

The Northern Lights' Orchestra, of Reading, Pa., claims big things in that section. The lineup is: Max Pfeilmaler, violin; Paul Mertz, piano; Rona Minkes, drums; Louis Landy, sax.; and S. Phillips, banjo.

Harold Bachman's Million-Dollar Band, which is filling a winter engagement at West Palm Beach, Fla., accompanied the Shriners of that town to Miami on a recent Sunday. Among the oldtimers with Bachman this season are Bert Brown and Park Prentiss in the cornet section and L. Stinert, solo clarinetist.

Earle A. Stone, cornetist and bandleader, formerly of Niles, Mich., is reported to have resigned his health in Canon City, Col., where he led a thirty-piece band last summer and is now rehearsing the organization for another series of concerts that will start in April and continue until October.

In Portland, Tex., I recently saw the Georgia Minstrel Band parade and was glad to note that they play in reasonable tempo and a moderate spread. I believe that the crazy fast tempo and the unreasonable long spread is a thing of the past, even among minstrel bands. They have learned that such extremes do not get them anywhere.

Bert Proctor is leading the band on J. A. Coburn's Minstrels. During the recent engagement of this burnt-cork aggregation in Miami, Fla., Mr. Coburn's daughter sang with Pryor's Band at Royal Palma Park. Lloyd Connelly, drummer of the Lawrence Stock Company, ad-

**THERE'LL COME A TIME**

SENSATIONAL FOX-TROT BALLAD

In Key of "G"—from "D" to "D." In Key of "Bb"—from "F" to "F."

**LOVE IS LIKE A BUBBLE**

BALLAD

In Key of "C"—from "C" to "E." Low. In Key of "D"—from "D" to "F." Med. In Key of "F"—from "F" to "A." High.

\$1.00 Year Orchestra Club Fee

**ARROW MUSIC PUB. CO., INC.**

2305 Seventh Ave., New York City  
Western Representative: CALMON T. CHARACK, Ellers Bldg., Portland, Oregon.

**ALL MUSICIANS**

BEGINNERS AND ADVANCED

who play Cornet, Trumpet, Trombone, French Horn, Alto, Clarinet or Saxophone and troubled with High Tones, Low Tones, Weak Lips, Pressure, Sluggish Tongue, Clean Staccato in fast passages, Poor Tone, Jazzing, Transposition and any other troubles, should get our

FREE POINTERS

Name Instrument. Beginner or Advanced.

**VIRTUOSO SCHOOL, Buffalo, N. Y.**



**Marsh Beginners' Band Book** 24 pages. By W. S. RIPLEY. Price, each book, 25c. Published for 33 instruments, including Saxophones. No double parts any book.

**Marsh Progressive Band Book** 24 pages. By CHAS. J. BOCKWELL. Price, each book, 25c. Published for 33 instruments, including Saxophones. 24 easy and pleasing numbers in Grade 2. TO FOLLOW ANY BEGINNER'S BAND BOOK.

**Marsh Beginners' Orchestra Book** 28 pages. Piano Book, 56 pages. Published for 20 instruments. Price, each book, 50c; Piano Book, \$1.00.

**Marsh Dance Album No. 1** 32 Pages. Piano Book, 64 pages. Published for 20 instruments. Price, each book, 60c; Piano Book, \$1.25.

**Marsh Dance Album No. 2** 32 Pages. Piano Book, 64 pages. Price, each book, 60c; Piano Book, \$1.25. Discount on the above books, 20%. Delivered to you postpaid. (But no discount on one single band or orchestra book.)

**BENJAMIN O. MARSH, The Band Man's Hand Book** By W. J. SEWELL. A work of instruction, Reference and Solis Prop. Marsh Music House. General Information to Players in Brass of all Classes. Price, 50c, postpaid.

**The "New Idea" Violin Instructor for Beginners** By PROFESSOR JOHN THALER. Contains 56 pages of more than 150 Scales, Exercises and Studies. A Violin Fingerboard Chart, showing all Notes lettered, and all Positions for the entire Compass of the Violin. Sent on approval. Price, 75c, postpaid.

Distributor of the HIGH-GRADE YORK and U. S. A. Band Instruments.  
**MARSH MUSIC HOUSE, "The House of Quality"** 110 Winnebago St., DECORAH, IOWA.

**MUSIC ENGRAVERS AND PRINTERS**

Largest Music Printers West of New York. Estimates Gladly Furnished on Anything in Music. WORK DONE BY ALL PROCESSES. **RAYNER, DALHEIM & Co.** 2054-2060 W. Lake St., Chicago, Ill.

**GREAT DEMAND FOR SONGS**

To make a success of marketing your own composition, a book covering all essential points is published. Contains over 100 pages of valuable information, including lists of ten-cent stores, music jobbers, record and piano roll manufacturers, music dealers, musical magazines, etc. Positively the best and up-to-the-minute book ever offered. \$1.00, postpaid, and if not as claimed will refund money. Send for detail.

**JACK GORDON PUB. CO., 201 No. Hoyne Ave., Chicago**

dled the pigskin for the Coburn show in Miami, the regular drummer being on the sick list.

The Famous Players Six, who made quite a name for themselves last season at Carlton Terrace, Chicago, are now putting in their eleventh week at the new Far East Restaurant, Cleveland. The personnel is: Wilbur Kelley, violin; Vincent Fischer, trumpet; Carl Dennis, drums; Pete Knight, trombone; Jimmie Fletcher, piano; Drex Scott, banjo-manager, and Ray Stillson, saxophone. E. E. Johnson is business manager.

The following roster of the Chas. L. Davis-Alvin Joslin Company Band and Orchestra for the tour of 1922-'23 is supplied by Joe Thayer, Lynn, Mass.: Chas. Lilly, band leader; Harry C. Wells, Harry Hardy and Elden Barker, cornets; R. S. Busch, clarinet; Nathan Carl, trombone; Jas. W. Johnson, viola; Chas. P. Love,

drums, and Alfred Le Grand, fute. H. C. Wells was orchestra leader and J. M. Hyde, agent. The company included T. T. Rook, W. C. Donaldson, F. B. Jordan, Chas. De Kaess, Josie Croker, May Jackson, Harry C. Stawley, L. W. Harper, Fred Maxey, Wm. Haight, A. T. Stockwell and Jennie Noble.

Swan's Wonder Orchestra, formerly of the Ha-wi-an Gardens, Louisville, Ky., is now engaged at the new Magnolia Gardens Dansant. Terry Swan, leader, is pianist; Ray Amlung, drums; Cliff Groman, banjo; Johnnie Burkhardt, sax.; Winnie Crikler, trombone, and Tommy Smith, vocalist.

Art Payne and His Novelty Players have succeeded the Swan combination at the Ha-wi-an Gardens.

I found an excellent orchestra of eight men at the Majestic Theater, Austin, Tex., in a

recent visit there. Mr. Frankel is the leader. Those worthy of special mention are the cello, fute and tympani players. The orchestra pit in this theater is entirely too deep—like being in a cellar. Much of the enjoyment derived from hearing an orchestra is gained thru seeing the individual players. When they are entirely out of sight we feel a very decided disappointment. The music also is muffled to some extent. The pits are too low in many theaters and too high in others. The heads of the players should be visible to the audience. In vaudeville it is quite an advantage, too, for the musicians to see the stage.

Even tho it is sad it provokes a smile to see a man stand up in front of a band making all kinds of wild motions, usually twice the number required, and no distinction whatever between the first and last beat of a measure. In case it is written four to the measure he will saw the air straight up and down eight times and every beat exactly alike. If there is a pickup at the beginning of a movement he will make a down beat for this also, leading the players to suppose that it is the first beat in the measure. In case of three beats to the measure he will make three down beats, all exactly alike, coming back up to the start over after each downward stroke, making six motions in all.

It should be cried from the housetops and drummed into their foggy brains that it is not necessary to "come back up" in order to start another beat. Start from where you are at the conclusion of any beat. In case of three beats to the measure you should make an imaginary triangle of the three movements; that brings you right back where you started and you are ready for the next downward stroke. In four to the measure make the first one down, the second diagonal, the third horizontal and the fourth diagonal, again bringing you back where you started—and only four motions instead of eight.

Use a little common sense, which is, by the way, one of the most uncommon things in the world.

Horses are said to possess it, but certainly not to a high degree, since they refuse to walk out of a burning barn.

Some leaders show even less sense than a horse when they fail to apply any reason or logic to their work. Your directing is for the guidance of your men, not for the purpose of making a spectacle of yourself or a pump handle of your arm. Learn to beat time intelligently, with a meaning to it which your men can understand; and above all, don't be egocentric, self-conscious or conceited.

Do not scorn a well-meant suggestion from an old player who was in the business long before you were born. Watch some of the real leaders and profit thereby. Never feel above taking advice or instructions from those who really know.

**LEARN PIANO BY EAR IN ONE WEEK**  
By the quickest and easiest system in the World. Teaches you all tricks and pointers for playing correct BASS, which is just what you need. Anyone can learn in a week.  
Write F. W. LITTLE, Box 36, Arsenal Sts., Pittsburgh, Pa.

**RAG-JAZZ PIANO or SAXOPHONE TAUGHT IN 20 LESSONS**

Christensen Schools in most cities—see your Phone Book—or write for booklet about mail course. Teachers wanted in unoccupied cities.

**CHRISTENSEN SCHOOL OF POPULAR MUSIC** Suite 5, 20 E. Jackson, CHICAGO.

**TECHNOM TELLS**  
MUSIC. 12 Weekly Lessons, by mail, \$10. Unique, quick, graphic copyright System for Piano, all String Instruments, Snare Drum, Voice, with Piano-Intonation Charts for Tiro, Rag, Classic Tunes guaranteed within course. Three-lesson trial on account, \$3. Our ingenious devices: CHROMATIC BLOCK, to learn the piano notes. TUNE-BLOCK, to tune the individual string instrument by piano. TIMEKEEPING FORMULAS—No. 1 for piano, No. 2 for string instruments. Each item \$1.00. **TECHNOM SCHOOL OF MUSIC, 128 West 104th St., New York.**

**"FIRELIGHT DREAMS" SENSATIONAL NEW SONG HIT!**  
Already a Success!  
Vaudeville Singers and Orchestra Leaders, send for professional copies.  
**ZAE N. WYANT, 221 Washington Avenue, Greenville, Ohio.**

**SONG WRITERS**  
I will arrange the Music for your songs. Write for my attractive proposition. **RAY HIBBELEB, B-4010 Dickens Ave., Chicago.**

**MUSIC ARRANGED FOR SONGS**  
Write for particulars.  
**HOWARD SIMON, 22 West Adams Avenue, Detroit, Mich.**

"THAT THE PROFESSION MAY KNOW"  
**OPEN LETTERS**  
 "FOR OFF-TIMES VIEWS ARE LIVEST NEWS"

Oakland, Cal., Jan. 16, 1922.

Editor The Billboard:

Your correspondent in San Francisco made a mistake in his review of the show at the Pantages Theater, that city, for the week beginning January 8, appearing in the January 14 issue of The Billboard. He said the "Six Tip Tops" opened the show. This is a mistake. We have not opened a show since we started on the Pantagea Circuit, October 30. We closed the bill all over the circuit, also in San Francisco.

(Signed) ALBERT ACKERMAN,  
 Mgr., "Six Tip Tops."

Lakeland, Fla., Jan. 20, 1922.

Editor The Billboard:

The following, from The Tampa (Fla.) Tribune, expresses the sentiments of myself and thousands of others who go to shows. Kindly reprint it: "Prohibition, such as it is, has been with us two years and it is time to tell vaudeville actors and sketch writers and authors of plays that it has ceased to be funny, and that we and all hands are ill and heartily tired of jests about prohibition. On a day two years ago a remark about the prevailing dryness and reference to the old camel joke may have been good for a laugh, but stuff about homebrew, private stock and the breaking of prohibition law nowadays is utter rot. No one wishes to hear it; no one laughs at it. From this time on any reference to prohibition, any jest of the law, any alleged jest about it, should be hissed loudly. This need not indicate that every one is in favor of prohibition, but it will show that 'old stuff' is not desired." (Signed) W. C. YOUNGS.

Chicago, January 24, 1922.

Editor The Billboard:

I have long been a reader of The Billboard and often noted the painstaking manner in which the various news departments are handled. Recently I have been taking an added interest in the Melody Mart section, conducted by E. M. Wickes, and am so attached to it that I would not want to miss reading a single number. I have a suggestion which I believe will help interest in the Melody Mart section. It is that more trade news be published, such as what songs are going thru, what writers produced them, the publishers, and also a short review as to why some succeed and others fail, etc., so as to make the department educational as well as entertaining. The humorous stories about song writers are the best I have ever read, and I have been reading for many years. If more space were used on strictly trade matters, I believe that your publication would number more song writers among its readers.

(Signed) BOB EARLE.

Washington, D. C., Jan. 21, 1922.

Editor The Billboard:

After reading the notices in The Billboard regarding the Panama condition I will appreciate your letting the showfolk know that all shows and acts that the U. S. Producing Co., Inc., sends to the Panama Canal Zone do not play the cabarets in Panama City or Colon, and all the shows are booked by the Panama Canal office and are under the supervision of the United States Government. I know that many performers do not know the difference between Panama City, Colon and the Panama Canal Zone. Panama City and Colon are in the Republic of Panama and under control of the Panama Government. The Panama Canal Zone is under control of the United States Government. From the time the performers leave New York until they return to the United States they have one continual round of pleasure and at all times are treated as ladies and gentlemen. Officials and the people of the Panama Canal Zone do everything in their power to have the performers enjoy themselves. All performers' reputations are investigated by the Panama Canal Office before contracts are issued.

I write this so no performer will be under the impression that the Panama Canal Zone Office or this office are connected with any business of sending performers to the cabarets in Panama City or Colon.

(Signed) EDWARD A. OLIVER,  
 Pres., U. S. Producing Co., Inc.

New York City, Jan. 24, 1922.

Editor The Billboard:

In The Billboard, under "Brass Tacks," by "Vand E. Ville," recently appeared: "How can a vaudeville writer turn out real material for you unless he has seen your work, and is familiar with the style of material that will suit you? Think this over. Don't fall for those acts submitted to you by mail or over the phone. It's all April fool."

Why doesn't "Vand E. Ville" go deeper into the subject? His statement gives me the

impression that he has the mistaken idea, the same as many artists have, that no author can write an exclusive act unless the price runs into three figures. Why doesn't he say a few words regarding the highway prices some authors are charging for material? We cannot blame the artist for thinking that no author can write a really exclusive act at a reasonable price. They have been educated along these lines by high-priced authors. But do they know when they pay unreasonable prices to authors that the authors' high rent, advertising and other overhead expense form a part of that high cost? Those kind of authors must charge a high price to make a profit.

To get back to "Vand E. Ville," it is not necessary for an author to see an artist work in order to write an act that will fit him. The artist can be a perfect stranger to the author, and still the author can write a sketch or act that will fit him in every way. When ordering an act by mail, if he gives full details regarding the kind of act he wants, and if he gives full details about himself and his line of work, the author is in a position to write him an act that will fit him. This has been proven time and time again. If "Vand E. Ville" wants to do the artist some real good, why doesn't he say a few words regarding the highway prices that some authors charge for their material? Why doesn't he say a few words about the subtle propaganda of these authors who have educated the artist into the belief that no author can write original material unless he charges a price that "knocks you for a row of milk cans"? If an author has real ability it is no harder for him to write original material than it is to write hokum.

(Signed) J. C. BRADLEY.

New Orleans, Jan. 21, 1922.

Editor The Billboard:

Why are good performers working for bad managers and bad performers working for good managers? Because the hammer is used. Once upon a time active performers would put each other wise to responsible managers and put managers wise to responsible performers. Do they do that now? Oh, no. If a manager should ask a performer where he can get a

good performer they will not tell him. If the manager says, "How about so and so, how is he?" Then comes the hammer: "For heaven's sake don't get that fellow here," etc. At the same time the party in question is just what the manager wants, but there is so much confounded jealousy that performers are afraid to recommend each other. If the performer and manager would recommend each other there would be better performances and success for the performers. Jealousy in the theatrical profession is a very sad thing. If a performer gets a laugh or a hand he has enemies on the show. The featured performer on the show will kick if other performers get a hand or a laugh, instead of encouraging them.

Last season I was with a dramatic tent show. One night in the concert I had a good one handed to me. When we were rehearsing the concert the featured comedian said: "Clayton, you can go as far as you like. I am not jealous." The part he gave me on the concert was second comedy. I am a general business actor. Being versatile I saw an opening to get a good laugh. The laugh came as I played for. Now, would you believe it, this featured funny man got so darned jealous that he stepped out of his character on the stage and said: "Who is doing the comedy, you or I?" Friends, we must not be jealous of each other's work. When we see our fellow performers get a laugh or a hand, be honest and say: "Pretty good, Tom, or Maggie." We must encourage each other for what we deserve. We must realize that we are not the only one who is clever. We all must be clever and tell managers as well as each other who is clever, if they are clever. If you cannot speak a good word for the fellow say nothing. And you, little bird who carries tales from the dressing room to the manager's office, cut it out. When you fall out with Mr. Manager he tells on you.

If we could only see ourselves as others see us, what then? Come now, folks, let us all forgive and forget. Get back to the real old time show business. Tell managers who are good performers and tell performers who are responsible managers. We may, if we choose, make the worst of one another.

Everyone has his weak points, everyone has his faults. We may fix our attention constantly upon these. But we may also make the best of one another. By loving whatever is lovable in those around us life will become a pleasure instead of a pain and the earth will become like heaven.

(Signed) ROLLER J. CLAYTON.

## STAGE EMPLOYEES AND PROJECTIONISTS

By WESLEY TROUT

The department would like to hear from Brother Frank M. Ross.

Brother J. C. McDowell has been elected secretary of the stage hands' Local No. 1, New York City.

Tom Olborn, oldtime stage carpenter, is holding down a position on the stage at the Tivoli Theater, Chicago. Tom has done lots of road work, working in many different departments.

Utica (N. Y.) Local 337, I. A., held its annual banquet Monday evening, January 9. The committee in charge consisted of E. R. Terrill, chairman and toastmaster; James H. Wallace and Harry H. Lockey.

J. F. Welch, projectionist, is managing the Alice Theater at Hope, Ark. He helped to organize a dandy I. A. Local at El Dorado, Ark., and the brothers there have recently elected their officers for the current year.

The crew with the "Lasse White Minstrels" is: Bill Hammond, stage carpenter; Jack Lee, props; Ralph Tebbett, electrician, and Tad Smith, flyman. This is a real live-wire crew and has been with this company several seasons.

Enid, Ok.—Brother Beal has taken the position of master property man at the Billings Theater. Brother Baker has taken the position of stage carpenter at the Majestic. For many months Brother Beal was stage carpenter at the Majestic.

The crew at the Westchester Theater, Mt. Vernon, N. Y., is as follows: George Bell, carpenter; Pat Jennings, property man; Arthur Dawes, flyman; N. Storch, electrician. Brother Jennings is vice-president of the I. A. Local and president of the T. M. A. Lodge.

Officers of the projectionists' local, San Antonio, Tex., are: John Dennis, president; J. Montez, business agent, and Brother William, vice-president. W. Daugherty is projecting pictures at the Empire, one of the finest theaters in the city.

The Fifth Avenue Theater, Arkansas City, Kan., has signed up with the projectionists' and

Bernier; sergeant-at-arms, George R. Schoen. Following the installation, which was in charge of Howard C. Topping, past president of the local, a banquet was enjoyed. All but two of the entire local membership were present.

Friend Bummert, projectionist, is still in charge of the projection at the Zimm Theater, Winfield, Kan. There are two theaters running in Winfield, and also the old Opera House running road attractions and feature pictures now and then. Some of the projectionists are members of the Arkansas City (Kan.) I. A. The Winfield brothers have been trying to get enough projectionists and stage hands together to organize their own local.

The crew of the Sherman Theater, Des Moines, Ia., sends the following somewhat humorous communication, from which we gather that two of the brothers have had the temerity to embark upon the stormy seas of matrimony.

In Memoriam: Announcing the departure of our two beloved brothers, Clair Amend and Pete Murray, who have left us forever. They certainly have our heartfelt sympathy, for the newlyweds need it.

From St. Louis, Mo., comes the following: "Just a word to let you know that the projectionists' local is forging right to the front with a rapid gain in membership. All the brothers are kept busy at the various 'movie' and vaudeville theaters. There have been quite a number of visiting projectionists and stage hands looking for work, but there is not much chance here as every position is filled by home brothers. A number of the theater supply houses here are now employing I. A. projectionists to do their repair work and install equipment."

Dear Brother Trout—Local 450, composed of stage employees and projectionists, held a banquet and dance January 2 at the new Harmony Hall. There were forty persons present at the four-course banquet. Every member worked hard to make this a big success, and it was. The Cecil Theater Orchestra furnished the music for the dance. A big six-round bout was also held. Local 450 was very successful in having the theaters sign their new contracts. All the projectionists and stage hands are working and drawing a dandy scale.—GLENN CHILDERS, Missoula, Ia.

Friend Wesley—The following is the crew this season with Fred Black's "Rainbow Girl" Company: Walter White, stage carpenter; Bert Willborn, chief electrician, and Leo Fabrey, master property man. This company is doing a very good business and played to pleasing business at Carlisle, Pa. We all enjoy your I. A. department as it helps us to secure news about what the other traveling brothers are doing. All the brothers with this company are real oldtimers at the game and have carried I. A. road cards a good many years.—W. J. WHITE, Stage Employee.

Cumberland (Md.) Local 258, I. A. T. S. E., held its annual banquet in No. 12 chorus room of the Maryland Theater. The banquet, like all others that the Cumberland boys held, was a huge affair. Charles Edward Saunders acted as toastmaster. Among those present were: Charles "Eddy" Saunders, T. John Long, John Elbar, Cleveland N. Bramble, Ernest Wolfert, Bradford T. Twigg, J. "Mike" Cassen, C. C. Chandler, Walter Frantz, Edgar Flurry, Alonza Cope and many others. The banquet lasted until the wee hours of the morn and every one indicated their willingness to be present at the next one in 1923.

Fort Worth, Tex.—Reports from both the stage hands and projectionists' local indicate that show business has just been fair at all the houses. At the present time all the projectionists are being kept busy at the vaudeville and picture houses and all the vaudeville theaters are employing a full stage crew. Barry Burke, stage employee, is still managing the Palace Theater and is getting very good business by advertising big and using some novel advertising stunts. Barry has been re-elected secretary of the stage employees' local. In his spare time he does organizing work for the I. A. office and we hear he has been very successful in settling many disputes for the various I. A. locals.

Youngstown (O.) I. A., Local 31, has installed the following officers for the ensuing year: President, B. J. Henton; vice-president, Chas. Sager; secretary-treasurer, Larry Chambers; business agent, Pat Finn; sergeant-at-arms, M. R. Finn; delegate to United Labor Congress, L. L. Chambers. Secretary Chambers reports that conditions in Youngstown are fair. Brothers P. Finn, M. R. Finn, C. Sager and L. Chambers are working steadily at the Cusack plant. Brother H. Ferguson at the Max Kiddway plant; Brother B. J. Henton, agent of Keith's Hippodrome, assisted by Brothers H. C. Henton and J. H. Nunn; Brother E. D. Thatcher, agent Park Theater; Brother F. Dorey looking after extra work, of which there is plenty. Theaters doing very good business and looking forward to a steady increase of patronage. Plants are both busy and working full time. Steel industry looks brighter and things surely coming back to normal.

stage employees' local. This house was placed on the "unfair" list a few months ago, as the manager refused to sign the new 1922 contracts. We are informed that all the houses in this city have signed the contracts.

J. Chemlick, property man at the new Rialto Theater, Racine, Wis., is sure busy these days hustling props for the many attractions that play there. He has been employed at this theater many years. All the theaters there have signed the new contracts with the stage hands' local.

Everything is moving along smoothly with the stage hands' and the projectionists' local at Port Arthur, Tex. The local's membership is composed of real oldtimers at the game. Every theater in the city has signed the new contracts for the year. New officers will be elected at an early date.

At the annual election of officers of Canton (O.) Local 61, I. A., Hal Hughes, for many years property man at the Lyceum Vaudeville Theater, was elected president for the ensuing year. George Hoover was named secretary-treasurer; Mr. Mueller, recording secretary; Fred Maner, business agent. Hughes reports the local in good shape.

At the last regular meeting of Local 533, I. A., the following officers were elected for 1922: President, Al H. Stine; vice-president, Chas. Myers; secretary-treasurer, L. A. Woodward; business agent, Webb Heck; recording secretary, Buddy Beal; sergeant-at-arms, Arthur Wallace. At the close of the meeting a dinner was enjoyed by all present.

From Hutchinson, Kan., comes the report that show business has been good this winter. All the projectionists and stage employees are working. Brother J. O. Buckles, projectionist, is operating at the new Midland Theater. A new stage setting was recently installed which has helped to put the pictures over in regular city style. The Royal Theater has been doing good business with pictures at popular prices.

Local 425, Kankakee (Ill.) I. A., has installed the following officers for 1922: President, F. Edward Shumaker; vice-president, Stephen Jesse Hart; secretary-treasurer, Curtiss A.

# MINSTRELSY

(Communications to Cincinnati Office.)

The Lassie White Minstrels are making an impression out Kansas way.

Pop Sunk, well-known producer of minstrels, is at present rehearsing a big show for the natives of Frederick, Md.

Tommy Mee and wife, daughter of one of the famous Guy Brothers, are playing vander-ville in New England. "Tommy" was identified with Guy Bros.' Minstrels for the past two seasons.

Walter Rechin, former advance agent for the Price-Donnelli Minstrels and other attractions, was seen strutting down the thoroughfare in Chicago recently. Of course, he was busy as usual.

Nat Danzig, formerly of Neil O'Brien's Minstrels, is producing home talent minstrels for various American Legion Posts. At present "Nat" is engaged in putting over a show for Keyser (W. Va.) Post, No. 41.

Tom Hickey, oldtime blackface song and dance comedian, late of J. W. Vogel's "Black and White Revue," has joined his old partner, M. J. Fitzgerald in New Haven, Conn., and will shortly open with a vander-ville act, which they are now rehearsing.

Doc Samson and Lonise Panlette are accredited with having an act that is a knockout, offering something a wee bit different from the usual run. The act, written and copyrighted by Dan Friendly, consists of singing, talking, dancing and a few entertaining moments of double steel guitar playing. They are headed East.

Mrs. and Rae Deane, after a two weeks' visit in New York, are back home in Burlington, Ia., for the balance of the winter months. Mr. Deane contemplates the launching of a minstrel show under canvas this spring, to be operated jointly with his former partner, James Swor, late of Swor and Westbrook.

The Great War Veterans' Minstrel Troupe, twenty in number, under the management of Harry Mee, is making a creditable showing in Dominion territory. The members, who represent Canadian and British divisions, are veterans of many fronts. Special military features and novelties are introduced, and with a routine of oldtime minstrelry the veterans put on no mean show.

Bob McLaughlin and wife breezed into Chicago the other day from Cleveland and brought with them a heavy snow storm. "Bob" and the Missus have been hibernating in the Forest City since the holidays, and the former hinted that he is anxious to again don the burnt cork, altho he would not divulge his plans for the future. He had a big sparkler that talked in three figures in his possession and he otherwise looked prosperous.

Our old friend, Al Tint, surprised us with a visit last week and was accompanied by his charming spouse, Mabel Ford, as she was known before her happy marriage to the yodeling minstrel, closed as chorister with the "Passing Review" at the Empress Theater, Cincinnati, January 21. Al was one of the chief vocalists with the Gus Hill-Honey Boy Evans Minstrel, which recently closed in Bowling Green, Ky. They left Cincy last week for Chicago, Al working vander-ville dates en route.

Herbert Schulte, with the Lassie White show, is credited with holding honorary membership in the newly organized Ticket Buyers' Union, with Bob Johnson running him a close second. The rules and regulations of this secret association are read every morning before doing parade in order that the boys understand how to fully derive the largest benefits. Slim Vermont, the slender party, has the most grinding task of recording the minutes, while Norman D. Brown sees to it that violators of the by-laws are brought to account and punished accordingly.

Herbert's Greater Minstrels, a band of entertainers who do not need to resort to burnt cork for the desired ebony hue, were at the Lyceum (colored) Theater, Cincinnati, last week, and the same standard of performance that has made the colored attraction one of the foremost

**IN** the quest for business these days, ADVERTISING is the magic wand that wakes sleeping business into new life. The momentum of it increases day by day, and only the Live Advertiser catches the Golden Fish from the Stream of Trade. Let us give you a taste of that kind—you will gain by it through representation in the

**Spring Special Number of  
The Billboard**

Issued MARCH 13th, Bearing Date of MARCH 18th

**THE EDITION, 100,000 COPIES**

**B**IG and bounteous will be the business in the Show World this year—bigger than it has been for many years, and the Whole United States holds out a Ripe, Rich harvest of Jingling Dollars for the Advertiser.

**AND LISTEN**—There's but one paper that covers completely—thoroughly—this Dollar-Yielding Domain. We can't publish all the show papers, so we just publish the Best—The Billboard.

**P**REFERENCE in the matter of position will be given early copy. No Special or Preferred position will be guaranteed after February 28th. Better make your reservation now—send your copy later, but don't MISS IT.

**The Billboard Publishing Co.**  
CINCINNATI, OHIO

BRANCHES:  
NEW YORK CHICAGO ST. LOUIS SAN FRANCISCO PHILADELPHIA  
PITTSBURGH KANSAS CITY LOS ANGELES

LARGE LINE LITHOGRAPH

## MINSTREL PAPER

CARRIED IN STOCK FOR IMMEDIATE SHIPMENT

Write for Catalogue and Prices on Dates, Block Work, Type Work, Heralds, Etc.

**QUIGLEY LITHO. CO.** 115-117-119-121 WEST FIFTH STREET  
KANSAS CITY, MISSOURI

**QUICK DELIVERIES OF COSTUMES, TIGHTS, WIGS AND MAKE-UP**

Manufacturers and renters of costumes—all descriptions. Amateur Shows and Minstrels our specialty. Complete stock of Cotton and Silkolene Tights, silk and mercerized Opera Hose, in white, flesh and black, all sizes. Write for Price List.

**CHICAGO COSTUME WORKS**  
116-120 N. Franklin Street, CHICAGO, ILL.  
(New Address) Phone State 6780.

of its kind was maintained. The audience Thursday night was generous in its applause of the jokes, the capers of the performers and the many songs. Joe Herbert and wife were pleasant visitors at The Billboard office during the week, at which time the former stated that he is holding his own, in spite of the fact that conditions are the worst he has ever experienced. The show is headed for Southern Illinois.

Minstrelsy and circus days of fifty years ago are vividly brought to mind by W. J. (Billy) Hart, a familiar figure among the gatherings of show folk in the lobby of the Knickerbocker Hotel, San Diego, Cal. Hart's entry into the show business began as a burnt cork artist with the Cherry & Hart Minstrels. In 1851, later to be seen with the Huntly & Dwyneil Company. In 1868 he went to India, joining his father, who was the owner of Hart's Wonderland Shows, and using all manner of possible conveyances to get the show from town to town. With the death of Hart, Sr., he became owner of the aggregation, touring it all over the Orient and East Indies, disbanding in 1920 and returning to his native land last fall.

Harmonizing of a superior kind by the quartet placed the "Cotton Pickers" as one of the bright spots of an interesting vander-ville program at the Palace Theater, Cincinnati, week of January 16. The act opens on a cotton-picking scene, a feature of which is the quartet rendering a folk song of the original

Negro of the South. And what a wealth of tender sentiment was stirred in the hearts of the auditors when the sole female member of the six-people act introduced the quaint and withered forms of four characters typical of the Sunny South in days befo' de wa'. An eccentric dancer was there with a world of class, too, and he made equally as big a hit with his jazzy saxophone. Except for the absence of the endmen and the dignified interlocutor the act was typical of a minstrel olio, and there was merit aplenty in the offering.

Lew Dockstader, while playing an engagement recently at the York (Pa.) Opera House, received an interesting memento in his mail. It was a faded and ragged program of a performance given January 28, 1883, by the Dockstader Minstrels in the same theater. Names that appear on the torn old program are Lew Dockstader, Willis P. Sweatnam, Larry Maxwell, George Marion, Sam Marion, Gus Mills, H. H. Jones, Morris Franka and A. C. Moreland, all old favorites with the minstrel fans. Back in 1883 "Erminie," a comic opera, was all the rage. The old program shows that the Dockstader company closed its program with a travesty on the opera. "Our Minnie" was the title of the travesty. It was then customary for minstrel shows to close with ludicrous travesties on popular comic operas. "That bill recalls fond memories," said Dockstader, as he unfolded the program. "That was a fine minstrel show we had on the road

that season. Let see, that was 39 years ago. Yes, that was one of the best minstrel shows I ever staged."

Franklin Fox, "Foxey, Singer Band Can't Beat," and Sam Steffen, blackface comedian, have formed a partnership to produce home talent minstrel shows around Minneapolis. The fun-loving people of Vermillion, Minn., enjoyed a pleasant surprise when they attended a performance given by Fox and Steffen's company recently. In a few most appropriate remarks the Rev. Kalsen introduced the company, headed by "Sam" Steffen. The olio was very pleasing. The Hawaiian act of strings (Messrs. Bill Langenfeld, Art Strible and Al Steffen) took several well-deserved encores. Miss Wollerning, the reader, responded to many recalls. Her voice is very pleasing and under perfect control. Her flag recitation was well received. Steffen, as Bones, was really funny and "brought down the house." He has a splendid routine of funny sayings, sings well, dances better and was easily a whole show himself. Second to Steffen came Vince Rother, as Tambo, who was an able foil to "Bones." His comedy was clean and he, too, had many well deserved recalls for his witticisms. Matt Reich, Nic Marshall, John Girgen, Frank Marshall and Nick Rother also deserve special mention for their work. Mr. Fox was interlocutor. A packed house greeted the players and Vermillion would no doubt heartily welcome a return engagement of the minstrels.



## THEATRES

Turn your waste space into two or three hundred dollars a month additional profit with a

### Peerless CORN POPPER

Managers—here is a proven profit-maker.

Concession Men—Secure a good theatre or other location in your town. Big Profits. An all year around proposition.

Peerless comes with or without glass top. Electrically operated if desired. Convenient size, portable, inexpensive to operate, low in cost. Write for circular today.

**National Sales Company**  
Department B  
Des Moines, Iowa

## SHOW PRINTING

Heralds, Tonighters, Dodgers, Tack and Window Cards, Half-Sheets, One-Sheets, Three-Sheets, Cloth Banners, Card Heralds, Letterheads, Envelopes, Etc. Type Work Only. No Stock Paper. Everything Made to Order. Don't order from old price lists. Save delay and misunderstanding by writing for present prices on the forms you want. GAZETTE SHOW PRINT, Mattoon, Ill.

**Hooker-Howe Costume Co.**  
HAVERHILL, MASS.

Send For Price List of Quality Clog Shoes

**FRENCH TRUMPET**

The Latest, Most Perfect and Best. A Perfect Scale Trumpet. LOUDEST, CLEAREST, SWEETEST. Has the rich mellow tone of a Cremona Violin. Used by the best trumpet players of Europe and America. The Real Trumpet for Orchestra and Band. Made in Paris by Besen. Price, \$35.00. Imported by FRANK CORBADO, 237 First Ave., New York City.

**Minstrel Costumes**

Scene and Lighting Effects. Everything in Minstrel Supplies. Send 6 cents in stamps for our 1922 "Minstrel Suggestions."

**HOOKE-HOWE COSTUME CO.**  
Box 705, Haverhill, Mass.

# MAGIC AND MAGICIANS

EDITED AT THE CINCINNATI OFFICES OF THE BILLBOARD  
WHERE LETTERS AND NEWS ITEMS WILL BE GRATEFULLY RECEIVED

Harry Chester, old showman, reports rapid progress for his new magical shop in Chicago.

Al Snyder, "the modern Wizard of Oz," reports a continuation of worthwhile club dates in and around Charleston, W. Va.

Crystal gazing has taken a slump in and around Chicago since the first of the year and DeLawrence has gone back to his card act.

Business Manager C. Anskings reports enthusiastically on business being done by Khaym, "the white Mahomet," in and around Buffalo, N. Y.

Sailor Artist Chris and the Great Blackstone were among recent visitors to the Smoky City who entertained the Pittsburg Association of Magicians.

Members of the Pittsburg Association of Magicians were in their glory last week—it was the time of Thurston's annual visit to their town.

Godfrey, "the conjuring humorist," visited the department last week and reported that he is framing a new comedy magic turn for Western presentation.

John J. Gillis, Jack Gwynne and Robert Hartley are magician members of the Tri-Artists, Pittsburg, Pa., an association which combines music, magic and drama.

Rajah Bahold's mystic show commenced a three-week engagement in New Orleans last week as added attraction in the uptown Sobel-Richards-Shear movie theaters.

Johnny Coulon, former boxer, seems to be Resista's successor over the Keith Circuit with a "you can't lift me" act while she is performing the same stunt in England.

The Alensle attraction was scheduled to wind up a second week in El Paso, Tex., January 28 and start by automobile for California, playing independent houses en route.

The Great DeLondry's Wonder Show, in which Marie, "the mental marvel," is to be featured, is about framed in Chicago and will take to the road the latter part of this month, it is reported.

Elmer A. Wilson advises from Milwaukee that the efforts of magicians there to organize a society are assuming promising proportions. Arthur Lloyd was the only professional slicker to appear there last week.

Korman and Merlin, "the juvenile wonders," recently introduced their act at neighborhood theaters in Chicago, their home city, and registered so good that it is safe to predict a good name for them in magic.

Du Barry and Du Preeze, who employ a bit of magic in their novelty act, called at The

Billboard, Cincinnati, last week, while motor-ing to their home in the East after playing a long vaudeville route in the West. They plan to introduce a new act in Detroit next month.

Arthur Buckley, who, with his wife, Helena, are known as the Australian Buckleys, have the most popular club act in Chicago. Two and three engagements in one night is a common occurrence with this pair. And they draw down a nice figure for each presentation.

Recent acts playing Chicago theaters were Wallace Galvin, with his hat full of eggs; Chas. Aldrich, lightning change artist; Nate Leipsic and Emerson and Baldwin, with Hugh Johnston as busy as ever in his play of local houses.

The stunt of a seer gazing into a crystal and glimpsing "clues," but no names, in an unsolved local murder mystery, was worked by Chandra in a Vermont town recently to the tune of a front-page boost for his show in the daily paper.

Houdini is proving such a great box-office sensation for the Keith interests at present that, it is reported, he has been offered and made acceptance of an additional five weeks' route at a figure in proportion to his original contract—\$25,000 for nine weeks.

New Orleans is one city where black art has not been neglected lately. After Servais Le-Roy, Mystic Earle and a few others had presented their respective versions of the "vivisection" illusion at different vaudeville theaters there, the Lyric, colored theater, last week featured "Sawing a Colored Woman 'n Half."

Francis De Mills, "the man in convict stripes," informs from Texas that conditions are unfavorable in that section and that the spring will find him performing his escapes in a more northerly region. He and Mrs. De Mills are getting over the country in a newly purchased automobile.

The statement by Mechano in these columns recently of his various abilities has caused Odeon to challenge Mechano to a nerve test. Ajeeb, "the myatery man," or No Name, as he is known in vaudeville, in a visit to the department last week also expressed a willingness to meet Mechano in a "mechanical figure" contest.

Harold Lloyd, movie star, is quite a trickster, according to word from Los Angeles, and has a massive collection of magical effects. And, says the Lloyd press agent, the tricks done by the street juggler or magician in the late picture, "A Sailor-Made Man," are real ones—Harold's pet mystifiers—and not photographic freaks. Lloyd, it is said, taught Mark Jones, who plays the role of street magician, the tricks after a week of practice.

C. A. George Newman, hypnotist of New York, R. D. Lewis, escape artist of Atlanta, Ga., and Henry Morgan, clever sleight-of-hand performer, were among the out-of-town guests at the recent social meeting of the Minneapolis Mystic Circle. Members of the organization have volunteered their services for free entertainments to be held in hospitals and charitable institutions of the Twin Cities and Duluth for the winter.

Members of the S. A. M. in Chicago are making elaborate preparations for a dinner and reception to be tendered Harry Houdini, president of the Society of American Magicians, at the Great Northern Hotel February 6 on occasion of his engagement at a leading Windy City vaude. house. Arthur Felsman, chairman

of the entertainment committee, is accepting reservations at his magical stand in the Windsor-Clifton Hotel lobby.

On his first visit to London as a ventriloquist the Great Lester was approached on the subject of voice deception by a pair of theater attaches who asked if he could say "bottle of bass" in his act. Lester told the parties to catch his act from the front and see. Several times during his turn Lester's dummy asked him: "Can you say bottle of bass?" but Lester did not say "bottle of bass" while moving his lips. When he finished the two Englishmen came back stage and said to Lester: "Just as we thought. The dummy said it, but you didn't."

In reply to a recent notice in The Billboard by Mrs. Harry Houdini that use of the name "Lady Houdini" be discontinued by the feminine escape artist who employed it in her billing comes word from La-Salle and Lady Houdini, co-workers who are programmed as "world wonders," in which it is stated that they have used the name for the past five years in Europe and Canada. Argument is made by them that "there is no such person as 'Lady Houdini,' the wife of Harry Houdini being known as 'Mrs. Houdini,'" and "that no letter 'o' is used in the name 'Lady Houdini.'" A dodger on the La-Salle and Lady Houdini attraction has the latter doing "the wonderful box and barrel mystery" and La-Salle is listed as "the man who made the strait-jacket escape famous."

The other day there appeared in The Morning Journal, of La Fayette, Ind., under the caption, "Fifty Years Ago Today," the following: "The new Prussian band was out yesterday blowing at Blitz's show. It was cold work." A clipping of the item reached the department in a letter signed "C. E. M.," which explains that "Blitz" referred to was Signor Blitz, magician and bird trainer. The writer then goes on to say that he is a retired magician and that he contracted the magical germ from Blitz some decade ago. In recalling some of the wand wielders of his time the informant names Anderson, Hartz, Wyman, Herrmann, the Fakir of Ava, Robert Nichols, McAllister, Waugaman, Heller, Dr. Lynn and Keilar. In conclusion "C. E. M." states: "I want to give this young lot of gay deceivers a slice of advice. Don't steal the other fellow's stuff. If you haven't ingenuity enough to work over an old trick and make it look like new, leave magic alone."

Charles C. LeBey, retired magician and illusionist, whose professional name was Frederick Barrington, recently entertained William J. Hilliar and Adolph Seeman at his home 119 W. Oglethorpe avenue, Savannah, Ga. After a delightful dinner the guests adjourned to the LeBey magical den and several hours were enjoyed in a discussion of old and new legerde-main problems. As a boy, forty years ago, LeBey saw Seeman's father, the famous Baron Hartwig Seeman, perform at the old Savannah Theater, and when he exhibited newspaper clippings and lithos of the occasion for Adolph's gaze it is needless to refer to the latter's delight. Mr. LeBey has a monster collection of apparatus, books, clippings, etc., and while he and his two guests sat enveloped in the fumes emanating from cigars, cooled off once in a while by the contents of certain inexhaustible bottles that made mysterious appearances at regular intervals, shades of Hermann, De Kolta, Dr. Lynn, Maskelyne, Bancroft, Hornmann and others appeared. Mr. and Mrs. LeBey are delightful folks, says Mr. Hilliar, who suggests that visiting magicians look them up.

## THEATRICAL BRIEFS

Ray Metcalf, of the Dreamland Theater, Blaineville, Ill., sold that playhouse recently.

The Lyric Theater, Brownwood, Tex., which was damaged by fire last December, is being remodeled.

The Casino Theater, Davenport, Ia., managed by Chris Behrens, is being extensively remodeled and will reopen this month. The

Casino is owned by the Blank Amusement Company, of Des Moines, which controls three other picture houses in Davenport.

L. V. Feldman recently purchased the Orphenam and Gem theaters at Pipestone, Minn., from Jerry Hines.

Mr. Kneeland, of the Dreamland Theater, Millinocket, Me., has sold out his business to E. W. Gilman, of Calais, and C. W. Benjamin, who are now in charge.

The Alice Theater, Hope, Ark., recently erected at a cost of \$100,000, has changed management, Elbert Crutchfield succeeding F. S. Horton.

W. W. Wilcox, until recently part owner of the Majestic Theater, Deming, N. M., is now sole owner, having purchased the stock of Walter Tway.

The Liberty Theater, Oklahoma City, Ok, has closed. No announcement of opening date or future policy has been made by the management.

Sam E. Lind, manager of the Imperial Theater, Zanesville, O., and owner of the Princess Theater in New Lexington, O., has disposed of his interests in the latter town to F. R. Gross, owner of the Grand Theater there.

## "How To Answer Questions for Crystal Gazing and Mind Reading Acts"

The book you have been waiting for. It lays bare the entire system used by leading professionals to ANSWER QUESTIONS ASKED BY AUDIENCE—in information heretofore available only after years of apprenticeship as assistant to experienced performers. Not necessary to learn hundreds of stereotyped "answers," as the author has developed a SYSTEM which for the FIRST TIME IN THE HISTORY OF MAGIC groups and classifies all questions under four headings, so that a few minutes' study will enable you to ANSWER ANY QUESTIONS ASKED BY AUDIENCE. Formerly sold for \$25.00—only 100 copies left, which we are disposing of at \$5.00 each. Order now, before they are all gone.

ONE-MAN MIND READING ACT (no assistant used), for stage, club or parlor. Complete protected device and outfit, \$10.00.

SPIRIT PICTURES (11x14 inches); no assistant; operate while held by audience. Postively no lights or chemicals used. Complete apparatus, \$14.00.

Headquarters for Mind-Reading and Crystal Gazing Acts and Supplies.

ELECTRO-MAGICAL LABORATORIES,  
1983 Broadway, New York City.

# MAGICIANS

We are the headquarters for Handcuffs, Leg Irons, Milk Bars, Strait-Jackets, Milk Cans, and, in fact, everything in the Escape Line. Mind Reading as performed by the Zancig, paratus. Prompt shipment. Professional Catalogue, 10c.

## OAKS MAGICAL CO.

DEPT. 546, OSHKOSH, WIS.

# DICE, CARDS

Lodestone for magic use. Books, Novelties, etc. Catalogue free.

## B. B. SMYTHE CO.

NEWARK, MO.

## MAGICIANS' HEADQUARTERS

# MARTINKA & CO., INC.

The Oldest Magical Supply House in America

Ventriloquist and Punch and Judy Figures, Finest Gazing Crystals.

304 W. 34th Street, NEW YORK CITY.

Professional Catalog, 25 cents.

# MAGICIANS

Magical Apparatus, Card Tricks, Crystal Gazing Acts, Novelties, Jokers, Sensational Escapes from Handcuffs, Jails, Ropes, etc.

Large assortment. Send for our large illustrated catalog. It's free.

HEANEY MAGIC CO.

Berlin, Wisconsin

# MAGIC

TRICKS, BOOKS AND SUPPLIES

Feature Acts in Mind Reading and Spiritism. Large stock. Best quality. Prompt shipment. Large illustrated Professional Catalog, 10c.

CHICAGO MAGIC CO.

Dept. D, 140 S. Dearborn St., CHICAGO, ILL.

## MAGICIANS' SUPPLIES

# DICE CARDS

Crooked Games exposed. Learn how easily you can be cheated. Catalog FREE.

D. VINE & CO., Swanton, Ohio

"BABY" THELMA



This seven-year-old girl is reported to have recently performed some remarkable mindreading tests in the East. She is billed as "the child psychic," and is under the direction of G. Lester Southwell.

## CHANDRA, MIND READER, WANTS AGENT

Experienced Agent, capable of talking to real managers, clean cut, progressive, mentally alert and with experience as a promoter of Mind Reading Act. With such qualifications you have an opportunity to be associated with unusually high-class, established attraction that always makes good. This is a percentage proposition only, and your earning power should be not less than

### ONE HUNDRED DOLLARS PER WEEK

Postively no money advanced. If you are married may be able to place your wife. She would NOT have to appear on stage. No experience required. Address

"CHANDRA," General Delivery, week of Jan. 30, Keosau, N. H.; week of Feb. 6, Brattleboro, Vt.



# QUALITY MAGIC

OF EVERY DESCRIPTION ON HAND AND MADE TO ORDER. LARGEST MAGIC MANUFACTURING PLANT IN THE WORLD.

IF IT FOOLS 'EM—WE HAVE IT

Largest Catalogue ever issued. Largest Stock of Magical Books and Publications. Our own Magical Magazine every month. Catalogue and Complete Lists 50c, or \$2.00 includes a quarterly subscription to The Magical Bulletin.

THAYER MFG. CO., 384 S. San Pedro St., LOS ANGELES, CALIFORNIA.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

THE T. O. B. A. ELECTION

**TO THE MANAGER**—Try to satisfy your patron by giving him the best talent you can provide, irrespective of what it may cost.  
**TO THE PERFORMER**—Believe in your art, give them the best you have and never be satisfied. Improve and you win Success!  
**TO THE PATRON**—Applaud real effort; frown on suggestive things. Help the performer. Have a heart for the beginner and patronize your own theaters.

The election of Clarence Bennett, joint proprietor with L. S. Bondreaux of the Lyric Theater, New Orleans, frequently spoken of as "The Hub of the Circuit," as president of the Theater Owners' Booking Association at its annual meeting held at Chattanooga Thursday, January 5, came as a surprise to the delegates. While Mr. Bennett, since the formation of the colored circuit, has always been an inspiring encouragement to the enterprise, it has ever been his policy to stand to the rear in an advisory capacity rather than seeking office. It seemed to be the consensus of opinion, however, at the meeting that Mr. Bennett was the logical head of the circuit, altho the honor came to him unsought.

The officers for the ensuing year chosen at Chattanooga are: Clarence Bennett, president; Charles H. Turpin, St. Louis, Mo., was re-elected vice-president; W. S. Scates, Winston-Salem, N. C., re-elected secretary; Sam E. Reevin, Chattanooga, re-elected treasurer and booking manager; S. H. Dudley, Washington, D. C., representing the booking office for the Eastern end of the circuit.

The Board of Directors is as follows: A. Barraso, Memphis; H. J. Hurry, Birmingham; C. H. Douglass, Macon, Ga.; E. S. Stone, Indianapolis; Milton B. Starr, retiring president, of Nashville, and Messrs. Bennett and Reevin.

The policy of the circuit for the coming year, as outlined by Mr. Bennett, contemplates material improvements, both in the service given patrons of the enterprise, amplification and enlargement of all classes of entertainment provided, better working conditions and improved transportation facilities for performers, and a closer co-operation between managers operating the circuits, all of which will tend to make for success in the enterprise, which now extends its ramifications from the Great Lakes to the Gulf of Mexico and from the Atlantic to Texas.

Addressing the managers of the various theaters on the circuit, Mr. Bennett stressed the importance of a closer co-operation between them and the primal necessity of encouraging the colored performer to appreciate his place in modern theatricals and to urge him on the constant improvement of what he has to offer in the way of entertainment.

"It must be conceded," said Mr. Bennett, "that the colored citizen of any large city has ample opportunity, thru provisions made by the management of white theaters, to compare the work of his own race with that of white performers. If the manager of a Negro theater would go into competition, as he must, with the manager of a white theater, who also caters to the colored patron, he must naturally offer approximately a bill of equal excellence.

"It will probably be appreciated by every manager of a colored theater that this racial enterprise is still in its infancy, and all infants require encouragement and also nourishment. A few years ago the colored entertainer confined his efforts to singing and dancing, in which the race excels."

Just at this point Mr. Bennett became enthusiastic in his review of the vast strides made among colored performers during the past three years, during which time he has devoted his energies to building up the T. O. B. A.

"Why," said Mr. Bennett, "where three years ago every colored act was either of a 'tab,' or musical or dancing variety, in my own theater during the past season we have had mind-reading acts, acrobats, contortionists, magicians, roller skaters, violinists, concert singers, animal acts, and a better and cleaner variety of comedy than the colored profession had hitherto ever known.

"There is a condition prevailing, especially in the South, which, despite any personal opinion we may hold, must be met, and that is

(Continued on page 96)

BENEFITS

At Lafayette and Renaissance for Widow of Slain Janitor

The widow of Chas. Johnson, apartment house janitor of 140th street, New York, who lost his life to a bandit in an effort to protect the collector of rentals from the property, was the recipient of a benefit at the Lafayette Theater, New York, in which the theatrical profession again displayed its traditional readiness to work for humanity.

Fifteen acts, one of them numbering more than a dozen persons, contributed their services

J. A. JACKSON'S PAGE

IN THE INTEREST OF THE COLORED ACTOR, ACTRESS AND MUSICIAN OF AMERICA

(COMMUNICATIONS TO OUR NEW YORK OFFICES)

at a midnight show given to a crowded house on January 20.

Manager Burt donated the house free of any expense whatever; Sam Craig and his stage crew worked long hours before and after the performance in placing and removing the equipment so as not to permit interference with regular shows, and declined any consideration whatever for the lost slumber entailed.

"Jerry" Brown, the little lady of the box office; "Tip" Harris, doortender, and the corps of ushers donated their services, as did Hattie Anderson, at the piano; Mr. Williams, violinist, and Battle Axe, the world-famed jazz drummer. Three lady members of the orchestra, lured by a dance prospect, permitted the desire for pleasure to overwhelm the call of humanity. The music was, therefore, not up to the standard of the rest of the entertainment, in spite of the heroic work of those mentioned.

The bill included Lucille Hagemann and the "Shuffle Inn" chorus of twelve; Eva Taylor, of the "Shuffle Along" show; Alice Whitman, Brown and Ricketts, Snow Barnes; Marie Bailey, of Bailey and Green; Mayo and Glenn; Lillian Brown, of Brown and De Mont; Joe Russell, of Russell and Lillian; Chris Smith, Henry Troy and Tim Brynm, composers, in

Along" Company. Ollie Hopkin and the team of Howard and Howard came from vaudeville. Jack Johnson represented the burlesque and sporting fraternity. He and Miss Taylor, you will observe, played both houses. Some fine display of spirit after their usual day's employment.

Misa Giles' Dancing Dolls, an unique and clever class of children, were a local contribution that was much appreciated.

The latter entertainment was under the direct charge of Mrs. Edw. Warren, widow of the late publisher of The Amsterdam News, a property which she now controls.

Mr. Hubert, of the Urban League, acted as treasurer of both funds, and reports a total of approximately \$1,200 for the distressed family. Alderman Harris and Parole Officer, both popular with show folks, acted as masters of ceremonies.

WHATLEY'S SAXOPHONE DEMONS

John T. Whatley's Jazz Saxophone Demons have proved to be a big draw at dances in Alabama towns and are now playing at the Eika's Dancing Palace, Birmingham, Ala. They are gaining popularity with the people all over

January 17, 1922.

J. A. JACKSON,

New York City:

The following resolution was passed at our annual meeting, which was held in our offices in Chattanooga, Tenn., Thursday, January 5, and I have been instructed to send a copy of same to you, with thanks. A copy of this is also entered on the minutes of our book:

WHEREAS, The management of The Billboard and J. A. Jackson have displayed great interest in the company and have done much towards its advancement.

THEREFORE BE IT RESOLVED by the Board of Directors of the THEATER OWNERS' BOOKING ASSOCIATION, That the thanks of this organization are hereby tendered to The Billboard and to J. A. Jackson, and that the company cordially appreciate their kindness and interest, and

BE IT FURTHER RESOLVED, That a copy of these resolutions be mailed to the office of The Billboard and to Mr. Jackson.

Hoping that you will accept same in the true spirit in which it was drafted, I beg yours respectfully,

(Signed) SAM E. REEVIN, Mgr. T. O. B. A.

The foregoing speaks for itself. We appreciate this approval of Billboard policies and practices, coming as it does voluntarily from a combination of white and colored business men—all seasoned showfolks.

The Theater Owners' Booking Association represents the majority of the theaters catering to Negro audiences and employing colored talent. It represents investments of more than five million dollars, employs 40 per cent of all the colored vaudeville acts, and entertains over a half million people each week.

The Billboard, particularly the Page, hopes to so serve this group and the interested performers as to always merit their approval.

their newest number, "Mighty Like an Angel"; Essie Whitman; Mr. Brown, of Brown and Cumby, and Jack Johnson and Young Sam Langford.

At the Renaissance

A bill of equally imposing names was offered at the Renaissance, four blocks distant, at the time, and it is an excellent commentary on charitable inclinations of Harlem that both were well patronized after midnight on a cold and unpleasant night.

President Roach and his staff made all of the essential preparations for transforming a picture house into a vaudeville theater for the occasion.

The bill that contributed the entertainment was as follows: Lottie Gee and Enbie Blake, Miller and Lyle, Davis and Williams, Eva Taylor and "Onions" Jeffries, all of "Shuffle

the South thru their style and class of music. The lineup: Herman Ford, piano; Trenton Harris, clarinet; Nathaniel Rutherford, viola and saxophone; Calvin Ivory, clarinet and saxophone; J. T. Whatley, cornet and saxophone; Joe L. Britton, trombone; Wilson L. Driver, drums. Hardy L. Arrington and Walter H. Blythe are the booking agents. The headquarters are 530½ John street, Birmingham, Ala.

THE GEORGIAS IN OKLAHOMA

The Georgia Minstrel, with Coy Herndon, Chick Beeman, Charlie and Duke Johnson, Jack Johnson and his harmony four, Allie Johnson, the wire artist; Prof. George Bryant and a fifteen-piece band are playing to good business thru Oklahoma, according to a letter from Chickasha where they were dated January 24.

HERE AND THERE AMONG THE FOLKS

The C. T. & P. Club of Chicago, thru its secretary, complains of the failure of its members to keep the club advised of their whereabouts. He reports much difficulty in locating them for their own interests because of this neglect. The D. R. C. of New York, the C. V. B. A. and the Page all have similar complaints. Performers, you are simply neglecting your own opportunities.

See the vaudeville section of this issue for a big story on some vaudeville rumors of great interest to our group. Then turn to the concert department and read at the Claf Club concert at Carnegie Hall, New York. The new "Shuffle Along" company's cast is in the musical comedy section.

The Rialto, a picture house at Johnson City, Tenn., was opened January 15 with a Micheaux picture, "The Brute," placed by the Congo

Film Service of Roanoke, Va. Mr. Dixon, the house owner, is a colored man.

Quintard Miller is producing stock at the Regent Theater, Baltimore. The company is styled the Regent Stock Company. Lulu Whidby is in the cast, with Estelle Cash, Henrietta Lovelace, Percy Wolf, Parker and Mack, Frank Tansell and a chorus of ten.

Ragtime Billy Tucker is now featuring a jazz band, with headquarters at Los Angeles. They labor under the title of "California Jazz Dispensars."

The "Black American" is the title of the next film release announced by the Lincoln office.

The Claf Club, the C. V. B. A. and the Dressing Room Club each sent committees and flowers to the funeral of Joe Hodges, the

(Continued on page 96)

A NEW "BLUES" STAR

The Fifteenth Regiment Band gave its first concert under the leadership of the recently commissioned directors, Lieutenants William Vodery and Noble Siasle. A feature of the evening's entertainment was a "blues" contest by artists who have achieved fame in recording this type of melodies. Governor Miller was an interested guest of the band on this occasion at Manhattan Casino, New York, January 20.

Among the participants were Daisy Martin, Lucille Hagemann and Alice Leslie Carter, all famous for their delineation of syncopated melody. It remained, however, for Trixie Smith, a singer unknown to the record companies or to metropolitan audiences, to become the recipient of the old loving cup, presented on behalf of the band by Miss Irene Castle, after the audience had declared its preference as measured in applause by ex-collector of internal revenue, Chas. Anderson; ex-president of Manhattan Borough, La Guardia, and Fred R. Moore, publisher of The New York Age. The eminence of the judges assured impartial judgment.

The newly acclaimed champion spent the next few days dodging recording company offers that were in staggering figures. Thus a new star in the firmament of "blues" has been found.

ADDITIONS

To List of Theaters

- ARKANSAS
  - Terarkana—Booker T. Washington—Davis & Douglas—seats 500—V.—C.O.&M.
- TEXAS
  - Van Alstyne—Jewel—seats 200—P.—C.O.&M.
  - Houston—Ideal—seats 330—P.—C.O.&M.
  - Taylor—Star—seats 500—E.—C.O.&M.
- LOUISIANA
  - Lake Charles—Palace—seats 500—E.—W.O.&M.
  - Lake Charles—Louisiana—seats 350—E.—W.O.&M.
  - De Quincy—Pastime—seats 400—E.—C.O.&M.
  - Lafayette—Liberty—seats 400—E.—C.O.&M.
  - Bogalusa—Fox—seats 350—E.—W.O.&M.
  - Opelousas—Bon Ami—seats 240E.—W.O.&M.
  - New Orleans—No-Name—P.—1025 Canal st.—W.O.&M.
  - New Orleans—Othello—seats 600—E.—235 S. Rampart—W.O.&M.
- TENNESSEE
  - Chattanooga—Amusu—seats 450—E.—W.O.&M.
  - Chattanooga—Star—seats 250—P.—W.O.&M.
- MISSISSIPPI
  - Indianola—Motion Picture Show—seats 300—E.—C.O.&M.
- ALABAMA
  - Tuskegee—Tuskegee Institute—P.—School Auditorium.
- MARYLAND
  - Baltimore—Argonne—seats 1000—P.—924 Sharp st.—W.O.&M.
- WEST VIRGINIA
  - Charleston—The Ferguson—P.

STAR, SHREVEPORT, LA.

(Reviewed Week of January 9)

Sam H. Grey, basso, in an act entitled "The Night Watchman at the Lighthouse." Good applause, two bows, one encore.

Tucker and Gresham, singing and dancing, went fair.

Ferguson and Rice, songs, dancing and talking. Two bows, two encores.

Dudley and Dudley, same type act went fair. Virginia Liston. Due to a cold this singer did not get over in her usual manner.

The Nina Marshall Players occupied the house during the week of January 16, with Joe Byrd, Hattie B. Murphy, Elizabeth Johnson, Miss Marshall, Columba Jackson, Lewis Tally, James Glibby, Goldie Hutchinson, Lottie Johnson, Theresa Tally and William Murphy.

Edgar Martin's "Joyland Girls" were in the house the week of January 23. A review of this show will appear later.

SEE PAGE 96 FOR ADDITIONAL J. A. JACKSON'S PAGE NEWS

All Acts, Companies and Theater Managers communicate with the T. O. B. A., 442-3-4 Volunteer State Life Bldg., CHATTANOOGA, TENN. SAM E. REEVIN, Manager.

REOL PRODUCTIONS CORPORATION

ROBERT LEVY, President. Producers of HIGH-GRADE FEATURE PICTURES. With Colored Artists. For information address REOL PRODUCTIONS CORP., 126 W. 46th Street, New York City; 618 Film Arch. Bldg., Cleveland, O.; 111 Walton St., Atlanta, Ga.

Lincoln Motion Picture Co.

Est. 1914. Capitalized \$75,000. Oldest Film Corporation in the World Producing Negro Photographs. 1121 CENTRAL AVE., LOS ANGELES.

GIBSON'S NEW STANDARD THEATRE South St., at 12th. Plying high-class Vaudeville, Burlesque, Musical Comedy, Road Shows. John T. Gibbons, Sole Owner-Booking Mgr., Philadelphia, Pa.







28TH YEAR

# The Billboard

The largest circulation of any theatrical paper in the world.

Published every week

By The Billboard Publishing Company,  
W. H. DONALDSON, President.

In its own plant at  
THE BILLBOARD BUILDING,  
25-27 Opera Place.

Cincinnati, Ohio. U. S. A.  
Phone, Canal 5085.  
Cable and Telegraph Address, "Billboy," Cincinnati.

## BRANCH OFFICES:

### NEW YORK

Phone, Bryant 8470.  
1493 Broadway.

### CHICAGO

Phone, Central 8480.  
Orliff Building, Monroe and Dearborn Streets.

### PHILADELPHIA

Phone, Tlaga 3525.  
908 W. Sterner St.

### PITTSBURG

Phone, 1697 Smithfield.

516 Lyceum Theater Bldg., Penn Avenue at  
Sixth Street.

### ST. LOUIS

Phone, Olive 1733.

2024 Railway Exchange Bldg., Locust St., between  
Sixth and Seventh.

### KANSAS CITY

Phones, Bell System, 3403 Main; Home System,  
3403 Harrison.

417 Dwight Bldg., 10th and Baltimore Ave.

### SAN FRANCISCO

Phone, Kearny 4401.

605 Pantages Theater Building.

### LONDON, ENGLAND

Phone, Regent 1775.

18 Charles Cross Road, W. C. 2.

Cable and Telegraph address, "Showworld."

### SPECIAL REPRESENTATIVES:

Atlanta, Ga., P. O. Box 1671.  
Baltimore, Md., 123 E. Baltimore at  
Birmingham, Ala., 1007 The Woodward.  
Boston, Mass., P. O. Box 1263; home address,  
57 Paul St., Watertown, Mass.  
Cleveland, O., Hipp Annex.  
Denver, Col., 430 S. Yames Bldg.  
Detroit, Mich., 1414 Jefferson Ave., E.  
Detroit, Mich., 203 Sun Bldg.  
Indianapolis, Ind., 42 W. 11th at  
Los Angeles, Cal., 755 Marco Place, Venice,  
California.  
New Orleans, La., 2632 Dumaine Street.  
Omaha, Neb., 216 Brandeis Theater Building.  
Seattle, Wash., 1019 3d Ave.  
Washington, D. C., 508 The Highlands.

**ADVERTISING RATES** — Forty cents per  
line, agate measurement. Whole page, \$280;  
half page, \$140; quarter page, \$70. No ad-  
vertisement measuring less than four lines ac-  
cepted.

Last advertising form goes to press 12 M.  
Monday.

No telegraphed advertisements accepted un-  
less remittance is telegraphed or mailed so as  
to reach publication office before Monday noon.

### SUBSCRIPTION, PAYABLE IN ADVANCE.

|                      |               |
|----------------------|---------------|
| U. S. & Can. Foreign |               |
| One Year.....        | \$4.00 \$4.00 |
| Six Months.....      | 1.75 2.25     |
| Three Months.....    | 1.00 1.25     |

Remittances should be made by post-office or  
express money order, or registered letter, ad-  
dressed or made payable to The Billboard Pub-  
lishing Co.

The editor can not undertake to return un-  
solicited manuscripts. Correspondents should  
keep copy.

If you find a misstatement or error in any  
copy of The Billboard, please notify the editor.  
The Billboard reserves the right to edit all  
advertising copy.



Vol. XXXIV. FEB. 4. No. 5

## Editorial Comment

**T**HE Public Defender movement is now beginning to take root in Michigan, and much credit for this is due Miss Theresa Doland, attorney, of Detroit. Speaking to the Progressive Circle League at its regular meeting last week, Miss Doland "drove her arguments home," and is to be congratulated by the theatrical profession on the manner in which she did it.

"Presumption of innocence until guilt is proved," said Miss Doland, "demands that the State defend as well as accuse, and, inasmuch as the State has provided for prosecuting attorneys, it should also provide for public defenders."

"While the prosecutor has every possible assistance in uncovering evidence

and points of law which will enable him to procure a conviction, the accused, with insufficient funds, has no way to combat these forces which are all against him. An able lawyer, skilled in criminal law, could, in the capacity of public defender, give this man an equal chance to prove his innocence."

Another speaker was Judge Ira W. Jayne, who also expressed approval of the public defender in courts, but suggested that the office be appointive by the courts and thoroely tested before it was made mandatory by the State.

It is proposed by the league to sponsor a bill to be presented at the next meeting of the Legislature providing for the election of a public defender.

**T**HE Rev. George R. Mott, pastor of the Good Will Congregational Church, of Syracuse, N. Y., made a plea from his pulpit on a recent Sunday night for some constructive criticism of the theater, which he declared is in need of criticism.

"If the church has no other message than a sensational denunciation of exposed nasti-

ness it will accomplish nothing," said he. "The theater is not responsible for an age that is too busy to brood in creative artistic productivity.

**A**CTING and boxing are as far apart from each other as singing and dancing. A person may be an actor, but as a boxer he is a good carpenter, and vice versa. Whether the knowledge of acting helps one in boxing, we do not know, but Augustus Thomas, the playwright, in The Saturday Evening Post, tells us that boxing is an aid to acting. Some years ago, he says, Franklin Haven Sargent, president of the American Academy of Dramatic Arts, asked him to suggest any additional course for his (Sargent's) pupils. "Teach them to box," Mr. Thomas is quoted as saying. Continuing he says:

"Mr. Sargent was then past 30. Before I offered that advice I had found in several years of professional rehearsals that men and women, self-conscious on the stage, were so

the Circus and Carnival. Could it be "Carcus" or "Circar"?

It begins to look now as if a Carnival Midway this year will not be complete without a "Lovers' Lane." My! How a novel show idea travels.

It's almost misery to have to watch poor acts in a vaudeville theater (or, in other words, sit thru a show) just to see "a woman sawed in two" at the end. Wonder if the bookers ever had any experience in this line?

## QUESTIONS AND ANSWERS

D. D.—Maxine Elliott's maiden name was Jessie Dermot.

E. L. L.—Irene Castle, to our knowledge, has no children.

Pianist of C. and C.—Try Levin Bros., Terre Haute, Ind., for paper butterflies.

Mack—Try the American Play Company, Inc., 33 West Forty-second street, New York City.

S. A.—No doubt you can reach Baby Doll, "The Fat Girl," thru the medium of the Mail Forwarding Service of The Billboard.

O. D.—Sir Henry Irving's real name was John Henry Brodrick. His father is said to have been a janitor for the stock broking firm of Braithwaite, Noel & Company, of London.

R. E.—Neil Burgess wrote "The County Fair" and enacted the role of Abigail Prue for many seasons. Marie Bates, long associated with David Warfield, played Abigail on tour for five years.

T. L.—(1) The X-ray camera is thought by cameramen to be the next invention in the moving picture industry. In this event, for example, the contents of a safe can be photographed without being opened. (2) The first feature photo ever made is said to have been entitled "The Life of an American Fireman." Ed Porter produced it for Edison in 1890. Arthur White and Vivian Vaughan were the leading players. It was filmed in Newark and Orange, N. J. The film was 800 feet long.

## NEW THEATERS

A new picture theater was opened recently at Tehuacana, Tex., by Mrs. M. Fifer.

The Melba Theater, Dallas, Tex., located on Elm street, will open about February 1.

The Rialto, a picture theater in Hamburg, Ia., has been opened by D. B. Carlson and M. W. Culley.

E. Thompson of Fort Worth, Tex., opened a new theater at South Bend, Tex., recently. The policy, for the present, is pictures and road attractions.

Eugene A. and Harry Freund have purchased the site for a theater and store building at Gravoia and Alma avenues, St. Louis, Mo., thru the Henry Helmsens Realty Company.

The new picture theater being erected at an estimated cost of \$130,000 by Home Builders for James Murphy, at Twenty-fourth and O streets, Omaha, Neb., is fast nearing completion.

The Eagle Theater, a new picture house in Eagle River, Wis., erected at a cost of \$20,000 by Joseph Gorski, of Three Lakes, has been opened. The house is managed by Edward Janicki of Chicago.

Clarence Allen, after making extensive improvements in the Cady Theater, Chatham, N. Y., which he owns, reopened the house January 28 under the management of Stanley Allen and C. Dayton LaPointe. The stage was enlarged in order to permit playing road shows, tho for the present pictures will be the policy.

Byron Nichols, for many years connected with the Jefferson Theater, Portland, Me., as scenic artist, and long associated in the theatrical business in other capacities, has accepted a position with William Grey, of Lewiston, Me., owner of several theaters in the lower part of Maine. Mr. Nichols was made manager of the Empire Theater in Lewiston January 24.

## "SIMPLICITY AND SINCERITY"

The Corner-Stones of All Advertising Copy

A forceful and instructive speech was delivered the other night in Cincinnati, one which could apply to show business just as well as to the outside business world. The speaker was Charles H. Mackintosh, president of the Associated Advertising Clubs of the World, and who is in charge of the Advertising and Sales Department of the La Salle Extension University, Chicago. His subject was advertising and salesmanship. More than 400 representative Cincinnati business men and advertisers were in attendance.

"Newspaper advertising or any branch of advertising," said Mr. Mackintosh, "is a written invitation for prospective customers to enter stores issued by the business men of the various communities, warning his audience that, unless sales clerks can be educated to the point where selling becomes a science and a conscientious duty, advertising can not be blamed if sales are not completed.

Asserting that the peaks and declines of business cover an extended era that invariably rises and falls over a period of approximately thirty years, Mr. Mackintosh warned persons who believe the return to normal and pre-war conditions will be reached within the next several years; that only a gradual resumption of prosperous conditions will lead to lasting benefit, and that such a course is the only logical one.

In advocating the extensive use of advertising Mr. Mackintosh insisted that "simplicity and sincerity" are the corner-stones of all advertising copy, and by building a demand upon such a foundation merchants can bring customers to stores where goodwill and clever salesmanship will do the rest.

"American business men in this generation," he continued, "have not experienced the necessity of salesmanship. During the life of the present business men the market has been a rising one, and for the first time in the last decade American manufacturers and producers face the task of selling on a falling market.

"Therefore, in order to create a quick turnover of commodities and to stimulate the buying public, advertising must be made as attractive as possible in order that the public will experience a desire to buy, and, the prospective customer having entered the sales department, a clerk trained in salesmanship must clinch the sale.

"Advertising doesn't sell merchandise," Mr. Mackintosh said, "but it does create the thought that brings customers into the stores. Everything is wasted that precedes the clerk unless the clerk knows his business and is anxious to add the finishing touch to the sales record.

"No matter in what small volume the merchant carries on his business, and no matter how limited his advertising space, he should give sufficient thought to advertising copy when arranging it.

"Success in all business is assured by two words, which frequently are reduced to one word—'Good-will' and 'Service,'" the speaker said.

principally on account of their hands. There is the same embarrassment in some public speakers.

"The boxer is free from that; to see his hands in front of him in an instinctive gesture does not fill him with sudden fear, and if the hand is placed stands for some mental attitude he is at ease in leaving it there as long as he asks attention to that fact.

"The most graceful man in the use of his hands on the stage thirty years ago was Marrice Barrymore, who had been champion amateur boxer of England. One of the most graceful today is Eddie Foy, another boxer. I have never, in many talks with William Faversham, mentioned the subject, but I am confident that he was a skillful boxer in his younger days."

So there you are, actors; take it for what it is worth.

Chautauqua features with a Carnival? No, did you say? Impossible? Well, just wait and see. Time will tell.

Speaking of Carnivals, it is understood that at least one will be "circusized" this year. The difficult part seems to be to find a word indicative of both

ness it will accomplish nothing," said he. "The theater is not responsible for an age that is too busy to brood in creative artistic productivity.

"When the best movies are adaptations of great literary and historical works originated long before the day of the silent drama the criticism is one of the age and not of the theater. In our insatiable desire for entertainment we demand too much of the theater.

"The curse of the theater is commercialism. Profiteering in people's entertainment leads to pandering to the lusts of the baser elements of the crowd. Let the actors organize themselves into a noble profession upon which no one can profiteer. Let the community endorse its own theaters and supervise the plays given to the people. In the meantime let the citizens treat commercialized vulgarity in the only effective way, by patronizing the clean plays and sending the others into bankruptcy."

'Tis true the higher drama has been hurt materially by commercialism, and we believe the sooner we get back to the individual producer the better it will be for the actors and for the public.

The Theater Guild, of New York, for instance, is proving what "a little band

# THESPIAN RECOLLECTIONS AND STAGE STORIES

Series No. Seven

By HOWARD SAXBY

It was "The Philistine" of The Tribune, or somebody else, who once remarked that if any people in the world have money to burn it is actors—and their usual mood (I beg leave to note) seems to incline them to incendiarism. It must be a case of "come easy, go easy," else surely they would have learned the lesson of thrift and economy. My own experience is that when money is required for a really charitable purpose the theatrical profession are the first to open their pocketbooks. (By-the-way, I never met an actor who carried a purse in his life.) Decency forbids me mentioning names, but I personally know of so many cases that space would not permit of my mentioning even a few out of the hundreds of times actors have been called on to contribute to a worthy cause and have responded most magnificently.

Another virtue of the Thespian is that he does not want his right hand to know what the left is doing. Only a few years ago I superintended the burial of a friend, the expenses of whose interment were paid entirely by theatrical friends—and the object of their kindness was not an actor, but—well, never mind—you might, some of you, remember the circumstance, and it would be a betrayal of confidence on my part. But to continue: The pay of the actor has risen from the casual and occasional ingathering of "vagrom groats" to such sums as cause poorer people to marvel, and some brainless nonentities to find fault.

Adelina Patti received as high as \$25,000 for a single week's performance and demanded the amount in advance. The earnings of Caruso will never be definitely known. Sir Henry Irving was highly disappointed if his seven days' work did not replenish his purse by \$10,000. Sarah Bernhardt carried away from America (after her first engagement here) more money than a couple of elephants could carry on their backs in \$20 gold pieces and have room left to stow away a sandwich for munching on shipboard. Eleonora Duse waxed fat on a liberal diet of wealth. Richard Mansfield kicked like a mule because he cleared only 60,000 simoleons at the end of a poor season. Yvette Guilbert, who was nothing more than a cafe chantant warbler, was paid \$16,000 by Hammerstein for a four weeks' engagement at the Olympia, thereby enabling her to feed on fried frog's legs with absolute sauce three times a day for the balance of her natural existence. If these instances of fair summer salaries do not suffice I can go on summing up a total which would take a considerable crimp out of the bank account of even George Cohan. It is an undisputed fact that the public willingly pays more for its entertainment than it does for its education, its art, or its statesmanship; for no individual in any of these lines can command as much money for services (in proportion to the work done, or the actual benefit conferred) as an actor who is, by general consent, in the first rank of his profession.

Not today would the decoration of the French Legion of Honor be refused a brilliant actor, as it was erstwhile to the great Talma, of the Comedie Francaise, on the ground that it would be a degradation of the order to confer its cross upon a mere mountebank.

Roger Molyneux, a younger brother of the enormously wealthy Earl of Sefton, who was the ground landlord of more than half the city of Liverpool, achieved big success in the dramatic profession under the name of Reginald Maria. Cosmo Gordon-Lennox, who passed away on July 31 of last year, was the only son of the late Lord Alexander Gordon-Lennox. As an adapter of plays from the French he stood without a single rival. His paternal grandparent was the fourth Duke of Richmond.

Mario, Marquis of Candia, took to the operatic stage after resigning his commission of lieutenant

in the Sardinian army on account of his having been too severely punished by his commanding officer for some youthful freak. The Earl of Yarmouth tried to act, but as no one could understand what he said his manager advised him to have his tonsils amputated and try pantomime. But he married, instead—and let his wife do the talking. The moral of all this is—if you have that within you which commands success, you may enter any calling without fear of reproach or contumely.

I believe it was William Winter who remarked that 1881 to 1891 was a period unequalled in the history of the stage in the richness and variety of excellence in acting then visible. During it were seen (many of them in the prime of their careers) Edwin Booth, Henry Irving, E. A. Sothern, Mary Anderson, Fanny Davenport, Lester Wallack, Lawrence Barrett, Ada Rehan, Salvini, Effie Ellsler, Kyria Bellew, Stuart Robson, W. H. Crane, James E. Murdoch, Richard Mansfield, John Gilbert, William Warred, Genevieve Ward, Dion Boncicant, W. J. Florence, Clara Morris, J. H. Stoddart, Mr. and Mrs. Kendall, Joseph Jefferson, Frederick Warde, Otis Skinner, Robert Bruce Mantell, Ernesto Rossi, Marie Wainwright, John Drew, E. H. Sothern, Modjeska, Adelaide Ristori, Louis James, Ellen Terry, Rosa Coghlan, Charles Coghlan, Charles Wyndham, Viola Allen, F. C. Bangs, Lewis Morrison, Charles Barron, Eben Plympton, Ian and Forbes-Robertson, George Clarke, Osmond Tearle, N. C. Goodwin, Charles W. Coudcock, Frank Chanfran, and scores of others too numerous to mention at this time.

I, alas, can go back many MORE years, as I distinctly remember Barry Sullivan, Henry Neville, Mrs. John Drew, H. J. Montague, William Terris, Edward Terry, Harry Paulton, Mrs. Gilbert, John S. Clarke, John Brougham, Charlotte Cushman, Mrs. Bowers, Ada Swanborough, John T. Raymond, John McCullough, Daniel Bandmann, Kate Bateman, J. C. Cowper, T. C. King, Mrs. John Wood, Ada Cavendish, Marie Wilton, Mr. and Mrs. Barney Williams, Phelps, Charles Dillon, George Fawcett Rowe, Adelaide Neilson, Rose Eyring, Kate Vaughan, Lucille Weston, Rose Massey, John L. Toole, Sol Smith Russell, Sara Jewett, Carlotta Leclercq, George Rignold, Ada Dyas, Charles R. Thorne, Alice Harrison, Georgia Honey, Matilda Herron, W. J. LeMoine, Milnes Levick—and—but, if I keep on I shall monopolize all the pages of this number. So I will quit remembering for the present at any rate.

It is just thirteen years since my old friend, "Dick" Golden, passed to the Great Beyond. The following clipping from my scrap-book may be of interest to some who have not forgotten this splendid old-time comedian:

In Memoriam,  
RICHARD GOLDEN, Actor.  
Born 1854—Died 1908.

"Ring up the curtain! Let the play go on. Altho one actor, weary at his heart, Cares now no longer to take up his part In life's perplexing scene. The golden dawn Is none the dimmer, the one ray be gone, And so the tale will lose none of its art To charm the ear or cause the tear to start With one poor player from the stage withdrawn. The farce is ended; lay the mask aside That has beguiled the midnight's passing fest; From all the mimicry, the made-up pride, The fond delusion, he now longs for rest; Joy, years ago, by gleaming footlights died; But this sad truth the world has never guessed."

It can only be a matter of a short while when reputable newspapers will refuse to accept dead head tickets from theaters. This has been the curse of unprejudiced criticism since time immemorial. In 99 papers out of a hundred shows are "noticed" in proportion to the tickets sent to the editorial rooms of the local journals. The public is lied to regardless of the real or unreal merit of the performance. Heaven speed the day when a theatrical criticism can be accepted as truthful, fair and thoroly unbiased. By the way, it might be as well not to send the office boy or the new lady stenographer to play the "critic," altho he or she might do far better than some of the alleged judges of dramatic art.

The Cincinnati Times-Star is one of the few newspapers not governed by the counting room.

Its criticisms are at all times honest, fearless and dependable.

I learn from James L. Ford's most interesting book, "Forty-Odd Years in the Literary Shop," that the velvet-voiced Pauline Markham died in 1919. In my early days I wrote several burlesques for this exceptionally talented woman. At that time she was married to Colonel McMahon (a financier invariably minus funds), but Ford informs us that at the time of her death she was "Mrs. Grant" and occupied very humble lodgings in Twenty-third street, New York. Pauline Markham has never been rightly judged except by her intimates. I never met an actress who was more painstaking, charitable and conscientious in everything she undertook. Her disposition was angelic, and her great delight was in doing a kind act for others. Her memory will always be a happy recollection to me. "The Black Crook" was considered decidedly "off" in those days, but compared with the modern so-called musical comedies it was an illustrated 23d psalm and a veritable Dr. Watts hymn.

Chatting the other day with my friend, J. Herman Thuman, we recalled the time when he managed the Orpheum (Cincinnati) Stock Company. The members of this organization were Wilson Meirose, Eisle Esmond, Julia Blanc, Jack Amory, Robert Adams and Gertrude Bondhill. To use Thuman's own words: "At that time I had real ideas. I wanted to establish a repertoire theater, no specified leading man or leading lady, but an organization of players who were to be cast for roles which suited them best. We ran twenty-two weeks. After that I walked. I instituted the first 'Little Theater' in this part of the country, transforming a ball room for the purpose, but 'The Time, the Place and the Girl,' and such other classics, were what the near-intelligent public really craved. The best way to learn about Art, whether music, drama or painting, is to pay the bills, AND THEN GO INTO SOME OTHER BUSINESS. Truly Experience is the best of all teachers." Thuman is now managing the Cincinnati College of Music and has placed that institution right at the very top of the colored map of the musical world.

When in Dayton last week I ran across Owen McGivney, whose portrayal of Dickens characters is the most genuinely artistic act in vaudeville today. Many years ago I advised him to introduce these wonderful sketches in a three-act play, but I presume the public is not even yet sufficiently conversant with the characters of the immortal "Boz" to warrant such a production. Lotta made a ten-strike as "The Marchioness," but her phenomenal personality would be difficult to replace. One of these days Dickens will be the most popular author on the stage. HEAR ME? Joe Jefferson once made a big hit as "Newman Noggs."

In the death of Sir John Hare at the age of 77 the English stage lost one of its most conspicuous actors. I first saw Hare at the Prince of Wales Theater in London in 1869 in Tom Robertson's "School." Marie Wilton was then in her prime. Among the other players in this cast were Charles Coghlan, H. J. Montague, Squire Bancroft, Blanch Wilton, George Honey, Charles Compton and Fanny Addison. Hare had a style of his own which no one has ever succeeded in imitating successfully. But REAL actors are not wanted nowadays. A tailor's dummy, supported by a bleached blond of divorce court prominence, can fill the bill equally as well to the satisfaction of the box-office.

It is rumored that Florenz Ziegfeld, Jr., will quit the theater and indulge in the athletic pastime of promoting baseball, football and (presumably) prize fights. As he is much more fitted by nature for this particular branch of modern comedy his success will undoubtedly be in accordance with his ambition.

How to make women's love of romance serve the purpose of theatrical advertisement has been discovered by the agent of an Italian tenor at Rome. In the personal column of several Rome newspapers the following appeared: "Man of independent means and handsome appearance, desires to marry young woman. Dowry unnecessary. He may be seen in one of the stage boxes at the Adriano Theater on Saturday night.—UMBERTO ROTA." At the performance the theater was sold out to women of all degrees, who kept their gaze fixed upon the stage, but on the boxes. As the latter remained empty they turned their attention to the program, where they found that Umberto Rota was the name of a young tenor who was making his debut that evening.

I am glad to see that E. H. Sothern has at last come to the conclusion that Hamlet was a human being. It has taken him a long time to find this out, but his study of Forbes-Robertson has done Eddie's acting a world of good. Sothern's great fault has always been "staginess," but, in his declining years, he is

showing wonderful improvement in that he is now almost human himself. Poor old Hamlet has been played in different shapes and forms for so long that it is only a matter of time when he will become a comedy part to be played by a modern clown.

I have made a great many predictions in my time—many of which have turned out to be right. Just now I predict that Charlie Weldner, who is managing one of Libson's Columbus (O.) houses, will be heard from in the big theatrical world at no distant date. Weldner recently refused the management of a Cincinnati theater because he saw no future in the job. The lessees were too old to live long.

The bronze bas-relief of Margaret Anglin by the celebrated English sculptor, Theodore Spicer-Simson, which was unveiled at the hundredth performance of "The Woman in Bronze" at the Princess Theater in Chicago, is a work of the highest of high art. Miss Anglin is, by all odds, the leading actress on the stage today. I predicted her success the first time I saw her. Hard work and natural talent have placed her head and shoulders over every rival. The name of Margaret Anglin will be handed down with that of Mrs. Siddons and all the great artists since acting became a fine art.

Why does not some enterprising manager reproduce Sir Arthur Conan Doyle's "The Fires of Fate"? In the original cast were Hamilton Ravelle, William Hawtree, Edwin Brandt, Percy O. Waram, Hale Norcross, Thomas R. Mills, Ernest Perrin, Robert Reese, Lionel Barrymore, Courtney Foote and Paul Pillington. There is nothing on the boards today which can hold a candle to this modern morality play. But do we WANT good stuff? I WONDER!

Harry Milton Levy, of Cincinnati, is noted for his philanthropy. Some years ago, when he was in New York, he was told that a chorus girl from his native city was out of a job and actually starving. Harry declared that such things could not be tolerated. He took a taxi to the nearest floral shop and bought for her \$20 worth of American Beauty Roses. History tells us that the poor girl ate every one of them, the bloom came to her cheeks forthwith, and she is now quite a star, happily married and the fond mother of half a dozen blooming young rosebuds who are awaiting an offer from Eddie Foy.

Cyril Mande and a certain friend of his very seldom speak nowadays. They used to be inseparable. When Cyril was asked about the matter he said: "I found out, alas, from indisputable authority, that his father was a prominent bachelor; so, painful as it was, I just HAD to sever a friendship of long standing to save my own good name."

I understand that Amelia Summerville has been offered numerous engagements from Women's Clubs to give her attractive talk on "The Voice and Its Possibilities." This is a subject sadly neglected both in modern society and on the stage itself.

Few men were more universally beloved by the "profession" than the late Henry Waterson. I have sat with him for hours while he talked of oldtime actors whom he had known intimately. The drama and music were his real hobbies. He was a close friend of Artemus Ward, Joseph Jefferson, Henry Irving, and, in fact, all the big stars of his day and generation. "Marse Henry" was really responsible for the success of Mary Anderson. This brilliant journalist, whose place can never be taken, outshone all others by his wonderful individuality and brilliancy. He was a Bohemian of the finest type, a writer who expressed his thoughts in a terseness possessed by no others, and, above all, he was a friend worth knowing, whose acquaintanceship was a luxury and a delight.

(To Be Continued)

IF YOU'RE INTERESTED IN BRITISH VARIETY YOU'RE INTERESTED IN

## "THE PERFORMER"

The Official Organ of the Variety Artists' Federation and all other Variety organizations. DEALS WITH VARIETY ONLY AND READ BY EVERYONE CONNECTED WITH BRITISH VARIETY

This paper that carries the news in the paper to carry your announcement.

ADVERTISING RATES:

|                         |         |
|-------------------------|---------|
| Whole Page              | \$52.00 |
| Half Page               | 27.50   |
| Third Page              | 21.00   |
| Quarter Page            | 16.50   |
| Sixth Page              | 15.00   |
| Wide Column, per inch   | 3.00    |
| Narrow Column, per inch | 2.50    |

THE PERFORMER is filed at all THE BILLBOARD offices in America.  
HEAD OFFICE: 18 Charing Cross Road, London, W. C. 2.  
SCOTTISH OFFICE: 141 Bath Street, Glasgow

**CASH**  
for Old Gold, Silver  
Platinum Diamonds

Highest cash market prices promptly paid for year old Gold, Silver, Platinum. Realize high returns from old jewelry, dental work, etc. We purchase Diamonds, too. All sizes and values. Highest prices paid. We are big manufacturing jewelers. In business in Omaha for 33 years. Highest bank references: Omaha U. S. National Bank, etc. Send a trial shipment. Draft mailed immediately. If not pleased, return in 5 days and your material will be remitted.  
CARSON & BANKS, INC.,  
404 Barker Block, OMAHA, NEB  
Manufacturing Jewelers. 33 yrs. in Omaha



Fields, Cally (Boulevard) New York.  
 Fields & Harrington (Grand) St. Louis;  
 (Grand) Centralia, Ill., 6-8; (Erber) E.  
 St. Louis 9-11.  
 Fields & Fink (Poll) Waterbury, Conn., 2-4.  
 Fields & Wells (Rialto) Chicago.  
 Fink's Mules (Orpheum) Oakland, Cal.; (Or-  
 pheum) Sacramento 6-8; (Orpheum) Fresno  
 9-11.  
 Fisher, Sallie (Orpheum) Fresno, Cal.; (Or-  
 pheum) Los Angeles 8-11.  
 Fisher & Gilmore (Keith) Toledo, O.  
 Fisher & Lloyd (Orpheum) Galesburg, Ill., 2-4;  
 (Majestic) Bloomington 6-8; (Orpheum) Peo-  
 ria 9-11.  
 Fisher's Circus (American) Chicago 2-4.  
 Fisher & Lloyd (Majestic) Dallas, Tex.; (Ma-  
 jestic) Houston 6-11.  
 Fishery & Stoning (Orpheum) Okmulgee, Ok.,  
 2-4; (Odeon) Bartlesville 6-8; (Electric) Jop-  
 lin, Mo., 9-11.  
 Flanders & Butler (Orpheum) Portland, Ore.;  
 (Orpheum) Oakland 6-11.  
 Flivertons (Colliseum) New York.  
 Flynn Duo (Prince) Hannibal, Mo., 6-8.  
 Flynn, Josie, Minstrels (Strand) Washington.  
 Foley & Spiran (Princess) San Antonio, Tex.  
 Follis Sisters (Majestic) Houston, Tex.; (Ma-  
 jestic) Galveston 6-8.  
 Ford, Margaret (Orpheum) Peoria, Ill., 2-4;  
 (Columbia) Davenport, Ia., 6-8.  
 Ford & Eckard (Auditorium) Norfolk, Neb., 20-  
 Feb. 2; (Majestic) Grand Island 3-5; (Liberty)  
 Lincoln 6-8; (Globe) Kansas City, Mo., 9-11.  
 Ford, Ed (Main St.) Kansas City; (Orpheum)  
 Omaha, Neb., 6-11.  
 Ford, Frank A. & Co. (Bijou) Birmingham,  
 Ala., 2-4; (State) Memphis, Tenn., 5-8;  
 (Crescent) New Orleans, La., 9-11.  
 Ford & Goodridge (Grand) St. Louis 6-11.  
 Ford & Price (Novelty) Topeka, Kan., 2-4; (Or-  
 pheum) Okmulgee, Ok., 9-11.  
 Ford, Mabel, Revue (Orpheum) Brooklyn.  
 Foster & Church (Hipp.) Baltimore.  
 Foster & Pecky (Empress) Omaha, Neb., 6-8.  
 Foster & Ray (Savoy) San Diego, Cal.; (Hoyt)  
 Long Beach 6-11.  
 Fox & Britt (National) New York.  
 Fox & Conrad (Murray) Richmond, Ind., 2-4.  
 Fox, Eddie & Family (Orpheum) Los Angeles  
 20 Feb. 11.  
 Franchini Bros. (Hipp.) Baltimore.  
 Francis, Margaret & Co. (Bijou) Birmingham,  
 Ala., 2-4; (Royal) New York.  
 Franklin & Vincent (Palace) Rockford, Ill.,  
 2-4.  
 Frazer & Vance (Palace) Springfield, Mass.,  
 2-4.  
 Frazer, Enos (Franklin) New York.  
 Friedland, Anatol (Flatbush) Brooklyn.  
 Friend & Downing (Loew) Montreal.  
 Frizanza, Trixie (Orpheum) Champaign, Ill.,  
 2-4; (Orpheum) Peoria 6-8.  
 Frink, Charles (New Mars) La Fayette, Ind.  
 Frisco, Sig. & Co. (Lyric) Hamilton, Can.  
 Frisk, Hector & Tophin (Orpheum) Sioux Falls,  
 S. D., 6-8.  
 Fulton, James & Co. (Novelty) Topeka, Kan.,  
 2-4; (Palace) Rockford, Ill., 6-8.  
 Fulton & Burt (Pantages) San Francisco 6-11.  
 Furman & Fairman (Avenue B) New York.  
 Gaby, Frank (Alhambra) New York.  
 Gallagher & Shean (Keith) Syracuse, N. Y.  
 Galletti's Monks (Orpheum) Omaha, Neb.; (Or-  
 pheum) Kansas City 6-11.  
 Garenetti Bros. (Orpheum) Portland, Ore.;  
 (Orpheum) San Francisco 6-11.  
 Gardner & Ambrey (Jole) Ft. Smith, Ark., 2-4;  
 (Columbia) St. Louis 6-8; (Grand) Centralia  
 9-11.  
 Gantier Bros. (Hipp.) Terre Haute, Ind., 2-4.  
 Gantier's Bricklayers (Majestic) Milwaukee;  
 (State-Lake) Chicago 6-11.  
 Gaston, Wm. (Orpheum) San Francisco; (Or-  
 pheum) Oakland 6-11.  
 Geiger, John (Empress) Chicago 2-4.  
 Cells, The (Orpheum) St. Louis; (Orpheum)  
 Memphis 6-11.  
 Gerard, Chas., Co. (Empress) St. Louis; (Pan-  
 tages) Memphis 6-11.  
 Gerber, Billy, Revue (Erber) E. St. Louis, Ill.,  
 2-4.  
 Getting It Over (Princess) San Antonio, Tex.  
 Gibbs, Chas. (National) New York.  
 Gibson & Connell (Hipp.) Youngstown, O.  
 Gibson & Betty (Rialto) Racine, Wis., 2-4;  
 (Palace) Rockford, Ill., 6-8.  
 Gilbert, Harry (McVicker) Chicago.  
 Gilbert, L. Wolfe, & Co. (Metropolitan) Cleve-  
 land.  
 Gillon & Muleahy (Franklin) New York.  
 Gilmore, Ethel, & Co. (Avenue B) New York.  
 Gluzars, Ed. & Co. (Broadway) Springfield,  
 Mass.  
 Girls of Altitude (Keith) Dayton, O., 2-4.  
 Glasgow Maid (Pantages) Los Angeles; (Sav-  
 oy) San Diego 6-11.  
 Glason, Billy (Maryland) Baltimore.  
 Glocker, Charles & Anna (Majestic) Dubuque,  
 Ia., 6-8.  
 Goetz & Duffy (Loew) Ottawa, Can.  
 Golden Bid (Broadway) Springfield, Mass.  
 Golden, Claude (Orpheum) Denver; (Orpheum)  
 Lincoln, Neb., 6-11.  
 Goldie & Ward (Greely Sq.) New York.  
 Goldie, Jack (Poll) Wilkes-Barre, Pa., 2-4.  
 Golden, Horace (Alhambra) New York.  
 Good Night, Nurse (Pantages) Butte, Mont.,  
 4-7.  
 Gordon & Delmar (Tuxedo) Detroit 2-4.  
 Gordon & Gordon (Electric) St. Joseph, Mo.,  
 2-4; (Globe) Kansas City 6-8; (Novelty) To-  
 peka, Kan., 9-11.  
 Gordon & Day (Mary Anderson) Louisville.  
 Gordon & Ford (Orpheum) Calgary, Can.; (Or-  
 pheum) Vancouver 6-11.  
 Gordon, Kitty (Orpheum) Kansas City; (Or-  
 pheum) Sioux City, Ia., 6-8.  
 Gordon & Healy (Palace) Brooklyn.  
 Gordone, Noble (Orpheum) Des Moines, Ia.;  
 (Palace) Chicago 6-11.  
 Gould, Rita, & Co. (Orpheum) Quincy, Ill., 2-4;  
 (Majestic) Springfield 6-8; (Empress) Chicago  
 9-11.  
 Gould, Venita (Temple) Detroit.  
 Grance, Jean (State-Lake) Chicago; (Orpheum)  
 St. Louis 6-11.  
 Grannon, Ida (Huntington) Huntington, Ind.,  
 2-4.  
 Gray, Fred, Trio (Loew) Hamilton, Can.  
 Gray, Ann (Orpheum) Winnipeg, Can.; (Or-  
 pheum) Edmonton 6-8; (Orpheum) Calgary  
 9-11.  
 Great Leon Co. (Keith) Boston.  
 Green, Hazel, & Band (Lincoln St.) New York.  
 Green & Parker (Orpheum) Omaha, Neb.;  
 (Orpheum) Des Moines, Ia., 6-11.  
 Greene, Gene (Hipp.) Cleveland.  
 Greenwich Villagers (Orpheum) Tulsa, Ok., 6-8.  
 Grubbill & Fisher (Loew) Holyoke, Mass.  
 Guilloni Trio (Loew) Windsor, Can.

Millership & Gerard (Orpheum) Kansas City. Milla & Miller (Warwick) Brooklyn. Milo & Blum (Colonial) Detroit.

Patricola & Delroy (Orpheum) Vancouver, Can.; (Moore) Seattle 6-11. Paula, Margaret (Far Rockaway) Brooklyn.

Samuels, Ashar, & Co. (Rialto) Chicago. Samuels, Rae (Keith) Boston. Santos & Hayes (Orpheum) Lincoln, Neb.;

Tracy, Palmer & Tracy (Empress) Omaha, Neb., 2-4. Tracy & McBride (Hipp.) Youngstown, O.

WALTER NEWMAN

IN "PROFITEERING." Playing Keith's World's Best Vaudeville. DIRECTION WM. S. HENNESSY.

Newman, Walter, & Co., in Profiteering (Bushwick) Brooklyn; (Riverside) New York 6-11. Night Boat (Savoy) San Diego, Cal.; (Hoyt) Long Beach 6-11.

Rhode & Crampton (Lyric) Cincinnati. Rhoads & Lamont (Orpheum) Champaign, Ill., 2-4; (Rialto) St. Louis 6-11.

Stedman, Al & F. (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 11. Steel John (Capital) Hartford, Conn., 2-4.

West & Van Sicken (Gordon) Middletown, O., 2-4. Weston & Elaine (Orpheum) Boston. Weston, Celia, & Co. (Majestic) San Antonio, Tex.

WALTER STANTON

Now playing Vaudeville in his CHANTEUR COMEDY ACT (Giant Rooster). Care Billboard, Chicago, Illinois.

Stedman, Al & F. (Orpheum) Lincoln, Neb.; (Orpheum) Omaha 11. Steel John (Capital) Hartford, Conn., 2-4.

Look at the Hotel Directory in this issue. Just the kind of a hotel you want may be listed.



AT LIBERTY AND WANT SITUATION ADVERTISEMENTS

Acrobats

2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY—Good, reliable Ground Tumbler would like to join three-man acrobatic act, or to partner that knows the business. Address J. MOYNE, 213 E. Monroe St., South Bend, Indiana.

Agents and Managers

2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AGENT—Wildcat or route; close contractor; use the brush, been with the smallest and the largest, the worst and the best, Overland or R. R. Well known in the coal and iron towns of Pennsylvania, Ohio and Virginia. JAMES GRIMSLEY, 217 N. Cherokee, Muskogee, Oklahoma.

AT LIBERTY—Working Agent; route and book; experience with all kinds. Go anywhere. Wagon shows considered. Answer by mail only. GEORGE CHANDLER, 2416 4th St., Chester, Pennsylvania.

AT LIBERTY—Agent desires connection with recognized week-end tent attraction season 1922. Address C. E. EHRMAN, care Billboard, Cincinnati, Ohio. febl

AT LIBERTY—Advance Agent. Years of experience. Sobriety, reliable. Salary four limits. FRED J. NEWELL, Suite 211, 206 Mass. Ave., Boston, Mass.

Bands and Orchestras

2c WORD, CASH (First Line Large Black Type) 1c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

A-1 Six-Piece Dance Orchestra, now working contract, wish change in location for summer or permanent engagement. Extraordinary musicians, fine team work and gentlemen. Well known in its present locality by its work and name. Will draw you good business. Managers of first-class hotels and resorts get in touch with me immediately. Address MANAGER OF BIG SIX, care Billboard, Cincinnati, Ohio. x

Six-Piece Dance Orchestra at Liberty April 2nd for resorts, hotel, dance hall or anything reliable. Go anywhere. All union and gentlemen. Write CHAS. R. LEE, 1618 N. 22nd St., Richmond, Virginia.

The Snappiest Dance Orchestra in the business would like to locate a steady engagement in cabaret, hotel or dance hall. Write or wire PEP. BARNARD, 1836 E. Huntingdon St., Philadelphia, Pennsylvania.

AT LIBERTY MARCH 1—SEVEN-PIECE ORCHESTRA, featuring sax. quartet. O. LUCKO, 2047 Gilbert Ave., Cincinnati, Ohio.

HUNGARIAN NOVELTY ORCHESTRA—FIVE men. Cimbalom, 1st and 2nd violin; clarinet double sax. and bass, desires engagement in cafe or hotel; can also furnish an act of vaudeville; all federation. FERDINAND, BERKY, 1823 W. 34th Place, Chicago.

ORCHESTRA LEADER AT LIBERTY—VIOLINIST. Fine library for pictures. Can set the music to the picture properly. First-class engagements only. Lead with baton or violin. Guarantee to give entire satisfaction. Union. A. C. MARSHALL, 129 E. High St., Lexington, Kentucky. x

CLARE MOORE'S NOVELTY DANCE ORCH., Cincinnati, Ohio; five union men; will accept highest bid from reliable managers for permanent engagement at winter resort or dance hall; now on tour; pronounced the best dance orchestra that ever played in over one hundred cities in Iowa, Wisconsin and Illinois. Not an acrobatic jazz band, but a snappy, legitimate combination, consisting of Violin, Piano, Banjo, Saxophone and Drums, featuring soft syncopation. Will immediately engage an orchestra that will reflect credit on your place of business. All young, clean-cut musicians. 1914 salaries not considered. CLARE MOORE, 515 Walnut Ave., Elgin, Illinois.

DANCE ORCHESTRA—For summer resort, hotel, pavilion, etc. All young men, neat appearing, capable musicians. Have repertoire of best dance numbers, also library of standard and popular music for hotel concert. Five or more pieces. Union. Contract now for summer season. Address VIOLINIST, 515 Sixth St., Ames, Iowa.

Billposters

2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY—AA BILLPOSTER; EXPERIENCED; sober and reliable; understand construction; capable of taking charge; references. Address A. C. WEST, 406 West Fifth St., Pittsburg, Kansas. febl8

Burlesque & Musical Comedy 2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

STRAIGHT MAN—AGE 30; HEIGHT 5-11; weight 155 lbs.; baritone singing voice; whistling specialty; excellent appearance; A-1 modern wardrobe; experienced; at-home ad lib. or script; join receipt ticket. RAYMOND LOUQUE, Gen. Del., Lykens, Pennsylvania.

CLASSIFIED ADVERTISEMENTS

A Market Place for Buyer and Seller, and Want Ad Department FORMS CLOSE THURSDAY 6 P. M.

RATES PER WORD

SET IN 5-PT. TYPE WITHOUT DISPLAY. NO CUTS. NO BORDERS. AND FIRST LINE LARGE TYPE.

WE DO NOT PLACE CHARGES FOR ADS IN THE CLASSIFIED COLUMNS UPON OUR BOOKS. NO BILLS RENDERED.

CASH MUST ACCOMPANY THE COPY.

NO AD ACCEPTED FOR LESS THAN 25 CENTS.

Table with 4 columns: Ad Type, First Line in Small Type, First Line in Large Type, Rate Per Word. Includes categories like Acts, Songs and Parodies, Agents and Solicitors, Animals, Birds and Pets, etc.

MOVING PICTURE CLASSIFIED ADVERTISING RATES.

Table with 4 columns: Ad Type, First Line in Small Type, First Line in Large Type, Rate Per Word. Includes categories like Calculum Lights, Films for Sale, Moving Picture Accessories, etc.

AT LIBERTY CLASSIFIED ADVERTISING RATES, OPEN ONLY TO PROFESSIONAL PEOPLE.

Advertisements sent by telegraph will not be inserted unless money is wired with copy.

THE BILLBOARD PUB. CO., 25-27 Opera Place, Cincinnati, Ohio.

YOUNG MAN; age, 21; height, 5 ft. 8; neat appearance always; photo on request. Address FRANK STANTON, 13 Trenton Street, Lawrence, Mass. febl

Circus and Carnival

2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

Peyrani's Dog and Bird Act at Liberty for Carnivals. A novelty act. Two acts. Address Union Park, Maplewood, New Jersey.

AT LIBERTY—YOUNG'S FOX TERRIERS, FOR small circus or vaudeville show playing Ohio, Pennsylvania, Indiana. H. F. YOUNG, 310 N. Spring St., Londonville, Ohio.

AT LIBERTY FOR SEASON 1922—Candy Butcher, Concession Worker, or utility work with show. I do no stake driving or heavy lifting. CHARLES, care Billboard, Cincinnati.

TRICK CYCLIST, Unicyclist; single act; also have picture machine and 15 reels mixed pictures. Wants on troupe, show or partner. C. WHITTINGTON, Anderson, South Carolina.

WESLEY LA PEARL—With three big snakes; best wardrobe. Also Oriental dancing. Circus or carnival. Address Chalmette Hotel, New Orleans, La. febl

Classical Dancing

2c WORD, CASH (First Line Large Black Type) 1c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

Bubbles Phillon, in Classical Dancing, open for engagements in and around Pittsburg. Permanent address, Anderson Hotel, Pittsburg, Pennsylvania. mar11

Colored Performers

2c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

AT LIBERTY—A-1 TRIO (COLORED). VIOLIN, piano, drums with xylophone, for permanent position in vaudeville or picture house; thoroughly experienced; sight readers; large repertoire. Violinist and pianist will accept position without drummer if so desired. ORCHESTRAL LEADER, 811 N. Third St., Richmond, Virginia. febl25

COLORED JAZZ BAND AND PLANT. SHOW—4 comedians, 2 girls, straight man, carnival, med. show and circus write. Join at once. Tickets? Yes. BOB JOHNSON, 309 South Ferrard St., Charlotte, North Carolina.

Dramatic Artists

2c WORD, CASH (First Line Large Black Type) 1c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

At Liberty—The Original LOUIS R. GORDON, Character Comedian, 929 North 28th St., Philadelphia, Pa. x

At Liberty—Rep. or Stock—The Stengers. Louie—Character, gen. bus., eccentric dancing specialties; Equity. Verna—Ingenuities, piano; A. F. of M.; can join at once. LOUIS STENGER, Yates City, Illinois.

Tab. and Medicine Performers

at liberty account of show closing. VIG—VERNON—MARGARET, Vic: Producing comedian, rube, B. F., allyly kid, eccentric, 200 scripts, wardrobe. Age, 30; 5-10, 150. Margaret: Lead numbers, ingenuities, light characters; good wardrobe. Age, 21; 5-7, 125. Single and double specialties. Change strong for week. Tickets? Yes, for long jump; otherwise, no. Salary in keeping with times. Address 44 Formwalt St., Atlanta, Georgia.

AT LIBERTY—FORD AND FORD; IRISH AND B. P. specialties. Acts. Lady pianist; change for week. Joe Bills, write. FORD AND FORD, Middleburg, Pennsylvania.

AT LIBERTY—CARL FLEMING; CHAR-acters, heavier, gen. bus. Maude Rinaldo, second or gen. bus.; ingenuities type; specialties; all essentials. Join at once, single or joint. Keosauqua, Iowa.

AT LIBERTY—SCENIC ARTIST, WITH TEN years stock experience; first-class work and lots of it; play responsible parts; reasonable salary; unreliable managers avoid danger—don't answer. R. E. THOMPSON, 343 Cedar St., Hartford, Wisconsin.

AT LIBERTY FOR SECOND BUSINESS, heavier characters, stock, repertoire or one piece. Age, 30; 5 ft., 9 in.; 150 lbs.; Equity. Address ROBERT HANZLIK, 11 West Summit, St. Paul, Minnesota. febl

LEADING MAN—AGE 30; HEIGHT 5-11; Weight 155 lbs.; excellent appearance; A-1 modern wardrobe; experienced and reliable; singing specialty if desired; prefer stock or reliable repertoire; join receipt ticket; Equity. JAMES ELSMERE, Gen. Del., Allentown, Pennsylvania.

BAND ACTOR AT LIBERTY—Small parts. Have wardrobe. Play legitima and jazz cornet in orchestra; lead band if required. Have music. Address FRED ROBERTS, 219 So. First, Ponca City, Oklahoma.

GEN. BUS. MAN AND INGENUE, at present engaged in stock, would like to join rep that will go under canvas in the spring. Ohio territory preferred. FRANK ANTON, Meyersstown, Ohio.

Miscellaneous

2c WORD, CASH (First Line Large Black Type) 1c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

At Liberty—Experienced Med. Lecturer. All essentials. LECTURER, Billboard, Chicago. febl8

Young Man, Age 19, Would like to join a first-class stock, road or vaudeville company. Very ambitious. ERNEST MOREY, 20 Morgan Place, North Arlington, New Jersey.

DETECTIVE—AUTHORIZED, CONFIDENTIAL investigations, anywhere; shadowing; day's pay. Address DETECTIVE W. W., care Billboard, New York City. febl1

WANTED POSITION AS RIDING DEVICE man; 14 years' experience; can give reference for same. BOB GRUVER, 219 Hester Ave., Alliance, Ohio.

M. P. Operators

2c WORD, CASH (First Line Large Black Type) 1c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

At Liberty—Reliable Operator. Single, age 22, but desires permanent position. Handle any equipment. References. Write or wire. State salary. GENE HAYES, 524 West 3d St., Sedalia, Missouri.

At Liberty—Operator and Electrician. Can handle any equipment. Long experience. Nonunion. Small town preferred. Wife, A-1 picture pianist. State all in first letter. Best references. Address OPERATOR, 1359 E. 86th St., Cleveland, Ohio.

A-1 M. P. OPERATOR—An expert on all make machines; also the electrical end; married; best of references. FRED T. WALKER, 1023 N. La Salle St., Chicago, Illinois. febl

A-NO. 1 FULLY QUALIFIED OPERATOR—Reliable; eleven years' experience, all type machines. References? Yes. Appreciate any offer anywhere. Write, wire OPERATOR, 2110-A College Ave., St. Louis, Mo.

EXPERIENCED NONUNION MOTION PICTURE Operator wants position; married; permanent; any location. BOX 178, Wabash, Indiana.

MOTION PICTURE OPERATOR wants steady job at once. Six years' experience with all makes of machines. State everything in first letter. Nonunion. Write or wire H. A. POPE, care Spad Theatre, Dierks, Arkansas. febl

1922 Billboard Spring Special

A STARTER FOR SUMMER BUSINESS THRU THE CLASSIFIED COLUMNS

The Outdoor Show World clientele look forward to the Spring Special Number of The Billboard as their mentor and adviser. They read it because the many display and classified ads and special articles signify the great possibilities for business in the show world.

100,000 EDITION

backed up by a classified department that is the market place for buyer and seller.

DON'T FORGET THE DATE

The small ad forms close earlier than do those for display ads. The Last Classified Ad Forms Close

THURSDAY, 6 P. M., MARCH 9

To avoid any delay in publishing your ad send a remittance with copy. Regular rates.

THE BILLBOARD PUB. CO., Cincinnati.



OPERATOR—Permanent, reliable man, at liberty; lo- cate anywhere; will get the picture. Write or write FRANK J. MCINCHOW, Jefferson St., Marion, Ohio.

OPERATOR—6 years; not afraid of work; handle any equipment; do all repairs. Mechanical and electrical? Yes. Reference? Yes. Will travel. Prefer permanent. Wife. Ticket Seller. FRANK BOWMAN, R. 4, Box 165, Punksawney, Pennsylvania.

PICTURE OPERATOR wants job; have had 5 years' experience and can handle any make of equipment; reliable, and will devote time to manager's interest. Employed at present, but desires to change. H. A. GARNETT, Victory Theatre, Clarendon, Arkansas.

Musicians

WORD, CASH (First Line Large Black Type) WORD, CASH (First Line and Name Black Type) WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

A-1 Capable Violin Leader for vaudeville house. Years of experience. Union. JOE LEWIS, 515 Sixth St., Ames, Iowa.

A-1 Cellist at Liberty—Union. Pictures of concert orchestra where real music is played under a competent director. Permanent engagement and location desired. LOUIS METZ, Watertown, New York.

A-1 Orchestra Leader-Violinist desires engagement in picture theatre featuring best music and artistic film presentations. Conductor of wide reputation. Finest reference. Immense library. Go anywhere. FRED STARK, 147 West 117th St., New York City.

A-1 Trumpet for Hotel, Resort, Movie or Dance Orchestra. Experienced all lines. Union. Young. No boozers. Toured Orpheum Circuit with Nat. Nazario, Jr., and Band. Also experienced singer. Only reliable, permanent positions considered. State best salary. Guarantee can deliver. Reference gladly furnished. Prefer South. O. S. FRENCH, 144 North Third St., Apt. 3, Memphis, Tennessee.

A-1 Violin Leader—Married. A. F. of M. and library. Prefer feature pictures where proper musical setting is desired. Don't write. Address FEATURE VIOLIN LEADER, care Billboard, Cincinnati.

A Real Drummer—Have Been with the best dance orchestras in South. Young, neat appearance on and off. Have taxidermy and can cut the stuff. Prefer dance orchestra or musical comedy. Willing for try-out on my own expenses. Wire or write. BOYD GASQUE, Rockingham, North Carolina.

At Liberty—A-1 Banjoist. Read, fake. Go anywhere. Positively A-1. Double other instruments. State your salary. BANJOIST, Detroit Hotel, St. Petersburg, Fla.

At Liberty—A-1 Cornet. 12 years' experience. Pictures and vaudeville. Union. Join on wire. Address A. B. C., care Billboard, Cincinnati, Ohio.

At Liberty—A-1 Trap Drummer. Four years' experience band and orchestra. Would prefer some jazz orchestra. Best references. LEONARD GOFF, Box 72, Cisma Park, Illinois.

At Liberty—Cellist. Thoroughly experienced and capable. Address VIOLONCELLO, B. B. Pub. Co., Cincinnati, O.

At Liberty—Experienced Union Violinist. Vaudeville or pictures. Address D. SALAZAR, 317 W. 13th St., Kansas City, Missouri.

At Liberty—First-Class Flageolet and Drum Player. Address GEORGE PAUL, 623 East 13th St., Kansas City, Mo.

At Liberty—Flute and Piccolo Player. A-1. A. F. of M. Vaudeville, pictures, hotel, etc. KNIGHT, 155 Rebecca St., Hamilton, Ontario.

At Liberty—Saxophone Player. doubling clarinet, and Banjo Player. doubling violin, for theatre or dance. Will travel or locate anywhere. Address MUSICIAN, Sebastian Hotel, Fort Smith, Arkansas.

At Liberty—Violin Leader or side man. Vaudeville or pictures. Experienced. Complete library for pictures. Married. Wish to locate. Ohio cities preferred. Can accept two weeks after notification. Address VIOLINIST, 703 Broadway, Piqua, Ohio.

At Liberty, Violinist—Am Contracted till April 15, 1922. South preferred. JAS. GASKILL, 71 Society St., Charleston, South Carolina.

Bass and Tuba at Liberty Feb. 4. House cutting orchestra. Experienced. Road shows, vaudeville, pictures. Union. Address EDW. H. GRUZARD, Gen. Del. Richmond, Virginia. Wires, care Colonial Theatre.

Clarinetist, Double Tenor Saxophone, at Liberty. Experienced all lines. Union. Address CLARINETIST, 68 Church St., Norwich, Connecticut.

Clarinet, Doubling Saxophone, to locate in good California town and work at my trade—painter, paper hanger and interior decorator. Good at born music and trade. Twenty years' experience. W. J., care Billboard, Cincinnati. feb11

Clarinet (Experienced, Union) at liberty. H. W. SHACKELFORD, Allen, Nebraska. feb18

Cornet; Double Stage. Wire FRED ROBERTS, Ponca City, Oklahoma.

Cornetist and Trap Drummer. Experienced all lines. Permanent position together anywhere. Marimba; fine outfit. We play the part, not fake it. Address A. K. W., 26 Oak St., Batavia, New York. feb4

Dance Drummer at Liberty To join fast dance combination; nolon; thoroughly experienced; young, neat appearance; no crab, bum or boozers; state all in first, but please don't misrepresent; can join on wire; all correspondence answered promptly; wire or write. JOHNNY HARVEY, care Texas Apartments, El Paso, Texas. feb11

Dance Drum Artist—Union. As good as the best, better than the rest. Wants to connect with dance or cabaret orchestra. Age, 21; neat, congenial. Salary your limit. Worked largest cabarets, using reviews, and fastest banda in country. Managers write or wire. Address DRUMMER K, care Billboard, Cincinnati.

Drummer, with Tympani, Bells, Xylophone. Full line traps. Experienced all lines. Reliable, slight reader, young, union, married. Must be permanent. At liberty Jan. 28 on account theatre closing. Address DRUMMER, Box 72, Parsons, Kansas.

Experienced Theatre Cornetist at liberty. Wire FRED ROBERTS, Ponca City, Oklahoma.

Trombone—Experienced in All lines. Union. Prefer theatre work. JESS STOKESBURY, Charlton, Iowa. feb11

Trombonist—Theatre Orchestra only. Union. F. SOUTH, 137 Sixth Ave., N., Nashville, Tennessee.

Trumpet—Union. Young Man. Experienced in first-class theatres. CORNETIST, care Billboard, Kansas City, Missouri.

Violinist at Liberty—Leader or subordinate. Large library of music suitable for any engagement. Double saxophone. Go anywhere. Union. VIOLINIST, Gen. Del., Hot Springs, Arkansas.

Violin Leader at Liberty for pictures only. Good library and know the business. Union. Reliable. Wire or write G. C. MacQUEEN, Orpheum Theatre, Quincy, Illinois.

A-1 CLARINETIST AT LIBERTY—THOROLY experienced in all theatre work; positively will deliver the goods; age 30 years; member A. F. of M.; all offers considered. CLARINETIST, care Mrs. Coleman, 48 Thirteenth St., Wheeling, West Virginia.

A-1 CLARINETIST, EXPERIENCED IN ALL lines, desires position in good steady orchestra. Free for the first time in six years on account of closing theatre. Leaders who are looking for a clarinetist who can deliver the goods write to ERNEST WILDER, 303 South Clark St., Moberly, Missouri. feb4

A-1 VIOLINIST AT LIBERTY—YOUNG; EXPERIENCED; union; prefer picture house, but all jobs considered. D. E. CHARLES, Gen. Del., Hill, New Hampshire.

ALTO SAXOPHONE—UNION; EXPERIENCED in all lines (violin or cello parts); can leave on one week's notice; no distant engagement considered; double clarinet. SAXOPHONIST, care Billboard, New York City.

DRUMMER—THEATER OR DANCE; THOROLY experienced; slight reader; A-1 taker; good tempos, xylophone (three mallets), bells; young, good appearance. DRUMMER, Box 139, Appleton, Wisconsin. feb11

EXPERIENCED CORNETIST AND TRAP drummer desire positions together; real musicians; marimbas, bells; union; prefer theatre, hotel, movie or resort; go anywhere. Address THE NOVELTY PLAYERS, Box 184, Alexander, New York. feb4

FLUTE AND PICCOLO; UNION; EXPERIENCED all lines; desire engagement in good orchestra; will join at once. Address FLUTIST, 110 West Fourth St., Tulsa, Oklahoma.

HAWAIIAN STEEL GUITAR PLAYER—ALSO ukulele, guitar and sings; wife plays ukulele, sing and dance; want immediate engagement; can work with any Hawaiian show; have made phonograph records; salary reasonable; can join on wire; reliable manager only; will need tickets if far. CARL SEVILLE, Nixdorf Hotel, Milwaukee, Wisconsin.

ORGANIST—CUE PICTURES AND PLAY real organ music; am not a piano hash organist; union; age 28; any make real organ. LOUIS CULLING, Kirkwood, Missouri.

ORGANIST—EXPERIENCED AND CAPABLE picture player open for engagement. Can play straight or unified organs; state make and size, hours and top salary; union. Write F. E. BOYANS, General Delivery, Chicago, Ill. feb4

TROMBONIST—WELL EXPERIENCED IN band and orchestra; prefer theatre; union; married. R. J. McPHERSON, 118 N. William St., Newark, Ohio.

TROMBONIST—EXPERIENCED; WISHES position with good dance orchestra or theatre; read, fake. TROMBONE, Apt. E., Wyatt Hotel, Casper, Wyoming.

VIOLINIST DESIRES DANCE ENGAGEMENT; experienced and young; union. JACK SMALL, Room 11, Roland Bldg., Bloomington, Illinois.

WANTED—STEADY ENGAGEMENT BY EXPERIENCED violin leader; prefer mild climate; at liberty March 15; wish to furnish own piano; specialize featuring pictures; good library; hard worker; no objection to small combination; make best offer; stating all in first letter. Address SCHULTZ, 29 James St., Bristol, Virginia.

A-1 DRUMMER—Experienced in all lines; also plays Violin Viola; member A. F. of M. DRUMMER MEINHARDT, 219 W. 21st St., Covington, Kentucky.

A-1 MARIMBA AND DRUMMER, with Tympani and Traps. On marimba play cello parts on selections and overtures and improvise all popular music. Experience for vaudeville, pictures, hotel. Age, 25. Union. Best references. Name top salary. DRUMMER, care Strand Theatre, Evansville, Ind. feb25

A REAL JAZZ DANCE VIOLINIST AT LIBERTY March 1. Go anywhere. Plenty pep, personality and fine appearance. Fifteen years at the job. Age, 23. Nationality, Irish. Desires to locate in medium or small town, Minnesota, Wisconsin preferred. Do any kind of work outside of playing. Make me an offer. THOMAS HUDDLESTON, Violinist, Wabasha, Minnesota. feb11x

AT LIBERTY—String Bass Player; age, 29; two years in my last position; sober, experienced and reliable; will go anywhere but prefer the South; A. F. of M. JOSEPH PLINSKEY, Frankfort, New York. feb4

AT LIBERTY—Drummer; playing drums, tympani, xylophones, bells, etc. About ten years' experience in all-round show business. Union. Sober. Reliable. Any one in need of a good man address ROY TURCONI, 37 School St., Bradford, Pa. feb11

AT LIBERTY—Advance Agent; twenty years' experience; middle aged; acquainted with all territory west of the Mississippi River; A-1 references in regard to getting results, etc. WALTER J. CLARK, care Russell Bros. Ranch, Tankersly, Texas. feb4

AT LIBERTY—A-1 Violinist-Leader, experienced in all branches. Union. Large library of music. Address VIOLINIST, 366 World Bldg., Tulsa, Oklahoma.

AT LIBERTY—Violinist; legitimate, experienced business Violinist; played in Rialto Theatre and Krug Park, of Omaha, Neb., all 1920. Prefer straight M. P. show; small orchestra. Would consider dance or cafe in case show only runs nights. Prefer just afternoon and night playing M. show only, but not too particular. Locate, 25 years' all around experience; A-1 man for conscientious manager; also double Alto. Address GEO. E. RAUSCH, care Gen. Del., Kansas City, Missouri.

AT LIBERTY—Violin Leader or Side Man; capable and reliable; experienced in Orpheum vaudeville, burlesque, musical comedy, tab, and pictures; union. Can furnish other competent Musicians. Distance no object if position permanent. JOE LEWIS, 515 Sixth St., Ames, Iowa.

AT LIBERTY—Lady Organist, picture dramatizer, open for position. A-1. Expert slight reader. Large repertoire classical and popular music. Ten years' experience. JESSIE SAUCHE, 514 Walnut St., Muscatine, Iowa.

AT LIBERTY—A-1 Drummer. Have xylophone and bells and feature them. I play soft syncopated drums or straight, as you like it. Young. Union. Can furnish reference. DRUMMER, Box 3, Guelph, Ont., Can.

Bb TENOR SAXOPHONE—Read and fake. Double on cornet and drums. Address MUSICIAN, 5033 Lake Park Avenue, Chicago.

ENGAGEMENT WANTED—By first-class Drummer, for summer, hotel or picture house; prefer the mountains. Would like to locate in Catskills or Adirondacks. At liberty the first of April. A. F. of M. FRED BOOTE, 75 Cannon St., Poughkeepsie, New York.

Eb TUBA, B. & C.; cello or bass parts in orch.; experienced tromper. Don't ask my lowest. Write. State salary. BERT POTTER, Harper, Kansas.

BE PROUD OF MUSIC
There are perhaps hundreds of people who have received musical instruments for Christmas gifts, and, not being familiar with the depths of music, are somewhat reluctant to discuss the subject. Maybe they show slight traces of shame, seeming to feel that there is something effeminate about music, something which makes it an unfit subject for conversation between serious persons.

Experienced Violinist and Cellist. Cellist doubles on bass-viol and tuba. High-class library. Pictures preferred. "CELIST," 222 Walnut St., Cedar Falls, Iowa.

First-Class Cornetist at Liberty—Twenty-five years' experience playing vaudeville, comic opera and pictures. Excellent tone. A. F. of M. Sober, reliable, married. Permanent theatre engagement only. Address ARTISTIC CORNETIST, care Billboard, Cincinnati. feb4

Harpist—Experienced Man, in theatre orchestra. Address HARPIST, Billboard, Cincinnati. feb4

Organist—Experienced Theatre and concert musician. Young man. Steady. Reliable. E. A. C., care Billboard, Cincinnati. feb4

Organist Desires Immediate engagement in first-class theatre. Thorough musician. Expert experienced picture player. Splendid library. State hours, organ make and size and top salary. Wire or write ARTHUR EDWARD JONES, Box 194, Portsmouth, Va.

Saxophonist at Liberty—Doubles clarinet and violin. Read, fake or transpose anything. Concert or jazz. Go anywhere. Union. J. R. ARNOLD, Gen. Del., Hot Springs, Arkansas.

String Bass at Liberty—Experienced vaudeville and pictures. E. W. MURPHY, Cumberland Hotel, Knoxville, Tenn.

Theatre Clarinetist—Open for immediate engagement. Competent and reliable. Union. J. J. TEATS, 608 S. Grand Ave., Lansing, Michigan. x

AT LIBERTY—STRING BASS; EXPERIENCED in all lines; A. F. of M. P. BRUEGMANN, 2806 Eden Ave., Cincinnati, Ohio.

AT LIBERTY—FIRST-CLASS VIOLINIST. double sax. and banjo; tab. show, pictures or dance, etc.; big library orchestra and band music; wife can work in chorus and play sax. in hand. BARRETT, Musical Director, 50 Main St., East Orange, New Jersey. feb11

AT LIBERTY—VIOLINIST LEADER; THEATRE or dance. Large library; married; union; best references. Write or wire LOUIS MOLLOY, 528 E. 14th St., Sioux Falls, S. D.

AT LIBERTY—FLUTE, PICCOLO FOR CONCERT, picture house or first-class hotel engagement. State all. Young. If too far, ticket. Union. American citizen. C. J. KINAMAN, 50 Jackson St., W. Hamilton, Ontario.

AT LIBERTY—EXPERIENCED TROMBONE or baritone; circus, concert band or dramatic show. ROBERT DALZIEL, Hall Theatre, Columbia, Missouri.

AT LIBERTY—THE MUSICAL MASTERS. Violin and baritone, piano and cornet; feature musical act; troupe or locate; go anywhere. Address BOX 171, Burlington, N. C. feb11

AT LIBERTY—A-1 VIOLIN LEADER; DOUBLE trumpet; lead hand in an emergency; up in standard overtures; troupe only. D. E. BRYANT, 4150 A West Florissant, St. Louis, Missouri. feb11

BUSINESS VIOLINIST AT LIBERTY FEB. 15th—Experienced vaudeville, picture, dance, theatrical, leader or side; middle age; married; absolutely reliable; can manage theatre. C. B. ACKLEY, 700 West 53d St., Los Angeles, Cal.

FLUTIST AT LIBERTY—EXPERIENCED in all lines. Guarantee satisfaction. H. M. DUESLER, Ashland, Kentucky. feb18

In Answering Classified Ads, Please Mention The Billboard.

(Continued on page 56)

E SAXOPHONE, for Dance Orchestra or Band. Lots of pep. Can memorize and double violin. Not union. ALFRED W. ZELLERS, JR., 118 11th St., Jeannette, Pennsylvania.

EXCELLENT FLUTE, thoroughly experienced, wishes permanent position; union; fine reader and strictly reliable. Address MUSICIAN, 318 Gate St., Logansport, Indiana.

FLUTE AND PICCOLO—Well schooled, but has not had much experience. Wants engagement at once. Union. Would prefer picture show work. W.M. J. SMYTH, 3535 Pine St., St. Louis, Missouri.

ORCHESTRA LEADER (VIOLINIST) AT LIBERTY—A. F. of M.; experienced; reliable; married; good library; picture house preferred. E. C. PARKER, 306 Rawdon St., Bradford, Ontario, Canada.

VIOLIN LEADER—At present employed, desires a change; pictures only; fine library; cue any kind of picture; thorough, understands my business; strictly reliable. Anxious to get in touch with a manager whose patronage demands the better class of music and correctly cued pictures. To such salary would not be the first consideration. Have a fine tone and truly a box-office attraction. Must be year-round position. Please write, stating all particulars. Address COMPETENT VIOLIN LEADER, care Billboard, Cincinnati, Ohio. feb11

VIOLIN LEADER—Young man with good library. For movies or road shows. Go anywhere. Write or wire J. ANGLINO, 731 Island Ave., Milwaukee, Wisconsin. feb25

Parks and Fairs

3c WORD, CASH (First Line Large Black Type) 3c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

Exhibition Aviators!—Young man with light wing walking experience desires to connect with company or aviator as change plane and wing walker. RAY FIELDS, 134 N. Hancock St., Madison, Wisconsin. feb4

Wanted To Locate at a Large seven-day park during the summer with finest outfits in the East for a Pony Track. Have 22 complete goat teams, 10 beautiful Shetland ponies and 10 handsome donkeys. Would like to locate all at one park, or can divide with two or three parks. Have sober, reliable help, and will guarantee that business will be conducted as it should be. Also would like to locate at a winter resort during February, March April. JOHN S. PAINE, Franklin, Mass. feb11

AT LIBERTY FOR INDOOR CIRCUS, BAZARS or indoor celebrations of any kind, the Parentos, lady and gent; three high-class circus acts, sensational high ladder and table act, clown comedy acrobatic table act, single flying trapeze act, three good platform acts; wardrobe and apparatus the best money can buy; at the big Mardi Gras and Country Fair at Washington, Pa., Feb. 6-11. Address THE PARENTOS, Washington, Pennsylvania.

Piano Players

3c WORD, CASH (First Line Large Black Type) 3c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

A-1 (Male) Piano Player at Liberty Jan. 30 for vaudeville act, movie or dance work. Read, fake, memorize, versatile, soloist, accompanist. Age, 28. FRANK SMITH, care Mitchell, Far Hills, New Jersey. x

At Liberty—Lady Pianist; double cello. Prefer boat show. Can join on wire. Half ticket if far. SHIRLEY BOOKS, Arcade, Miami Beach, Florida. x

At Liberty—Dance Pianist. Experienced; young and peppy; good dresser; will locate or travel. WENDELL MALEK, PIANIST, Bonair, Iowa.

Experienced A. F. of M. Pianist at liberty. Address JAMES PHILLIPS, 517 West Sixth St., Beardstown, Illinois. feb4

Experienced Picture Pianist desires situation; piano alone; pictures only; married; would like to locate permanent; large library. JACK PIERCE, Albion, Nebraska.

Piano-Leader—Full Library. Real managers wanting service, ability. First-class theatre. Cue pictures. Must be permanent. References. State hours, salary. Don't misrepresent. Write or wire. PIANIST, Box 319, Nevada, Missouri.

Pianist, for Reliable Dance Orchestra; read, fake, jazz; union; married; come at once; state top salary; ticket if too far. CHAS. BENNETTE, Madison, South Dakota.

AT LIBERTY—EXPERIENCED PIANIST (lady); for pictures, tab. or vaudeville; large library; cue pictures correctly. Address PIANIST, Billboard, Cincinnati. feb5

MALE JAZZ PIANIST DESIRES CONNECTION with snappy dance orchestra; can read or fake; several years experience; neat; congenial. Write PIANIST, Box 202, Wakonda, South Dakota.

PIANIST—YOUNG MAN; VERSATILE SOLOIST—accompanist desires reliable position only, or movie alone with teaching. Address E. D. Box 22, New Wilmington, Pa. feb4

PIANIST AT LIBERTY—YOUNG MAN; LO-cate or travel; reliable and good appearance. Address PIANIST, 310 East Coffee St., Greenville, South Carolina.

PIANO PLAYER—FIRST CLASS; FOR THE-ater; prefer alone; experienced; pictures properly cued; also read jazzy comedies; I read and impro.; some experience on organ; steady; strictly reliable; am now working; want to give two weeks' notice; please state in full. C. VAN COURT, Gen Del., Fort Dodge, Iowa.

UNION PIANO LEADER—AT LIBERTY AC-count musical comedy closing; double on or-gan, any make; thoroly trained and experi-enced musician for road shows, vaudeville and photoplay; troupe or locate; no ticket; join on wire. BOB NOACKLEY, Lebanon, Pa.

A-1 PIANIST—Experienced, desires position in the-atre, alone or with orchestra. Picture work preferred, not out of the States of New York, New Jersey or Pennsylvania. Union man. Also play organ. Best of references. Care D. K., Billboard, Cincinnati, O.

AT LIBERTY—Male Pianist; young. Do you want real professional piano player that can sight read, fake, transpose arrange and knows his business? Con-sider anything. Prefer jazz dance orchestra. Write CORLIES JACKSON, 13 Chestnut St., Gloversville, New York. feb1

CHARLES GAYLOR—Giant Frog. Gymnastic Free Attraction. LEE TOY, Chinese Oriental Acrobatic Equilibrist. Two great free acts for fairs, celebra-tions, etc. Particulars, 3905 17th St., Detroit, Mich. feb3

Singers

3c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

TENOR SINGER—Violinist. Experienced. Emme-rgent for quartets as second tenor only. Thorough experience in hotel and theatre lines. Prefer singing and playing combination. Union. Address T. W., Billboard, Cincinnati.

FEBRUARY

By ELMER J. WALTERS

February is a month when one should speed up—do quick thinking while the new year is yet young. The month itself is short, and birthdays of two celebrated Americans, coming as they do during February, make the months decidedly short in industrial lines.

Showfolk, however, profit by these birthdays, for they are privileged to ask holiday prices and give extra matinees, and the names of both men are sufficiently loved by American people for the latter to willingly contribute individually toward making these days memorable and successful each year.

St. Valentine's Day, originally held among Romans on February 15, in honor of the great god, Pan, and later, during the third century, changed to February 14, after the Bishop of Rome died a martyr, brings further pleasures during the month.

The two birthdays referred to provide new thoughts for people of today.

The final words of George Washington, "I die hard, but am not afraid to go," show the courageous heart of a brave soldier. He proved during his career that firmness, perseverance and calm courage are needed to develop a successful commander. As he brought the war of his time to a successful termination, so may men of this genera-tion, by perseverance and courage, bring about success to themselves—by having the ability and desire to everlastingly stick to it. By thinking success one becomes prudent. The prospector who stakes off his claim is not very apt to strike "pay dirt" unless he digs with determined effort. The first pan he washes may or may not yield special encouragement, but if gold or silver or copper is waiting it will show itself provided the prospector has patience and energy enough to dig deep.

A friend of mine recently was given a prominent appointment to an office with which he long had desired affiliation. When approached by his friends afterwards in compli-mentary spirit they said to him: "Old man, how did you get that appointment? You're certainly lucky."

In referring later to his success this man said to me: "My friends call it luck when as a matter of fact I have been working secretly to obtain my goal for more than a year. I refuse to consider luck as having had anything to do with my appointment."

One has only to read the life of Abraham Lincoln, whose birthday we willingly cele-brate, to prove the possibilities to rise from obscurity under handicaps.

Indeed February is a month in which to put forward one's best effort, either in planning constructive thought or in actual work.

The wood chopper in the logging camp does not fell his tree without some prepara-tion, and his task is not finished until he has rolled up his sleeves, applied the saw and resolved to work industriously until the towering pine selected tumbles over in obedience to his efforts.

Vaudeville Artists

3c WORD, CASH (First Line Large Black Type) 3c WORD, CASH (First Line and Name Black Type) 1c WORD, CASH (Set in Small Type) (No Adv. Less Than 25c)

At Liberty—For Vaudeville, Museum, Store Show, Indoor Bazaar, etc. Prof. Christensen (better known as the Man With 1,000 Eyes). Performing single mindread-ing act. No assistance; work alone. Also lec-turer and private reader if required. Salary, percentage or lighthouse privilege. 100 North 19th St., Philadelphia, Pennsylvania.

At Liberty—Natural Born professional "Whistler and Imitator." Wish to join high-class vaudeville act or musical com-pany. Can deliver the goods. Call, write or wire ticket; also state salary. OWEN L. LAIRD, General Delivery, Logansport, Indiana.

Female Impersonator Desires work on Ky. River show boat. L. GIBSON NOEL, 704 7th St., Carrollton, Kentucky.

Young Man—5 ft., 6 in. Height; age, 20; weight, 133. No professional ex-perience, but ability; of good appearance. Would like to travel with good vaudeville company for expenses. Good talker and strong voice. Photo on request. Write, stating particulars, to H. GREVE, 83 Cedar St., Kitchener, Canada.

A-1 GROUND TUMBLER AT LIBERTY. Would like to hear from some recognized act. I do four routines of back tumbling. FRANK CLAYTON, 4315 Hawk St., San Diego, Cali-fornia. feb18

AT LIBERTY—REAL NOVELTY; FOOT JUG-gling act; single traps, all-in clown; will join at once. WILLIE CLARK, 2802 Broad St., Tuscaloosa, Alabama.

AT LIBERTY—JIMMIE RAY; WANTS TO join A-1 singing and dancing act playing good time; am A-1 straight; am young, but my first home was a Taylor trunk. If you want me write 623 1/2 Hampshire St., Quincy, Illinois.

AT LIBERTY—MED. SHOW SINGING, DAN-cing comedian; act producer. BOB HARRIS, Gen. Del., Washington, D. C.

AT LIBERTY—CHIEF RUNNING ELK, PRIN-cess Beppa; need tickets. Reference, Harry Neal, Waverly, Ohio. Change strong week. Medicine shows. Write Black Creek, New York.

CLASSY FEMALE IMPERSONATOR—PLAY-ing vaudeville and specialties, for musical reviews. EMIL WALTER, 2304 Fifth Ave., Birmingham, Alabama.

AT LIBERTY—MILT ALLEN. White and Blackface; Banjo, Singing and Talking, all acts; straight or comedy; fake piano. Ticket? Yes. Hastings-on-Hudson, New York.

AT LIBERTY SEASON 1922—London Punch and Judy and droll company of Animated Woodheads. An original, unique novelty. Museum, park, circus, exposition. Address PROF. CANDLER, R. 2, North Avenue, Mt. Clemens, Michigan.

LIBERTY—First-class Comedian. Put on acts. All kinds of specialties. Good singer. Swell dancer. Play solo cornet, banjo, violin, saxophone. BILLY WILSON, Danbury, Connecticut.

ACTS, SKETCHES, MONOLOGUES and Special Songs written to order. Original, exclusive material guar-anteed. Reasonable prices. J. C. BRADLEY, 110 King St., New York. feb11

ACTS, SKETCHES, MONOLOGUES to order. NAT GELLEN, 534 E. 174th St., Bronx, New York.

ACTS, SONGS MUSIC to order. LOUIS LABLANO, 186 Plumer, Toledo, Ohio.

ACTS UPON ACTS, and yet more acts: "Boob and Gag" rhymed; Act for Man and Dumbell Dearth; Act for Bum and Cata Eater; Tramp Monolog; each 25c. Big Book \$1.00. NEW YORK TREND, Box 79, Times Square, New York.

ABSOLUTELY ORIGINAL PIANOLOGUE—Beautiful Belinda, thrilling story. Burlesque piano accom-paniment suggested. Twittering birds, heroine's sighs, storm, duel. \$1.25. WALTER BEN HARE, Spring-Field, Missouri. feb25

A LAUGH IS WORTH \$1,000—Get the Little Wit Stick for 200 brand new laugs, monologues, gags and other material. Price, 50c, and worth \$50. WIT STICK PUB. CO., (105) 1557 Broadway, New York.

ARE YOU LOOKING for a real Act with punch and originality? You can get it from PORNS THE-ATRICAL SUPPLY CO., Box 1912, Boston, Mass. feb11

BEAT ME!—Just send me a one dollar bill and get my own original fifteen-minute laughing, side-splitting Act, single or double, and three roaring, applause-getting Parodies on "I Ain't Nobody's Dar-ling," "Peggy O'Neil" and "Leave Me With a Smile." Written especially for Jew, Irish, Sillly Kid and Blackface Comedians (state character). Every Act and Parody written differently. Positively no act like. IRA BLUM, 611 Tasker St., Philadel-phia. feb1

BLACKFACE ACT—Two males. Absolutely new, \$1. BALPH SIMISTER, 2239 Van Buren, Ogden, Utah.

CHARLES HORWITZ, most successful vaudeville writer. Offers samples best work: Sketches, \$2; Monologues, \$1; Duologues, \$1; Recitations and Comedian's Act, \$2 each; \$5 for all. BILLY STEVENS, Thir-tenth Avenue, Mount Vernon, New York.

COMPETITION OVERCOME with Big-Time Material by recognized writer. Latest Blackface Skit for male team, Novel Monologue or Straight and Comedian's Act, \$2 each; \$5 for all. BILLY STEVENS, Thir-tenth Avenue, Mount Vernon, New York.

CORKING DRAMA for small company. "Huck Finn's Pap," the Windy Bum, with Huck's all-night fight and getaway, 25c. NEW YORK TREND, Box 79, Times Square, New York.

DON'T HANDICAP YOUR ABILITY with inferior material. Let a real professional author serve you. Attractive terms. ARTHUR NEALE, 138 West 65th, New York.

ESTABLISHED AND RELIABLE—I write Vaude-ville Material at very reasonable prices. J. C. BRADLEY, 110 King St., New York. feb11

GET MY ORIGINAL PARODIES on "Tucky Home," "Ten Little Fingers," and three others, for 50c. G. McLEAN, 531 Howard Ave., New Orleans, La.

HUB AMUSEMENT CO.—Any kind of a Vaudeville Act written to order. 9 Appleton St., Boston, Massachusetts.

LEON MATHIEU arranges Orchestration or Piano Copy from your lead-sheet. Moderate terms. Write him today. Wausau, Wisconsin.

MUSIC ARRANGED—Excellent work. BELLE SCHRAO, Fine Arts Studios, Summit and Cherry Sts., Toledo, Ohio. feb25

MUSIC COMPOSED, melodies arranged in any style by artist of acknowledged genius and reputation, whose music is original and attractive. Your patron-age solicited. No triflers wanted. AUGUST HALTER, 4160 Ellis Ave., Chicago, Illinois. feb11

NEW AMATEUR PLAYS—Minstrel, Musical Com-edy, Drama, Fagetta. Something new, just out. Play for all male characters; only two rehearsals. Free list. BOX 487, San Francisco, California. feb4

NEW MUSICAL COMEDY TAB. SCRIPTS and Bur-lesque Books. Price, \$3.00, money with order. New Book of Bits, \$5.00. List for stamp. GUS RAPIER, 512 W. Eighth St., Cincinnati, Ohio.

NOTE—Do you know why many acts lay off while agents scout wildly around looking for acts to book, offering big salaries? Do you know you can't succeed with old, cut and dried material that has been heard time and again by your audience? Do you know that you can get a real act written by a big-time artist and be successful by stating what kind of an act you want and send one dollar and a half to PORNS THEATRICAL SUPPLY CO., Box 1912, Boston, Mass. I

NUT PARODY on "Ma," 25c; "Whoops, By Gosh," "The Burglar" (book song) and Parody on "Sec-ond-Hand Rose," all for 75c. HALL PAYNE SER-VICE, Lima, Ohio.

PLAYS, \$15 A SEASON—Stock and Repertoire. Ex-celent Irish Play for St. Patrick's celebration. "The Heart of Erin," 50c copy. Get catalogues Sketches, Parades, STAGELORE PLAY CO., 1409 Broadway, New York.

PRODUCE A SHOW—Read Walker's ad Business Opportunities feb4

REP. STOCK, TENT SHOW MGRS.—High-class Melodramas, with sure-fire Comedy. Reasonable royalty. List for stamp. Address The Author, SHER-MAN L. JONES, Findlay, Ohio. feb4

SAXOPHONISTS, CORNETISTS, CLARINETISTS—I rearrange the choruses of any dance hit, late or old. I follow exactly the style of the Original. Dig-ital Jazz Band artists. My rate is Fox-Trot, 50c per arrangement; Waltzes, \$1. No order less than \$1 considered. Don't send any money. Tell me what numbers you want and I will send them by express, collect. Pay express office after examining them. Cut this ad out, it may not appear again. Shoot me an order. You can't get stung. DORSEY POWERS, Arranger, Box 730, Palmer School, Davenport, Iowa. feb11

"SAWING A WOMAN IN TWO"—See Instructions and Pans. H. JOHNSON.

SONG PARODIES—1922 copyright material on "Sun-ny Tennessee," "Tucky Home," "Dapper Dan," "When Shall We Meet Again," "Wonder," and 15 others, all for \$1.00. For vaudeville, minstrel, burlesque. Play safe. For funny act material write OTTIE COLBURN, 13 Clinton Ave., Brockton, Mass.

THE TAB. SHOP—Tabloid M. C. Scripts, \$2.00 each; latest Book of Bits, \$5.00; Nigger Act, \$1.00 each; any six for \$5.00. Send stamp for list. HARRY J. ASHTON, 417 N. Clark St., Chicago, Illinois.

In Answering Classified Ads, Please Mention The Billboard.

SONNS-Hokum, Comedy. Large list free. WILL G. FRY Box 746, Reading, Michigan. feb25

TRUNK FULL OF MANUSCRIPTS-Sell cheap. Great for Reports, Stock or One-Nighters. Long cast and short cast. Free list for stamp. WOODWARD PLAY CO., Findlay, Ohio. feb4

WE WRITE ANY KIND of an Act. Reasonable. HUB AMUSEMENT CO., 9 Appleton St., Boston, Massachusetts. feb18

10 ALL DIFFERENT VAUDEVILLE ACTS and Monologues. 50c; New Joke Book. 25c; 100 different Comic and Dramatic Recitations. 25c; New Mankind Book. 15c; or send \$1 for list, including 150 Parodies on popular songs. Catalog free. A. E. REIM, 5818 North Ave., Milwaukee, Wisconsin. feb25

Agents and Solicitors Wanted to WORD. CASH. NO ADV. LESS THAN 25c. 3c WORD. CASH. FIRST LINE LARGE TYPE.

High Pitchmen To Sell Well-known remedy of merit. We have moving picture reel of its history. Unusual and permanent to the right party. HOBBS MEDICINE MANUFACTURING COMPANY, Shreveport, La. feb18

Something New--Magic Note Pads. Just out. Biggest sensation in years. Sells to offices, stores, homes, any and every place. Sells on sight. Be first in your town. Retail, 25c, cost only 12 1/2c. Mail or wire \$1.50 for trial order of twelve. Money back if not satisfied. Half gross, \$7.50. Gross, \$14.40. Act quick, as it means money in your pocket. BROOKMASS CO., Dept. B, 810 Tacoma Bldg., Chicago. feb25

The Wilson Mail Order Gazette for Buyer and Seller. Newspaper size. Plans, schemes, ideas. Subscription, 50c a year. Sample copy, 10c. WILSON, Publisher, 1400 Broadway, New York, Suite 513. feb25

A BUSINESS OF YOUR OWN--Make sparkling glass Name-plates. Numbers. Checkboards. Medalions. Signs. Big illustrated book free. E. PALMER, 501, Wooster, Ohio. feb18

AGENTS--Newshine Metal Polish is a fast 35c seller. ANNIT MFG. CO., 3131 Meldrum Ave., Detroit, Michigan. feb4

AGENTS--To sell household necessities. Articles of proven worth. Write for territory and particulars. THE 4 PAW MFG. & CHEMICAL CO., West Allis, Wisconsin. feb18

AGENTS--\$10.00 daily selling Imported Safety Razor Blades, double edge style for Gillette. Sample and particulars, 10c. J. L. JOSEPH, 6290 Eberhart Ave., Chicago, Illinois. feb4

AGENTS--Our Changeable Signs are sensational sellers. The biggest sign value ever offered for the money. Every man wants them. Big profits. Write today. SIGN SYSTEM, 6210 So. California Ave., Chicago. feb4

AGENTS--Sell German nickel Cigarette Lighters. Sample and particulars, 35c. FOX SPECIALTY CO., 518 S. Washab, Chicago, Illinois. feb4

AGENTS, PITCHMEN, DEMONSTRATORS, Opportunity Seekers, Canvasers, Mail Order Men, send me your name and I will hand you a surprise. WORTHINGTON, Box 1517, Los Angeles, Calif. feb11

AGENTS--Free trial offer. Harper's Combination Brush Set and Fibre Broom. Consists of five parts. Has ten different uses, guaranteed for two years. Washes and cleans less than three open brooms. It sweeps, washes and dries windows, scrubs and mops floors and does five other things. It is an easy seller because it is practical and fits the needs of the times. Over 100% profit. Write today for our free trial offer. HARPER BRUSH WORKS, Dept. D, Fairfield, Iowa. feb25

AGENTS, Male and Female, to sell beautiful line Stone set Hair Ornaments, Combs, Barrettes, 25c, 50c, \$1.00 upwards. Liberal profits. Easy to sell. Free women ready buying. Send for catalog. GURNEY SALES, 130 Willow, Leominster, Mass. feb11

AGENTS, DEMONSTRATORS--Drop everything. Sell Automatic Repeaters; 5,000 boxes without reloading. Sample, 50c, prepaid. WM. S. KOELLER, 605 Shipley, Wilmington, Delaware. feb4

AGENTS--Signs for Stores and Offices entirely new. \$50.00 week easily made. CHICAGO SIGN SYSTEM, 150 W. Austin, Chicago. mar18

AGENTS, CANVASSERS--Sell "Wonderful Polishing Cloth." Cleans gold and silver. Big profit for agents. No powder, no paste. Cleans musical instruments. Send quarter for one. L. G. PEARSON CORP., 3 Falls Street, Niagara Falls, N. Y. feb4

AGENTS AND STORE DEMONSTRATORS--Send \$5 for 100 Silver Cleaning Plates that sell for \$25. Sample, particulars, 15c. JOHNSON SPECIALTY CO., Box 193, Cleveland, Ohio. feb4

AGENTS--\$5 to \$20 daily selling Ladies' Dress Patterns. No inquiries answered unless 10c (silver) enclosed for samples. GEO. W. BATES, 3333 Washab Ave., Chicago. feb4

AGENTS--Men and women. Something different. Repeater. Write BOX 45, Atchison, Kansas. feb25

AGENTS ARE CLEANING UP on "Hot Spark" Transformers; every auto owner wants them; make old cars run like new. Sample, 50c. PEERLESS MFG. CO., 2406B Central Ave., Minneapolis, Minn. feb25

AGENTS AND CREW MANAGERS--Try your luck and pick this ad in preference to all others. Proposals on request. Sample, 50c pair. Special Price to crew managers. HOOSIER TRIMMING CO., 709 E. Virginia St., Evansville, Indiana. feb4

AGENTS--It pays to sell something new and different. The Everplay Phonograph Needle plays 27,000 records. Every word more distinct. Every tone clearer and sweeter. Not a jewel needle. Point is renewed as used from 9 inches of soft, special alloy wire, coiled within the needle. The needle wears, not the record. Easily adjusted to play loud or soft. Saves \$10 in ordinary needles. Sells \$1.00. Big profits. No dealers to back. Exclusive territory to producers. Act now. EVERPLAY CO., 3d Floor, McKay Bldg., San Francisco, California. feb18

AGENTS, PACIFIC COAST--Sell new Imported Aluminum Vest Pocket Pencil Sharpener, with Removable Razor-Steel Blade. Also newest imported Gas Lighter with easy trigger action, steel striking wheel and renewable flint. Sure-fire sellers at 25c each. LITTLE BROS., CO., 645 F. B. Bldg., Los Angeles, California. feb25

AGENTS--100% profit selling "Leontine" Toilet Preparation, highest grade of material. For particulars, NATIONAL SPECIALTY CO., 157 N. Dearborn, Chicago. feb11

AGENTS--Make 500% profit handling Auto Monograms. New Pictures, Window Letters, Transfer Signs, Novelty Signs. Catalog free. HINTON CO., Dept. 123, Star City, Indiana. feb18

AGENTS--To sell the greatest, newest and most wonderful auto owners' and household necessity on earth. Sells everywhere. Enormous profits. No capital required. Send 25c for \$1.00 worth of samples. P. O. BOX 145, Station C, Cleveland, O. feb11

AGENTS, STREETMEN, SOLICITORS--E. C. S. Peel Gauge. Something new and different. Let me send you a sample to convince you. CHAS. BREHM, 112 Virginia Avenue, Dayton, Ohio. feb11

AGENTS--200% profit. Wonderful little article. Something new. Sells like wildfire. Carry in pocket. Write at once for free sample. ALBERT MILLS, General Manager, 5745 American Bldg., Cincinnati, Ohio. feb11

AGENTS--400% profit. Free sample. Gold Window Letters for St. J. offices. Large demand. Anybody can do it. Big future. Exclusive territory. Can travel, side line. ACME LETTER CO., 2609 Congress, Chicago. feb25

AGENTS--Sell Wolverine Laundry Soap; 100 other household necessities. Big line. Big profits. Quick repeaters. Free instruction. Write quick for terms. WOLVERINE SOAP CO., 303 Water St., Portland, Michigan. feb25

AGENTS--Sell new patented Brush Cleaner. Big profits; easy sales. Nothing else like it. Send 15c for sample and special agent's proposition. THE DEN-WAL SALES CO., Dept. B, 189 Market St., Newark, New Jersey. feb18

AGENTS WANTED--Outing Boards, 25c each, postpaid. PARSHALL, 818 Park Ave., Ulster, N. Y. feb25

AGENTS--Wonderful seller. 90c profit every dollar sales. License unnecessary. No stock to carry. Sample free. MISSION HEAD CO., Office L, Los Angeles, California. feb25

AGENTS AND CREW MANAGERS--Get in the field early. A new household article just out, and every home appreciates them when used. Sample postpaid, 25c. No catalogue. EUREKA MFG. CO., 1508 Market St., St. Louis, Missouri. feb11

AGENTS--Free trial offer. Harper's Combination Brush Set and Fibre Broom. Consists of five parts. Has ten different uses, guaranteed for two years. Washes and cleans less than three open brooms. It sweeps, washes and dries windows, scrubs and mops floors and does five other things. It is an easy seller because it is practical and fits the needs of the times. Over 100% profit. Write today for our free trial offer. HARPER BRUSH WORKS, Dept. D, Fairfield, Iowa. feb25

AGENTS, Male and Female, to sell beautiful line Stone set Hair Ornaments, Combs, Barrettes, 25c, 50c, \$1.00 upwards. Liberal profits. Easy to sell. Free women ready buying. Send for catalog. GURNEY SALES, 130 Willow, Leominster, Mass. feb11

AGENTS, DEMONSTRATORS--Drop everything. Sell Automatic Repeaters; 5,000 boxes without reloading. Sample, 50c, prepaid. WM. S. KOELLER, 605 Shipley, Wilmington, Delaware. feb4

AGENTS--Signs for Stores and Offices entirely new. \$50.00 week easily made. CHICAGO SIGN SYSTEM, 150 W. Austin, Chicago. mar18

AGENTS, CANVASSERS--Sell "Wonderful Polishing Cloth." Cleans gold and silver. Big profit for agents. No powder, no paste. Cleans musical instruments. Send quarter for one. L. G. PEARSON CORP., 3 Falls Street, Niagara Falls, N. Y. feb4

AGENTS AND STORE DEMONSTRATORS--Send \$5 for 100 Silver Cleaning Plates that sell for \$25. Sample, particulars, 15c. JOHNSON SPECIALTY CO., Box 193, Cleveland, Ohio. feb4

AGENTS--\$5 to \$20 daily selling Ladies' Dress Patterns. No inquiries answered unless 10c (silver) enclosed for samples. GEO. W. BATES, 3333 Washab Ave., Chicago. feb4

AGENTS--Men and women. Something different. Repeater. Write BOX 45, Atchison, Kansas. feb25

AGENTS ARE CLEANING UP on "Hot Spark" Transformers; every auto owner wants them; make old cars run like new. Sample, 50c. PEERLESS MFG. CO., 2406B Central Ave., Minneapolis, Minn. feb25

AGENTS AND CREW MANAGERS--Try your luck and pick this ad in preference to all others. Proposals on request. Sample, 50c pair. Special Price to crew managers. HOOSIER TRIMMING CO., 709 E. Virginia St., Evansville, Indiana. feb4

AGENTS--It pays to sell something new and different. The Everplay Phonograph Needle plays 27,000 records. Every word more distinct. Every tone clearer and sweeter. Not a jewel needle. Point is renewed as used from 9 inches of soft, special alloy wire, coiled within the needle. The needle wears, not the record. Easily adjusted to play loud or soft. Saves \$10 in ordinary needles. Sells \$1.00. Big profits. No dealers to back. Exclusive territory to producers. Act now. EVERPLAY CO., 3d Floor, McKay Bldg., San Francisco, California. feb18

AGENTS, PACIFIC COAST--Sell new Imported Aluminum Vest Pocket Pencil Sharpener, with Removable Razor-Steel Blade. Also newest imported Gas Lighter with easy trigger action, steel striking wheel and renewable flint. Sure-fire sellers at 25c each. LITTLE BROS., CO., 645 F. B. Bldg., Los Angeles, California. feb25

DEMONSTRATOR SALESPeople earn \$150 week. Electrostatic electrical treatments in own home. Enormous profits. Monthly Billboard. ELECTRO-TREAT MFG. CO., Peoria, Illinois. feb11

DIRECT FROM EUROPE--Just received large shipment Sex-indicators. Mysterious and baffling. Scientists dumfounded. 50c each. Sample and quantity prices, 25c. Deal direct with jobbers. CIRCLE SALES CO., Dept. 27, Moline, Illinois. feb18

DISTRICT MANAGERS--Big profits. Men capable of organizing and managing crews of lady collectors can easily clear \$100 to \$200 per week with the B. & G. Protector. The original and best protector on the market. Every woman needs and buys it. Two grades. B. & G. RUBBER CO., 618 Penn Avenue, Dept. 123, Pittsburgh, Pa. feb25

DISTRICT AGENTS, Street Men, Demonstrators, for Fairs and Outdoor Shows. Ford necessity. Wonderfully easy seller. Large profits. BOX 82, Berea, Ohio. feb11

EARN \$100 WEEKLY with my 500% profit repeater. Particulars free. Sample, 25c. C. HOME, 1957 Warren, Chicago. feb25

EASY MONEY--\$20 a day. Red hot seller. Something entirely new--just out. "Simplex Ironing Board Covers." Every woman wants one on sight. Here is an article you can sell at almost every home. Your profit, \$9 a dozen. Easily sell two dozen daily. New agent sold eight first hour (profit, \$6). Johnson cleared \$19.50 in six hours. Crew managers can make a "clean-up" with this proposition. Write immediately for particulars. W. J. LYNCH, Box 718, Springfield, Illinois. feb25

FIVE LIVE PATENTED Auto Accessories: Oil Gauge, Windshield Cleaner, Hose Clamp, etc. No investment. Big commission. Address SALES MGR., 516 Sta. C, Omaha, Nebraska. feb25

FORD NECESSITY--Every Ford owner buys; we guarantee sales; retail \$1; 100% profit; salesmen earning \$30 daily. WONDER CO., 2126 1st Ave., Birmingham, Alabama. feb18

FORTUNE-TELLING CARDS of the well-known Mlle. Ronie bring big profits. Sample, 10c; \$8.00 per 100. PHILADELPHIA COMPANY, 1513 Germantown Ave., Philadelphia, Pennsylvania. feb11

FREE--Formula Catalog. A true guide to wealth. Includes complete list of H. H. MANUFACTURING LABORATORIES, Boylston Building, Chicago. mar18

HEATLESS TROUSER PRESS, \$1.00. H. ISRAEL CO., Post Office Box 169, New York. feb25

WHOSE OPERA IS IT, ANYHOW?

Quite apart from any consideration of the troubles Mary Garden has been having with her principal tenor and with her principal conductor over in Chicago--and we congratulate Mary on her nerve--it seems to be very good doctrine that opera produced in America ought to be run by Americans as far as possible. For, regardless of who may have written it, it is after all our opera. It isn't Italy's opera or France's opera or Germany's opera. We who live in this country are the people who listen to it, and the money that supports it is contributed chiefly by Americans. So those who come from over seas to play or appear or to conduct, and most of all to draw salaries they could not anywhere nearly command in the old world, ought to be willing to show a decent respect and consideration for the people who enable them to make handsome livings. If they are not, the sooner they are put in their places the better. And allow the incidental remark here that about ninety per cent of what these difficult importations from over seas call temperament and art, and use as an excuse for their nonsense, is nothing more than childishness, bad temper and silly conceit. Aside from the right of those who pay to say what they will have, it also is better for an American to be an impresario; other things being anywhere nearly equal, an American generally is free from the strictly nationalistic view which leads the average Italian impresario to favor inordinately the operas and singers of his land, and the common run of French and German impresarios to do likewise. Perhaps it will be unfortunately different when we have developed composers of our own, but meanwhile the American is broadly catholic in his tastes, and in control of repertoire and personnel is the ideal person to evolve a well-rounded company giving a well-balanced assortment of works. --DETROIT FREE PRESS.

AGENTS AND USERS--Don't miss this. A White Lined Collar, washable with the hand, same as your face. No laundry bills; keeps its shape; not affected by perspiration. A perfect collar, suited to all. Sample, 40c; 3 for \$1.00; 12 for \$3.50. State also. Sent postpaid on receipt of price. Address WILLIAMSON, 1374 E. 62nd St., Chicago. feb25

AGENTS--1922 Manufacturers' Year Book tells where to buy; names of more than 2,000 manufacturers and Manufacturers' Agents. It saves you money. \$1, prepaid. NEWMAN'S SERVICE BUREAU, 31 East 132nd St., New York. feb25

AGENTS--Sell the "World's Best Pocket Pencil Sharpener." Sample, 25c. ROMAN ARNDT, 3131 Meldrum Ave., Detroit, Michigan. feb25

A SCOP--The Biggest Clump Novelty of the year. Makes the little folks jump with joy. 18 inches tall; brilliant in colors. Performs by merely pulling attached string. Wonderful for bazaars, indoor and outdoor circuses and novelty dealers. \$15.00 per gross F. O. B. Baltimore. \$5.00 with order, balance C. O. D. A big Elephant Display included if desired at \$1.00 extra. If you want to see samples first, send \$1.00 for box of 4 dozen Clumps, or 25c in coin for one sample. EMPIRE LITHO. & PRING. CO., Toy Division, Baltimore, Maryland. feb25

COMB DIRTY? Clean with Sanitary Comb Strip, 25c (coin). GEO. B. MILLER, Distributor, Fenton, Michigan. feb4

CONCESSIONAIRES, Streetmen and Demonstrators, sell the new Crazy Ball. Rocks, Jerks, circles, rests on Leclina, takes irregular course and cannot be controlled. A whirling whizzer. Nothing like it. Amuses young and old. WILKARD MULTITOOl MFG. COMPANY, Lansing, Michigan. feb4

CREW MANAGERS, GENERAL AGENTS, get busy. Clean up on the best Shopping Bag. Sample and price list, \$1. PIQUA BAG SHOP, Piqua, O. feb11

DEALERS, AGENTS--The only lubricator that really lubricates. The Turner patented Spring Spreader and Lubricator will make you real money. Circular free. HARRY STRIKER, 333 N. 12th St., Woodward, Indiana. feb11

DEMONSTRATORS--\$50 brings these five samples and gross prices: Instant Cement, Razor-Sharpener, Solder, Transference, Metallic Compound. Made right. Prices right. SOLDIER CO., 127 1/2 S. 30th St., Birmingham, Alabama. feb25

HOW TO SELL--AND WHAT--Every issue a text book on salesmanship. Tells you how, when and what to sell. Shows you the illegal license game. Puts you in touch with most profitable fast selling lines and reliable manufacturers. Sells for 20c an issue. Worth \$20 to anyone trying for a larger income. Three months' trial subscription, 25c. Stamps accepted. Address HOW TO SELL--AND WHAT, 22 West Monroe St., Dept. E. C., Chicago. feb25

IF YOU ARE THINKING of going into the Mail Order business, be sure and secure a copy of the Mercantile Journal, a beautiful illustrated mail order magazine for men and women. Sample copy, 15c, no stamps and none free. GEORGE HALLIDAY, 1018 So. Paxon St., Philadelphia, Pa. feb11

INCREASE YOUR INCOME in a pleasant way. Selling complete line of beautiful Hosiery. All your friends are your customers. Write HERCULES HOSEYER MILLS, S. E. Cor. 10th and Columbia Aves., Philadelphia. feb18

JIFFY HANDLES FOR FORD DOORS make you \$100 weekly. No competition; exclusive territory. Write today for details. PEORIA NOVELTY CO., Dept. 4, Peoria, Illinois. feb25

MAKE A DOLLAR AN HOUR--World-wide seller. Every merchant and household buys. Sample, details free. W. S. MYERS, Reading, Pa. feb25

MAKE \$100 DAILY--Wonderful sellers. Sample free. Write quick. Either sex. Steady work. BERTON BELLS, St. Louis, Missouri. feb4

MAKE \$50 DAILY with the hundreds of new plans, schemes and trade secrets monthly in "Allen's Mail Order Magazine." Sample copy, 10c (coin); year, \$1.00. ALLEN'S ENTERPRISES, 1227 Milwaukee Ave., Chicago, Illinois. feb11

MAN IN EACH TOWN--To refinish chandeliers, brass beds, automobiles by new method. \$10.00 daily without capital or experience. Write GUNMETAL CO., Ave. G, Decatur, Illinois. feb25

MEDICINE AGENTS--Sell Laxated Herbs and Iron (water soluble powder). \$1.00 package makes one pint of Blood and Nerve Tonic. Palatable. Strongly laxative. No sediment. It keeps. \$1.20 per dozen. Rubbing Oil Pain Killer, 75c dozen; Soap, 50c dozen; Corn Cure 50c dozen. CHAS. FINLEY, Druglist, 4151 Olive, St. Louis, Missouri. feb25

MEDICINE MEN--Nighthawk Lintment, in 1-oz. bottles, labeled, at \$4.00 gross; Nighthawk Salve, 1-oz. boxes, labeled and cartoned, \$3.50 gross; 1-oz. tin Salve Boxes, \$1.00 per gross; choice of 2,000 Formulas at 25c each. BUFFALO REMEDY COMPANY, 192 Seneca St., Buffalo, New York. feb11

MEN'S SHIRTS--Big sellers. Factory to consumer. \$15.00 daily. Undersell stores. Complete line. Free samples to workers. CHICAGO SHIRT CO., 208 So. La Salle, Dept. 102, Chicago. feb11

MEN'S SUITS, \$4.00 and \$5.00 for sample, used and made; good condition. Wholesale, \$36.00 and \$43.00 dozen. STATE MERCANTILE, 51 West 35th Chicago. feb11

MILLIONS WILL BE SOLD--Latest creation. \$2.00 investment nets \$50.00 for 3 days' work. Req stamp for full particulars. DEPARTMENT 102, 4081 HaHa Ave., Minneapolis, Minnesota. feb11

MOLES, WARTS, FALSE GROWTHS removed without knife, blood or pain; 1922 discovery. GREGORY KALINSK, Duluth, Minnesota. feb11

MOST WONDROFUL WINTER AUTO NECESSITY ever invented. Every \$1.00 sale means 75c profit for you. Experience unnecessary. Absolutely new specialty. Riley made \$108 three days. Stockout first hour made \$10. Every automobilist buys after each quarter demonstration. Carried in pocket. Prevents accidents. Better service. Reduced operating and repair expenses. Write quick for exclusive territory and free sample. SALES MANAGER, Box 494, Hartford, Connecticut. feb11

NEW FORTUNE TELLING CARDS, \$1.00 value. Sample deck, 25c. "MACY," 121 Norfolk, Booneville, Virginia. feb18

NOISY NOSE BLOWERS--A rapid selling novelty. Sample, 15c; dozen, 65c. ANDREWS NOVELTY CO., 138 Shaw St., New London, Conn. feb11

NOTICE--Novelty Advertising Concerns, Manufacturers, Jobbers and Wholesale Houses, we will appreciate your catalogue and price list. FIRST NATIONAL AUCTION & SALES DEVELOPMENT COMPANY, Drawer C, Derry, Pennsylvania. feb11

OPEN RUMMAGE SALE STORE--Big, quick money. Headquarters rummage sale supplies at wholesale. Particulars. "CLIFBROS," 108 W. 47th, Chicago. feb11

OPPORTUNITY COMES BUT ONCE--if you are wide awake and are anxious to make money I can start you in a nice, clean, legitimate business where one hour of your time each night will net you profit of not less than \$3.00 and as high as \$40.00. Experience absolutely unnecessary. No books, lessons or outfit to buy. The demand far exceeds the supply. Used in every part of the globe where men live. Something which all classes need, from laborer to banker. I will send you full instructions and start you right off in this business upon receipt of \$1.00. Give it a fair trial. If you fall to find it as I represent it I will cheerfully refund your money. BOX O, 202 East 29th St., New York City. feb25

OVER 275% PROFIT--Every home, store, office, restaurant needs. Easily carried--quickly sold. Free sample. SHAPMAN CO., 307 Dwight Bldg., Kansas City, Missouri. feb25

PUT AND TAKE SALEBOARDS--Sell to pool-rooms, cigar stands, hotels. \$25 day commission. New, exclusive. Sample outfit, \$1. PEORIA NOVELTY CO., Peoria, Illinois. feb25

REPRESENTATIVES--Full or part time, local or traveling. Highest quality Silk Hosiery. No investment or bond required. Exclusive territory. Appointments to live wires only. Write for contract. FRIENNT SILK CO., Cleveland, Ohio. feb11

SELFOILITE--Agents, Streetmen, Selfoilite lights any fire by itself. Fully patented. Big starter, big demonstrator. Big profit. Set it at night and it will light morning, or other time, by itself. Performs surprising stunts. New thing. Cigar sized. Works alone. Particulars free. Agents' sample, 25c, postpaid by return mail. Money back if dissatisfied. Enormous sensation where smartly demonstrated. \$10.00 and upward a day. Manufactured exclusively by KAYTWO MANUFACTURING CO., 195 Station A, Boston, Massachusetts. feb18

SELF-THREADING NEEDLE DEALERS, Trust Schemers--Enlist children to sell for premiums. Free instructions, samples and factory prices, 10c. PATTIN, Perfumer, 631 H Street, Washington, D. C. feb4

SELL JOKERS' NOVELTIES--Quint (16 samples). 10c. CHAMBERS PRINTING WORKS, Kalamazoo, Michigan. april8

SELL MY NEWEST Necktie Device. Circular free. THE NECKTIE FORM & HOLDER CO., Wgln, Ill. feb4

SPECIAL OFFER--15 cents will bring you two late issues of "Biased Trails," monthly magazine of money-making schemes. Sample copy, 10c. MARY SERVICE, 335-B, Grove Street, Brooklyn, N. Y. feb4

SOMETHING NEW--A necessity. All business and professional men need it. Sells \$7.50, costs only \$2.50. Big repeater. Sample free. MERCHANTS' ASS'N., Minneapolis, Minnesota. feb25

SPIT FIRE, Iron Solder, Sugar Substitute, Wall Paper Cleaner, Razor Dressing, Transference; six, 50c; or any one, silver dime. CAL. MANUFACTURING LABORATORIES (Any Formula, 10 cents), Orchard, California. feb11

STOP WORKING FOR OTHERS--Publish a Magazine of your own and start a mail order business on \$1.00 capital. Opportunity lifetime. We furnish everything. Magazine and plan, 25c coin. No stamps. ALLEN'S ENTERPRISES, 1227 Milwaukee Ave., Chicago, Illinois. feb11

TAILORING EXPLOSION--Competition knocked out. \$35.00 Suits for \$22.50, including a good profit for you. Get your profit the minute you take the order. Big Sale. Large Line of Samples, carrying case, etc. Costs us \$8.00. Sent for \$1.00 deposit. Hursters making \$75.00 a week. Territory going fast. Send \$1.00 for outfit today. State experience. A. M. WARD, Dept. 308, 4th Floor, 835 W. Adams St., Chicago. feb11

TESTED COTTAGE BAROMETERS accurately forecast weather. Gold mine for agents. Secure territory. Sample, \$1. MUELLER'S, 27 1/2 St. Portland, Oregon. feb4

THE WILSON MAILING BUREAU, 1400 Broadway, New York--Circulars, any size, mailed for \$2.00 per thousand. Mailing to live prospects guaranteed. Reference, any bank in New York. Send your circulars with payment at once. Big mailing every day. Address EDWARD W. WILSON, 1400 Broadway, New York. 20 Years a Mailer. feb25

TWO REAL MONEY MAKERS—Self-Threading Needles. Needle Books cost 5c, sell at 15c. Send for samples. ATLAS NEEDLE WORKS, 143 1/2 East 23d St., New York. feb14

UNPARALLELED, UNPRECEDENTED SALES!—Streetmen, Salesmen, Agents astonished! Absolutely new wonder scientific instrument! Amazing! Astounding! Everyone buys and boasts. Sample and proposition, 25c. Money back if you'll part with it after seeing it. TEMPLE, Mason City, Iowa. feb13

WE ARE the largest manufacturers and distributors of Soaps and Toilet Articles in the States. Over 200 items in stock. Exclusive territory granted to capable parties. Write today for free sample case offer. STANLEY SOAP COMPANY, 1214 Spring Garden St., Philadelphia. feb13

WORLD'S FASTEST AGENTS' SELLER—400% profit. Needed in every home, office and store. Establish permanent, profitable business. Free sample. PREMIER MFG. CO., Detroit, Michigan. feb13

TWO REAL MONEY MAKERS—Self-Threading Needles. Needle Books cost 5c, sell at 15c. Send for samples. ATLAS NEEDLE WORKS, 143 1/2 East 23d St., New York. feb11

50 BROOM PROTECTORS, \$2.00, postpaid. Sample, 10c. SAMUEL ROSEN MFG. CO., Utica, N. Y. feb18

Animals, Birds and Pets

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

Milt Robbins Buys Freak Animals for his pit shows. Petersburg, Illinois. feb11

ALIVE—Two monstrous Porcupines, \$10; great baby-hoo. FLINT, North Waterford, Maine. feb25

ANIMALS FOR SALE—Aon Cubs, Lionesses, Pumas, Wolves, Porcupines, Bears, Deer, Swan Ducks, Geese, pheasants; nearly all classes birds and animals. CHARLES C. GARLAND, Oldtown, Me. feb14

FOR SALE—Two Troupes of Performing Rats. Act ten minutes. Any one can work them. Can tell your age, pick out figures. Numerous other trunks. Troupe, \$25.00. Address FELIX WEHRLE, Jasper, Alabama. feb14

FOR SALE—Pure-bred Holstein Heifer Calf. Has extra tall on neck. HARRY HOWE, McLean, N. Y. feb11

FOR SALE—Four Ponies, one Male, well trained, or will train any kind of an act. H. D. CLARK, Perry, Iowa. feb11

FOR SALE—Rhesus Monkey, \$25.00; Gray Wolf, collar and chain. BULL MONTANA, 44 S. Illinois St., Indianapolis, Indiana. feb11

IF IT'S GOATS, I HAVE IT—Over 200 high-grade milk Goats, some with kids by their side, others that will kid during February, March and April. \$50.00 each. Buck and Doe Kids, \$10.00 each. 40 Driving Goats, Wagons, Harness, etc. Ponies, Donkeys for sale. The only farm in the East like it. If you are interested, write your wants and enclose stamp. JOHN S. PAINE, Franklin, Mass. feb11

GREAT DANE eight weeks' old Pups, two males, \$25.00 each; three females, \$15.00 each; also Milk Goats, Driving Goats and Shetland Ponies. AMBLER, Bellingham, Massachusetts. feb11

O. K. HAGER buys live Freak Animals and Birds of every description. Address O. K. H., Billboard, Cincinnati, Ohio. apr8

ONE BLACK AND WHITE SPOTTED Shetland Pony, \$75.00, guaranteed sound and gentle; also Pony Rio and Harness. One Splendid Greyhound, male; also Fox Terriers, males and females, broke and green dogs; Giant Java Monkey. Headquarters for all troupers. Visit us while in city. BOULEVARD PET SHOP, 1010 Vine St., Cincinnati, Ohio. feb4

THREE 7-months-old, tame, large, healthy African Lions, two males and one female, \$325.00 each; large, tame Bears, \$100.00; Rhesus Monkey, \$25.00; White and Black Raccoons, Snow Shoo Rabbits, Coyotes, Foxes, Ferrets, Long Haired Guinea Pig, rare Pigeons, Pheasants, Wild Geese, Wild Turkeys, California Quail. Circulars free. DETROIT BIRD STORE, Detroit, Michigan. feb11

WANTED TO BUY—Freak Animals and Birds of all kinds, alive and mounted. EVANS & GORDON, White City Park, Chicago, Illinois. dec30-1922

WANTED TO BUY—Troupe of Trained Dogs, Troupe of Trained Goats, Trained Bears, Ponies and Mules. Must be well trained and young stock. GEO. HARRISON, 2887 James Ave., South, Minneapolis, Minn. feb11

WANTED TO BUY—Small Performing Animals, WM. SCHULZ, 17136 Garnet St., Detroit, Mich. feb25

WANTED TO BUY—Performing Dogs. Give full particulars. CHAR. SMITH, 205 Rutledge St., Brooklyn, New York. feb11

WILL BUY small Pony, broke, also other small trained or untrained Animals. LINDEMAN BROTHERS' CIRCUS, 1613 So. 14th St., Sheboygan, Wis. feb11

PANAMA PARROTS—Talkers, Whistlers, Singers. The finest of all Talking Parrots, \$30.00 each; educated, tame, large, talking, blue and yellow Macaws, \$50.00; White Cockatoos, \$15.00; Rose Cockatoos, \$10.00; Yellow Parakeets, \$10.00 pair; Brazilian Cardinals, \$10.00; Bull Finches, \$5.00; Imported Andreasberg Rollers, \$7.50; soft rollers, bell notes (the \$20.00 kind), live arrival and satisfaction. Japanese Waiting Girls, White Persian Cats, Boston Male Pups, Poodles, Toy Spaniels, Chocolate Male Poms, Pekingeses, Wolf Hounds, Deer Hounds. Circulars free. We buy everything. DETROIT BIRD STORE, Detroit, Michigan. feb11

Attractions Wanted

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

Attention! Advance Men—Up-to-date Moose Theater open for engagements. Seating capacity, 500. Tuscola, Illinois. FRANK E. SMITH, Chairman Committee. feb13

Trained Animal Act Wanted—Good monkey act or combination monks and dogs. Vaudeville April to September. ROBERT LEONARD, Lowell, Ohio. feb11

Wanted—Fair Park, Shreve-

port, Louisiana. Wanted—Aeroplane Swing, Carousel, Crazy House, Over Falls, Mirror House, Motordrome, Bowling Alley, Photo Gallery, Floss Candy, Games of Skill, Free Attractions, Automatic Baseball, etc. Will consider first-class Stock Co.; must have own top. Open about May 1. Address: MANAGER FAIR PARK, 918 Gravier St., New Orleans, La. feb13

ROAD SHOWS WANTED—Grand Opera House, Chatsworth, Ill. Population, 1,500. Seating capacity, 450. Electric lights, steam heat. Good scenery. Liberal percentage rental. Good show town. ALBERT THEIMER, Manager, Chatsworth Illinois. feb4

Auto and Motorcycle Supplies

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

USED PARTS for all Motorcycles cheap. MOTORCYCLE PARTS CO., 1322 Westlake, Seattle, Wash. apr22

\$20.00 A DAY EASILY MADE Introducing Ride-Way Auto-Life, the newly perfected paste auto polish. Demonstrates in two minutes. Makes old cars look new. Retail for \$1. Every car owner buys. Send \$1 for two full size cans, instructions, territory reservation and free sample case offer. SHELDON, BOOTH & CO., 928 East 41st St., Chicago. feb11

Books

2c WORD, CASH. NO ADV. LESS THAN 25c. 4c WORD, CASH. FIRST LINE LARGE TYPE.

BE A HANDCUFF KING—Book of instruction mailed, 25c coin. Address COMMERCIAL, Room C Parker Bldg., St. Joseph, Michigan. feb11

BEAUTIFUL HAND-PAINTED PASTEL PICTURE mailed for 25c (coin). A limited number only to introduce our new system of painting. Literature explaining how you can paint these pictures at home. These subjects are well adapted for chalk talking stunts. DUKE BROS.' STUDIO, Dept. 1, Box 254, Three Rivers, Michigan. feb11

BOOKS, PICTURES, NOVELTIES—Book lists. Sample Photos, 10c. W. J. DONSEN, 319 Spring Ave., Hanover, Pennsylvania. feb11

BOOKS AND CHOICE PICTURES. Sample, 10c. coin. REK, 313 Livingston Ave., Albany, N. Y. feb11

BETTER STANDARDS FOR FAIRS

State and county fairs should be educative rather than entertaining, stimulative of agricultural industry rather than recreative in the amusement sense. Not in those rather stilted words, but with that idea in mind, the Minnesota State Agricultural Society and the Federation of County Fairs has adopted a shibboleth for 1922 and after. The implication is that in the past there have been too many freaks and not enough worthy object lessons, too much vaudeville and too few exhibits, too much razzle dazzle and not enough attention to the serious things pertaining to the farming business, too much resemblance to a circus and too little flavor of the improving school. The counsel is that more stress be placed hereafter on that which instructs, awakens the scientific interest and creates wholesome rivalry in production of farm wealth, whether from orchard, garden, forest, grain field, dairy, aviary or livestock barn. This is good doctrine, and there is reason to think it could be practiced in Minnesota without endangering the financial success of State and county fairs. There is more intelligent interest in this State in the business and science of farming than there used to be. The public, rural and urban, is more sophisticated than it once was on the kinds of entertainment that have come to be part and parcel of agricultural fairs. There has been in recent years a marked trend of interest away from the frivolous and toward the serious, cultural side of these exhibits of art and of farm. It is not to say that fairs should be entirely devoid of amusement and recreational features. On the principle that "all work and no play makes Jack a dull boy," it can be said that the mind which becomes jaded in studying exhibits or attending demonstrations and lectures is not only entitled to, but should have something to divert it pleasantly to relieve strain. It may be a horse race for adults, a merry-go-round for the youngsters, or a flying exhibit for everybody—it doesn't matter much what it is so long as it is clean and stimulative in a wholesome way. The point is that these things should be kept rigidly in a secondary place; they should contribute, but they should not dominate. In theory fairs are conducted for helpful enlightenment; in practice they are too often thought of in terms of profit or of breaking even.—MINNEAPOLIS TRIBUNE.

CLOWNING FOR CLOWNS NO. 2—Big budget new clown material. Walkarounds, Big Shows, Clowns Capers. For Clown Alley or your Novelty Act. \$1.00. JINGLE HAMMOND, 257 Norton, Pontiac, Mich. feb4

COIN MONEY selling books by mail. Literature free. C. O. K. MATTHEWS, Hempstead, New York. feb11

CURIOS BOOKS, Unique Novelties, Stumping Pictures. Samples 10c, prepaid. LIND, 214 West Thirty-fourth St., New York. feb11

FEBRUARY NUMBER The Oberon Exchange, Editorial, Advertising, covers the mail order field. One dollar will enter your subscription for one year. Sample copy, ten cents. Address LOUIS J. OBERMAN, Publisher, 1616 Warren Ave., Chicago, Illinois. feb4

FRANKLYN FORMULARY, comprising the latest, most valuable Medical, Veterinary, Toilet and Miscellaneous Formulas. Price, \$1.00. Literature free. DR. FRANK A. LATIHAM, Box 233, Seattle, Washington. mar11

FREE—Upon request I will send you illustrated literature describing the following named books: Astrology, Character Reading, Clairvoyance, Concentration, Entertainment, Healing, Hypnotism, Mechanisms, Mediumship, Mesmerism, Mysticism, Occultism, Personal Magnetism, Success, Salesmanship, Seership, Will, Yogi Philosophy, etc. A. W. MARTENS, H. 214, Burlington Iowa. feb18

GOOD MONEY selling Books by mail. Literature free. CHAMBERS PRINTING WORKS, Kalamazoo, Michigan. apr15

HANDBOOK ON ETIQUETTE—Everyone's indispensable guide. The very latest. 25c. Address 294 Genesee St., Buffalo, New York. feb11

HYPNOTISM controls others 25 easy, wonderful lessons. \$1.00. "How To Read People's Minds." 30c. "Cleopatra's Beauty Secrets." 30c. "Advertising Secrets." 30c. "499 Great Secrets." 30c. "Five Dozen Money Makers." 30c. All for \$2.00. SCIENCE INSTITUTE, BB1014 Belmont, Chicago. feb25

HYPNOTISM—Dr. Brad's wonderfully successful method. \$1.10; Meeser's \$3.00 Secret. \$1.10; "Auto-Magnetism," banishes disease, fills you with magnetic power. \$1.10. All three. \$3.00. SELF-CULTURE SOCIETY, 2615 Salem, Glendale, Cal. feb25

SELF-INSTRUCTORS for Violin, Piano, Tenor Banjo, Harmonica, Ocarina, Ukulele or Drums, 25c each. ELSEA PUBLISHING COMPANY, Bowling Green, Ohio. feb25

"THE ROYAL ADVERTISER"—Best mail order magazine published. Contains 24 pages or more every issue of new ideas, business building plans, formulas, tips and special articles by best writers. Copy, 10c. Three months' trial, 25c. None free. THOMPSON PUBLISHING CO., Box 848, Cincinnati, Ohio. feb25

THE SHOWMAN'S GUIDE, new Book, 50c. MACY, 121-BB Norfolk, Roanoke, Virginia. feb25

TWO SNAPPY MAGAZINES, other interesting literature, three months, 10c. THE ZARATHUSTRA, London, Ontario. feb25

WALLACE, the New Orleans News Man, 105 Royal St., Newspapers from every State and around the world. feb13

WHAT'S AHEAD? Great book, prohibited during war, tells 25c (coin). GEO. S. MILLER, Fulton, Michigan. feb4

6 CATALOGUES, 2c. Just out. Rare and marvellous. Original "Maze Key." 35 full course lessons. \$4.75. SOVEREIGN PUBLISHERS, 160 Sycamore, Buffalo, N. Y. feb25

250 MAGIC TRICKS, 10c. with cards, coins, hard-torch, egg ring, glass, etc. (Simplified and illustrated so that a child can perform them.) To introduce catalogue of tricks and entertaining books and our Mail Order Magazine, all for 10c (coin), postpaid. ALLEN'S ENTERPRISES, 1227 Milwaukee Ave., Chicago, Illinois. feb11

Business Opportunities

4c WORD, CASH. NO ADV. LESS THAN 25c. 6c WORD, CASH. FIRST LINE LARGE TYPE.

Amusement Park for Sale—Completely equipped. Great chance for one or two people. This is the 17th season. \$3,000 all necessary. HARRY BLOUNDIN, Room 1506 North American Bldg., Chicago, Illinois. feb11

Cartoons

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

TRICK DRAWINGS for the vaudeville stage and "Chalk Talk" entertainments. 3 snappy programs, \$1.00 each. Satisfaction guaranteed. Descriptive circulars free. BALDA ART SERVICE, Dept. 8, Oshkosh, Wisconsin. feb4

Cigars and Tobacco

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

EASY MONEY—Earn a salary while waiting for the bluebird addressing envelopes. Particulars, ten cents. JAMES GRIMSLEY, Muskogee, Oklahoma. feb11

KY. NATURAL LEAF TOBACCO—Pay for tobacco and postage on arrival. Fine quality Chewing, 5 lbs. \$1.25; hand selected, 2 1/2 lbs. \$1.00; first grade Smoking, 4 lbs. \$1.00; second grade, 1 1/2 lbs. \$1.00. All orders shipped at once. A. E. COOK, Hawesville, Kentucky. feb11

Concessions Wanted

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

FOR SALE—Slide Show and Candy Privileges. LINDEMAN BROTHERS' CIRCUS, 1613 So. 14th St., Sheboygan, Wisconsin. feb11

MULBRO BROS.' SHOWS—Can place for season 1922, opening March 20th, the following Concessions: Drinks, Ice Cream, Hamburger, Popcorn, Balloon, all Brine Games, Badge Board, Photo Booth, High Strips, Hoop-La, and all other Legitimate Concessions. This is one of the best trained animal shows on the road. Address 210 1/2 McKinley Ave., Dallas, Texas. feb11

MARLOW BROTHERS' MINSTRELS, under canvas, want Concessions. For Show. Those having contracts or extra. ROBERT G. WYNO, Canton, Pa. Will buy Marquee, Seats, Minstrel Parade Coats, Hats. feb11

WANTED TO BOOK—Eight Concession Stands in some park for season of 1922. Will give 25 per cent of gross. Furnish everything. C. H. SORENSON, Clear Lake, Bay Vista, Iowa. feb11

WANTED—Location in live park or summer resort for Popcorn Concession. Address BOX 54, Manhattan, Kansas. feb11

Costumes, Wardrobes and

Uniforms

(USED) FOR SALE—WANTED TO BUY. 3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

ALL OVER THE WORLD—Make this week a show week. Send me anything you have no use for. I'll buy it, no matter what it may be. Send to me and I'll at once send you a money order. What will I buy? Read: Pianos, Tents, Beds, Bedding, Costumes, Street Clothing, male and female. I'll buy Bicycles, Pumps, Hats, and all other Legitimate Concessions. This is the twentieth bundle gets a \$5 bill, besides money for the goods he sends. Read future ads for lucky name. And you know it will be on the level. Why? Well, because Ricton is doing it. Now, of course, you need a few things. Well, read what I'm selling and good me some money about one-third, rest C. O. D. will do. Or, you darn fool, sure a dollar will do. Also, thanks to all my customers for tremendous business given me. But I want to especially thank my Canadian friends and customers. Because I get over \$300 a week from Canada. Well, here are some: High Silk Hat, A-No. 1 condition, size 7, first \$4, or \$3.50 will do. Just arrived: 2 Men's Black Prince Albert Coats, same as new, worth \$20, size 40 and 37; my price, each \$7.50. Purple Belted Coat, Prince Albert style, brass buttons, first \$1.50; same as new, \$1.25. White Worsted Tights, lower half silk, \$3; Stage Coats, Black Satin, Rose Satin lined, large Marquis collar, Value, \$40. My price, \$15. Ladies' blue, big velvet collar, Street Coat, like new, \$4; Evening Gowns, \$2 each; Green Cloth Sourette's Pants, \$1; Chorus Wardrobe, 1,900 sets of 6, Silks, Satins, Velvets, \$3.00 set; Evening Gowns, \$4 and \$5 each. Have a few beauties at \$7. Small Oriental, new, as Coach, beaded heavily, head pieces, girle, breastplate, silk bloomers, complete, \$15; Baby Coats, dandy, \$3; Dresses, \$3 to \$5; Wigs, all kinds; Chorus Hats, \$6; Head Bands, \$6; Ruffs, \$1 a lb.; Hawaiian and Leopard, \$4; Shirt Fronts, \$6; Makeup Books, \$6; Wax Feet, \$1; Amateurs' Makeup Boxes, \$2; Leatherette Legging, \$2; Canvas Pumps, \$1.50; Opera Length Hose, \$2.00; Sourette's Nifty Pants, \$1.50; New Crazy Quilt Pants, \$1.25; Very beautiful Stage Coats, \$10; Flowered Garlands, \$6; Stage Coats, 1c each; Crochet Gowns, \$15; Brown Tights, \$6; New Cotton Tights or Shirts, \$1.50; new Silk-linen Tights or Shirts, \$3; new Puffed Trunks, \$3. Sourette's Tariton Underskirt, 40c; Steins' Makeup Boxes, \$1.50; new, \$1.25; new, \$1.00. Ticket Seller, Band Parade Hats, 45c each; beautiful new Beaded Head Bands, \$1; Blue Usher Coat, black braid, \$2; Wench Dress, dark blue, genuine brocade empire, \$3; 1 Bathing Suit, \$6; fine condition, \$7; Dress Suits, \$15; Tuxedo Suits, \$15; Coats alone, \$7; Prince Albert Coats, \$8; Street Suits, fair, \$6; well \$12. Expensive, original Scripts, cheap, Our Wife, \$6. Steins' Wheatcroft, \$6. For particular men: Gold Bond, Society Brand, Hart-Schaffner, etc., \$35 and \$40. Same as new. Street Suits, any color, any size, \$20. That's my price. Beautiful Red Satin Beaded Eve Gown, size 36, \$15; Eve Gown, yellow satin, size 36, \$10; new, Blue Velvet and Net over White Silk, all trimmings, blue 38 and 40, Eve Gown, \$10; Eve Gown, yellow satin, black spangles, velvet, size 42, \$10. 5 wide-brim Chorus Hats, \$5; \$1; Ladies' Velvet Page Costumes, like new, \$8; Comedian's Outfit Suit, like new, size about 42, Comedienne Hat and Comedy Shoes; outfit, first \$8, Turkish Pants, red, new, first \$2; Man's new Smoking Jacket, \$2.50; 2 Bow Ties with band, 10c for both; beautiful Feathered Sourette's Hat, \$1.50; new Blue Outwayer Coat, size 40, \$2.50; Full Dress Coat, \$2.50; Full Dress Coat and Vest, \$4. Money Back, key strap for over shoulder; value, \$12; my price, \$2.50. Sombrero Hammer Basket, \$2; Full Dress Coat and Pants, like new, \$10, worth \$50; 4 Housemaid Costumes, 4 for \$3; new Red Crochet Gown, first \$15; 5 new Crochetees for chorus, \$4. Ricton show people say since I've been in the costume business it makes life worth living. All mail to Suite 401 Provident Bldg., Cincinnati, O. Appreciate your kindness, but to buy at all times to see outfit.

CLOSING OUT 50 second-hand, three-piece Men's Suits. Retail value \$1,000.00. Closing out for \$125.00, each with order. No C. O. D. No catalog. JOE POWELL, Helena, Oklahoma. feb11

COSTUMES OF EVERY DESCRIPTION BOUGHT—TIMES SQUARE COSTUME CO., INC., 109 West 4th St., New York. feb11

In Answering Classified Ads, Please Mention The Billboard.

EVENING GOWNS, Wraps, all Stage Wardrobe, from simple frock to most elaborate imported models, up to the minute in style. Also Chorus Sets, Hats, Slippers, etc. One trial will convince you that this is a house of class, finish and quality, as well as reliability, 40 years at this address. C. CONLEY, 237 West 34th St., New York City. feb11

FIFTY MUSICAL COMEDY SETS. Hair Goods. Tights and Trimmings for sale. When in Detroit stop in. No catalogue. BOSTON COSTUME CO. 1336 Brush, near Grand, Detroit, Mich. feb25

MEN'S SUITS, \$1.00 and \$5.00, samples; used and midsize; good condition. Wholesale, \$36.00 and \$18.00 dozen. STATE MERCANTILE CO., 91 West 35th, Chicago, Illinois.

ONE NAVY UNIFORM COAT, size 40, \$2.00; two (color-made) Khaki Riding Skirts, cheap. Lot of other wardrobe, also four White Colonial Wigs, one Irish Character Wig. ROULEYARD PET SHOP, 1019 Vine St., Cincinnati, Ohio. feb1

SIX SHORT PINK SATEEN DRESSES, six Purple and Red Sateen Pants Suits, six Blue Puplin Dresses; new, \$25 takes all. GERTRUDE LEHMAN, 1311 Vine St., Cincinnati, Ohio.

SELLING OUT—Suits, Evening Dresses, \$2.00 up. Pura, Shoes, Slippers. HERMANN, 213 W. 14th, New York. feb1

SHOW BUSTED—Bought cheap. Will sell cheap. New, never used Sateen Chorus Wardrobe, 6 flashy, \$5 a set. You must claim it's a wonderful bargain or coin back. Soubrettes' Saucy Pants effects. RICTON.

TEN SETS NEW SHORT SATEEN DRESSES, six to set, \$10 set; Sateen Miniret Suits, any color, \$10 each; Beaded Head Bands, 50 cents. Costumes made to order on short notice. GERTRUDE LEHMAN, 1311 Vine St., Cincinnati, Ohio.

UNIFORM COATS, dark blue, army regulation; for bands and musicians, \$3.50 each. Caps, \$1.00. JANDORF, 730 West End Avenue, New York City. feb4

Exchange or Swap

(No Films for Sale ads accepted under this head.) 3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

AMUSEMENT PARK FOR SALE OR EXCHANGE—Prepare for next season. Amusement Park, with lake, swimming, dancing, boating; eight thousand dollars. Will accept real estate or diamonds. BLACK BROTHERS Breckenridge, Texas. feb25

EIGHTY ACRES, Colorado; Denver lot. Want Films, Machines, Amusement Enterprises. GREENOUGH, 2601 Cascade, Colorado Springs, Colorado.

FOR EXCHANGE—Ten-acre Farm, Citrus Co., Fla., well located for chickens or truck. I want Comedy or Western Film. For Sale—1 Power's Head, \$35; 1 Bell & Howell Compensarc, \$35. In good condition. 160 ft. 10-ft. Slide Wall, heavy and good for altdome. HARRY V. GRAHAM, Manhattan, Kansas.

FOR SALE—Deacon Organ—Chimes. Will trade for 1st-Gen. WALTER CHRISTIANSON, Larimore, North Dakota. feb4

FOR SALE—Novelty Animal Act: 4 Trained Sheep, 6 Dogs. Good act for carnival or vaudeville. Will trade for A-1 Feature Pictures. Write for particulars to M. L. MERRILL, 235 West St., Redding, Cal.

LET'S SWAP! BUY! SELL!—What's the best? What's the best? 20,000 readers. Dime trial. 5VAP BULLETIN, Detroit. feb25x

PRINTING PRESS AND OUTFIT, size, 5 1/2 x 9, 1 1/2 ton Power's Machine, Reels, Tent, or what have you for road show? GEORGE MATTHEWS, Althea, New Jersey.

WANTED TO EXCHANGE—Dewey's, Cattle and Watling Slot Machines for Good Pennsylvania Penny Weighing Scales. Write W. C. FOLLIN, 423 King St., Charleston, South Carolina. feb4

Formulas

BOOK FORM, PAMPHLETS OR SHEETS. 3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

Freckle, Furniture Polish and Cement Formulas, 25c all. Thousands have been made with inexpensive Freckle preparations. Simple ingredients. T. E. JONES, Box 495, Beega, Oklahoma. feb4

FIVE FORMULAS, \$1.00—Three-Minute Corn Remover, Snake Oil (Liniment), Instant Cement, Mops All Solder, Carpet Cleaner. KOPP CO., 3000 California Ave., N. S., Pittsburgh, Pa. feb25x

FIVE FORMULAS, \$1—Carpet Cleaner, Marble Cleaner, Furniture Polish, Dental Cream, Dandruff Shampoo. TIMLIN, 1431 N. Newstead, St. Louis.

FORMULAS HAVE MADE MILLIONAIRES—Opportunity lifetime. Make and sell your own goods, or the formulas. Many are now making \$75 to \$200 a week selling formulas. We can furnish any formula wanted for 25c, and include a selling plan with it. Send 25c (enc) for our new book of 350 successful formulas. ALLEN'S ENTERPRISES, 1227 Milwaukee Ave., Chicago, Illinois. feb11

FRANKLIN'S DISCOVERY—Great herb medicine for stomach, liver, kidneys, bowels rheumatism. Cost 3c. Sell for \$1.00. Formula, label and source of supply, all for 25c. DR. FRANK A. LATHAM, Box 233, Seattle, Washington. feb11

GOLDEN DENTIFRICE made from my formula for 25c quart. Mechanic Soap, China, Glass and Metal Cement. Ten winners, \$1. ELIUS, 455 Dwyer Ave., San Antonio, Texas. feb18

IF YOU WANT TO MAKE MONEY send quarter for two samples. C. E. HOWIE, Charlotte, N. C.

MARVEL WASHING COMPOUND chases dirt from clothes without rubbing, and seven other formulas, all guaranteed, \$1.00. Use your own base, make and sell your own goods. ENTERPRISE PRODUCTS CO., 204 N. 6th St., Hannibal, Missouri.

ONE FORMULA FREE!—What kind do you want? Simply send 10c for typewriting and mailing. Descriptive formula book included. C. K. MATTHEWS, Hempstead, New York.

ORIGINAL SNAKE OIL—World's greatest painkiller; wonderful for rheumatism, sprains, aches of all kinds. Made for 3c, sell for 25c. Guaranteed Formula. 50c. Catalog free. S. & H. MANUFACTURING LABORATORIES, Boylston Building, Chicago. feb11

TATTOO MARKS REMOVED—Six formulas that will take out tattooing. Price, \$1.00. HARRY V. LAWSON, Box 1206, Los Angeles, California. apr15

RAREST FORMULAS—Literature free. CHAMBERS PRINTING WORKS, Kalamazoo, Michigan. apr15

THE ROYAL GAZETTE is a wonderful magazine of money-making plans, formulas, schemes, tips and ideas. It will show you how to make more money. Sample copy, 10c. JACOB I. GOLDBERG, Pub., 2367 Second Avenue, New York.

WALL PAPER CLEANER—Write for your money back if I don't send you the best Wall Paper Cleaner Formula on earth for one dollar. Why spend money for new paper when a few cents and a little work will clean every room? Send your dollar today. ANTHONY, THE CLEANER, Gallatin, Tennessee.

WEATHER-PROOF ROOF PAINT—Own use or sell consumers. Immense profits. Cost about 25c gallon. Complete formula, \$1. TIMLIN, 1431 N. Newstead, St. Louis.

WINDSHIELD CLOTH, 50c; Auto Polish, 50c; Instant Slick Cement, 50c; Furniture Polish, 25c; Washing Compound, 50c. CHEMICO, 218 E. Grant, Minneapolis, Minnesota.

91 BUYS 16 FORMULAS, representing secret processes of manufacturing concerns, making Automobile Specialties. Some have sold for \$25 each. W.M. SHAW, Victoria, Missouri. feb18

3 CENTS WORTH equals gallon of gasoline. Increases mileage from 30 to 50%. Presents carbon. Engine starts quickly coldest days. Easily made for 30c box, sells for \$1.00. Guaranteed formula, with 16 other live ones, for \$1.00 bill. WESTERN SPECIALTY CO., Spokane, Washington.

10 THE BEST AND BIGGEST guaranteed money-making formulas and plans on earth, all for \$1. WIDMER, 403 St. Peter Street, St. Paul, Minnesota. feb18

\$100 REWARD for any mechanics' hand soap that beats Ellis' Hand Paste for washing cooking utensils, cleaning toilets, sinks and bath tubs. Can be made on your stove in fifteen minutes at 300% profit. Formula mailed for \$1.00. JAMES ELLIS, 1040 Georgia St., Los Angeles, California. feb11

500 SUCCESSFUL FORMULAS in a book, 25 cents. W.M. PALASH, 1585 St. Marks Ave., Brooklyn, New York.

500 FORMULAS AND RECIPES, 25c. Catalogue free. HILLSIDE LABORATORIES, 7021-C So. Winchester, Chicago.

For Sale or Lease Property

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

AMUSEMENT PARK, with lake, swimming, dancing, boating and other attractions. Drawing from about 80,000 to 90,000 people. Well patronized. In Schuyler County. Write for information. AMUSEMENT PARK E. M., No. 25, Mahanoy City, Pa. feb11

BEACON BLANKETS—23 Traveler Rugs, 22 Beacon Indian and 2 Bathrobes; quick sale. Make an offer. RYAN TENT CO., Syracuse, New York. feb4

FOR SALE—Moving Picture House, ideally suited for burlesque. Change can be quickly made. Present owners cannot be connected with burlesque shows. House seats 750, and is located in the heart of Detroit's business district. Write or wire LIBERTY THEATRE CO., INC., Detroit, Michigan. feb11

For Sale—Second-Hand Goods

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

ACT QUICKLY—Must vacate immediately. Will sell Natty House with 14 Mechanical Devices and Crystal Mazes at big sacrifice. PETER J. SHEA, Palace Gardens, 7400 E. Jeff., Detroit. feb4

ADVANCE PEANUT MACHINES, \$1.00; six Columbus Peanut Machines, \$1.00 each; 25 Advance Ball Gum Machines, \$1.50 each. HAL C. MOUDY, Danville, Illinois. feb11

ANTIQUE Silver Key Winder Repeating Watch, \$50; 3-section Track High Striker, perfect, \$100.00; 4-gal. Pick Coffee Urn, 4-burner Kerosene Stove and Cook House Stove, \$75.00. SLOWMAN, 5026 Madison St., Chicago, Illinois.

BARGAIN—Passa-Passa, Flag, Wand and 18 others. Stage size. Eastman, Peplin, Wisconsin.

BIODEN, or Display Mutoscope, five, in good working condition, oak and mahogany, \$75.00 each. F. O. B. New York. Biggest bargain. INTERNATIONAL MUTOSCOPE REEL CO., INC., 232 East 37th St., New York City. feb18

CAMERA, Empire State, 6 1/2 x 8 1/2. Gundlach lens. Snapper, 11 rubber slide holders, and carrying case, holds outfit. \$75. GEC, S. SCHWAB, Mt. Carmel, Pennsylvania. feb11

INCOME TAX FACTS

In making out his income tax return for 1921 the average taxpayer will find a considerable saving in comparison with the amount of tax paid on the same income for 1920. The exemptions provided by the revenue act of 1921 are \$1,000 for single persons (the term including widows, widowers, and persons separated from husband and wife by mutual agreement), \$2,500 for married persons whose net income was \$5,000 or less, and \$2,000 for married persons whose net income was \$5,000 or more. Under the revenue act of 1918 the personal exemption allowed a married person was \$2,000, regardless of the amount of net income. The personal exemption allowed a married person applies also to the head of a family, man or woman, who supports in one household one or more relatives by blood, marriage or adoption. The exemptions for dependents—a person who receives his chief support from the taxpayer and who is under 18 years of age or incapable of self-support because mentally or physically defective—is increased from \$200 to \$400. The act requires that a return be filed by every single person whose net income for 1921 was \$1,000 or more, every married person whose net income was \$2,000 or more, and by every person—single or married—whose gross income was \$5,000 or more. The requirement to file a return of gross income of \$5,000 or more regardless of net income is a new provision. Net income is gross income less certain specified deductions for business expenses, losses, bad debts, etc., which are fully explained on the forms. Returns must be filed by married couples whose combined net income for 1921, including that of dependent minor children, equaled or exceeded \$2,000, or if the combined gross income equaled or exceeded \$5,000. The period for filing returns is from January 1 to March 15, 1922. Heavy penalties are provided for failure or "willful refusal" to file a return on time. Forms 1040A for incomes of \$5,000 and less and 1040 for incomes in excess of \$5,000 may be obtained from the offices of collectors of internal revenue and branch offices. The tax may be paid in full at the time of filing the return, or in four equal installments, due on or before March 15, June 15, September 15 and December 15.

3,000 FORMULAS—400 pages, \$1.00. Catalogue free. ENGLEWOOD BOOK SHOP, 7021-C So. Winchester, Chicago. feb11

For Sale—New Goods

3c WORD, CASH. NO ADV. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

Attention—Send \$1.00 for beautiful hand-crocheted bean bag (ball-shaped); a toy for children, and a hand-crocheted powder puff case (including puff). Money refunded if unsatisfactory. Both for \$1.00 or 50c either one. ISABELLE CROCHET NOVELTY CO., 26 Dassing Ave., Newark, N. J.

FISHERMEN—Special price, \$1.00. World famous "Ewert's Automatic Fish," that incomparable fish getter. EWERT, 626 Maple, Los Angeles, Calif. feb11

MODELING CLAY—Best grade, no grit. Six lbs., postpaid, \$1.00. G. L. BREWER, Kent City, Mich. feb4

MUST SACRIFICE IMMEDIATELY—5-stone Diamond Platinum Lavaler; cost \$325, will sell for \$150. Also Gem's 9-stone Cluster Pin; value \$325, sell for \$140. Allow appraisal. EDWARD CONNELLY, care Billboard, New York. feb1

NEW FORTUNE TELLING CARDS, \$1.00 value. Sample deck, 25c. MACY, 121-BB Norfolk, Roanoke, Virginia.

NEW IRON MUTOSCOPE MACHINES—Weigh 70 lbs. Best looking machine ever put on the market. Works by hand. \$60.00, complete with reel. Act immediately. Biggest money-getter for Arcades and Carnival Shows. INTERNATIONAL MUTOSCOPE REEL CO., INC., 232 East 37th St., New York City. feb18

25 SHAMPOOS for \$1.00. Satisfaction guaranteed or money refunded. Remove dandruff, stops itching, prevents hair falling, makes hair soft, bright and fluffy. No acid, lye or animal fat. H. C. KINNEY, Room 504, Gladstone Hotel, Kansas City, Mo. feb11

BUY YOUR MUTOSCOPE REELS and Mutoscope Parts direct from the manufacturer, the only one in the United States and the largest reel concern in the world, and save for yourself the jobber's profit. INTERNATIONAL MUTOSCOPE REEL CO., INC., 232 East 37th St., New York City. feb18

CAROUSEL CHEAP. Airplane Game \$60.00; Evans 30-horse Race Track, \$20.00; Mills Dewey Slot Machine, \$70.00; Caille Detroit Slot Machine, \$70.00; Watling Dewey, \$60.00; Caille Centaur Jack Pot, \$80.00; Cadillac Scale, \$32.50; Weight Teller Scale, \$32.50; Mills Perfume Vender, \$13.00. MCCUSKER, 212 N. 8th, Philadelphia, Pennsylvania.

COTTON CANOY MACHINE at \$160.00, a new \$200.00 machine, AUGUST YOUNGBERG, 1403 Elm Ave., Superior, Wisconsin.

CRISPETTE OUTFIT—Half price for quick sale. MANKATO CRISPETTE FACTORY, 412 S. Front, Mankato, Minnesota. feb4

ELECTRICAL STAGE EFFECTS—Clouds, ripples, fire, waterfalls, spotlights, stereopticons, rheostats, studio lights, condensers, lenses. NEWTON, 305 West 15th St., New York. may20

FOR SALE—Arcade Machines. Enclose stamp for list. SUPERIOR WEIGHING MACHINE CO., Box 78, Shamokin, Pennsylvania. feb4

FOR SALE—Fourteen Anatomical Models. C. S. JAMESON, Billboard, Chicago.

FOR SALE—Style 35 American Photo-Player. Any reasonable offer. Write particulars. JOHN W. ANDERSON JR., Belt, Montana. feb25

FOR SALE—IMMEDIATE ACTION—Ladies' 16-stone Diamond Platinum Princess Ring; cost \$425, will sell for \$150; also Man's 12-stone Cluster Scarf Pin, valued at \$200; sacrifice \$85. Must be seen to appreciate. RUTH MALLINGER, care Billboard, New York. feb4

FOR SALE—One Mills Quarter Play Bell, \$70.00, and one Mills Nickel Play Bell, \$30.00; both for \$90.00. First money gets them. One-third deposit. H. LANDAU, 207 6th St., Shamokin, Pennsylvania. feb11

FOR SALE—Dramatic Tent Outfit, complete. Big bargain. Address WALTER CHEFOLL, Lake Worth, Florida.

FOR SALE—Tent, 60, with two 20s; Trick Railway, Gasoline Air Lanterns, large Edison Phonograph, small Piano, Train Robbery, San Francisco, Animal and Vaudeville Banners, The Passion Play, Ten Nights in a Bar Room. Address JETHRO ALMOND, Alhambra, North Carolina.

FOR SALE—Mills Wooden Case Counter Operator Bells, \$35.00 each. PUNCTURELESS TIRE CO., Box 313, Mobile, Alabama. feb18

FOR SALE—Evans Devil Dowling Alley, like new; 65 late balls, new motor, in shipping crate; \$90.00 cash. BERT WIGHTMAN, 6925 Farnell Ave., Chicago, Illinois.

FOR SALE—400 pairs fiber roller Ball-Bearing Skates, manufactured by Chicago Skate Co. Best skate made, and in good running order. \$1.35 pair. F. O. B. Sevard, Pa. CURT G. WAGNER, Sevard, Pa.

FOR SALE—Croupe of Trained Doves, all props. ready for work; one more Jazz Swing, Doll Back, Shooting Gallery, Bottling and Ice Cream Plant, F. P. Light Plant, 2 Windhorst Lamps, one good Street Piano and one Organ. HARRY SMITH, Gratz, Pa.

FRICK 35-TON ICE MACHINE, good condition; also several sets new 10 and 15-gallon Coffee Urns and Stands. STANDARD STORAGE COMPANY, Park Ave., Guttenberg, New Jersey. feb11

I HAVE FOR SALE—A good Army Shoe, no hobnail; a tan shoe; all new shoes; sizes 7 to 11-E last. Per pair, prepaid, for \$3.00 each. Cotton Jackets at \$1.00 each. Send P. O. order; state size wanted. I. H. JONES, L. Box 503, East Prairie, Missouri.

ONE WEIGHT TELLER, one Mills Standard Scale, one Caille Cadillac new; eight Ball Gum Venders, two Winner Dice Machines. First \$125 takes them all. B. F. McMANUS, 91 E. South St., Wilkes-Barre, Pennsylvania.

OPEN RUMMAGE SALE STORE—Big, quick money. Headquarters rummage sale supplies at wholesale. Particulars, "CLIFROUS," 108 West 47th, Chicago.

PANAMA CANAL Lecture Outfit; bargain. WYNDHAM, 34 1/2th Ave., New York. feb4

RICHARDSON LIBERTY ROOT BEER BARREL, mounted on one-ton Denby truck. Big money maker for carnivals and fairs. Pay for itself two weeks. Barrels \$1.200. W. H. HOLLAND, 3521 McClellan Ave., Detroit, Michigan.

SAWING WOMAN IN TWO—Exact models of box and crate; full instructions to stage it correctly. Price, \$2.00. JOE NEMLOWILL, Olinitt, Kansas.

SCENERY, Dye Drops, Banners, Best workmanship, lowest prices. Order now at reduced winter rates and save big money. Some second-hand. ENKEBOLL SECE, IC CO., Omaha, Nebraska. feb11

SIX QUARTER VENDING MACHINES or Sales Cabinets. All new. Try one at \$11.00, or entire lot for \$60.00, cash with order. Great for barber shops, factories, etc. Will trade for penny operated machines. Operators, see my ad under Business Opportunities. WM. P. DONLON, Paul Bldg., Utica, New York.

SLOT MACHINES, NEW AND SECOND-HAND, bought, sold, leased, repaired and exchanged. Write for illustrated and descriptive list. We have for immediate delivery: Mills or Jennings O. K. Gum Vender, wooden case Operator Bells, Caille, Mills, Dewey, all in 5c or 25c play. Also Brownies, Eagles, Nationals, Judges, Owls and all styles and makes too numerous to mention. Send in your old Operator Bells and let us make them into money-getting two-bit machines, with our improved coin detector and pay-out slides. Our construction is top proof and made for long distance repair work with our improved parts. We do machine repair work of all kinds. Address P. O. BOX 478, North Side Station, Pittsburgh, Pa. feb18

SLOT PENNY ARCADE MACHINES, 200, all kinds, in good order; must sell. B. MADORSKY, 97 Van Buren St., Brooklyn, New York. feb4

TEN TUNED CYLINDER PIANO, \$10; 20 reels of records, comedy and Western ones, two and three reels, \$25 takes the 20 reels. E. KELLER 15E-MINGER, Old Dominion Show, Funkstown, Md.

TENTS, 1,000—Size 9x3, officers' class B, in hundred lots; \$12.00 each; single, \$15.00 each, complete with floor and poles. Write W. C. FOLLIN, 423 King St., Charleston, South Carolina. feb4

THE FIRST FIFTEEN OOLLARS gets a good Ball Game; ten Jazz Babies, worked like ten pins; balls, lights, table, curtain; everything ready to set up but the hood. Address JOHN CARROLL, Lancaster, Pa.

TWO CONKLIN BUCKETS, practically brand new. Buckets are complete, consisting of hood, frame and bucket. Price for both \$140.00, or single bucket \$70. JACK SIEGEL, 412 Lafayette St., New York City. apr1

WAX FIGURES, Anatomy Subjects, Concession Tents, Games. SHAW, Victoria, Missouri. feb25

\$453.28 IN ONE YEAR—Operator states he collected from one of our New Penny Base Ball Machines. Not a gambling or merchandise machine. Mechanically perfect. We are selling operators twenty-five to forty machines at \$55 each. Try one; get exclusive territory. Terms: Cash \$10, balance C. O. D. \$45. C. A. NICHOLS, The Scale Man, Mfg., Houston, Texas. feb25x

2 GAMES OF SKILLBALL—Just the thing for Grand Store. HARRY VAN VLIET, Port Ewen, N. Y.

\$35.89 IN 6 DAYS—Drug Store writes us our New Penny Pistol Force Amusement Machine took in. No merchandise, noise or gambling. Mechanically perfect. Operators' price, \$10 cash, balance C. O. D. \$45. Use three days. If unsatisfactory money returned. C. A. NICHOLS, The Scale Man, Mfg., Houston, Texas. feb25

Furnished Rooms

3c WORD, CASH. NO AD. LESS THAN 25c. 5c WORD, CASH. FIRST LINE LARGE TYPE.

RICTON'S ROOMING HOUSES, Cincinnati, Ohio, R. R. Ricton, of medicine show fame, sole owner, and I'm not just agent, but sole owner of the following furnished room houses: 134 W. 7th St., 613 W. 7th St., 909 Mound St., 1206 Plum St., 5 East 8th St., 118 East 9th St., 112 E. 8th St., 119 Elm St., W. 7th, 114 1/2 W. 7th St. \$100 reward for you if you can prove above 10 rooming houses are not mine. Sometimes I have 15 or more. My speculations cause my chain of houses to decrease at times because I buy and sell, also hold. But I'll sell anything at a profit, except my wife and my children. Sure, I have 4. Not a million dollars would buy one little finger or my wife's big toe. But I'll sell you any rooming house I possess, or I'll sell you my Theatrical Agency or my Costume Business. My home, 134 W. 7th St. My office, 401 Provident Bldg. Luck is a matter of you. Respectfully, RICTON.

Help Wanted

5c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

COMPOSER WANTED who has published songs to his credit and can write full piano arrangement...

DETECTIVES EARN BIG MONEY—Travel. Excellent opportunity. Fascinating work. Experience unnecessary.

EXPERIENCED, reliable Billposter. Competent to superintend plant, open shop.

HELP THE UNEMPLOYED PACKAGE—Something different. Sample, 25c coin; \$12.50 for hundred.

INSTRUCTIONS FREE FOR THE STAGE—Those ladies stopping at the Sherman House, at Sherman Lake, will receive instructions free.

LADY SWORN WALKING ACT wanted, or Sword Swallowing. Season opens early April.

MAGAZINE PAID-IN-FULL RECEIPTS at lowest rates. State your experience when writing.

MAKE \$15.00 WEEKLY, evenings, at home. Absolutely no fake. Dime brings offer.

MEDICINE LECTURER WANTED—Must do straight and put on one specialty each night for six nights.

MR. CLOWN—1922 Material now awaits your Majesty's favor. See Books, JINGLE HAMMOND.

MUSICIANS WANTED—To learn how to jazz and improvise. New method, just out; for advanced and beginner.

NOVELTY ACTS, CLOWNS, ACROBATS—Get started right. Experience unnecessary. See Instructions and Plans.

REPRESENTATIVE in every town. No canvassing. Big money. Get particulars.

"SAWING A WOMAN IN TWO"—See Instructions and Plans. H. JOHNSON.

WANTED—People, all lines. Join immediately. Experienced Key People, experienced in Toby plays.

WANTED—All around Woman for Pitt Show. Playing works, fair. Would consider partnership.

WANTED—Contracting Agent that can furnish own car. No posting to do.

WANTED—Man or woman to gait saddle horses. Break for high school act.

WANTED—Team, man and wife; man for straight, wife for principal parts and double chorus in short but real script bills.

WANTED—Snake Charmer, Girl for Illusion and Girl to work Buddha.

WANTED—Two Ladies to make Parachute Leaps from balloons. Amateurs considered.

WANTED—A Dentist and also a Jeweler and Optician that would want to locate in one of the liveliest towns in the Northwest.

WANTED—25 Experienced Chorus Girls. ASH-TON-MAC AGENCY, Suite 202 Delaware Bldg., Chicago, Illinois.

WANTED—Man and Wife, colored; experienced, honest, reliable; best references; wish to take complete charge of high-class carnival cars.

WANTED—For Motorized Tent, week-stand vaudeville. Team, married, for short script tab, bills, Min. Straight or Bits, Wife, Souther or Characters and double chorus.

YOUNG LADY—Robust build, up to 5 feet, 2 inches tall and slightly bow legged.

Help Wanted—Musicians

5c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

WANTED—Attractive Young Lady Jazz Pianist. UNITED RAGTIME SCHOOL OF BOSTON.

WANTED—A-1 Pianist, able to play pictures and small time vaudeville; must read at sight.

WANTED—Piano Player who works Straight in acts; middle-aged man preferred.

WANTED—First-class Violin Leader, with big up-to-date library, for modern picture theatre orchestra.

WANTED—Pianists, Organists; learn pipe organ theater playing; exceptional opportunity.

WANTED—Pianist, lady or gentleman. Take good amateur with small capital.

WANTED—Musicians all instruments. Long season, starting March 1. Berth, transportation furnished.

WANTED—Band Leader for 16-piece Band, just starting. Must be willing to do other work.

WANTED—Cornet, for Municipal Band, who is a first-class Barber. Good location and climate.

Information Wanted

5c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

EARL FLEMING MEYER, please write your mother at once.

Instructions and Plans

2c WORD. CASH. NO ADV. LESS THAN 25c. 4c WORD. CASH. FIRST LINE LARGE TYPE.

Advertisements under this head must be confined to instructions and plans only, either printed, written or in book form.

Dancing Handkerchief—The

best yet. Will mystify and amuse. Easy to learn. Complete, with instructions, \$1.00.

"A NOVEL PROPOSITION"

The present condition of things theatrical and the apparent dearth of successful plays, which has caused the revival of many old successes, has brought forth a remarkable proposal to Miss Julia Marlowe and E. H. Sothern that they should manage a theater in New York City where they should reproduce all of the great successes of their two careers...

Men, Start a Business of Your Own

own, manufacturing Kewpie Dolls, Ash Trays, Easter Babbits, Imitation Fruit, etc.

ACNE PIMPLE and BLACKHEAD REMEDY—Compounded inexpensively. A big money maker.

BAND TAUGHT BY MAIL IN 5 LESSONS for \$1.00. PROFESSOR LEONARD, Glens Falls, New York.

BECOME A LIGHTNING TRICK CARTOONIST—Entertain in vaudeville. Make money giving Chalk Talks at clubs, lodges, etc.

CHALK-TALK WORK PAYS—We furnish the ideas and suggestions and guarantee success.

CONTORTION, Trapeze, Roman Rings, 3 acts; illustrated, instructions, photos, \$5.00.

COMPLETE COURSE in Candy Making, \$1.00. JAMES MOORE, 6400 Irving Park Blvd., Chicago

DEMONSTRATORS, AGENTS, STREETMEN—Sell new, sensational article for 50c, costing 2c to make.

DO IT AT HOME—Write letters. Make \$10 or more a day. No canvassing, no formulas, no agents' proposition.

FREE COUPON—Good for printing 500 3x6 Circulars. Enclose stamp. Address HOFFNAGLE, Box 171, Blue Island, Illinois.

HYPNOTISM—X. La Rue's Short Method, one dollar. No books. A. C. RUCH, Publisher, Winchester, Tennessee.

IF YOU REALLY WANT WORK, 50c brings sample and instructions. You can't lose. IDEAL CLOTHING LINE CO., Clarksburg, West Virginia.

INSTRUCTIONS IN MODELING—For Plaster Novelties, Kewpie Dolls, Ash Trays, Candle Sticks, Book Ends, etc.

LEARN FORTUNE TELLING—Highly colored cover. Book, 50c. Five methods. GEAB, 664 N. 12th Philadelphia.

MAKE AN ICELESS REFRIGERATOR—Plans, \$1. Easily, cheaply made; reliable; inexpensive.

MIND READING ACT—For two people (copyrighted); covers 5 different "effects"; only \$5. Send stamp for particulars to PROF. ZALANO, Tyrone, N. Y.

NOVELTY PERFORMERS, CLOWNS, ACROBATS—Instructions and Exclusive Material arranged to order. My complete Acrobatic Course covers Tumbling, Clown Work, Falls, Contortion, etc.

START IN THE MAIL ORDER BUSINESS—We furnish catalogues, advertising electros, letter heads and circulars of fast selling Books and Novelties.

TYPEWRITING—Learn at home; three months' course, \$15. PROF. DONELSKY, 1206 5th Street, Des Moines, Iowa.

USED CORRESPONDENCE COURSES at less than half original prices. Any school; any subject for men or women.

VAUDEVILLE CAREER offered you. Experience unnecessary. Send stamp for booklet and particulars.

VENDING MACHINE OPERATORS—A new plan by which we all profit is offered under Business Opportunities.

VENTRILQUIST taught almost anyone at home. Small cost. Send 2c stamp today for particulars.

WE RECEIVE 25 to 100 letters daily, containing 25 cents. 60 to 100% profit. Our method, 25 cents.

CONTORTION ACT—Illustrated. Photos; fifteen tricks; one dollar. MIDDLE SCOTT, Route 3, Box 145-A, Memphis, Tennessee.

1,000 FORMULAS, Money-Making Plans, Trade Secrets, etc., prepaid, 25c. LINDS, 214 W. 34th Street, New York.

\$15.00 CANDY MAKING COURSE, \$1.00; \$5.00 Cleaning, Dyeing, Pressing Course, 75c; \$1.00 Chiff Parlor Instructions, 25c; Beauty Parlor Formula, 50c.

Magical Apparatus

FOR SALE (Nearly New and Cut Price.) 5c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

BARGAINS FOR MAGICIANS—Magical Apparatus, Tables, Spiritualistic Effects, Hand-puff Act, Hand-cuffs, Mail Bag, Portable Cabinet, Mind Reading Act.

CHESTER, Headquarters for Roll Paper; lowest prices. Send me your orders for Phantom Tubes.

GLASS CASH ILLUSION, Arab, Spirit Paintings, Vanishing Victoria, Fish Bowl Production, Substitution Trick, dozens more illusions, also lot of Magic Lists free.

CRYSTAL GAZING BILLS, wholesale, retail. Instruction Books, \$1.00. DELNOBA, 664 N. 12th, Philadelphia.

DOLLAR'S WORTH OF CARD TRICKS FREE. Send time for latest bargain list. CHINESE MAGIO PALACE, Wheaton, Illinois.

MAGIC SLUM AND NOVELTIES for selling purposes. X-Rays, Trick Cards, Paddles, etc.

MAGICIAN—Don't be old fashioned. Get something new, something better. Stamp brings list.

"SAWING A WOMAN IN TWO"—See Instructions and Plans. H. JOHNSON.

WALKING AND KNEE Ventriloquist Figures, extra movements. SHAW, Victoria, Missouri.

WANTED TO BUY—Arab Illusion. Write GEORGE DOBSON, Elburn, Illinois.

Miscellaneous for Sale

4c WORD. CASH. NO ADV. LESS THAN 25c. 6c WORD. CASH. FIRST LINE LARGE TYPE.

Rubber Stamps for All Purposes. Send 50c silver for 3-line name and address stamp.

Send for a Booklet of Old Theatrical Programs if you are interested in making a collection of play bills.

MEN'S SUITS, \$1.00 and \$5.00 for sample; used and mended; good condition. Wholesale, \$36.00 and \$48.00 dozen.

OPEN RUMMAGE SALE STORE—Big, quick profits. Headquarters rummage sale supplies at wholesale.

STINK BOMBS, Sneezes Powder, Rubber Tacks. Greatest fun makers on earth.

UNDERGROUND TREASURES—How and where to find them. Particulars for 2c. MODEL CO., Dept. H, Como Bldg., Chicago, Illinois.

WATER AUTOMOBILE, one-passenger, hand power. Wants State Manager. Orders waiting.

Musical Instruments

FOR SALE—WANTED TO BUY. 5c WORD. CASH. NO ADV. LESS THAN 25c. 5c WORD. CASH. FIRST LINE LARGE TYPE.

BANDMASTERS AND MUSICIANS—Let us equip your bands with highest grade Clarinets, Alto and Bass Clarinets, Oboes, Bassoons, Flutes, Piccolos and French Horns at very low prices.

BAND, Tenor, Vega Whyte Laidie, new, \$55.00. WM. MORRIS, 621 Elm St., Reading, Pennsylvania.

C CLARINET, low pitch, new cost \$50. \$25 takes it. ARMIN SCHMIDT, 262 Hotel Wisconsin, Milwaukee, Wisconsin.

CORNETS FOR SALE—New high-grade instruments; silver plated, \$14; brass, \$11. Other instruments at correspondingly low prices.

In Answering Classified Ads, Please Mention The Billboard.

DEAGAN NABIMBA, 5 octaves, C4 to C64, practically new, with two shipping cases. Will sell at a sacrifice. First cash offer accepted. O. BACHMANN, 203 West 8th St., Rochester, N. York.

ELECTRIC PIANOS—\$50, \$75, \$100 and up. WM. ANDERSON PIANO CO., 79 8th St. S., Minneapolis, Minnesota. feb18

FOLDING ORGAN, like new. G. W. GREGORY, Broad St., Virginia. feb18

FOR SALE—The "Strad." of the Flutist's World; Rudolf Carte & Co., London, New, solid silver, Boehm Flute, C low pitch, A-410, closed G-sharp, extra C-sharp C trill key. This perfect instrument was a special order for an artist, but the party left to the country before this beautiful flute arrived. Sell at cost, \$260.00. Sent C. O. D., three days' trial. CAPUTO, 7732 Colgate Ave., Cleveland, Ohio.

FOR SALE—Marimbaphone, with fiber trunk, 34-octave Deagan, ready to ship to vaudeville artist. Price, \$225.00. All new. H. C. LEACH, 767 East McMillan St., Cincinnati.

FOR QUICK SALE—Conn Eb, low pitch, gold Saxophone, in case, same as new; low pitch Clarinet, Bass, Gibson Guitar, new, in case; low pitch Clarinet, BOX 234, Bristol, Tennessee.

FOR SALE—One Conn Bb Bass, silver plated, 4 valves, front action, high and low pitch, in fine shape, \$75.00. C. A. FRITZ, 19 N. 6th St., Zanesville, Ohio.

HOLTON TRUMPET, silver plated, gold bell, in high and low pitch, complete in case. A bargain at \$39.00. Will ship C. O. D., subject to examination. MERRILL E. SKALMAN, Wadena, Minnesota.

LITTLE THEATRICAL PIANO, 43 inches high, weighs only 35 pounds. Player can look over key, two men can carry. Tone full as baby grand; keyboard full seven octaves; fumed oak finish; used as demonstrator; factory overhauled; like new. Retail \$395.00, cash price, \$225.00. MISSNER PIANO COMPANY, Milwaukee. apr18

MORE BARGAINS—Deal with the professional house. Have the following Saxophones, all in fine shape: Buffet Melody, silver, with case, \$75.00; Harwood Melody, silver, nearly new, with case, \$95.00; King Alto, silver, with gold bell, same as new, with case, \$105.00; Carl Fischer Alto, silver plated, same as new, with case, \$90.00; Selmer Tenor, silver, nearly new, with case, \$105.00; Conn Baritone, brass, almost new, with case, \$100.00. Get our prices before buying any Band or Orchestra Instrument. We sell the new Buescher, Ludwig, Pezmel, Vega and Pedler lines. Catalogs free. Professional repairing our specialty. Used instruments bought, sold and exchanged. CRAWFORD-BITAN, 219 East Tenth St., Kansas City, Missouri.

NEW IMPORTED Mechanical Playing Concertina, with 10 free music notes, \$18.00. Catalogue free. CENTRAL SUPPLY HOUSE, 615 Seneca Ave., Brooklyn, New York. feb25

REGINA MUSIC BOXES—Three, one large, with 27 fresh discs; two with 15-fresh discs. Also 27 15-inch Tune Discs for Criterion Music Box. Will sell cheap. GEO. SCHULZ, Calumet, Michigan. feb4

SAXOPHONISTS, ATTENTION!—Real service given on the repairing, cleaning and repadding of all makes of Saxophones. Also handle complete line of Accessories. Prices of cleaning and padding: Soprano, \$7; Alto, \$8; C-Melody, \$9; Tenor, \$10; Baritone, \$15; Bass, \$20. All work guaranteed. THE SHAW SAXOPHONE REPAIR CO., Lock Box 68, Elkhart, Indiana.

SAXOPHONES—Conn Soprano, \$75; Alto, \$90; Tenor, \$100; New, Wurliitzer Tenor, \$85, slightly used; Buffet, high pitch, nickel plated, \$85; York Gold C Cornet, \$50; York Perfected, silver and gold, \$50; Martin Baritone, \$85. All have punch cases, some new and slightly used. Send for further description. SLOVACEK-NOVOSAD MUSIC COMPANY, Bryan, Texas.

SAXOPHONE WANTED, also preferred, either pitch. H. C. DIEHL, Greenville, Illinois.

TWO SETS A 440, low pitch, 2 1/2 octaves Orchestra Bells, in case. Positively new 14-in. bars, \$23 each, due to closing out stock. Subject to examination upon receipt of \$3.00. GILBERT & KRUEGER, 924 27th St., Milwaukee, Wisconsin. feb11

WANTED—Piccolo, closed G, slide head, HY. C. SUTTON, Orchestra, Arlington, Hot Springs, Ark.

YORK TRUMPET AND CASE, low pitch (high pitch slide), silver plated, gold bell, two gold plated mouthpieces; instrument new, never used; \$55 C. O. D.; subject to examination upon receipt of \$5. IRVIN BAEHR, 871 40th St., Milwaukee, Wisconsin. feb11

1 MONSTER Eb TUBA, silver, in case, \$115.00, low pitch; 1 Melophona silver, gold bell, with crooks, low pitch, \$50.00; 1 C Melody Saxophone, silver, gold bell, low pitch, like new, \$100.00, in case. J. T. FRENCH, 227 1/2 Erie Street, Toledo, Ohio. feb11

\$3500 BAND ORGAN, Style 165 Wurliitzer, 10-tune rolls, perfect playing condition. First \$1,500 takes it. EDEN MUSIC, 734 Ocean Ave., Beverly Beach, Boston, Massachusetts. feb4

Partners Wanted for Acts (NO INVESTMENT.) \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE.

Experienced Piano-Accordion Player wants partner or to join act. H. V., care Billboard, New York.

CHALK AND RAG PICTURE ARTIST—Join act or partner. Address CARTOONIST, R. 2, Box 103, Framingham, Massachusetts.

LADY PARTNER, small or medium, not too young, for anti-spirits (Illusion); small town road show. Inexperienced person rehearsed. State age, weight, height. Photos returned. Reliable partnership proposition. AMERICAN AMUSEMENT CO., Billboard Office, Cincinnati.

WANTED—Small Girl, not over 5 ft., for vaudeville. Sprinkled opportunity. Experience unnecessary. State full details. J. C. BRADLEY, Vaudeville Author, 110 King St., New York.

WANTED—Partner for Singing and Dancing Act. GWEN LEE, Gen. Del., Chicago.

Personal \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE.

AEOLUS OR AOLAS—Please send name and address. At least answer. Have news. Cannot afford this bill keeping promise. SHORTY.

HANDWRITING EXPERT—I read your character from your handwriting. ST. JOHN ROGERS, 17-B Fulton St., Medford, Massachusetts.

HARRY—Absolute divorce granted from you three months ago. If you see this please let me know immediately through Personal, Billboard. Good-bye. Good luck. BOBBIE. feb11

Schools (DRAMATIC, MUSICAL AND DANCING.) \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE. NOTICE! No advertising copy accepted for insertion under "Schools" that refers to instructions by mail or any Training and Coaching taught by mail, so ads of acts or plays written. The copy must be strictly confined to Schools at Studios and refer to Dramatic Art, Music and Dancing Taught in the Studio.

BEEN DANCING CORRECTLY—Avoid mistakes. Improve wonderfully. Standard, advanced steps, leading, following music, style, everything in ball-room taught easily, quickly by mail. Stags Dancing taught at studio. Send for particulars. BOYD, 3118 Studio Bldg., Kansas City, Missouri. feb25

BRIGGS' SUCCESSFUL METHOD OF MODERN Stage Training prepares you for Vaudeville or Musical Comedy in a short time. Singing and Novelty Stage Dancing taught. An opening guaranteed to all. No failure. BRIGGS' BOOKING EXCHANGE, 819-22 Lyon & Healy Bldg., Chicago, Illinois. feb25

GUITARISTS—Learn to play a breezy and fantas-tic solo or accompaniment in 10-20 lessons. Pupils prepared for vaudeville. B. WATKINS, 3238 Laka Park Ave., Chicago, Illinois.

THE GILLEN SCHOOL OF INSTRUMENTAL MUSIC prepares pupils for Vaudeville, Band, Orchestra or Home. Individual instruction anywhere on Saxophone, Zepphone, Banjo, Mandolin, Violin, Flute, Clarinet, Trombone, Cornet, Drums and all Novelty Instruments. Day or evening. Very reasonable rates. J. B. GILLEN, 1140 N. La Salle St., Chicago, Ill. Phone, Superior 3654. feb11

THOMAS STAGE SCHOOL—Dancing, Duet and Wing, Soft Shoe, Excelsior, etc. Vaudeville Acts written. Dramatic Sketches coached. An able staff of instructors to take care of every want. Four rehearsal rooms. Partners furnished; talented people in all lines put on the stage. See HARVEY THOMAS (20 years on stage), 59 E. Van Buren St., Office 316, Chicago, Illinois. Phone, Wabash 2394. ap21.1925

A DRAMATIST "IN EXILE"

There is a certain pathos in the interview in which that veteran British dramatist, Henry Arthur Jones, tries to explain why he can not get plays produced in London now, in which he describes his situation as "my exile." Mr. Jones naturally puts the blame on the conditions in the theater. He points out that one manager declined to produce a Jones play "because there is nothing in it for my wife," and he berates the present actresses of London, declaring that they lack the knowledge of acting possessed by Ellen Terry and Mrs. Kendal. But the change is far deeper than Mr. Jones sees, or, at least, states. It is not only the actors who have changed, but the public. The Jones style of play has "gone out" hopelessly, while the Galsworthy style and the Maugham style have come in, with the Russian style perhaps just peeping over the horizon. Mrs. Kendal's thoro technique would be as lost today as Jones' plays are. Jones' most successful play, "The Silver King," was produced in the early eighties. It was a rattling good melodrama, and it was played wherever English is spoken and probably in many translations. Thereafter he did some fine comedies, less popular, and many more pretentious melodramas, also some of them had a social reform slant that made them subject to comment. That point of view is as dead as Caesar, and Pinero, who also held it, is practically as dead as Jones. It is always sad when an artist outlives his public, but with Mr. Jones there can at least be none of the poverty which so often makes such cases pitiable. His royalties were large and they continued for more than twenty years. He should be able to rejoice that he is in out of the wet and that he was such a big man while his vogue lasted.—BROOKLYN EAGLE.

MOTION PICTURE PIPE-ORGAN and Piano Playing taught quickly and practically by theatre expert. Booking bureau connected with school. Exceptional opportunities for positions. Address THEATRE, care Billboard, New York City.

WEST PINE MUSIC SCHOOL—Learn to jazz. Improvise for Trumpet, Cornet, Clarinet, Trombone with brilliant cadenza playing. Taught at school or by mail. Complete, \$1.00. 4152 West Pine Street, St. Louis, Missouri.

Privileges for Sale \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE.

NOTICE, CONCESSION OR CARNIVAL MEN!—Have triangle lot across the street from National Orange Show, with 150x236-foot frontage. Make me an offer. A chance to reap the bacon. Write ED CADUADY, 430 Eighth St., San Bernardino, California.

2d-Hand Show Prop. for Sale \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE.

Circus Owners, Notice!—Milburn Carbide Lights, large size, \$25.00; Corbin Carbide Lights, single burner, \$18.00. Used 8 weeks; like new. PORTER BRO., 1911 W. Main St., Richmond, Virginia.

Cook House, Used One Season, complete equipment of the better class. Cost \$1,000. Price, \$500 cash. G. A. RUDLOFF, 164 Elmendorf St., Kingston, New York. feb25

Puzzles Them All—Baba, World's Wonder Child, possesses human form, sheep head and a pair of vicious claws. \$25.00 cash. O. WARREN, 507 Homestead Ave., Dayton, Ohio.

CONCESSION TENT, 16x12, \$12.50; three Pop-Ten-In Tables, \$5.00; Perfume Spindle, \$1.00; One Marble Roll-Down, \$3.00; Trunk, \$3.75; Carpenter's Chest, \$3.00. SHERMAN, 13 Smith, Poughkeepsie, New York.

EVERYTHING USED BY SHOWMEN in any branch of the business, second-hand and new. We have it or can get it. Largest and oldest dealers in America. No catalog on used goods, as stock changes daily. Write your wants in detail. We manufacture anything you want in new goods. Best mechanics and machinery. Sell us any goods you are through using. Fair prices in cash. WESTERN SHOW PROPERTIES CO., 518-527 Delaware St., Kansas City, Mo., or 2033 North Broadway, Los Angeles, California.

A GOOD 14x20 Anchor Concession Tent, used two weeks, 9-ft wall; 2230 U. S. Show Tent, 10-ft wall, made so middlepiece can be put in, used three weeks. Wheels, Laydowns, Ball Game Hood, Monkey Ball Game, 14x28 Archway, U. S. make; Oriental Banner, used three weeks. Show Property of all descriptions bought and sold. K. F. KETCHUM, Gloversville, New York. feb11

ARCADE MACHINES FOR SALE—Iron Microscope, with reels; Calliopes Rosenfield Drop Pictures, Mills Vibrator, Callio Ruber Neck Blowers, Mills Line Blower, Gypsy Fortune Teller, Punching Bags, Lifters, Fortuna Tellers Palm Reader, Donkey Fortune Teller, Postal Card Machines, Scales, Athletic Machines. These machines are up to date, guaranteed and in first-class condition. Write for price list. I. P. ORLICK, 1312 So. Fifth St., Philadelphia, Pa. feb18

ATTENTION, SHOWMAN—Tops, 8 oz., 30x50, used, 8-ft. side wall, no poles, \$100.00; 18 13x10 Banners, Ten-In-One, used one season, \$10 each; Evans Race Track, 23 horses, \$100.00; Spiders Living Head Illusion, \$15.00 each. Animals, Pets and Freaks of all kinds. We sell show property. What have you? PEARSON'S BROKERAGE CO., 403 Gross Bldg., Milwaukee, Wisconsin.

BARGAINS—One Spidora Illusion, French plate glass, complete, \$50; Electric Machine for electric chair, complete, \$15; one 20x30 White Top, good as new, \$50; two sweet Acts for 10-in-1, Four-Legged Lady and Big-Foot Boy, brand new, \$10 Banners. This makes a feature act for any side-show complete, with full instructions, \$50. Also several 8x10 Banners at \$10 each. This stuff is all in No. 1 condition and cheap for cash. H. B. MOORE, 2337 Carson Street, S. S., Pittsburgh, Pennsylvania. feb18

BARGAINS IN BANNERS—KLINE, 1431 Broadway, Room 215, New York.

CARROUSEL FOR SALE—Two-row-almost stationery. Also set Swings, \$92 Jamaica Ave., New York. feb11

COMPLETE, a Revolving Ladder Act, in good shape; also an 8x10 Concession Tent. LESTER DAVENPORT, Butler, New Jersey.

COMPLETE OUTFIT—14x16 Cookhouse; Show Top, 20x40; two Concession Outfits, fully complete, \$28 and \$18. These outfits are good. But looking for just, send us any day you wish to write. S. PLUMMER, 511 So. William St., Dayton, Ohio.

FOR SALE—Tent, 20x40; 10-oz. double filled canvas, with 7-ft. side wall, hip roof, 3 poles, like new; need not three months; white canvas, no poles or stakes; \$80.00 for quick sale. WALTER DAHLEM, care J. Geo. Loos Shows, Stock Yards Station, Fort Worth, Texas.

FOR SALE—Kentucky Derby A-1 condition, in good location, low rental. THE PUBLIC AMUSEMENT COMPANY, Suite 719, Liberty Bldg., Bridgeport, Connecticut. feb4

FOR SALE OR TRADE—Frolie, Want Merry-Go-Round, Whip, Ferris Wheel, Roller Chair for cash. THE SPRAKERS, Hyde Park, East Muskogee, Ok. feb4

FOR SALE—1917 Model Herschell-Spillman Jumping-Horse Carousselle. Sacrifice if taken at once. \$600 will make practically a new machine of it. Stored Tarpou Springs, Florida. Further particulars address MRS. L. A. TEMPLE, 209 1/2 West 2d St., Little Rock, Arkansas.

FOR SALE—Tent, 60, with a 30, in fine condition. Address M. A. HUNT, Weyland, Mich. feb4

FOR SALE—Stateroom Sleeper, equipped for fast passenger service; steel platforms, 6-wheel trucks, bedding and all complete. Will trade for Baggage Car. ZEIGER SHOWS, Box 3, Fremont, Neb. feb18

FOR SALE—One 40x70 Dramatic End Top, not in the best condition, only fair. First \$80.00 takes it. TRIBBLEY DEVERE SHOW, Cameron, N. C. feb11

FOR SALE—Single nickel plated Trapeze, \$5.00; nickel plated Roman Rings, \$3.00; VanWyck nickel Single Trapeze Bar, \$3.00; four Floor Hooks, \$3.00; Wire Rope Ladder, \$3.00; Bass Drum, \$3.00; Cymbals, \$1.00; Overhead Pad, \$1.00; Circus Sledge Hammer, \$1.25; also all kinds of Wardrobe. PAUL F. KOLB, care Billboard, 1403 Broadway, New York.

KNIFE RACK OUTFIT—39 Daggers, Rings and over 500 assorted Knives, never used. \$50.00 takes the lot. A. W. DOWNS, Marshall, Michigan. feb25

NEW WAY 12-h. p. Twin-Cylinder Engine, mounted on 2 1/2 steel truck. Few dollars will put engine in A-1 condition. Price, \$100. Pops 8-h. p. Engine, not mounted, \$25. Right up to closing day last season on Big El Ferris Wheel. Price, \$75. Big Bargains. GEO. L. DOBYNS, Port Richmond, New York. feb18

OLD SHOWMAN'S STORAGE WAREHOUSE, 1227 W. Coler Ave., Philadelphia, Pa., buys and sells Candy, Floss, Ice Cream Sandwich, Sugar Puff Waives, Popcorn, Peanut or Crispette Machines, Hambug Outfits; Copper Candy Kettles, Concession Tents; Games; anything pertaining to show, carnival or concession business. Write me what you want to buy or sell. mar25

SCENERY—We carry the largest stock of used scenery in the country. Write for list. THE SHEPARD STUDIO, 468 E. 31st St., Chicago, Illinois. mar11

SEVERAL LARGE SIZE LAUGHING MIRRORS, best of condition. BOX 86, Elira, Ohio. mar4

SHOW TENTS, Concession Tents, Crazy House, Jass Swing, Generator, Organ, Banners, Eli Whirl, MIMIC WORLD SHOWS, Winter Quarters, McAlester, Oklahoma. feb11

SLOT MACHINES—Mills, Doweys, Celles and others at \$50.00 each; two Mills Twin 25c and 50c play at \$35.00 each, cost over \$50.00. All in fine shape. Also have six Electric Pianos and Band Organs. Write G. J. PRATHER, 40 Rutledge Ave., Charleston, South Carolina. feb4

TENT, 30x70, faced center, side walls, poles and stakes. Top treated with Preserco. Condition first class. \$300.00. QUEEN FEATURE SERVICE, INC., Birmingham, Alabama. feb25

TENT, 18x30, with poles, \$50; Holton Slide Trombone, \$25; Power's Rheostat, \$10. K. COUCEMAN, Elm St., Hon, New York.

TRUNK, brand new, 34-inch, Newton. HARRY HAMMELMAN, Sheboygan, Wisconsin.

TWO 50-FT. CARS—One car straight baggage, one car combination baggage and staterooms. Both cars have 4-wheel trucks, steel wheels, coach platform on one end, opposite end large double doors for loading wagons; double doors each side, windows or ery six feet through both cars; large rollers. Equip for fast passenger service. FRANK S. HORTCHIKS, Box 98, Monroe, Louisiana.

WARDROBE TRUNKS, \$12 and up. Good condition, Concession Tents, new and used. Also Ball Game Hoops, all styles, very cheap. Wheels Games, Concessions of all kinds, Monkey Candy Race Track, Country Games, Kines Vent, Figures, new, \$3.00 each; set of six Marionettes, new, \$20; 20x30 Hipp. Roof Khaki Top, good condition; 14x27 Khaki, gable ends, new. Lots of bargains. Tell us what you need. Sell us what you don't need. RAY SHOW PROPERTY EXCHANGE, 913 North 17th St., St. Louis, Mo.

40x60 KHAKI TENT, WALDO GREGORY, Broad St., Virginia. feb4

40x60 TOP, with one 25-foot middle piece; one Snare Drum, Bass Drum and all attachments, also Taylor Drum Trunk, whole outfit cheap. One Piano, Revolving Table for dogs, one Seat for dogs, one brand new nickel-plated Wire Rigging and Rolling Basket for dogs, lot of Minaret Banners, Bally Cloths, BOULEVARD PET SHOP, 1010 Vine St., Cincinnati, Ohio. feb4

40x60 PUSH POLE TENT, good condition; will run easy a season; \$75.00 takes it, with side wall complete, or \$40.00 top alone. Living Head Illusion, with banner, \$15.00; first money takes it. C. A. ZECH, The Ache, 24 E. Elm St., Brockton, Mass. feb11

Songs for Sale \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE.

Song, With Music, by Norrie Bernard, Copies, 25c each. Address MRS. JAMES ROBERTSEN, R. D. 1, Box 15, Rumford, Maine.

HERE YOU ARE, JUST OUT—When I Call You My Own Waltz Song. The sweetest dancing waltz published for piano, 25c. JOHN O. SOCKLEY, Composer, Marshall, Illinois. feb18

"HORIZON," a wonderful waltz song. 50c per copy. Special prices to jobbers and publishers. Cast your eyes upon the horizon and order today. COIN BEUCK & CO., Belden, Nebraska. feb18

PICTURE AND DANCE PIANISTS—Old leader in the publishing game. Three fine Waltzes, \$1.00, postpaid. BOX 407, Port Townsend, Wash. feb4

THESE SONGS may be obtained with a view to securing advance orders: "Don't Break a Loving Heart That's Living Just for You," "Dreams of the Long Ago," "Driftin' Down a Silvery Stream," "Heavenly Blues," "Let Me Forget My Boyhood Love," "Thanks to the Fort Car," "I Can't Forget," "I Might Have Been an Angel But You Made a Demon Out of Me," "My Isle of Endless Love," "I Am Going Back to That Hummin' Bird of Mine," "Home, Sweet Home, for Me," "Maggie O'Brien," "Where the Nightingale Sings About You," "Nestle Me Deep in My Dear Old Mammy's Arms," "No One But the Roses in the Garden Know," "You're Laughing at Me Now," "Moonbeams," "Sweetheart, Come Back to Me," "My Maltess," "Along Lake Erie Wera My Happiest Days," UNIVERSAL SONG PUBLISHERS, 4617 Winthrop, Chicago.

Tattooing Supplies \$5 WORD. CASH. NO ADV. LESS THAN 25c. \$5 WORD. CASH. FIRST LINE LARGE TYPE.

IMPROVED Patented Tattooing Machines, Supplies. Appliances direct from manufacturer. Lists free. Save money. IMPORTING TATTOO SUPPLY, 526 Main, Norfolk, Virginia. feb18

(Continued on page 62)

WATERS' MACHINES (2) for \$5.00; 13x20 Design Sheets (3) for \$5.00. Stamp for list. "WATERS" 1650 Randolph, Detroit. feb4

Theatrical Printing

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

Curtiss, Continental, Ohio. New Price List.

5,000 1x2-In. Labels, \$2.75;

1,000, \$1.25. Check or money order. About 20 words. Agents' propositions. IRVIN WOLF, Station E, Desk B4, Philadelphia. mar4

BOOKING CONTRACTS. Caution Labels, Passes, Calls, Agents' Reports. BOX 1155, Tampa, Florida. mar11

BUSINESS-BRINGING Advertising Novelty, 7 samples, 10c. CHAMBERS PRINTING WORKS, Kalamazoo, Michigan. apr18

LETTERHEADS AND ENVELOPES—50 of each, \$1. postpaid. Established 1912. STANLEY BENT, Hopkinton, Iowa. feb4

LOOK—250 Bond Letterheads or 250 Envelopes, \$1.25; 500 4x9 Tomlinsons, \$1.15; 1,000 6x18 Headers, \$3.55; 500 11x14 Track Cards, \$12.00; 25 sets First Dates (\$30 to \$100). Samples, 2c. Correct workmanship. BLANCHARD PRINT SHOP, Hopkinton, Iowa. feb4

QUICK SERVICE PRINTING—Fifty Business or Calling Cards, 35c; 250 Cards, \$1.00. Samples and printing price list free. R. WIESE, 156, Atlantic, Iowa. feb4

SPECIAL—250 Letterheads or Envelopes, 20-lb. Hammermill bond, \$1.50, postpaid. HOMAN ARNDT, 3131 Meldrum Ave., Detroit, Michigan. feb4

YOU LOSE IF YOU FAIL TO GET our Printing Price List. SELIGER'S, 959 Frankford Ave., Philadelphia, Pennsylvania. feb18

800 GOOD BOND LETTERHEADS, printed and mailed, \$1.25, cash with order. Envelopes to match same price. ED F. NEWTON, Printer, Monticello, Indiana. feb4

Theaters for Sale

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

FOR SALE—Opera House, town of 3,000; community 15,000; seats 500. Paying proposition for right party. Investigate. CORA PRATT, Hudson, Michigan. feb4

Typewriters for Sale

30 WORD. CASH (First Line Large Black Type)

BLICKENSDERFER TYPEWRITER, in good condition; 4 Milburn Carbolite Circus Lights; large size Merry-Go-Round Organ, the Florette Illusion, Cheap. GREAT WESTERN SHOWS, 391 Carroll St., Paul, Minnesota. feb4

Wanted Partner

40 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

Wanted Partner That's Game.

plenty pep, to buy half interest in small but real Wagon Show that's growing, consisting of 5 real show wagons, an auto band, chariot in course of construction. Main top, 60x100; one 40x60, 20x20 dressing top; one 14x20 cook top complete, sleeping tent, cot, light, seats, some paper. \$1,500 buys half interest. Hesitators and cowards save stamps. Experience not necessary. Quick action required. COOPER LAKE'S ONE-RING OVERLAND SHOW, Columbia City, Indiana. feb4

MAN OR WOMAN with five hundred dollars for half interest in Medicine Show for summer season. Address J. S. Billboard Office, Cincinnati, Ohio. feb4

WANTED—Partner for Girl Show, HARRY J. ASHTON, 417 N. Clark St., Chicago, Illinois. feb4

Wanted To Buy, Lease or Rent

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

Wanted To Buy Ferris Wheel.

Must be cheap; prefer small one; state condition and price. WALTER ORMAN, 627 Esplanade Ave., New Orleans, Louisiana. feb4

Will Buy Dramatic Tent Show

outfit; no junk; must be first class; pay cash; also two Simplex Machines. HARRY G. ARMSTRONG, 321 Oak St., Chattanooga, Tenn. feb4

HAVING given up management of American and Capitol theatres, wish to lease Picture Show, small town, privileges buying. Give full particulars. W. H. HOWARD, Rosiclare, Illinois. feb4

LOBBY DISPLAY FRAME, suitable for road use. L. VERNE SLOUT, Lima, Ohio. feb4

ROLLER SKATING RINK—Hall or building suitable for skating, summer or winter, park or beach. Prefer the East. X-Y, care Billboard, Cincinnati. feb4

WANT FOR CASH—Six Laughing Gallery Mirrors. Give condition and best price. ERNIE MESLE, 641 So. 5th, Saginaw, Michigan. feb4

WANTED—Small Merry-Go-Round Horses, Charlott; Ferris Machines, small Moving Shooting Gallery, Merry-Go-Round and Paris, set of Swings. HARRY SMITH, Gratz, Pennsylvania. feb4

WANTED—Four Dolly Wheels. Particulars. GUY FINCH, Newton, Iowa. feb4

WANTED TO BUY—All makes Moving Picture Machines, Sultcase Projectors, Chairs, Compensators, Motors, Fans, etc. Write us before selling. State best cash price in first letter. MONARCH THEATRE SUPPLY CO., 724 So. Wabash Ave., Chicago, Ill. feb25

WANTED—Caneel, Dwarf Zebu Cow, Baby Elephant, Ocelot, Coat, Mundi and other animals. CHARLES C. GARLAND, Oldtown, Maine. feb4

WANTED—Pay cash for Tents, Candy Floss Machines or other Concessions. JAMES BOSETTER, Athens, Ohio. feb4

WANTED—Concession Tents, Wardrobe Trunks, Country Store. F. C. MAYER, 626 So. First St., Louisville, Kentucky. feb4

WANTED TO BUY—Tent, 50x80 or 60x90. W.M. SCHULZ, 17136 Garnet St., Detroit, Mich. feb25

WANTED TO BUY—Slot Machines, all makes. Give condition, price and all details in first letter. U. S. postage. Address APARTADO POSTAL 278, San Luis Potosi, Mexico. feb18

WANTED—Two Power's 6A Heads, 6B Stands, Compensator, Edison D or Power 6 stands and two complete Machines. BOX 234, Bristol, Tennessee. feb4

WANTED—Movie Theatre, State equipment, receipts, expenses, price. LOOK BOX 394, Fairland, Ind. feb4

WE BUY OR SELL YOUR INSTRUMENTS, take them on new. List your instruments with us. SLOVACEK-NOVOSAD MUSIC COMPANY, Bryan, Tex. feb4

CLASSIFIED MOVING PICTURE ADVERTISEMENTS

Calcium Lights

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

EXHIBITORS, ATTENTION—Films Oxy-Acetylene and Oxy-Hydro-Cet Lights, only rivals to electricity. No expensive chemicals. Guaranteed results on the screen. A postal brings particulars. S. A. BLISS LIGHT CO., 1329 Glen Oak Ave., Peoria, Ill. feb11

Films for Rent

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

PICTURE THEATRES—Round the World. A feature for special occasion. Write for particulars. WORLD, Billboard, Chicago, Illinois. feb25

BRAND'S DAUGHTER, 4 reels, paper, good condition, \$25.00. Good Comedy Westerns, \$2.50 reel, or will exchange. ROBERT EASTMAN, Box 453, Crosby, Minnesota. feb4

CLOSING OUT my entire lot of 300 reels of excellent Features, Westerns, Comedies. Quitting the road. Brother road men write for list. Just what you want. W. C. GRAVES, P. O. Box 524, Cincinnati, Ohio. feb11

COMEDIES—Old successes. No advertising. Bargain. AARON B. COHEN, 63 Second Ave., New York. feb4

FILMS CHEAP. GUY HALLOCK, Duluth, Minn. feb4

FILM FOR SALE—Comedies, Sensationals, Westerns, Chaplins and W. S. Hart's. Write for prices. FRANK DEVERE, Camden, N. C. feb18

FOR SALE—Features extraordinary. List free. CENTRAL FILMS, Mason City, Iowa. feb25

FOR SALE—100 reels of Film, Picture Head, lot of Carbons, Slides, 2 Rheostats, all for \$175.00. HARRY SMITH, Gratz, Pennsylvania. feb4

GOOD PRINT, "Wild Honey," 5-reel Western, Doris Kenyon, with paper, \$75.00; "Girl From Rector's," \$50.00; "No Greater Love" (Sells), \$35.00. Several New! Hart's, Al Jennings, two-reelers, "Diana," Special \$50.00. Buyers only apply. A. F. SALOMON, 808 1/2 South Wabash Ave., Chicago. feb4

LARGE STOCK A-1 used Films for sale cheap. Send for bargain list. INDEPENDENT FILM EXCHANGE, 55 Jones St., San Francisco, Cal. mar25

LIFE OF JESSE JAMES in 3 reels, plenty paper, 5 reels. L. A. CRUM, 208 Finance Bldg., Cleveland, Ohio. feb4

PRODUCERS' SHOW COPIES—Features, Comedies. Big stars. Write for December list. ECONOMY FILM CO., 1238 Vine St., Philadelphia. feb4

SELL FOR STORAGE—Two complete Motograph Motion Picture Machines, Operator's Seat, two Motors, 5 Reels, Battle Waterloo; 2 reels, Wm. Hart, His Duty. \$150.00 takes all. MRS. ALTMAN, 337 North Sixth, Waco, Texas. feb18

SENSATIONAL DETECTIVE THRILLER, Chains of Hellence, 5 reels, featuring Edmund Bruce, Maria Shotwell. Great road show picture. Use chains, guns, pistols for lobby display, \$60.00, including posters, photos, \$5 deposit, reward examination. KAUFMAN SPECIALS, Memphis, Tennessee. feb4

SPECIAL FEATURE FILM LIST—Bargain prices: also Serials. H. B. JOHNSTON, 538 So. Dearborn St., Chicago. feb25

PRODUCERS PLAY SAFE

As reasonable an explanation as any for the present rush to revivals of old plays on Broadway is that a run of four weeks with moderate profits is better than no run at all with loss. A season strewn with the cadavers of new productions, intended presumably for the new generation, is learning to be content with what it can capitalize of the sentiment and reminiscences of the not so young. If those who remember ten years back, not to speak of thirty years back, can be lured to the theater to see how much better the old times were than the present, it will be something.

That would seem to be the most plausible explanation. It may be, of course, that all the bad new manuscripts on the producers' shelves have been used up, tho it is hard to see why there should not be thousands of other manuscripts quite as unfit as those that have already been given to the public. There is a legend that tons of script always repose in the producers' offices. Their range and variety are such that any manager can turn around in his chair and lift out something almost exactly like the thing another manager has just produced. That would account for the circumstance that crook plays or sex plays or melodrama or rural wisdom descend upon the stage in floods.

Perhaps this is, after all, the main reason. There is no one like a Broadway producer to subscribe to Aristotle's theory that imitation is the soul of art. The Stagirate would have rejoiced to see with what zeal entrepreneurs on Broadway imitate each other. Somebody having shown the way with a revival of an old play, the rest is simple.—NEW YORK EVENING POST.

Films for Sale—New

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

For Sale—"It May Be Your

Daughter," a powerful five-reel white slave drama. A strong attraction, with complete advertising matter. CENTRAL FILM COMPANY, 729 Seventh Ave., New York. feb4

NEW PRINTS of the only and original three-reel Pathe Passion Play. BOX P. P. 123, Billboard, Chicago, Illinois. feb4

Films for Sale—Second-Hand

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

Yellow Menace Serial, 32 Reels;

Mystery of Myra Serial, 31 reels; \$150.00 each. Loads of paper. Big spectacular 8-reel feature, Anthony and Cleopatra. Splendid condition. Loads of paper. Only \$100.00. Also 1 to 5-reel films, \$2.50 up. Write for list. QUEEN FEATURE SERVICE, INC., Birmingham, Ala. feb4

A NIGHT IN PARIS, 5 reels, sensational; plenty paper; examination; \$60. S. CLARK, 129 College St., Buffalo, New York. x

ATTENTION—Four-reel Feature, two-reel Western Comedy, single-reel Comedy; good condition; thirty dollars. BOX 237, Parkersburg, West Virginia. feb4

BARGAIN—5 reels of Film, \$7.00. CHARLES H. QUITZ, Box 105, Reading, Pennsylvania. feb4

"TEN NIGHTS IN A BAR ROOM," Hart, Chaplins. GREGORY, Brodnax, Virginia. feb4

TWO-REEL WESTERNS and Comedy-Dramas, \$3 per reel. Ebony Comedies (colored characters), \$30 per reel. Saved from a fire, five reels, \$45. Educational Scenes and Features. Send for list. I. S. FISHER, 729 7th Ave., New York. feb4

WANT—3 to 5-reel Features of Chaplin, William S. Hart, Tom Mix, Douglas Fairbanks; also one and two-reel Western Comedies. Shipped subject to ex. office examination. FRANK S. HOTCHKISS, Box 98, Monroe, Louisiana. feb4

WANTED—Reels of Uncle Tom's Cabin, Ten Nights in a Bar Room, Rip Van Winkle and Civil War. FINDLEY BRADEN, Doylestown, Pennsylvania. feb4

YELLOW MENACE SERIAL, 32 reels; Mystery of Myra, serial, 31 reels; \$150.00 each. Loads of paper. Big spectacular 8-reel feature, Anthony and Cleopatra. Splendid condition. Loads of paper. Only \$100.00. Also 1 to 5-reel films, \$2.50 up. Write for list. QUEEN FEATURE SERVICE, INC., Birmingham, Alabama. feb18

200 REELS OF FILMS, in singles and two to six-reel features. Bargain lists free. NATIONAL WRECKING EX., Duluth, Minnesota. feb4

60 FINE WESTERN INDIAN and Comedy, 1 to 5-reelers, dirt cheap; \$1 to \$4 a reel. Excellent condition. Used on my route and cannot use again. Want to buy or trade for different pictures. Live an Edison head, all metal, no lenses; will take \$7.00. Send for list. LAWRENCE SALISBURY, Box 139, Frankfort, Indiana. feb4

400 REELS FILM, suitable for church and school. Price right. List sent free. PASTOR'S CO-OPERATIVE SERVICE, 518 Morgan Street, Rockford, Illinois. feb4

2,000 FILMS, \$3 TO \$10 A REEL—Comedy, Drama, Travel, Religious. BAY, 326 5th Ave., New York. feb4

2d-Hand M. P. Access. for Sale

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

Bliss Oxy-Acetylene Light,

with two Presto-Lite Tanks, \$20; Model "B" Calcium Light, \$10; Perfecto Calcium Light, \$7; Enterprise Stereophon, \$10. SOUTH-ARD, 638 Sixth St., Louisville, Kentucky. feb4

ALL MAKES OF MOVING PICTURE MACHINES at Bargain Prices—Film for road men. Opera Chairs and all Accessories for house use. Write us your wants in detail. Largest and oldest house of its kind in America. WESTERN SHOW PROPERTIES CO., 518-527 Delaware St., Kansas City, Missouri. feb4

BABY MAZDA SPOTLIGHTS, 250-watt lamp; ideal for footlight and short range work. \$20.00, complete. BEST DEVICES CO., 1514 Prospect Ave., Cleveland, Ohio. feb4

BARGAINS IN MACHINES for theatre or road show. Films, Gas Outfits and Supplies. Mazda and Electric Equipment. Bargain lists. NATIONAL EQUIPMENT CO., 409 West Michigan St., Duluth, Minn. feb4

BIG BARGAIN in new and second-hand Machines, Chairs, Supplies. Write me your needs. H. B. JOHNSTON, 538 South Dearborn St., Chicago. feb25

FOR SALE—Cosmograph Motion Picture Machine, brand used but three times. Will sacrifice for \$75.00. Owner has other business. E. V. WAND, 320 W. 7th St., Cincinnati, Ohio. feb4

FOR SALE—One Power's 6A, complete with lens and motor, 110 volts, 60 cycle, \$190; one Halberg Economizer, 110 volts, 60 cycles, \$35; one Power's 6A Head, rebuilt, \$75; two Fidelity variable speed, 110 volt, 60 cycle Motors, \$15 each; 100 ft. No. 4 Stage Cable, \$15. Everything guaranteed. All this to quick buyer for \$300. AMUSEU THEATRE, Bladys, Maryland. feb4

FOR SALE—Two Power's Excellite Mazda Lamp-houses, complete with Transformers. BOX 231, Bristol, Tennessee. feb4

MOVIE CAMERAS, \$50.00 UP: Tripods, \$5 up; Projectors, \$15; new \$250 motor driven Sultcase Projector, \$150; Perforator, \$50; 50-ft. Developing Outfit, \$25; 100-ft., \$40; complete Cartoon Outfit cheap. BAY, 326 Fifth Avenue, New York. feb4

PICTURE MACHINES, \$10.00; Bliss Lights, Stereophones, Films, Arc Lamps, Supplies. Stamp. Want Machines. FRED. L. SMITH, Amsterdam, New York. feb4

POWER'S 6-B, like new, complete with lens and rheostat, \$350.00. Deposit \$25.00, balance C. O. D. MEMPHIS MOVING PICTURE SUPPLY CO., Memphis Tennessee. feb4

SELLING OUT—Simplex Machine, \$95; Power's 6-A, \$35; Motograph, \$30. All kinds of supplies. THEATRE WRECKING EX., 123 N. La Salle St., Chicago, Illinois. feb4

STEREOPHON for Cartoon Drawing, \$15 to \$40; Stereophon, \$10; Rewinders, \$2; Movie Cameras, \$29 to \$50. Supplies. Catalogue. HETZ, 303 E. 23d, New York. feb4

WHOLESALE PRICES—Theatre Chairs, Picture Machine Boxes, Perforated Film, fresh raw stock. We can save you money on anything in the picture line. Write for catalogue. WESTERN MOTION PICTURE CO., Danville, Illinois. feb18

Wanted To Buy

M. P. Accessories—Films

30 WORD. CASH. NO ADV. LESS THAN 25c. 50 WORD. CASH. FIRST LINE LARGE TYPE.

WANTED—Any and all Films, preferably scenic and Historical, of Russia, past or present. H. AXEL-BANK, 455 Claremont Parkway, New York. (A recent reply contained no address. Kindly write again. Subjects that were not considered than will be considered now.) feb4

WILL PAY \$40 for single-reel Chaplin in fine condition; \$70 for two-reel. Screen examination. Will send express agent's guarantee card with cash way. Health films wanted. C. E. LINDALL, Oxford, Florida. feb4

WANT FILMS—Uncle Tom's Cabin. GEO. W. RIPLEY, Holland Patent, New York. feb4

HANDY WRITES FROM FAR EAST

Following is a letter from H. E. Handy, sole owner of the organization, "King Carnival," the communication being dated at Bangkok, Siam, December 6:

"After a four years' season in Australia, King Carnival left there for Java May 7, 1921. We opened in Batavia, Java, June 15, for forty-seven nights to an average attendance of 5,000 paid admissions nightly. We play all enclosures and an admission of 10 and 20 cents is charged. The carnival is enclosed with a bamboo fence, which we find cheaper than canvas. The money in Java is very plentiful, and all shows and ideas have had a most successful run. We have carried the following attractions: Merry-go-round, razzle dazle, alippery slip, swinging boats, Wild West, Pedrin's Monkey Circus and twenty concessions. At the close of the Java season Pedrin left with his own show, under canvas, to do a short season in Borneo.

"The money in Java is very plentiful, and all shows and ideas have had a most successful run. We have carried the following attractions: Merry-go-round, razzle dazle, alippery slip, swinging boats, Wild West, Pedrin's Monkey Circus and twenty concessions. At the close of the Java season Pedrin left with his own show, under canvas, to do a short season in Borneo.

"Harold Mant, the Australian rough rider, won the light middle-weight boxing championship of Java, defeating J. Kulper in a 10-round contest at Sourabaya. Owing to the rainy season we closed the Java season at Sourabaya November 10, and will open in Bangkok, Siam, for eight months, commencing December 24.

"Colonel Frank E. Filla, of Boer War fame and one of the best known showmen in the East, died here suddenly November 1. Madam Filla is carrying on with the circus. They finish a seven weeks' engagement here on December 7, and will leave for Saigon, French China.

"Things in the East are good for good amusements, and all shows are reporting good business. Concessions and small shows are getting a harvest—no 'graft' goes. Bostock's Circus is going to fight the rainy season in Java, while Harmon's is at Saigon.

"King Carnival will play the Straits Settlements for six months, and then return to Java for next season, opening there in June."

In Answering Classified Ads, Please Mention The Billboard.



TRADE DIRECTORY

A Buyers' and Sellers' Guide and Reference List for Show World Enterprises and Allied Interests

RATES AND CONDITIONS
Your name and address, if not exceeding ONE LINE in length, will be published, properly classified, in this Directory, at the rate of \$12, in advance, per year (52 issues), provided the ad is of an acceptable nature.

COMBINATION OFFER
One year's subscription to The Billboard and one line name and address inserted in 52 issues, properly classified, for \$15.

RATES FOR TWO-LINE NAME AND ADDRESS
If a name and address is too long to insert in one line there will be a charge of \$9.00 made for a whole or part of second line used, or \$21.00 a year. The Billboard and two-line name and address, under one heading, \$24.00 a year.

- ACCIDENT INSURANCE
John J. Kemp, 55 John st., New York City.
Kilpatrick's, Inc., Rookery Bldg., Chicago.
ACCORDION MAKER
R. Galanti & Bros., 259 3d ave., N. Y. C.
ADVERTISING
The Fair Publishing House, Norwalk, O.
ADVERTISING NOVELTIES
Cruver Mfg. Co., 2459 Jackson Blvd., Chi., Ill.
AERIAL ADVERTISING
J. H. Willis, 220 W. 49th st., New York City.
AEROPLANE FLIGHTS AND BALLOONING
Solar Aerial Co., 5216 Trumbull, Detroit, Mich.
AFRICAN DIPS
Cooley Mfg. Co., 530 N. Western ave., Chicago.
AGENTS' SUPPLIES
Berk Bros., 543 Broadway, N. Y. C.
AIR CALLIOPES
Pneumatic Calliope Co., 345 Market, Newark, N.J.
ALLIGATORS
Florida Alligator Farm, Jacksonville, Fla.
ALUMINUM COOKING UTENSILS
Fair & Carnival Supply Co., 126 5th ave., NYC.
West Coast Aluminum Co., 874 B'way, N. Y. C.
ALUMINUM FEATHERWEIGHT STAGE CURTAIN ROLLERS
Amelia Grain, 819 Spring Garden st., Phila.
ALUMINUM WARE
Sterling Aluminum Co., Erie, Pa.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
AMERICAN FEDERATION OF MUSICIANS
Jos N. Weber, Pres., 110-112 W. 40th st., N.Y.C.
W. J. Kerngood, Secy., 3535 Pine St., Louis.
EXECUTIVE COMMITTEE
C. A. Weaver, Musicians' Club, Des Moines, Ia.
A. C. Hayden, 1011 B st., S.E., Washington, D.C.
Frank Borgel, 68 Haight st., San Francisco Cal.
H. E. Brenton, 110 W. 40th st., New York, N.Y.
C. A. Carey, 170 Montrose, Toronto, Ont., Can.
AMUSEMENT DEVICES
Blow Ball Race, 4015 Pabst, Milwaukee, Wis.
Roat Race, Cahill Bros., 519 W. 45th St., N. Y. C.
Jahn Engineering Co., 3910 Reisterstown Rd., Baltimore, Md.
Miller & Baker, Rm. 719 Liberty Bldg., Bridgeport, Conn.
C. W. Parker, Leavenworth, Kan.
Scamore Nov. Co., 1326 Scamore st., Cincinnati.
ANIMALS AND SNAKES
Henry Bartels, 72 Cortland st., N. Y. C.
Eville Snake Farm, Box 275, Brownsville, Tex.
Flips' Irocarpine Farm, North Waterford, Me.
Max Geisler Bird Co., 28 Cooper Sq., N. Y. C.

- HORNE'S ZOOLOGICAL ARENA CO.
Direct Importers and dealers in WILD ANIMALS, BIRDS AND REPTILES, KANSAS CITY, MO.
Louisa Rube, 351 Bowers, New York City.
ANIMALS (Sea Lions)
Capt. Geo. M. McGuire, Santa Barbara, Cal.
ART PICTURES
European Supply Co., Box 12, Uptown Sta., Pittsburgh, Pa.
ASBESTOS CURTAINS AND FIRE-PROOF SCENERY
Amelia Grain, 819 Spring Garden, Phila., Pa.
AUTOMATIC MUSICAL INSTRUMENTS
North Tonawanda Musical Instrument Works, North Tonawanda, N. Y.
AUTOMOBILE ROBES
Fair & Carnival Supply Co., 126 5th ave., NYC.
AUTO TUBE REPAIR KITS
R. M. Boves, Inc., 124 E. Ohio st., Indianapolis.
BADGES, BANNERS AND BUTTONS
I. Kraus, 134 Clinton st., New York City.
BADGES, CUPS, MEDALS AND SHIELDS
Bent & Bush, Inc., Boston, 9, Mass.
BADGES FOR FAIRS AND CONVENTIONS
Cammill Badge Co., 335 Washington, Boston.
Hodges Badge Co., 161 Milk st., Boston, Mass.

- BALL CHEWING GUM
Mint Gum Co., Inc., 27 Bleecker st., N. Y. C.
National Gum Co., Inc., 42 Spring, Newark, N.J.
BALLET SLIPPERS
Hooker-Howe Costume Co., Haverhill, Mass.
BALL GUM MACHINES
Ad Lee Novelty Co., 185 N. Michigan, Chicago.
BALLOONS
F. G. Seyfang, 1465 Broadway, N. Y. C.
BALLOONS (Hot Air)
Northwestern Balloon Co., 1635 Fullerton, Chgo.
Thompson Bros. Balloon Co., Aurora, Ill.
BALLOONS, WHIPS, CANES, NOVELTIES AND DOLLS
Airo Balloon Corp., 603 3d ave., N. Y. C.
E. G. Hill, 423 Delaware st., Kansas City, Mo.
Kindel & Graham, 785-87 Mission, San Fran.
Mohan Rubber Co., Ashland, O.
Mueller Trading Co., 27 1/2 2nd st., Portland, Ore.
Newman Mfg. Co., 641 Woodland ave., Cleveland, O.
D. & I. Reader, Inc., 121 Park Row, N. Y. C.
Tipp Novelty Co., Tippecanoe City, O.
H. H. Tammen Co., Denver, Colorado.
BAND INSTRUMENTS
Nuss Mfg. Co., 11th & Mulberry, Harrisburg, Pa.
BAND ORGANS
North Tonawanda Musical Instrument Works, North Tonawanda, N. Y.
BANNERS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
BASKETS

- CHINESE ORIENTAL BASKETS
ALISTO MFG. CO., 1444 Walnut St., Cincinnati, O.
Bayless Bros. & Co., 704 W. Main, Louisville.
Burlington Willow Ware Shops, Burlington, Ia.
Kindel & Graham, 785-87 Mission, San Fran.
Krauss & Co., 11-13 W. Houston st., New York.
BASKETS (Fancy)
Marnhout Basket Co., 819 Broadway, Pittsburg.
GAZAAR AND CELEBRATION EQUIPMENTS
Eastern States Supply Co., New Haven, Conn.

- BEACON BLANKETS
Carnival & Bazaar Supply Co., 3 E. 17th, N. Y. C.
Fair & Carnival Supply Co., 126 5th ave., NYC.
Fair Trading Co., Inc., 133 5th ave., N. Y. C.
Geo. Gerber & Co., 42 Weybosset, Providence, R.I.
BEADED BAGS
Products of American Industries, Inc., 169 E. 32nd st., N. Y. C.
BEADS
(For Concessions)
Mission Bead Co., Los Angeles, Cal.
National Bead Co., 21 W. 37th st., N. Y. C.
BIRDS, ANIMALS AND PETS
Max Geisler Bird Co., 28 Cooper Sq., N. Y. C.
Pet Shop, 2335 Olive st., St. Louis, Mo.

- CARS (R. R.)
Honston R. R. Car Co., Box 556, Houston, Tex.
Southern Iron & Equipment Co., Atlanta, Ga.
CAROUSELS
M. C. Illions & Sons, Coney Island, New York.
C. W. Parker, Leavenworth, Kan.
Spillman Engr. Corp., North Tonawanda, N. Y.
CHAIRS, GRAND STANDS, CIRCUS SEATS (For Rent or Sale)
Baker & Lockwood, 7th & Wyandotte, K. C.
E. F. Flood, 7820 Decker ave., N. E., Cleveland.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
CHEWING GUM MANUFACTURERS
Baltimore Chewing Gum Co., 1602 Ashland ave., Baltimore, Md.
The Helmet Gum Shop, Cincinnati, O.

THE SHOW GOODS YOU NEED MAY BE LISTED IN THIS TRADE DIRECTORY



The Billboard Trade Directory becomes an indispensable guide to thousands of show people who want to find the dealer's address of show world merchandise. The Trade Directory solves the problem of a quick reference guide for buyers. The Directory contains a comprehensive list of dealers and is easier of reference. The headings describe the staple articles used or sold in the Show World. You can have your name and address under any heading you desire.

A SPECIAL "SHOW ME" OFFER
HERE IS WHAT IT WILL COST YOU
We will insert a one-line name and address in the Trade Directory in 52 issues and send The Billboard for one year, all for \$15.00.
THE BILLBOARD PUBLISHING CO., Cincinnati, Ohio.

- BIRD REMEDIES
The Peptoast Co., 415 E. 148th, New York City.
BLANKETS (Indian)
Kindel & Graham, 785-87 Mission, San Fran.
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
BURNT CORK
Chicago Costume Wks., 116 N. Franklin, Chicago
CALCIUM LIGHT
Philadelphia Calcium Light Co., Phila., Pa.
St. L. Calcium Light Co., 516 Elm st., St. Louis.
CAN OPENERS
Berk Bros., 543 Broadway, N. Y. C.
CANDY
Chas. A. Boyles & Son, Columbia, Pa.
Gellman Bros., 329 Hennepin ave., Minneapolis.
E. G. Hill, 423 Delaware st., Kansas City, Mo.
Lakoff Bros., 322 Market, Philadelphia, Pa.
Premium Supply Co., 179 N. Wells st., Chicago.
Touraine Chocolate Co., Inc., 133 5th ave., N.Y.
CANDY IN FLASHY BOXES
Puritan Sales Co., Ft. Wayne, Ind.
CANDY FOR WHEELMEN
Puritan Chocolate Co., Cincinnati, Ohio.
CARRY-US-ALLS
C. W. Parker, Leavenworth, Kan.
CARNIVAL DOLLS
Danville Doll Co., Danville, Ill.
Fair & Carnival Supply Co., 126 5th ave., NYC.
CARNIVAL FRONTS AND SHOW BANNERS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
CARNIVAL GOODS AND CONCESSIONAIRES' SUPPLIES
Berk Bros., 543 Broadway, N. Y. C.
Beaty & Carn. Supply Co., 784 Broad, Newark, N. J.
Eastern States Supply Co., New Haven, Conn.

- NEWPORT GUM CO.'S SPEARMINT GUM
NEWPORT, KENTUCKY.
Write for quantity prices.
Toledo Chewing Gum Co., Toledo, Ohio.
CHINESE BASKETS
A. Albert, 320 Market, San Francisco, Cal.
S. A. Dawson, Grand Central Palace, N. Y. City.
Fair & Carnival Supply Co., 126 5th ave., NYC.
Geo. Howe Co., Astoria, Ore.
Henry Importing Co., 2007 2d ave., Seattle. Importers' Bldg., 815 Cham. Com. Bldg., Chicago.
Lee Dye Co., Victoria, B. C.
Oriental Nov. Co., 28 Opera Place, Cincinnati, O.
Premium Supply Co., 179 N. Wells st., Chicago.
Shanghai Td. Co., 22 Waverly, San Francisco.
Sing Fat Co., Chinese Bazaar, San Francisco.
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
CHOCOLATES IN FLASH BOXES
Fair & Carnival Supply Co., 126 5th ave., NYC.
CIGARETTES
Liggett & Myers Tobacco Company, 212 5th ave., New York City.
CIRCUS AND JUGGLING APPARATUS
Edw. Van Wyck, 2643 Colerain, Cincinnati, O.
CIRCUS SEATS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
CIRCUS TENTS
U. S. Tent & A. Co., 229 N. Desplaines, Chi.
CIRCUS WAGONS
Beggs Wagon Co., Kansas City, Mo.
CLUBS, SOCIETIES, ORGANIZATIONS AND UNIONS
CHICAGO ASSOCIATIONS
Actors' Equity Assn., 1032-33 Masonic Temple Building.
Allied Amusement Assn., 220 S. State st.
Chautauque Managers' Assn., 216 S. Mich., ave.
Chicago Opera Assn., Inc., 58 E. Congress st.
Chicago Opera Assn., Inc., 1701 S. Wabash ave.
Civic Music Assn. of Chicago, 410 S. Mich. ave.
Drama League of America, 59 E. Van Buren st.
Natl. Bureau for Advancement of Music, 410 S. Michigan ave.
Poster Adv. Assn., Inc., 407 S. Clinton st.

- Showmen's League of America, 35 S. Dearborn ave.
United Film Carriers' Assn., 220 S. State st.
CLUBS
Apollo Amusement Club, 243 S. Wabash ave.
Chicago Drummers' Club, 175 W. Washington st.
Chicago Mendelssohn Club, 64 E. Van Buren st.
Chicago Musicians' Club, 175 W. Washington st.
Colored Theatrical & Professional Club, 3159 State st.
Opera Club, 56 E. 7th st.
TRADE UNIONS
American Musicians Office, 218 S. Clark st.
Musicians Prot. Union, 3834 S. State st.
CINCINNATI, O. ASSOCIATIONS
Moving Picture Mach. Operators, 132 W. 5th.
Musicians Headquarters, Local No. 1, A. F. of M. Mercer & Walnut sts.
Theatrical Mechanical Assn., 132 W. 5th st.
BROOKLYN, NEW YORK ASSOCIATIONS
National Conjurers' Assn., 18 McDonough st.
NEW YORK ASSOCIATIONS
Actors' Fund of America, Broadway & 47th st.
Actors' Equity Assn., 115 W. 47th st.
Actors' Equity (Motion Picture Agency) 229 W. 51st st.
American Artists' Federation, 1440 Broadway.
American Burlesque Assn., 701 7th ave.
American Dramatics & Composers, 148 W. 45th st.
American Federation of Musicians, 110 W. 40th st.
American Guild of Organists, 29 Vesey st.
American Society of Composers, 56 W. 45th st.
Associated Actors & Artists of America, 1440 Broadway.
Assn. of America Music, 123 W. 48th st.
Authors' League, 41 Union Square.
Catholic Actors' Guild, 229 W. 42nd st.
Chicago Opera Assn., 33 W. 42nd st.
Chorus Equity Assn., 229 W. 51st st.
Civic Concerts Assn., 1 W. 34th st.
Colored Vaudeville & Bene. Assn., 120 W. 130th st.
Drama Society, 131 E. 15th st.
Dramatists' Guild, 41 Union Square.
Eastern Theater Man. Assn., 1476 Broadway.
Eastern Vaudeville Man. Assn., 1493 Broadway.
Forrest Dramatic Assn., 260 W. 46th st.
French Dramatic League, 32 W. 57th st.
Grand Opera Choir Alliance, 1547 Broadway.
Internat'l All. of Theatrical Stage Employees and Moving Picture Operators, 110 W. 40th st.
International Music Festival League, 113 E. 34th st.
Interstate Exhibitors' Assn., 467 Broadway.
Jewish Pub. Service for Theat. Enterprise, 1400 Broadway.
M. P. T. Assn. of the World, Inc., 32 W. 47th st.
Motion Picture Directors' Assn., 234 W. 55th st.
M. P. Theater Owners of America, 1482 B'dway.
Music League of America, 1 W. 34th st.
Music League of America, 8 E. 34th st.
Music Pub. Prot. Assn., 58 W. 45th st.
Musical Alliance of the U. S., Inc., 501 5th ave.
Musical Art Society, 93 W. 44th st.
National Assn. of Harpists, Inc., 63 River Drive.
Natl. Bureau for the Advancement of Music, 105 W. 40th st.
National Burlesque Assn., 1545 Broadway.
Photoplay League of America, 25 W. 45th st.
The Players, 16 Gramercy Park.
Professional Women's League, 144 W. 55th st.
Road Men's Assn., 676 8th ave.
Society of America Dramatists, Composers, 220 W. 42nd st.
Stage Society of New York, 8 W. 40th st.
Stage Women's War Relief, 38 W. 48th st.
United Scenic Artists' Assn., 161 W. 46th st.
Vaudeville Managers Prot. Assn., 701 7th ave.
CLUBS
Amateur Comedy Club, 150 E. 36th st.
Authors' Club, Carnegie Hall.
Burlesque Club, 125 W. 47th st.
Burlesque Club, 161 E. 44th st.
Cinema Camera Club, 220 W. 42nd st.
Dressing Room Club, 200 W. 139th st.
Film Players' Club, 138 W. 46th st.
Friars' Club, 110 W. 48th st.
Gamut Club, 42 W. 58th st.
Green Room Club, 139 W. 47th st.
Hawaiian Musical Club, 160 W. 45th st.
Hebrew Actors' Club, 108 2nd ave.
Hebrew Actors' Club, 40 2nd ave.
Juniors Club, 499 5th ave.
Kiwanis Club of New York, 54 W. 33rd st.
The Lambs, 128 W. 44th st.
The Little Club, 216 W. 44th st.
MacDowell Club of New York, 108 W. 55th st.
Metropolitan Opera Club, 139 W. 39th st.
Musicians' Club of New York, 14 W. 12th st.
National Travel Club, 31 E. 17th st.
New York Press Club, 21 Spruce st.
Rehearsal Club, 335 W. 45th st.
Rotary Club of New York, Hotel McAlpin.
Three Arts Club, 340 W. 85th st.
Travel Club of America, Grand Central Palace.
Twelfth Night Club, 47 W. 44th st.
TRADE UNIONS
I. A. T. S. E., Local 35, 1547 Broadway.
Motion Picture Operators, 101 West 45th, N. W. cor. 6th ave.
Musical Mutual Prot. Union, 201 E. 86th st.
Musical Union New York Federation, 1235 Lenox st.
Theatrical Prot. Union, No. 1, 1482 Broadway.
PITTSBURG, PA. ASSOCIATIONS
Pittsburg Assn. of Magicians, 600 Savoy Theater Bldg.
UNIONS
Billposters' Union, No. 3, 235 Fifth ave.
I. A. T. S. E., Magee Bldg., Webster ave.
M. P. M. O., 1033 Forbes st.
Musicians, No. 60, of A. F. of M., Manufacturers Bldg., Duquesne Way.
PHILADELPHIA, PA. ASSOCIATIONS
Philadel. Actors' Progressive Assn., 133 N. 8th.
TRADE UNIONS
Internat'l. Alliance Theatrical Stage Emp. 409, 36 S. 16th.
Internat'l. Alliance Theatrical Local 8, Heed Bldg.
Moving Picture Mach. Oprtrs. Union Loc. 307, 1327 Vine.
Musicians' Union Penna., 610 N. 10th.
Musicians' Protective Assn. Loc. Union A. F. of M., 118 N. 15th.

(Continued on page 64)





RAILROAD AND OVERLAND

CIRCUS HIPPODROME MENAGERIE SIDE SHOW

PIT SHOWS AND PRIVILEGES

AND HIS MAJESTY, THE TROUPER

NEW SHOW

To Enter the Circus Field

CircleDot Ranch Wild West and Circus Reported Organizing at Hartsville, S. C.

There will be a new Wild West and circus on the road this season, the names of the proprietors being kept secret at present. The name of the show will be the Circle Dot Ranch Real Wild West and Circus Combined. The show will take to the road on or about March 4, traveling on trucks and wagons. The management now has five trucks, three touring cars, three wagons, three work teams, ten head of real saddle horses, six bucking horses, five head of longhorn Texas steers, three trick mules, five goats, two menage horses, troupe of performing dogs and ponies. The outfit is now in winter quarters at Hartsville, S. C. Those now at the quarters include Jack Grizzle, who will be equestrian director, assisted by Daisy Grizzle, in the following acts: Rifle shooting, rope spinning, menage horses, dogs and goats; Billy Waggoner will be general agent and handle two concessions; Babe La-Barry, female impersonator, will have the kid and Oriental shows; Al Weinberg will have the band with the following assistants: Hank Burkes, Jack Sawyers, George Newsum, Frank Sheppard and T. B. Bishop; Ray Adams will have charge of all stock, assisted by Toby Gan; Frank Saffell will do slack wire, head and hand balancing, Roman rings and a clown number; Albert Paris (the Canadian wonder) will be one of the joys; Jack Ellis, bucking horse rider; Lillian Ellis, lady rider; Raymond Johnson (the Dusky Demon), steer rider; Calvin Larkins, bucking horse and steer rider; Everett Hunt, in charge of the cook house. C. D. Scott's shows were in Hartsville last week and the cowboys of the Circle Dot Ranch show took a few bucking horses and steers and put on a performance.—BILLY WAGGONER (Show Representative).

PATTERSON CIRCUS PATTERN

South California climate seems to have taken possession of that part of Kansas about Paola and every day the painters and decorators have been at work on the rolling stock. Gold and silver leaf, the predominating color, is used with a lavishness that will make the train one of the most beautiful in America. General Agent Al Clarkson, however, wins the prize for securing more than his share of these two hues for the sight-foot advertising car. Concessions probably never before installed on any hill-car are a part of the equipment. There is a shower bath, a complete electric light plant, which includes fans in every part of the car, and a single berth for every man. All special paper will be used.

Every Sunday the winter quarters are crowded with local and out-of-town visitors. Fred Buchanan, of Granger, Ia., is a frequent visitor. The fact that he comes often and always brings friends to watch the progress shows how much Mr. Buchanan believes in the new circus.

In truth, visitors here become so plentiful that Mr. and Mrs. Patterson entertained over 200 at their wonderful home, "Wamnt Inn," over the New Year. It was a great affair. Mrs. and Mrs. Ray Elder, who arrived from Florida by auto, were quoted as saying that they would not have missed the party had they been forced to change ten more tires on the long trip. Mr. Patterson was toastmaster and Mr. and Mrs. Bert Mayo were on hand to see that all enjoyed themselves. The local papers devoted columns to the party.

Paola is a mighty bus spot. There are some 115 employees that Eddie Hart keeps in good humor and well fed. Then there's Bert Mayo, equestrian director, who is listed among the very busy ones breaking new acts.

Henry (Apples) Welsh arrived from Iowa recently with another carload of dapple grey draft horses. Another carload of horses is expected any day. There are three desks in the main office with Mr. Patterson, for Ray Elder, Al Clarkson and two stenographers.

The staff includes James Patterson, manager; Ray Elder, assistant manager; Gardner Wilson, treasurer and press back on the show; Al Clarkson, general agent; Duke Mills, manager of the side-show; Rodney Harris, bandmaster; Chas. Cole, trainmaster; Whitey Lehter, boss concession; Josh Billings, car manager; John Henry Rice, local contractor; George B. Johnson, twenty-four-hour man; Earl Hite, checker up, and Eddie Hill, contracting press agent. The advertising car will carry twenty-five men, and there will be two brigades of ten men each.—GARDNER WILSON (Press Agent).

WITH THE KOKOMO TROUPERS

Kokomo, Ind., Jan. 26.—The showmen of Kokomo held their weekly meeting last Thursday in their club rooms, 217 West Sycamore street, and a good time was had. Local showmen will be located with various shows as follows: J. B. South, cornet player, Rhoda

(Continued on page 89)

PUBILLONES CIRCUS

Doing Nicely in Mexico, Writes Ed Walton

Ed Walton, with the Pubillones Circus in Mexico, writes from the City of Mexico as follows: "We are in our fourth week and business is fine. We recently had the honor of entertaining President Sagar Obregon and the Red Cross. We are showing at the Esplanada Iris Theater, with a seating capacity of 3,500 people. The Picchiani troupe left to take up an engagement with the Circus Modelo. Another act has been engaged to replace them. The writer met Max Gruber and Mrs. Gruber of elephant fame, also Richard Walton, who rode menage with the Forepaugh-Seitz show in 1910. Richard is conducting a riding school and doing fine. The Belleclair Brothers, the Arleys and Chinko and Kaufman are going over big with the show. The diving girls and seal are also proving an interesting number here. We are giving two shows daily and three on Sunday, which is the custom in this country. Our last day here is January 21, when the company leaves for Guadalajara for a three-week stand, followed by San Loula Potosi and Tampico."

ATTERBURY'S ANIMAL SHOW

OPENS APRIL 29

Clontarf, Minn., Jan. 27.—The following have signed contracts with the Atterbury Trained Animal Circus for the coming season: Higgins and Higgins, acrobats; Mr. and Mrs. Leo Hinkelley, Dick Hennessy, clown; Wm. Loreh, clown; Gus Berger, Harold Andrews, Thomas W. Powell, in charge of outside tickets; Oakey King, in charge of inside tickets; Arthur E. Walsh, privileges; C. F. Tshndy will have charge of the elephant and animals. A complete roster will be given later. The show will open April 29.

The recent advertisement in The Billboard brought replies from all over the United States and Canada and one from Cuba. Manager R. L. Atterbury has been unable to read the letter from Cuba, as it is written in Spanish. He says he will answer it as soon as he finds out what is in it.—W. A. ALLEN (for the Show).

CANADIAN PACIFIC

Issues New Circus Tariff

Announcement is made by Bruce Noble, theatrical traffic agent of the Canadian Pacific Railway at New York, that for circus organizations touring Canada during the 1922 season a new tariff will be provided on practically the same basis applying for circus movements in the United States, including free mileage allowance, dollar a day parking charge, with special train minimum of fifteen cars. Brief mention was made in last week's issue of The Billboard.

The adoption of this new tariff is further evidence of the liberal attitude of the Canadian Pacific towards all branches of the amusement interests.

CIRCUS WAGONS BURNED

Several wagons of the Lincoln Bros.' Circus were burned in a fire at Athens, N. Y., January 22. Everett Blanshan, of Kingston, N. Y., writes that he visited the show last fall on his way to Hudson and was informed by one of the caretakers that the show was going out this season; that Sanford Eddy, of Glens Falls, N. Y., one of the owners, would make it a two-car show.

GREENHAW WITH SPARKS' CIRCUS

In the issue of The Billboard dated January 21 it was mentioned that L. B. Greenhaw would be with the Rhoda Royal show this season. Mr. Greenhaw informs that this was an error and that he will be contracting agent for the Sparks circus.

AGEE'S ALL-STAR CIRCUS

In Minneapolis This Week—Omaha, Milwaukee and Duluth Follow

Chicago, Jan. 28.—John Agee, of Agee's All-Star Circus, accompanied by D. L. Curtis, equestrian director, was a Billboard visitor last Friday. Mr. Agee's organization will open for the Shriner in Minneapolis January 30 with twenty of the biggest acts obtainable anywhere. In the list will be Mimi Rodini, with her full troupe of Arab horses; the Clarkonians, Clarke and Carria, performing elephants, Nubian lions, All Ben Hassan's Arabs, Lillian Kincaid, Carpenter and Schubert, Kenneth Waite Trio, Lorette the Clown, Jack Harris and others. Also there will be the revolving table, mules, bears, Harrison's dog and pony circus, Sir Victor's dogs and ponies and ten clowns.

Herbert S. Maddy will be ahead of the circus and Lawrence Warrell will be on the front door. Mr. Agee said there is already a \$12,000 advance sale on the Minneapolis stand and that he has eighty electrically lighted billboards covered in that city.

Omaha, week of February 6; Milwaukee, week of February 20, and Duluth, week February 27, all Shrine dates, are some of the spots to follow Minneapolis.

B. N. HULBURD

Closes With Trice's High Diving Horse Act—Has Bought Coleman Bros.' Two-Car Show

Dr. B. N. Hulburd writes that he has just closed with Prof. Trice's High Diving Horse. He took the management of them and opened at Red River Fair to phenomenal business, and all the large cities in the southern part of the Lone Star State. He played at Houston Gulf Amusement Park to 75,000 paid admissions, and the managers of the park said they never had such an attraction with such drawing qualities. The act closed at Orange, Tex., December 31 after a two weeks' engagement at Zion's Amusement Park and the divers were then shipped to Prof. Trice's training quarters at Sherman, Tex. Hulburd states that he and Prof. Trice had a very pleasant engagement and parted the best of friends.

Upon his return to Dallas Hulburd states that he purchased from W. M. Vick the entire equipment of Coleman Bros.' Shows, including paper and title, and that it is one of the best equipped two-car shows in the country. The show will be put out this season, says Hulburd.

I. A. B. P. & B., LOCAL NO. 5

St. Louis, Jan. 27.—At the last regular meeting of the I. A. B. P. & B., No. 4 (now in new quarters at Schuler's Hall, 14 Clark avenue), the following officers were elected: Edward Saches, president; Frank Daily, vice-president; Walter Gazola, secretary; Chas. Betts, treasurer; Robert Walker, business agent; John Cheate, corresponding secretary; Geo. Denton, sergeant-at-arms, assisted by Chas. Skinner; C. Roberts, H. Smith and H. Miller, trustee board. The president was presented with a new gavel by members of the local. An entertainment and the serving of refreshments followed the meeting. Visiting billposters and billers were: Joe Conroy, Lyle Laake, H. Ehlers, Jack Gardner and S. Murphy.

ALDERFER'S WAGON SHOW

Owensboro, Ky., Jan. 27.—Preparations are now going on here at the winter quarters of the Alderfer wagon show. A troupe of dogs is being broken, and a new living wagon and a concession wagon are being built. Paul Jenkins has been engaged for the advance. Admiral P. Dockery, for the side show, Harry D. Haynes, concessions, and Ernest Hiron, John Hurn will have charge of the stock. The show will be an eight-wagon outfit and will open April 10. All of which is according to Manager C. L. Alderfer.

SHOW CARNIVAL TENTS Send for Catalog and Second-Hand List J. C. GOSS CO. DETROIT, MICH.

FOR SALE—One 76-ft. State Room Sleeper. Steel wheels, steel platform, with 6-wheel trucks. Will pass M. C. B. or any other inspection. Will go in passenger service on any road. Has three double state-rooms with two uppers and two lowers in each room. Two single rooms, with one upper and one lower in each room; one kitchen, fully equipped to feed fifty people; toilets, wash rooms, hot and cold water, Baker heater. Heating system in A-1 condition. Electric lights throughout, A. K. W. DeLo System. Pillows, blankets, linen enough for three changes. Interior solid mahogany and French plate mirrors. Absolutely the nicest car in the show business. I have no blue prints, but car can be seen in St. Joseph, Mo. is now parked on Union Terminal Tracks. Call at car or write J. E. MURPHY, Lock Box 61, Station A, St. Joseph, Missouri.

THE ARMS PALACE HORSE CAR CO. Room 614, 332 S. Michigan Ave., CHICAGO. Have a few 60-ft. Baggage Cars equipped to run in high speed trains. For rent and sale.

TENTS CONCESSION AND CARNIVAL TENTS Made to suit you. Khaki, Red Trimmed, Striped, or Plain White SOUTH BEND AWNING CO., South Bend, Ind.

J. HAYDEN & CO. INC. CIRCUS CARNIVAL SIDE SHOW BANNERS FRONTS 106-110 Broadway BROOKLYN, New York

HARNESSES I manufacture all kinds of Show Harness, Riding Saddles and Bridles and Trappings for Horses and Ponies, or any other animal up to an elephant. Made to suit. Write for prices. MAX KURZYNSKI 1608 Central Ave., Cincinnati, Ohio

TENTS ALL KINDS ASK US for ESTIMATES. FRED EHRCIK CO. 192 24th St. BROOKLYN, N. Y.

SHOW AND CONCESSION TENTS ST. LOUIS AWNING AND TENT CO. 800 N. Second Street, St. Louis, Mo.

WANTED TO BUY Troupe of Trained Dogs, Troupe of Trained Goats, Trained Bears, Ponies and Mules. Must be well trained and young stock. GEO. HARRISON, 2987 James Ave., South, Minneapolis, Minnesota.

COOK HOUSE OUTFIT FOR SALE Portable Frame and Tent, 12x24. Sell with or without utensils. A. Barze, 537 W. 198th St., N. Y. City.

CONVICT S.-F. ROBBERS Vancouver, Wash., Jan. 26.—Roy Moore and Bert Orutt were convicted by a jury last Wednesday of robbing the Seitz-Photo Circus here September 16 last, obtaining about \$30,000, most of which was recovered in a cache, discovery of which led to the men's arrest.

SIDE SHOW BANNERS MR. SHOWMAN IF YOU WANT REAL, FLASHY MONEY—GETTING Banners, get our DE LUXE SIDE SHOW BANNERS You Can See Them Across the Lot THE BEVERLY CO. LOUISVILLE, KENTUCKY. Wire, Write or Phone THE BEST SHOW TENT HOUSE IN THE WORLD

# TWO MORE CIRCUS CONTRACTS CLOSED CHRISTY BROS. CIRCUS—GENTRY BROS. CIRCUS

Have again ordered their outfits from us. There is a reason! Let us figure on your requirements.

PRICE—QUALITY—SERVICE

## UNITED STATES TENT & AWNING CO.

225-231 N. DESPLAINES ST.,

Phone, Haymarket 444.

CHICAGO, ILL.

### UNDER THE MARQUEE

By CIRCUS SOLLY

Roland Karl, magician, expects to be with the white tops this season.

Joe Lessing, midget, informs that he will again be with the John Robinson side show.

C. W. (Red) Sells, clown, was a recent visitor to the Cincinnati offices of The Billboard.

Joe Lewis, clown, will open with the Sells-Floto shows in the Coliseum, Chicago, April 8.

W. H. Seivage advises that he will be the general contracting agent for the Sparks circus.

Clyde (Narrow) Gray, writing from Denver, Cal., says that he will be found in clown alley with one of the big shows.

Thomas Leary, former clown with Sells-Floto, is now on tour with the "Mecca" company as "Wei San Wei," the Chinese gambler.

George B. H. Woodruff, for years a porter on the Ringling show, will be head porter on the Ringling-Baroum circus the coming season.

Fred and Nellie Brad are resting at their home in Baraboo, Wis., for the winter. They will be with the Hagenbeck-Wallace Circus.

Bobby Gossana, the minstrel clown, at present with the Lasse White Minstrels, and his wife have both signed to go with the John Robinson Circus.

Dan McAvoy writes that he is having some novelty clown props built in Chicago and will offer something new and original with the Al G. Barnes show.

Wm. and Eunice DeMott write that they had a most successful week's engagement with the American Legion Semper Fidelis of Buffalo, N. Y., Post, No. 356, circus.

Doc Whitman writes that he has signed with the Sells-Floto Circus. Says that Hank Phillips and Happy Ayrea are at Oswego, N. Y., getting their dog and pony show ready.

Fletcher Smith, of the Walter L. Main Circus, has received a letter from Tom Rankine, secretary of the Showman's League, notifying Fletcher that he had been elected a member of the league.

Roy Barrett writes that he will leave Miami, Fla., about February 4 to get ready for the coming season with the Ringling-Baroum Show. Barrett recently had a fall which laid him up for five days.

Mrs. Gertrude Samoyos, who entered St. Vincent's Hospital, Cleveland, O., on January 10, is rapidly regaining her strength. Her many friends in the circus and theatrical world will rejoice at this good news.

Harry Bobettas opened on the Amalgamated Time at Keeney's Theater, Newark, N. J., week of January 23, closing a nine-act bill. His talk and whirlwind finish held the audience. Bobettas' teeth spin is a fast one.

E. W. Adams, last season on the Al G. Barnes Circus, is holding down a position as clerk at the St. Charles Hotel, West Point, Ga., for the winter, but will be with the Gollmar Bros. Circus the coming season as inside ticket seller.

Ed Brown (Brownie), head porter of the Sells-Floto Circus last season, will leave San Francisco early in February to get the Sells-Floto cars ready for the 1922 season. He will be superintendent of cars and have charge of the Delco lights.

Jethro Almond, owner of the Jethro Almond Show, informs Solly that the regular show lot in the center of town, Albemarle, N. C., where most of the smaller shows have put up for years, will henceforth be used for an auto supply and gas filling station.

A. M. (Jake) Brauer, who has been confined to the Santa Clara County Hospital at San Jose, Cal., since November 5, had to undergo another operation December 27. He is pleased

## SHOW and CARNIVAL TENTS

FULTON

330 WYTHE AVENUE, BROOKLYN, N. Y.  
ATLANTA, GA.; ST. LOUIS, MO.; NEW ORLEANS, LA.; DALLAS, TEXAS

## CARS FOR SALE

80-FT. CAR—Staterooms, buffet, etc., has baggage compartment, with standard baggage doors; 6-wheel steel trucks, with 5x9-inch journals.  
76-FT. CAR—Staterooms, etc., 6-wheel steel trucks; Delco lighting system.  
SOUTHERN IRON & EQUIPMENT COMPANY, Atlanta, Ga.

## Here's a Bargain!!

ALL YOU NEED IS THE SCENERY AND THE SHOW

USED OUTFIT, COMPLETE, FINE CONDITION, GOOD AS NEW. 60x120 Oblong, Round End Dramatic Tent, with 40-ft. stage middle and 20-ft. middle, made of 12-oz. army khaki duck, roped every third seam, ball ring style, 10-ft. khaki wall. Complete with chafing bags, poles, stakes and rigging. One set electric wiring, with switch box and six circuits. 16x26 portable stage, with two pairs of steps; Proscenium, orchestra pit curtain, reserved seat curtains, dressing room curtain; 20x14 palace style marquee, folding ticket office; 10 dozen "Baker" Jr. benches, seating two people each; 10 lengths 7-tier common seats, in two sections; Miesner piano; 4 sledges and 1 stake puller.

Look at the Price for all.....\$2,250.00

WRITE FOR TERMS—or give us your requirements and we'll quote you new or second-hand.

**Baker-Lockwood Mfg. Company, Inc.**  
7th and Delaware Streets, - - Kansas City, Mo.  
"AMERICA'S BIG TENT HOUSE"

## Wanted! Wanted!

FOR

## SHRINERS' CIRCUS

Syria Mosque, Pittsburgh, Pa.

WEEK APRIL 17th

## Standard Circus Acts of Every Description

Riders with Curb and Mat, Acrobatic Acts, Aerial Acts, Animal Acts, Novelties, Clowns, etc. Also want to hear from Good Freaks, Midgets, Giants, Parade Features, etc. Mail late photos and state all first letter. No Concessions wanted. Address **JAMES N. McGRATH, Jr., Director; HARRY C. THOMAS, Associate Director, 407 Bessemer Bldg., Pittsburgh, Pa.**

to inform his friends in the show business that he is gradually improving and will be out in several weeks with his right limb as good as ever.

Jack Loving drops Solly a line from Cromanon, Fla., stating that Frank Loving and wife, Harry Mick and himself are there for the winter. Jack liked the place so well that he purchased a home there from Roy Ecker. He says that he will be in Cincinnati in six or eight weeks to make preparations for the coming circus season.

Johnnie Marinella recently spent a couple of weeks in his home town, Hudson, N. Y., visiting friends and old acquaintances. Johnnie says the old town looked natural after being away twenty-six years. He is now in New York arranging his vaudeville tour. He will again be with the Hagenbeck-Wallace Circus this coming season.

D. W. (Dewey) Rogers, billposter on various circus advertising cars and at commercial and theater billposting plants in several cities, has been in Savannah, Ga., since his misfortune in the loss of his right leg April 13, 1921, which was amputated to save his life from cancer. He has now fully recovered, has an artificial limb and recently began work as assistant electrician at the Savannah Theater.

Capt. Jack Denver, director general of Capt. Jack Denver's Greater Shows, informs that his show has met with much success during the past ten years. The show is in the Far East and has toured the following countries: Java, China, Japan, Philippines, India, Ceylon, Arabia, Africa and France. The organization is now on a tour of Burma and working its way toward America to play here during the fall season of 1922.

Says Joe Thayer: "There has been much talk the past few years about who originated the Jewish clown. Most of them claim to have done it fifteen to twenty years ago, but oldtime circus folks will remember George Drew with the John B. Doris Shows in 1882. Maybe he did not originate it, but that summer he was doing a Jewish clown all thru the show and, dressed as a Jew, riding a mule in the parade."

Albert Powell, of the Powell Troupe, wire walkers, while playing the Lyric (Pantages) Theater, Cincinnati, made a number of calls at The Billboard office. Powell says that he has six more weeks of Pan. bookings, following which he and the troupe will take a rest. The Powells will play faira this summer and again tour the Pantages houses next fall. They are well known in the field of white tops, having been with many shows.

Crazy Ray, "the callope maniac," the past two seasons on the excursion steamer, Vernie Swain, of Wheeling, W. Va., spent Christmas at West Baden, Ind., with Rollie Davidson, boss tractor driver with the Hagenbeck-Wallace Circus. He is now visiting his mother at Pinckneyville, Ill. He will leave there February 1 for Dixie to visit the O'Brien shows in Louisiana, and return to West Baden in April to be present at the opening of the H-W. show.

Albert Sigbee, who will be general agent of Lindeman Bros. Motor Circus, is at home in Beaver Dam, Wis., for the winter. He recently had as a visitor Carl E. Ehrman, house agent of the Orpheum Theater, Peoria, Ill. Sigbee says that P. C. Franklin, oldtime agent of Hoskin's "Texas Rangers," is taking it easy in Oakland, Cal., and that Frank P. Prescott is general agent of Kibbler's "Uncle Tom's Cabin" company. Both are oldtime friends of Sigbee.

William (Bill) Gilman, late of the white tops, intends to stick to his poster advertising position as head of the Nemaha Valley Poster Advertising Company, which operates plants in thirty-one towns in Nebraska, Kansas and Missouri. Gilman will be remembered as having been with the Cole Bros., LaTena, Jones Bros., Walter Main, Campbell Bros., Forepaugh-Sells, Norris & Rowe, Howe's Great London, Sanger, John Robinson and Gentry Bros. shows.

Frank B. Braden, who will be press agent with the Al G. Barnes Circus this season, is now at Culver City, Cal. Says Braden: "Al G. will have a great troupe, dressed up like the 'Polles,' with 160 foot spread, ring curbs, three steel arenas, etc., featuring the chair stand. The new quarters are a revelation. Murray Fennock and Bill Haines are in San (Continued on page 68)

## THE CIRCUS AND CARNIVAL TENT HOUSE OF AMERICA

SIDE SHOW BANNERS. "DRIVER BRAND, THE BEST ON EARTH."

**DRIVER BROTHERS, Inc.,** WALTER F. DRIVER, Pres. CHARLES G. DRIVER, Sec'y and Treas.  
1309-1315 WEST HARRISON STREET, CHICAGO, ILL.  
PHONE, HAYMARKET 0221.



BALLOONS DIRECT FROM THE MANUFACTURER

**Big noisy Pig Balloons.** Per Gr., \$8.90  
**Original Barkling Doves.** Per Gr., \$10.50  
**Big Dying Duck Balloons.** w o n d e r f u l s e l l e r.  
**Imitation Bird Whistles.** long hill, real feathers. **Gross.....\$15.00**

**350-MONSTER OAS BALLOONS**—Largest Toy Balloon on the market. Immense. Per Gross.....\$10.00  
 60 Balloons, with 15 different pictures. Pair Gross.....\$2.50  
 70 Heavy Transparent Gas Balloons, with 15 different pictures, printed on both sides. Red, Purple, Blue, Green, Orange. Made of the best grade rubber. Per Gr., \$4.90  
 2-color. Per Gross... 4.50  
 65 Large Airship, 25 in. long. Per Gross... 3.60  
 Large Mammoth Squawkers. Per Gross... 8.50  
 50 Squawkers. Per Gross... 3.25  
 Sausage Squawkers. Per Gross... 3.25  
 70 Squawkers, long mouthpiece. Per Gross... 4.50  
 Balloon Stick, select stock. Per Gross... .40  
 38-in. Beauty Whips. Per Gross... 6.75  
 46-in. Beauty Whips. Per Gross... 7.75  
 Catalog free. 25% deposit with order, balance C. O. D.

**YALE RUBBER CO.,** 252 Broome Street, NEW YORK CITY.

PIPES

**By GASOLINE BILL BAKER.**

Come on, you tripes and keister (specialty) workers; let's hear from you.

Wonder how many of the lads will make the Fat Stock Show at Fort Worth?

Many pitchmen are "casing the turn" this winter—requesting a favorite for the next record on the talkin' mershene.

Bill has several pipes from the boys, which he will not be able to get in this issue, but the same are not overlooked and will appear in next issue.

Last heard of the Kohler-Dow troupe of subscriptionists (Kid Kohler and W. E. Dow) they were touring Wisconsin in a snowstorm and in an open "lizzle"—no serious casualties reported.

Did you ever ruin the seat of a perfectly good pair of trousers by sitting down on a sunny afternoon on the joint—that is, a drygoods box with a few pitchy knotholes in it? How many times?

Wonder if Max Allen, out in Los Angeles, received a nice Christmas present? The boys in Milwaukee were to send one to Max for the work he did in the former famous-for-beer town last July.

Dick Bernard is reported as still in Kingston, N. Y., because of illness in his family, also that Dick plans to spend next summer at Big Indian, N. Y., where he expects to go into business, provided everything goes well.

It comes from Chi. that L. W. (Mugs) Hlett, of paper fame, reports to friends there that, regardless of extreme cold weather in British Columbia and Washington, he finds business better than ever before. More power to you, "Mugs."

How about some "rooming-house chatter" (not including scandals)? Since nearly all the fellows are shooting pipes indoors during the winter months it might be a good suggestion (not a long string of 'em in one bunch, but a whole lot of bunches of brief ones).

Understand that Dr. Bonstead is spending the winter in the automobile business in Cleveland. Report has it that Doc intends selling his former auto road outfit, which was a "Jim-Dandy," and start the coming outdoor season with an entirely new equipment.

A certain knight over Indianapolis way, on a recent severe cold evening, was heard going thru the halls of an apartment house, crying out: "Yes, 'Benny', I'll get you as soon as I can find you." (We've seen many 'loud' overcoats, but none yet so gifted as to call for their owners.)

One of the lads wants to know if we could call a carnival man in the summer and—once in a while—a tripe worker in the winter—sufficiently pitchman. Well, hardly, but—let's see—what was it the old colored woman said when her ol' man said he had "come to die"? At that it covers many cases, eh?

It has leaked out that the "cat act" on Wayne Garrison, which George Reed told us about, was staged by Wayne when he climbed a tall telephone pole to rescue a scared-to-death feline that had been chased here by an over-playful canine with mischievous intentions. But, at that, Garrison is said to be some fast pole shinner.

Akron (O.) has had lots of sheet workers—crews of all sizes and description—of late is the report, the only lone-hand worked being Jack Wood, the boy from Texas, with the American Circulation, of Los Angeles. "More power to Jack," says James P. Stacks. (Woods certainly should do well, single-handed—he comes from the "Lone Star" State.)

Jack Bates was last heard of as being in Milwaukee. At the same time Boh Murphy was also there, and was seen coming up the street arm-in-arm with Leo McNichols of Canada and now with a Hearst publication in New York City. Harry Starkey was also in "Schiltstown." Bates was to leave for Beaver Dam, but the boys are wondering if he made it.

Word reached us last week that W. B. Lemmon, now working in the South, recently took unto himself a life partner. The report had it that W. B. and the Missus married after an acquaintance of but a short time, which only proves that road folks can pick their winners and decide on important questions without any long drawn out formalities. Here's happiness to their union.

Wonder if Dr. A. Groom and the Missus again stocked up with expensive furniture for their winter hibernation in Indianapolis—to almost "give" it to some localite when they take to the road in the spring? Doubtless there was much rejoicing at the Groom home recently when the "Kings" (Docs, Rosa, Dyer and E. R. Wayman) arrived in the Hoosier capital from the Southland.

F. G. Kenworthy, of the Parisian Art Needle Company, visited the Chicago office of Billy-boy last week and, noticing a ball of twine rolling around on top of the wrapping table, took pity on the office staff and presented 'em with the neatest little trick seen in a long time. It's really a small wire stand for milady to fasten her ball of yarn to when  
 (Continued on page 70)

BIG SPECIALS

**RELIANCE SAFETY RAZOR OUTFIT**



**Per Doz. \$2.40**  
**Per Gross, \$27.00**

Including 1 Blade.

**VEST POCKET SAFETY RAZOR,** In nickel box. No blade.



**Per Doz. \$3.50**  
**Gross, \$39.00**

IMPORTED SAFETY RAZOR BLADES

**7-IN-1 COMBINATION OPERA GLASS**



**Per Gross, \$33.00**

**5-IN-1 IMPORTED TOOL KIT,** Pocket Size. (Nickel-Plated) Contains 5 useful tools. New, big dollar seller. Per Doz. Kits, complete, \$2.40. Per Gr. Kits, complete, \$27.00



**COMBINATION FOUR-FOLD BILLBOOK** THE OLD RELIABLE. Maroon body. **Per Gross, \$7.20**

**IMPORTED GERMAN STRAIGHT (MAGNETIC) RAZOR.** Fancy Handles. **Per Dozen, \$2.00**



**COMBINATION GLASS CUTTER JACK KNIFE.** **Per Gross, \$16.20**



Cash deposit required on all C. O. D. orders. Write for our "Singer's Monthly."  
**SINGER BROTHERS**  
 536-538 BROADWAY, - - NEW YORK.

**\$ It's a SCOOP the Big Novelty \$**


**FASCINATING CLOWNS** that make the little folks jump with joy. They're 18 inches tall, in brilliant colors, well constructed and perform by merely pulling strings. A money maker for concessioners of bazaars, indoor, outdoor circuses, etc.

**\$15 PER GROSS**

F. O. B. Baltimore.

**A BIG ELEPHANT DISPLAY** included if desired at one dollar extra. \$5.00 with order. balance C. O. D. Box dose one-half dozen assorted sample clowns sent for one dollar. Money order or currency.

**EMPIRE LITHO. & PRTRNG. CO.,** Exclusive Mfgs., BALTIMORE, MD.



**THE HIT of the YEAR**

**CLEVER-JUMPING CLOWNS**

**Assorted Chocolate Creams**

**Concessionaires and Salesboard Operators**

LOOK! LOOK! LOOK!

Assorted Chocolate Creams, in attractive, flashy box, ribbon tied. Per Doz. 1/2-lb. Boxes, as illustrated, \$2.00. Per Dozen, 1-lb. Boxes, as illustrated, \$3.50. One 5-lb. Plain Box, \$1.15.

One-half cash, balance C. O. D. on orders over \$10.00. Orders less than \$10.00, full remittance.

**CONSOLIDATED CANDY CO.,** 20 E. Lake St. CHICAGO, ILL.

**YOU CAN MAKE MORE MONEY WITH THESE GOODS**

Par Gross. Scented Sachet, small size, \$1.85  
 Scented Sachet, large size, 2.90  
 Court Plaster, best grade... 1.75  
 "Iaktos," black or red... 1.50  
 Prompt shipments always. Deposit must be sent for C. O. D. shipments.


**CHAS. UFERT** 133 W. 15th Street, NEW YORK.

**PAPERMEN AND CREW MANAGERS**

\$1.00 PER YEAR PAID-IN-FULL RECEIPT. Ex-service men's magazine, issued monthly. All profits for relief work. Wire or write for territory.

**HOMELAND MAGAZINE, 110-114 W. 42d St., New York City.**

**COME ON, BOYS—GET ON MY WAGON THIS NEW YEAR** With **BUTTONS, FOUNTAIN PENS** and **VAZORS.**



**KELLEY, The Specialty King, 21 Ana Street, Little Dot Lower Back Button, E Z Snap Links, NEW YORK CITY.**

**THE GREATEST SENSATION OF THE DAY**

**CHINESE LUCKY RINGS**

**THEY SELL LIKE WILD-FIRE—EVERYBODY IS CRAZY FOR ONE**

These Rings are made of solid sterling silver—very heavy—and in regular Chinese style, as shown in the illustration. On the top of the Ring is Chinese letters, which in English means good luck, health and happiness. These letters and top of Ring is platinum, oxidized—in other words, it is the very highest quality of a solid sterling Ring that can be produced.

**OUR SPECIAL PRICE 85c Each**

**OR— \$9.50 Per Dozen POSTAGE PAID**



**OUR SPECIAL PRICE 85c Each**

**OR— \$9.50 Per Dozen POSTAGE PAID**

Hurry up and get a supply and be the first in your field. It means quick sales with large profits.

**They Sell for \$1.50 to \$2.50 Each at Retail**

This is the very latest novelty in Rings, and you must send your order at once. Get in line while the going is good. Order today. Get your share.

**KRAUTH & REED**  
 Importers, Manufacturing and Wholesale Jewelers  
 1118-19-20-21 Masonic Temple, - CHICAGO.

**HEAVIEST STOCK UNBREAKABLE FINEST AMBER COMBS QUALITY**

**REVISED PRICES**

|   |         |
|---|---------|
| 56312—Dressing Comb, Coarse and Fine.....           | \$21.00 |
| 56313— " " All Coarse .....                         | 21.00   |
| 56638—Barber " .....                                | 13.80   |
| 59130—Fine " .....                                  | 13.80   |
| 58216—Pocket " .....                                | 6.80    |
| Leatherette Metal-Rim Slides for Pocket Combs ..... | 1.50    |

If you want to make money handle the used by original demonstrators. Send for our Sample Assortment and convince yourselves of quality and weight by comparing with other lines. Sample Assortment, \$1.00, prepaid. **THE COMB HOUSE OF AMERICA, 7 Waverly Pl., New York City.**

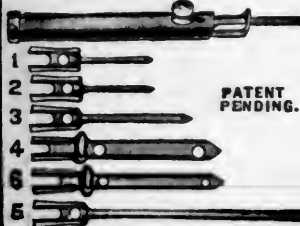
MENTION US, PLEASE—THE BILLBOARD.

# THE NEW PERFECTED ORIGINAL PARISIAN ART NEEDLE

## 6-POINT IS READY THE ONE YOU HAVE BEEN WAITING FOR

Our new ORIGINAL 6-POINT NEEDLE has a point for each kind of French Embroidery, from the finest silk thread to all sizes of yarn and carpet rag. The ORIGINAL PARISIAN NEEDLE is made of nickel silver and will not rust. ALL NEEDLES GUARANTEED TO AGENTS AND CUSTOMERS. Our new needle is now perfected so the gauge will not slip or handles spread. NOTE IMPROVEMENT ON SHANK OF POINTS. This is one of the great improvements we have made.

**LOOK! LOOK!! HAVE A LOOK!!!**  
NOTE NEW REDUCED PRICES:

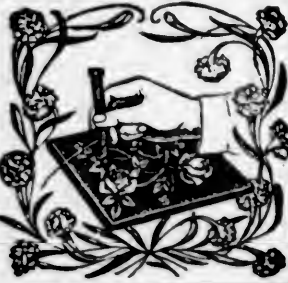


Needles complete with 4 points, Numbers 1, 2, 3 and 4, \$20.00 per 100 in 100 lots.

Send \$1.00 for sample of our new 6-Point Needle, with full instructions and particulars, together with a Rose Bud worked sample showing the beautiful work. And, better still, send \$2.25 for agent's complete working outfit, consisting of one 6-Point Needle and one full size Pillow, stamped on good material, tinted in colors to work; also four balls of best thread to work same, and your pillow started, showing how to do the work.

**NUMBER 5 AND 6 POINTS, \$2.50 PER 100.** 25% cash required on all orders. balance C. O. D. Get busy, folks; now is your chance to make a cleanup. This new 6-Point Needle sells five to one against any other Needle on the market. Write today.

**Parisian Art Needle Co.,** 206 Traders Trust Bldg., 305 So. La Salle St., CHICAGO, ILLINOIS.  
WE HAVE NO BRANCH OFFICES.



# STAMPED PATTERNS

All designs done by hand with air-brush, in colors, tinted shades to work.

**PILLOWS, per Dozen.....\$2.50**  
**RUNNERS, per Dozen.....\$4.50**  
**CENTER PIECES, per Dozen, \$6.50**  
**STAMPED RUGS, from 40c to \$1.50 Each.** These goods are of extra fine grade of crash. All of our goods are of quality.

**RICHARDSON PERLE COTTON, sizes 3 and 5,** in all colors. 75c per box.

**PARISIAN ART NEEDLE CO.**



**AGENTS! Attention!**  
**COSTS YOU 60c each**  
**YOU SELL FOR \$1.50 or \$1.75**

**"Tip Top" COMBINATION TOILET SET**  
RETAIL DRUG STORE PRICE, \$3.50.  
Size of Box, 8x12 inches.

NOW IS THE TIME TO LINE UP with the "House-of-Quality." Articles guaranteed to please. B-WISE AND GET LINED UP RIGHT NOW. DO NOT DELAY. WRITE AT ONCE FOR FREE PARTICULARS, or, better still, send \$1.00 for sample outfit, or \$1.50 for set, including display case. We pay postage.

**HARVARD LABORATORIES**  
336 W. 63d Street, CHICAGO, ILL.



**GOLD WIRE ARTISTS, ATTENTION**

**Reduction Prices**

Rolled Plate Wire in all sizes and qualities; also other goods. Pearl Plates are now list prices in No. 10 Catalog.

Send for New Findings and Prices with a trial order and we will convince you that it will pay you to buy all your Findings from us.

**Juergens Jewelry Co.,** 235 Eddy Street, Providence, R. I.

# PAPERMEN

**THE BIGGEST FARM PAPER IN THE SOUTHWEST**

Accepts business from three States. Best proposition in the South. No circulation agency. You work direct. Full co-operation along all lines. Branch Offices give you immediate and prompt service. Premiums furnished at cost. If you are a hustler or if you know me, hurry—write for supplies. Conditions in territory improving fast. Let me hear from you at ONCE.

**JIMMY KELLY, Waldorf Hotel, Dallas, Texas.**

# A Big All-Year Money Maker

Make Photo Postal Cards, genuine black and white, plateless, and tintypes, with a Daydark Camera. \$11.00 and up. No dark room, finish on the spot, no waiting, easy to operate and learn. Big profits. Travel and see the world. We carry a full line of supplies in stock. Black and White Paper Plates, 2 1/2 x 3 1/2, \$1.25 per 100; \$11.25 per 1,000; 1 1/2 x 2 1/2, 65c per 100; \$5.85 per 1,000. Mounts, 25c and 50c per 100; \$2.00 and \$4.50 per 1,000. 32-oz. Developer, 30c per pkg. Something new, Daydark Toning Solution, to make your tintypes and direct cards a lighter color, getting away from the tintype effect. Enough solution to tone 500 tint or cards for \$1.00. Write for catalogue.

**DAYDARK SPECIALTY COMPANY,** 2827 Benton St., ST. LOUIS, MO.



# PIPES

(Continued from page 69)

knitting, but works just as well for a small ball of twine. A swivel in the top allows the ball to spin around any old way and prevents tangles or any similar troubles. Ken says it is one of the greatest little articles ever patented, and it sure looks it.

Is there further cause for wonder? One never knows who is going (?) into the business. A certain Doc down in Dallas, Tex., tells of a fellow who recently casually remarked to him that he had been selling key checks, but intended going into the high pitch game the coming season. Doc asked him what line he expected to handle, and the fellow answered that he was thinking of running a doll rack ball game. (Wonder if Dr. Morey is spoofing?)

The following of the paper frat. attended the recent National Stock Show at Chicago: Snooks Henry, Doc Kohler, W. E. Dow, Harry Sheltis, Robert Murphy, "Red" Powell, "Whittie" Frazier, Harry Tamm, Jim Kellegher, "Kid" Taylor and numerous others. George M. Jones, who is in business in Chi., called for the boys one evening and "showed them the town" (Snooks Henry can tell of the trip, probably, better than anyone else—he went thru the windshield).

Clair Fellows is frolicking around thru the timber lands of Michigan, lubricating his innards with refreshing nectar from the babbling brooks and stiring away the cats with much relishment. "Eccentric Slim," as Clair is known to friends, is preparing, however, to migrate from the sticks of the Wolverine State as soon as h. v. ds. again come into their own. This worthy, of the card writing, cartoon and quill-pushing fraternities, is at present making Saginaw his headquarters.

J. M. Burton (Kansas Jim) has been operating scholarships over West Virginia, Virginia and North Carolina, and reports remunerative efforts and that he and his crew are still "Fording" thru the rather bad, muddy roads of the off-main-line sections. J. M. must have been doing some business, as he has been able to keep his head up and was married on January 3. The bunch includes Mr. and Mrs. Burton, L. W. (Kid) Hatfield, W. H. Keys, Grace Bennett and Hazel Morris.

George Lucas, the former med. man and now, along with Mrs. Lucas, doing big-time vaudeville with their gymnastic act (Althea Lucas and Company—Keith Circuit), was heard from, indirectly, from New York City. George opines the vande. game is not as "forte" as it might be (alho he and the Missus have made good dates). The ol' scout figures, however, that any time it gets too punk for him he is still competent to grab an armful of herbs and again steer their blunderbus toward "Easy Street."

The news reaches us that Dr. and Mrs. Frank Beach gave a number of knights who were in Columbia, S. C., on New Year's a dandy party. Everybody had a good time, and the hosts received all kinds of thanks from their guests.

**AGENTS, SALESMEN** Every Man a Customer for  
**THE HUMAN SHOCK ABSORBER**



Does away with inside arch supports. Immediate relief for Bunions, Corns and Callouses; any portion of the foot. Practical and comfort every second. Weighs one ounce; easily and quickly attached to the outside of any shoe, and immediately corrects any unnatural foot trouble. Wonderful for the Metatarsal and Anterior Arch. Send \$1.50 for sample and quantity prices. Big profit for hustlers.

**L. E. SMITH, P. O. Box 347, Batavia, N. Y.**

# OUR BIG RING BARGAIN

Ladies' Basket Top Setting, with Lant-Dan-essant's Famous Egyptian Im. Diamonds, the world's greatest white stones. The ring is gold-filled and sells on sight. It's a world bester. Hurry up and get your share of this big seller.



**\$9.00** per gross  
**\$9.00** per gross

No. 90991.

**85c per dozen**  
OR  
**\$9.00 per gross**

Each ring is set with a 4K Egyptian Im. Diamond, and every stone guaranteed perfect.

**KRAUTH and REED**  
Importers-Manufacturers-Wholesalers,  
1119-20-21 Masonic Temple, CHICAGO.  
America's Largest White Stone Dealers.

# AUCTIONEERS PITCHMEN CANVASSERS

Let me show you how to increase your earnings. Big demand. Big profit selling Dress Goods. Write for prices.

**SIDEMAN**  
1023 Main St., Kansas City, Mo.

Act Now  
**Get This Book**

It will clearly show you how you can make \$25 to \$50 week, in part or all time, selling Clows' Famous Philadelphia Hosiery direct to wearers from our mills. Pleasant, dignified work. Goods that wear. Prices that win. Permanent income. Write today.

**GEORGE S. CLOWS CO.,** Dept. 38, Philadelphia, Pa.

Demonstrators, Pitchmen—\$130 made in one day with Shur-Stick Cement. Special price gross krs. Sample, 10c. Circular free.

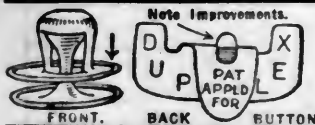
**UNITED CEMENT CO.,** 332-334 Plymouth, Chicago.

If you see it in The Billboard, cut them out.

# STREETMEN, MEDICINE WORKERS, DEMONSTRATORS AND HUSTLERS

Get down to real business where you can make money quick and easy selling our high-grade Electric Belts, Voltaic Electric Insoles and Medical Batteries. An exceptionally good line for trouper making one to six-day stands. 500 to 1,000% profit. 25c for sample belt or pair of insoles. Send for Lecture on Electricity and get wholesale prices on the best line out. An excellent demonstrating belt will be sent for \$1.00.

**THE ELECTRIC APPLIANCE CO.** (Incorporated 1891), Burlington, Kansas.



**COLLAR BUTTONS**  
Sample set, both front and back buttons, 25c  
Get 'Em Where They're Made  
**J. S. MEAD, Mfg.,** 4 W. Canal St., Cincinnati, O.

**Second-Hand Army Trunks—Army Cases for Pitchmen and Streetmen**  
Army Trunks, \$4.00 and \$5.00; Army Pitch Cases, open in middle, \$2.00; Theatrical Fibre Sample Trunks, \$7.00 to \$15.00. All reliable makes, in excellent condition. No list. State exactly what you want. Cash with order.

**J. COHEN,** 163 Canal Street, New York City.

# ATTENTION, MAGAZINE MEN AND WOMEN!

We thank you for answering our first ad. Results are still coming in from all sections, and agents that have lined up with us have doubled their production on our copyrighted selling plan. bona-fide agents collect \$1.00 and are authorized to countersign our check for a dollar to apply on subscription. Ninety cents is your commission. Send us \$1.00 for ten checks. All standard magazines. Checks sent C. O. D. or prepaid parcel post. Credentials and selling plan included.

**NATIONAL SUBSCRIPTION CO., INC.,** 154 W. Randolph St., 233 Metropolitan Block, Chicago.

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.

# We pay \$7 a Day

taking orders for guaranteed hosiery for men, women, children. All styles, colors, including finest line silk hose.

**Guaranteed To Give Satisfaction or Ner Hose Free**

Often take orders for dozen pairs in one family. Repeat orders make you steady income. Devote spare time or full time. It will pay any man or woman to handle this guaranteed line. No experience necessary. Get started at once. Best season of the year. Write for samples.

**Thomas' Mfg. Co. H-5118 Dayton, Ohio**

**COSTS \$2.50 PROFIT \$27.50**

**THAT'S WHAT YOU MAKE BY TRANSFERRING DECALOMANIA MONOGRAMS ON AUTOS.**

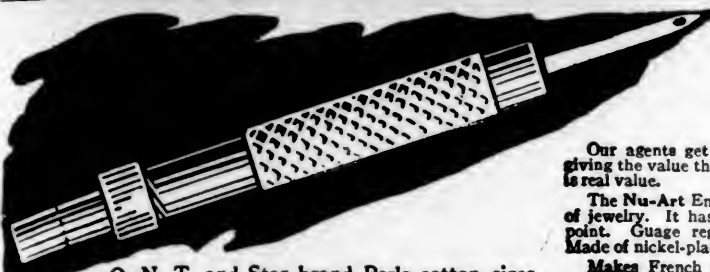
Every motorist wants his car monogrammed. An artist charges \$5.00 and can't do as good work as you can do for \$1.50. No skill is required; no experience. Spare or all time. No expensive paints or laborious hand lettering. Everything ready to go to work; also circulars, full instructions, etc. free. Write for Free samples—or send \$2.50 for outfit by return mail.

**AMERICAN MONOGRAM CO., Dept. "68," East Orange, New Jersey.**

**SAMPLE FREE**







# NU-ART NEEDLE

Gives the Public a Real Dollar's Worth!

O. N. T. and Star brand Perle cotton, sizes 3 to 5, all colors 90 cents per box of 12 balls.  
Agent's outfit, one box cotton, one needle, one pillow top, and complete instructions for \$1.50.  
Specify whether you want Daisy or Nu-Art needle.

Our agents get the business today because they are giving the value the public demands. The Nu-Art Needle is real value.

The Nu-Art Embroidery Needle is silvered like a piece of jewelry. It has a sure grip, chased handle. Perfect point. Gauge regulates stitches. No wires, no tin. Made of nickel-plated brass. A child can operate it.

Makes French Knots, chenille work, velvet effect, raised embroidery, box stitch and fringe. Directions with every needle. Prices to agents:

.50 for sample  
\$3.00 per dozen

\$25.00 per 100  
\$6.00 per gross

The Daisy is our 50 cent size needle. Carry it to push where you can't make dollar sales. Prices to agents:

.30 for sample \$75.00 per 500  
\$15.00 per 100 \$150.00 per 1000

We also make 12 designs in pillows, scarfs, and centers on heavy tan embroidery crash, in peacock, bluebird, rose, flower, indian head and conventional designs. Prices as follows:

Pillow tops on heavy tan crash \$2.50 doz.  
Scarfs on heavy tan crash 3.75 doz.  
Centers, 36-in., on heavy tan crash 4.50 doz.

Half Cash Required With all O. O. D. Orders Goods Shipped the Day Your Letter Arrives.

**MOLTER-REINHARD CO.,** Manufacturers 366 W. Monroe Street, Dept. 21, CHICAGO, ILLINOIS

## FURS

For PAVIES and CANVASSERS  
Write For Our Big Selling Scarf No. 4020  
**S. P. PLATT WHOLESALE FURRIERS**  
308 S. Market St., Chicago

On the entertainment and feed provided. The cause of it all was the birthday of either Dr. D. Rosenthal, or P. E. Martin, or both (Bill is not sure which). Those present, besides the ones mentioned, were Dr. and Mrs. John Emerson, Mr. and Mrs. Joseph Wilson, Mr. and Mrs. Halg, Joseph Brisol and Charles Campbell.

Some time ago Bill read of a "retail clerks' association" in a certain Middle West mining burg, making complaint to the "town fathers" about the shrewdness used by itinerant salesmen of specialties in selling their wares, and asked that the license for such be raised to a prohibitive point. If those local "counter jumpers" would but take a few lessons on salesmanship by listening to the "silver-tongued fakery" (as an Indiana newspaper refers to pitchmen and demonstrators) they would doubtless command better salaries and not have cause to feel injured—thru envy.

Manager H. T. Maloney, of the DeVore Mfg. Co., of Columbus, O., has forwarded the writer a copy of the firm's 50-page catalog of its productions and stock in trade, just off the press. This is certainly a neatly gotten-up booklet, and of the proper size for carrying in the pocket. On the front appears a cut of the long four-story building at 185-191 East Naghten street, Columbus, in which the factory is located. Medicines of various nature are listed, as are also toilet preparations, cleaners, household specialties and necessities, etc. In all, it is a credit to President P. B. DeVore and his business associates.

Wonder why Jim Fardon has never picked out one good "bet," exploited it as a "Tanlac" and made millions on it? With Jim's ability and energy can you imagine his chance for success in such a venture? Come to think of it, tho, we believe this vet. of the game would much rather mount the ol' platform and tell his story to the natives than worry with so much office formalities the other stunts would require and, besides, he lacks a helluva lot of being in need of something to eat right now. (Hard (?) life that fellow has, eh? Hustles in the summers and takes life easy during winters at his home in California.)

In a legal action, contesting the constitutionality of a city ordinance at Tampa, Fla., requiring house-to-house solicitors, representing firms from other States, being charged heavy license, E. B. Ryan, soliciting for a Philadelphia brush concern, benefited by the Judge's decision, as probably will others hereafter, working in a like manner, in Tampa. The Tampa Morning Tribune of January 21 ran an article on the incident and concluded it with the following:  
"In police court yesterday Ryan's attorney, Martin Withers, argued that the constitution of the United States clearly stated that Congress should regulate interstate commerce. The city's action in requiring license in such a case, which was purely an example of interstate com- (Continued on page 72)

## We Are Headquarters for Original Money Makers

Despite claims to the contrary we have the only Austrian "Manos" Fountain Pen.

**\$12.00** Per Gross **\$12.00** Per Gross

Reduced to **\$30.00** PER GROSS. The Original Famous Combination Glass, Celluloid Frames—not Tin.

Superior Grade of Nickel Finished Wire Arm Bands  
**Per Gross, \$6.00**

**\$15.00** Per Gross **\$15.00** Per Gross

THE ORIGINAL KING DOUBLE POINT EMBROIDERY NEEDLE—Best of Its Kind.  
KING-DOUBLE POINT PAT. APPLIED

Specialists in Supplies for Streetmen, Pitchmen and Concessionaires. 25% deposit required on all orders. All goods shipped same day order is received.

543 BROADWAY **BERK BROTHERS** NEW YORK CITY

## FLASH HERE! IT IS!



PLATINUM FINISH SET WITH 11 WHITE STONES  
Note the Price IT CAN'T BE BEAT  
**\$2.75 Doz. \$30.00 Gro.**  
Sample, 40c, prepaid

Imitation platinum, set with extra fine 2-karat white stone brilliant. Fancy engraved shanks. Heavy box mounting.  
Per Doz., \$4.75  
Per Gr., \$57.00  
Sample, Prepaid, 45c.

Our 1922 CATALOG contains hundreds of values like this. Have you a copy? Free for the asking. State your line of business.  
**S. B. LAVICK & CO., Inc.**  
44-46 So. Wells Street, CHICAGO, ILL.

## House-to-House SALESMEN

90% Profit—\$10 to \$25 Per Day.  
\$5 will start you in this business  
A new and popular household necessity that appeals to women—already a tremendous seller  
One representative writes: "Best thing ever offered to canvassers—made three sales in first four calls—fourth woman said she'd have the money if I'd stop on way back."  
**LOW PRICE—QUICK SALES  
LARGE PROFIT**  
Write for particulars today  
**Mawn Sales Co.**  
Box 1268 Dept. 6 Station A  
COLUMBUS, OHIO

## STREETMEN, Demonstrators & Peddlers

We carry a large line of Jewelry, Clocks, Watches, Silverware, Jewel Boxes, Notions, Needle Packages, Dolls, Paddle Wheels, Padlocks, Tickets, Novelties, Carnival Goods, Rubber Balls, Balloons, Jap Crook Canees, Whips, Cutlery and Give-Away Goods. Wholesale only. Catalogue free. No goods sold to consumers. No goods shipped C. O. D. without a cash deposit.  
**SHRYOCK-TODD NOTION CO.**  
822-824 North 8th St., ST. LOUIS, MO.

## AGENTS AND CANVASSERS NOW IS YOUR CHANCE

The season is here for A REAL CLEAN-UP. Our Special Outfit, costing \$3.25, brings in \$23.50 Cold Cash. Special Outfit consists of: Brines Costs. 12.  
144 Packages Lady Love Perfumed Sachet. \$1.75 \$17.50  
12 Large Boxes Face Powder. .60 3.00  
12 Large Bottles Liquid Shampoo. .90 3.00  
\$3.25 \$23.50  
\$20.25 Net Profit on each outfit costing you \$3.25, and they sell fast because the flash is there. One man sold 8 outfits last week. Write today—send for our catalog. We will show you how to make big money fast  
**NATIONAL SOAP & PERFUME CO.**  
29 E. Lake Street, CHICAGO, ILL.

## ATTENTION ATTENTION ATTENTION

You Can Make Big Money  
**LORAIN RADIATOR CAP AND KNOB WILL DO IT FOR YOU**  
These two highly polished Ford attachments triple nickel plated. Have a perfect and permanent finish. No Ford is complete without them. Every Ford owner a prospect. Sells at sight, and only takes a minute to apply with the use of a screwdriver. **BOYS, IT'S A MONEY MAKER.** Send \$1.50 for sample, which consists of three knobs and one radiator cap, or 75c for the knobs or cap alone. Start making money today by acting today. Attractive prices for quantity users.  
  
**LORAIN S & R CO., Dept. A, 25 N. Dearborn St., CHICAGO, ILL.**

**LITTLE DOT BACK.** \$3.50 gross  
**SNAP LINKS.** \$7.50 gross  
**DUPLEX BACK.** \$2.00 gross  
**DUPLEX FRONT.** Plain \$4.50; Pearl \$6.00 Gross.  
**SNAPPY BUTTON COMBINATIONS.**  
LOT NO. 1 consists of Snap Links, Duplex Back, Duplex Front, Plain. Gross.....\$14.00  
LOT NO. 2 consists of Snap Links, Little Dot, Duplex Front, Plain. Gross..... 13.50  
LOT NO. 3 consists of Snap Links, Duplex Back, Duplex Front, Pearl. Gross..... 15.50  
LOT NO. 4 consists of Snap Links, Little Dot, Duplex Front, Pearl. Gross..... 17.00  
25% deposit required with all orders. Sample of any lot, 25c per lot.  
**ED. HAHN (He Treats You Right), 222 West Madison Street, Chicago, Illinois**

## RUBBER BELTS

**PERFECT GOODS. FIRSTS—NOT SECONDS**  
One Inch, Black and Brown, Nickel Buckle, \$16.50 Per Gross  
One-Third Deposit on All Orders, Balance C. O. D.  
**PITT BELT MFG. CO., 705 Fifth Ave., PITTSBURG, PA.**

**STAR GOGGLES**  
Gauss Side Shield, Cable Temple, Amber Lenses.  
DOZ., \$2.25. GROSS, \$24.00.

**FLORESCOPES**  
Brass Scope, Best Quality.  
DOZ., \$3.25. GROSS, \$36.00.  
**NEW ERA OPT. CO.**  
17 No. Wabash Ave., Chicago.

**MILITARY SPEX**  
Imitation Gold. Large. Round. Clear White Convex Lenses. All numbers.  
DOZ., \$3.00; GROSS, \$35.00.

If you see this in The Billboard, tell them so.



# HERE'S 1922'S GREATEST SENSATION!

Boys, They Are "Knocking Them Dead" With Lucky '11 and These Shears  
**They Fall Easy Self-Sharpening Shears--Value \$1.25-- FREE**

VALUE  
\$1.25

You sell the complete 11-piece assortment for \$1.75, and these 8-inch Dressmaker's Spring Tension SHEARS as a premium sure gets the coin. Only 20 sales a day means \$18.00 profit. Suppose for an argument that you only average 10 a day, or \$9.00 profit. NOT SO BAD, HEY!

Well, we have many men selling as high as 40 and 50 a day. 8-year old kids are selling 8 and 10 after school—making more money than their parents.

LUCKY '11 with SHEARS COSTS YOU 85c. SELLS FOR \$1.75.

Note spring tension device—the little wonder worker will cut wet tissue paper or wire with equal ease.

Walter Harris in 6 weeks ordered 800 boxes. Profit over \$100.00 a week.



SELF-SHARPENING SHEARS

Cut reduced in size 6 inches instead of 8 inches.

## You Give a Pair of Shears FREE with Every Sale

These High-Power, Spring Tension, Dressmaker's Shears were the whirlwind money-getters for Davis Agents before the War made them hard to get and sky high in price. The prices on Shears in stores have been too high for the average Housewife during the past three years. You will find nearly every home in need of a pair of generous size shears.

You offer an assortment of Toilet Soaps and Toilet Articles, 11 in all, Drug Store value of \$3.35, and these \$1.25 Nickel-plated Shears. Total value of \$4.60. You sell for only \$1.75 and more than double your money.

**CREW MANAGERS**—You have seen our Lucky 11 ads. for 10 years and have promised yourself to get lined up with Davis some day. WHY NOT NOW? Best time to get started and organize your crew and go after REAL BIG MONEY for 1922. Liberal discount to quantity buyers. Our packages sell every day—every season of the year. Come with us TODAY. Complete sample outfit, including display case, sent postpaid for \$1.75.

## SPECIAL OFFER TO BILLBOARD READERS

10 BOXES \$8.50; YOUR \$9.00

10 Shears \$8.50; PROFIT \$9.00

Display Case FREE

Easy half day's work. Try it.

If looking for Quick money, grab this 10-box offer, or, better still, order 50 or 100 boxes.

**E. M. DAVIS COMPANY**

Dept. 9121,

CHICAGO.

## QUICK ACTION COUPON

E. M. DAVIS CO., Dept. 9121, Chicago, Ill.

Enclosed find \$8.50. Send me the Special Offer of 10 Boxes Lucky 11, 10 Shears with Sample display case free or

\$.....for.....Boxes Lucky 11 and Shears.

\$.....for.....Boxes Lucky 11 at 60c.

Name.....

Address.....

City..... State.....



**NEW RAZOR BLADE SHARPENER**  
 (For Gillette Style Blades)

A real sharpener at a low price.  
 Neatly boxed.

PRICE: 1210-B  
 Per Dozen... \$ 2.25  
 Per Gross... 24.00

Deposit required if C. O. D.  
 (Send for New Bulletin.)

**Chester Novelty Co. Inc.**  
 SPECIALITIES THAT SELL!  
 Daniel St. ALBANY, N.Y. Dept. B

**ST. LOUIS**  
 ALLEN H. CENTER  
 3024 Railway Ex.  
 Phone Olive 1722.

Viola Dana, moving picture star, was the principal speaker at the Advertising Club's regular luncheon at the Hotel Statler last week.

R. A. Gilbert, known as the Great Gilbert, hypnotist, closed at Collinsville last week, and is going to Appleton, Wis., where he opens at the Appleton Theater February 6. Good luck to you, Gilbert. May you pack the houses up North like you did around here.

An associate recital by Michel Gustkoff, concert master, and H. Mack Steindel, first cellist of the St. Louis Symphony Orchestra, will be given under the auspices of Mrs. Louis Marion McCall in the ballroom of the Hotel Statler at 3 o'clock Thursday, February 16.

Max Hirschfeld, musical director of the "Merry Widow" company, last week tested the voices of 250 members of the Municipal Opera Chorus Training School at the request of Henry W. Savage, light opera impresario, who announced that he would consider for full productions any St. Louis singer thus enrolled. "The St. Louis voices were a revelation to me," said Hirschfeld. "Little wonder that your Municipal Opera is a huge success. Most of the singers who were examined would be a credit to any Broadway production, and in my report to Mr. Savage I shall give him the names of many of the applicants who will bear watching."

Geo. Hall, who was electrician with the World's Fair Shows last five seasons, will be with the T. O. Moss Shows the coming season.

Price and Collins, vaudeville team, have just returned from a short vaudeville trip in Illinois.

The big minstrel show of the St. Louis Odd Fellows is being arranged and directed by Bobby Hazan. The two professional end men are George Gruns, and Earl Newsome.

Chick York, who walked away with headline honors at the Orpheum last week, visited our office several times and brought along many interesting stories of his trip on the Orpheum Circuit.

Elmer H. Jones dropped in Saturday, January 21, on his way to Hot Springs, looking as well and prosperous as ever.

**ANOTHER BIG RING BARGAIN**  
**GENUINE WHITE SAPPHIRES**  
 MOUNTED IN SOLID GOLD

These rings are all solid gold, hand made and mounted with a one-half-carat GENUINE IMPORTED FRENCH WHITE SAPPHIRE

Ring No. 10607 is hand made and hand engraved, with 14K white gold prongs. Never before in the history of the jewelry business have such record-breaking prices been offered for such high quality of solid gold, hand-made White Sapphire Rings. Read our big sample offer.

These Stones are guaranteed to stand all the tests of a Genuine Diamond—the fire test—acid—file and microscope tests.

NO. 10607. Side View. Solid Gold, with 14K White Gold Prongs. Price, \$3.50 Each. \$32.00 per Dozen.

No. 10607. Front View. Solid Gold, with 14K White Gold Prongs. Price, \$3.50 Each. \$32.00 per Dozen.

NO. 10608. Solid Gold. Price, \$2.50 Each. \$20.00 per Dozen.

NO. 10609. Solid Gold. Price, \$4.50 Each. \$48.00 per Dozen.

GENUINE IMPORTED RECONSTRUCTED FRENCH WHITE SAPPHIRES. And please remember they are just like real diamonds. They stand the acid test, the fire test, the file test—you can demonstrate them by drawing a rat-tail file over the top surface without injury to the stone. Send in your order today—quick.

**READ THIS SPECIAL SAMPLE OFFER**

We want you to see these wonderful bargains yourself. We want you to examine them personally. We want you to see the quality of the White Sapphires—also the quality of workmanship the rings represent, and for this reason we will send you one of each ring, any size you desire, by registered mail, postage paid, for (\$9.68) nine dollars and sixty-eight cents. Send us a post office money order and we will ship the rings by return mail. Please remember—only one set of samples sent to each customer.

**KRAUTH AND REED**  
 Importers, Manufacturing and Wholesale Jewelers  
 1118-19-20-21 Masonic Temple, CHICAGO, ILL.

America's Largest White Stone Dealers  
 America's Largest White Stone Dealers

**Dying Broadway Chicken**

Bright assorted colored feathers, long bill, large colored glass eyes. Squawks until it dies. Makes big noise. Everyone a worker.

GET BUSY. SELL A REAL NOVELTY. BUY FROM MANUFACTURER.

\$12.00 per Gross, Sample, 25c. 35% deposit with order, balance C. O. D.

**UNIVERSAL PRODUCTS CO.**  
 245 Fourth Ave., Philadelphia, Pa.

**AGENTS** Spiral Curtain Rods. Fast seller. Homeowners buy two to ten. Working sample free. MODERN SPECIALTY COMPANY, 848 N. Sixteenth, St. Louis.

**BACK TO WADE & MAY SHOWS**  
 Chicago, Jan. 25.—W. W. Potts has informed The Billboard he will again place his string of concessions with the Wade & May Shows for the coming season.

**AGENTS WANTED!**

Either sex, to sell and demonstrate our SIMPLEX DARNER, for fancy work, darning stockings, lace curtains and clothing. Fit any sewing machine. Retail price, 50c. Trial order to agents, \$1.50 dozen. Special offer on gross lots. Put out demonstrations and agents and make \$3,000.00 in the next three months.

**SIMPLEX DARNER CO., Dept. B, 543 N. Dearborn St., Chicago, Illinois**

# FAIRS AND EXPOSITIONS

THEIR MUSICAL AND AMUSEMENT END IN CONJUNCTION  
WITH THEIR PRIVILEGES AND CONCESSIONS

## LIVE PROGRAM

### For Georgia Fairs Meeting

### Many Well-Known Fair Men Will Speak at Annual Convention in Albany

The annual meeting of the Association of Georgia Fairs and Expositions will be held in the Municipal Auditorium at Albany, Ga., on February 22 and 23. A very interesting and instructive program has been arranged and Governor Thos. W. Hardwick is one of the speakers. Dermot Shemwell, vice-president of the Albany-South Georgia Fair Association, will entertain the visitors at a barbecue luncheon served at the Flint River Pecan Company's place near the city. Other forms of entertainment which have not yet been definitely worked out are being planned.

Brown Whitley, secretary of the association, announces that all carnival agents or managers and agents for free attractions, fireworks and advertising matter are invited to attend and take part in the meeting. The program follows:

#### WEDNESDAY, FEBRUARY 22

Annual Meeting Called to Order by the President; Roll Call by Secretary; Address of Welcome—Hon. H. A. Peacock, Mayor of Albany; Response to Address of Welcome—W. L. Cleveland, Western Georgia Fair Association, LaGrange, Ga.; Reading of Minutes of 1921 Annual Meeting; Address—Hon. Thos. W. Hardwick, Governor of Georgia; Appointment by President of Committees; Adjournment.

#### AFTERNOON SESSION

Address of President—Eugene Baker, President Northeast Georgia Fair Association, Gainesville, Ga.  
Address—John H. Meek, Secretary Albany-South Georgia Fair Association.  
Improvement of Harness Racing—J. W. Fleming, Secretary-Manager Savannah Tri-State Fair, Savannah, Ga.  
County Fairs and Livestock Development—Professor Milton B. Jarnagin, State College of Agriculture, Athens, Ga.  
Report of Committees.  
Planning the Advertising for a Modern Fair—Ray P. Spear, Manager Co-operative Publicity Bureau, St. Paul, Minn.  
Open Forum, Led by Harry C. Robert, Secretary-Manager Georgia State Fair Association, Macon, Ga.

#### THURSDAY MORNING, FEBRUARY 23

Discussion of Financial Situation With Reference to Fairs and Expositions—J. Luke Burdett, Secretary East Georgia Fair Association, Washington, Ga.  
Discussion on City and County Aid for Fairs—S. A. Spitzer, Secretary Chatahoochee Valley Fair Association, Columbus, Ga.  
Rain Insurance for Fairs—Henry T. Maddux, Hartford Fire Insurance Company.  
Open Forum, Led by W. Y. Smith, Northeast Georgia Fair Association, Gainesville, Ga.  
Introduction of Managers of Carnival Companies and Agents of Free Attractions and Advertising Matter.  
Report of Committees; Election of Officers for 1922; Selection of Meeting Place for 1923; Adjournment.  
Officers 1921-22 are as follows: Eugene Baker, president; E. Rosa Jordan, first vice-president; C. D. Shelmitt, second vice-president; Brown Whitley, secretary-treasurer. Directors: A. B. Mobley, Monroe; Columbus Roberts, Columbus; Mrs. M. E. Judd, Dalton; John Meek, Albany; Eugene Baker, Gainesville; E. Ross Jordan, Dublin; C. D. Shelmitt, Sandersville; Brown Whitley, Atlanta; J. W. Fleming, Savannah.

### VIRGINIA FAIR MEN

#### Expect Large Attendance at Annual Meeting in Fredericksburg

What promises to be one of the largest and most interesting events in fair conference held this year by a State organization is that of the Virginia Association of Fairs Congress, which will be held at Fredericksburg, Va., February 13 and 14, 1923.  
Unquestionably from an educational standpoint this will be a great event on account of Fredericksburg's close proximity to Washington, D. C. Several senators and congressmen, with at least one cabinet officer, will be present and will deliver an address at one or more of the sessions.  
According to the last report, over 100 delegates, secretaries and managers from other States who will be guests of the members of this congress, showmen and representatives of booking and supply houses have made reservations. Princess Anne Hotel has been designated as headquarters for secretaries and fair officers in attendance.  
The Virginia Fair Boys will further have the advantage of hearing talks on the subject of agricultural fairs from the viewpoint of several State legislators who have been interested for many years in diversified farming, fruit

growing and stock raising, and who have exhibited at a great number of the larger fairs throughout the United States, including the International at Chicago.

The program, which has not been completely arranged, will consume the usual morning, afternoon and evening sessions of each day excepting Monday evening, which will be devoted exclusively to social features, including the annual banquet.

The president of this association is Col. H. B. Watkins, secretary and manager, Danville Fair, Danville, Va. Vice-presidents: C. H. Howard, secretary, Fredericksburg Fair, Fredericksburg, Va.; J. P. Carlo, manager, Galax Fair, Galax, Va.; B. O. Brashaw, superintendent of field work of the fairs of Virginia, and J. Callaway Brown, secretary, Bedford Fair, Bedford, Va.; secretary, C. B. Ralston, secretary and manager, Staunton Fair, Staunton, Va.

### PENNA. FAIR MEN

#### To Hear Well-Known Speakers at Pittsburg and Philadelphia Meetings

Pittsburg, Pa., Jan. 30.—One of the largest events in the outdoor amusement field in Western Pennsylvania takes place at the Seventh Avenue Hotel, Pittsburg, when the annual

Deysler, Reading; H. D. Holcomb, Conneaut Lake, and C. G. Breneman, Altoona; secretary-treasurer, J. F. Seidomridge, Lancaster.

Philadelphia, Jan. 30.—A most interesting program has been arranged for the Eastern meeting of the Pennsylvania State Association of County Fairs, to be held at the Hotel Lorraine, Broad street and Fairmount avenue, February 8. The meeting opens at 10:30 a. m. with an address by President Harry White, of Indiana, Pa. This and the appointment of rotating committee will occupy the morning session. At the afternoon session J. F. Seidomridge will give the secretary's report, and Richard Weiglein, president of the City Council of Philadelphia, will make the address of welcome. John C. Simpson, of Springfield, Mass., will deliver an address on "County Fairs," and Marvin M. Smith and A. H. Cosden will talk on the same subjects as assigned them for the Pittsburg meeting. There will also be a general discussion and the session will close with the introduction of showmen. In the evening a banquet will be held at the Hotel Lorraine, with speaking by Hon. John R. K. Scott and Hon. A. F. Dix, Jr., both of Philadelphia, and Lieutenant Governor Edward F. Beideman, of Harrisburg.  
A large attendance is expected at the meeting.

### BEST IN YEARS

#### Was Thirty-fourth Annual Convention of New York State Association of County Fairs

The thirty-fourth annual convention of the New York State Association of County Agricultural Fair Societies, held in the new court house at Albany, N. Y., January 19, was the largest in point of attendance and most enthusiastic meeting held in recent years. Delegates were present from all parts of the State and the addresses, the exchange of ideas and the general good-fellowship was well worth the trip.  
The morning session was given over to the reports of the officers and committee and to the election of officers. A portion of the time was given to round table discussion of problems presented by the members and a general exchange of experience resulting from the 1921 fair. At the afternoon session C. Arnold Grause, manager of the rain insurance department of the Home Insurance Company of New York, spoke on rain insurance. He told of the progress made in that line and said that before his company would insure the profits of a fair it must be shown that there could be no rain insurance. He said that rain insurance, however, had come to stay and that it was being taken advantage of by more fairs each year. At the close of his remarks many questions were asked. The delegates showed a lively interest in the subject, over twenty-five per cent of the societies having taken out rain insurance the past year.

C. A. Holmquist, head of the division of sanitation of the State Department of Health, spoke on "Sanitation on Fair Grounds," and in the course of his remarks he stated that the water supplies of the various fairs had been inspected the past year by his department. Daily attendance at fairs in 1921 was all the way from 500 to 25,000, he said, about 65 per cent of the attendance being men and 45 per cent women and children. It was found that 70 per cent of the fairs had adequate water supply. Mr. Holmquist made a number of excellent suggestions for securing better water service.  
Prof. E. H. Wheeler, of the extension division of the State college of agriculture at Ithaca, N. Y., spoke on "Rural Dramatics and Pageantry." He outlined a plan for use of county and town fairs and told what had been done at the New York State Fair. Several county fairs tried the plan last year with great success, he said.

Joseph Delaney, representing a group of horsemen racing at the county and town fairs, spoke of racing from the horsemen's side of the question.  
At the round table discussion that followed the regular speeches many questions pertaining to the conduct and management of fairs were discussed.

The following officers and members of the executive committee for 1922 were elected:  
President, Elmer E. Botsford, Plattsburgh; first vice-president, William E. Pearson, Ithaca; second vice-president, Robert Seaman, Jericho; secretary, G. W. Harrison, 131 North Pine avenue, Albany; treasurer, A. E. Brown, Albany; executive committee—Oscar W. Ehrhorn, American Institute, New York; Robert Seaman, Jericho; E. G. Cranwell, Altamont; George A. Taylor, Fonda; G. W. Jones, Stillville; J. J. Flanagan, Norwich; David Miller, Penn Yan; W. J. Davidson, Warsaw, and Edward B. Long, White Plains.

The twelfth annual dinner of the association was held in the Hotel Hampton with over 160 present. The occasion was most enjoyable and it was voted the best dinner ever held by the association. The music and entertainment far surpassed previous efforts. The speakers were Hon. Nathan L. Miller, governor of the State of New York, and Hon. George E. Hoque, commissioner of agriculture.

The New York State Association of Union Town Agricultural Societies, composed of officers of the various town fairs throughout the State, held their annual meeting in the morning at the Capitol and joined with the county societies at the afternoon session and the dinner in the evening. They elected the following officers: President, Harry A. Willard, Booneville; first vice-president, Anton C. Shaver, Albany; second vice-president, Elliot B. Norton, Afton; secretary, Clyde E. Shultz, Hornell, and treasurer, George I. Wilber, Oneonta.

### OHIO'S FIRST FAIR

An interesting bit of Ohio fair history was unearthed recently following the finding in Chicago by F. S. Pinfold of an old medal awarded to T. Williamson, of Troy, O., for an exhibit he made at Ohio's first fair, held in Cincinnati in October, 1850. The medal was sent to E. V. Walborn, manager of the Ohio State Fair, and started a search of the records, which brought to light the facts concerning Ohio's first fair. It seems that there was much jealousy in Cincinnati over the fair and the rival exhibitions were held—one by the merchants of the city and one by the Cincinnati Horticultural Society. Despite this opposition the fair was a success, according to the records. An idea of the small beginning of Ohio's fairs may be gained when it is stated that the appropriation for tents and buildings for the fair at Cincinnati was only \$1,000.

### NEWBERRY AND HIS BAND



Darl Frazier Newberry and his Exposition Band played a number of the more important parks and fairs of the country last season and made an excellent reputation. In the accompanying picture they are shown at Daytona, Fla., where they have been most enthusiastically received this winter.

meeting of the Western division of the Pennsylvania Association of County Fairs is held February 1.

Not only will the majority of carnival and outdoor showmen who cover Western Pennsylvania with their shows be present, but members of the several harness racing circuits will also be in attendance. Managers of big free attractions, salesmen from novelty houses, and in fact every branch of the outdoor amusement interests will have a good representation.

There will be two meetings at the Seventh Avenue Hotel February 2 following the fair secretaries' convention, of the Coal, Oil and Iron Racing Circuit in the forenoon, and of the Keystone Short Ship Circuit in the afternoon. Hon. N. L. Strong is president and G. A. Carmanit, secretary of the former, and Jos. M. McGraw, president, and Harry White, secretary of the latter. These meetings will also be attended by the fair secretaries.

The program will be opened at 10:30 a. m. with an address by President Harry White, of Indiana, Pa., followed by appointment of nominating committee. At the afternoon session J. F. Seidomridge will present the secretary's report, which will be followed by an address of welcome. Speakers of the afternoon include the following:

"County Fairs," Prof. J. C. Steiers of Kansas.  
"Betterment of Trotting Sport," Marvin M. Smith, Buffalo, N. Y.  
"Trotting Horse," A. H. Cosden, president of Union Trotting Association, Southold, Long Island.

There will also be a general discussion on "How to Better Our County Fairs." At the conclusion of the speaking program managers of carnival companies and agents of free attractions and advertising matter will be introduced.

At 6 p. m. a banquet will be held at the Seventh Avenue Hotel. The banquet committee is H. O. Holcomb of Conneaut Lake, Jos. M. McGraw of Washington and Dave McDonald of Pittsburg.

Officers of the association are: President, Harry White, Indiana, Pa.; vice-presidents, Walter H. Buckman, Philadelphia; Abner S.

### RUTLAND FAIR HAD AN EXCELLENT YEAR

The annual meeting of the Rutland (Vt.) Fair was held January 4 at which time officers were elected and reports for the past year received. The treasurer's report shows the total receipts from all sources to have been \$60,359.41, with a balance on hand of \$10,454.92. Outside of the gate receipts the largest source of income was from concessions, which totaled \$14,642.69.

Nearly \$13,000 was spent on new buildings and upkeep, \$5,100 for premiums, \$9,575 for attractions and \$8,542 for horse races. The total attendance was 97,208.

This fair is six days and nights. Will L. Davis was re-elected president and W. K. Farnsworth, secretary. This will make Mr. Farnsworth's sixteenth year. This year's fair will open on Labor Day, September 4.

### LEW ROSENTHAL OPENS FAIR BOOKING OFFICE

Lew Rosenthal, who has been connected with the Western Vaudeville Managers' Association for the last seven years, has gone into business for himself and has opened in Duquesne, Pa., under the name of Lew Rosenthal Amusement Enterprises, Inc., a modernly equipped and up-to-the-minute fair booking office. Mr. Rosenthal has moved his Chicago office to the Majestic Theater Building, Lombard.

The Duquesne booker states that he has lined up a half hundred of the best fair attractions on the road and with his Chicago and New York representations expects to book fairs and celebrations thruout the entire Middle and Southwestern States.

As a starter Mr. Rosenthal, while in attendance at the Nebraska meeting of State and county secretaries, secured several large contracts for acts.

The personnel of the Rosenthal office is as follows: Lew Rosenthal, president and general manager; Walter De Gris, office manager; Donald Sweet, assistant office manager; Marie James, Frank Chesar, Frank La Tour, salesmen; Evelyn Donner, accountant; stenographers, Danese Coffee, Adel Johnson.

CLEANER FAIRS

Favored by Nebraska Fair Managers— Association's Annual Meeting is Well Attended

Lincoln, Neb., Jan. 21.—The thirteenth annual meeting of the Nebraska Association of Fair Managers was held here Monday with members of the organization present from all parts of the State.

Resolved, That the best interests of the fairs of Nebraska demand clean shows, clean games and clean amusements. We insist upon the prompt closing of all shows at county fairs that do not measure up to an acceptable moral standard.

There was an excellent speaking program at the two-day session, the speakers taking up subjects of live interest to the fair men.

One of the speakers was O. B. McCorkle, secretary of the Boone County Fair, Albia, Neb., said to be the largest fair in the State, with the exception of the State fair.

E. J. Mitchell, of Thayer County, said that the county association intended to cut down the appropriation for races from \$3,000 to \$2,000, which is the same amount as is appropriated for premiums.

On Tuesday afternoon the 82 delegates from the county fair boards met with the 20 members of the State Board of Agriculture, an ex-officio members.

At 6:30 the annual banquet of the fair managers was held at the Chamber of Commerce Building. E. R. Danielson, secretary of the State Fair Board, presided.

The State Board of Agriculture, which has charge of the Nebraska State Fair, held its meeting at the same time the fair managers of the State were meeting.

WIRTH-BLUMENFELD

Booking More Than Forty Standard Acts for Fairs and Parks

New York, Jan. 25.—The newly organized Wirth Blumenfeld Fair Booking Association, Inc., has issued the first edition of its 1922 catalog of outdoor attractions for fair and park booking.

The Wirth-Blumenfeld Fair Booking Association is a recent outgrowth of the Wirth-Blumenfeld Company, which in seasons past divided its activities between the outdoor and indoor fields.

The new fair booking association holds guarantees from several of the larger fairs and parks for the coming season and plans to send on the road a staff of salesmen to visit points where the secretaries of the more important fairs will hold their meetings during the coming months.

Among some of the attractions included in the first edition of the Wirth-Blumenfeld catalog are: Joe Jackson, Honessett Troupe, Moll Brothers, Laterna Troupe, Jeannette Monkeys, Castelloni, International Nino, Stansie Seals, Fortia Sisters, Janslys, Berio Sisters, Garland and Smith, Four Roses, Dare-Devil Doherty, Co Dora, Bert Earle, Loretta's Bears and the Four Diaz.

PIONEERS IN Standardized Pageantry SEASON 1922 "KARABAN" Ready for Bookings

FAIR SECRETARIES, ATTENTION: 26 Episodes. 4 episodes devoted to local events. Gorgeous Costumes, Spectacular Parades, class, original Dances and Poses. Carloads of Properties, an entertainment supreme.

MOOREHEAD PRODUCING CO. ZANESVILLE, OHIO

The Home Talent Hit of the Season DON'T PARK HERE Two Act Musi-Comedy Delighting Crowds Everywhere "A MOOREHEAD PRODUCTION INSURES SUCCESS"

ATTENTION, SECRETARIES—FIREWORKS Highest class Fireworks Displays that can be obtained. Now ready for display in Parks, Fairs, Fourth of July Celebrations, etc.

World Famous Captain Bray My Greatest and Grandest Water Circus, Jiggs' Comedy Water Act draws the crowds. The only real Water Circus. The Circus that does all it advertises and pleases.

SOME NEW PROBLEMS Are Developed By Adoption of Rain Insurance—J. W. Fleming Has Annoying Experience

Along with its advantages, rain insurance also has developed some new problems for the fair secretary to grow gray over. During the past year several disagreements over the adjustment of policies developed, most of them, however, being satisfactorily settled without litigation.

As having a hearing on these problems the following letter from J. W. Fleming, manager of the Tri-State Exposition, Savannah, Ga., doubtless will be of interest to every fair secretary.

"Two months ago while in Chicago I met a representative from the home office of this insurance company and he at that time expressed surprise that we had not received our money, stating that it had been referred to Atlanta two weeks before for settlement.

"It appears that the insurance company referred this matter to an adjustment company. This latter company has written us two or three very unsatisfactory letters. They are attempting to convince us that we had no policy.

"The policy plainly reads that it is to cover total receipts for six days. As you will recall we hit a part of a tropical storm during the fair and it was so severe that we lost practically three days.

"It is beyond us why we should be forced to do business with an adjustment company which had nothing to do with the issuing of the policy. I understand the business of an adjuster, but am at a loss to understand how a reputable and reliable insurance company would permit such a state of affairs to exist as is our case.

"Our policy has been referred to three leading Southern attorneys, each of whom pronounced its language plain and distinct. If fair managers are to be huffed about and bluffed by adjustment companies, then they had better be without rain insurance.

"An adjustment bureau now attempts to tell us we had no such policy, altho three of the leading attorneys of the South are of the opinion that the policy is just as it reads. The insurance company has accepted our proof of loss, has never questioned the policy, expressed surprise that we had not had a settlement ten weeks ago, yet we are seemingly at the mercy of an adjustment company.

STATE AND DISTRICT FAIR ASSOCIATION MEETINGS

- Virginia Association of Fairs Congress, Fredericksburg, Va., February 13 and 14. Association of Georgia Fairs and Expositions, Albany, Ga., February 22 and 23. Pennsylvania Association of County Fairs, Western meeting, Pittsburg, Pa., Seventh Avenue Hotel, February 1. Pennsylvania Association of County Fairs, Eastern meeting, Philadelphia, Pa., Hotel Lorraine, February 8. Illinois Association of Fairs, Decatur, Ill., February 7 and 8. Wisconsin Association of County Fairs, Fond du Lac, Wis., February 16 and 17. North Pacific Fair Association and Intermountain Fair Association, joint meeting, Davenport Hotel, Spokane, Wash., Feb. 2 and 3. Bay State Fair Circuit, Copley Plaza Hotel, Boston, Mass., February 14. International Association of Fairs and Expositions, Auditorium Hotel, Chicago, February 22 and 23.

COUNTY TAKES OVER PLANT

Manistiquet, Mich., Jan. 25.—The Schoolcraft County Fair grounds and buildings here have been formally transferred from the fair association to the county and the fair will be conducted in the future under the direct management of the county board of supervisors.

FAIR TO BE PERMANENT

Little Rock, Ark., Jan. 24.—Decision of stockholders to make the Arkansas State Fair a perpetual institution and to increase its size has been reached by stockholders. The dates for the 1922 fair have been set at October 4 to 14, inclusive.

CHANGE IN RACING POLICY

Bangor, Me., Jan. 24.—A new racing policy was adopted at the convention of Maine Association of Agricultural Fairs, held in this city recently, which is as follows: The refunding of the entrance fee to all horses finishing the free-for-all with a \$2,000 purse.

PLATTSBURG FAIR

Plattsburg, N. Y., Jan. 24.—E. F. Botsford again heads the Clinton County Agricultural Society and at the annual meeting held recently he made a number of recommendations for the bettering of the fairs in 1922.

THREE-STATE CIRCUIT MEETS

Evansville, Ind., Jan. 24.—A meeting of the Three-State Circuit was held here January 20 for the purpose of setting dates for the 1922 fairs. Dates agreed upon are as follows: Henderson, July 25-29; Petersburg, Ind., August 1-5; Uniontown, August 8-12; New Harmony, Ind., 15-19; Rockport, Ind., August 22-26; Booneville, Ind., August 29-September 2; Princeton, Ind., September 4-9; Albion, Ill., September 12-16; Mt. Carmel, Ill., September 19-23.

Myers Y. Cooper, president of the Ohio Fair Boys, recently expressed the opinion that the right kind of concessions increase attendance at fairs.

THE GREAT DAWSON FAIR DAWSON, PA. SEPT. 12, 13, 14, 15, 1922

The following limited Concessions will be sold to highest bidder. Bids will be opened on Feb. 20th.

- Two Wheels for Dolls Two Wheels for Blankets and Auto Robes Two Wheels for Bath Robes Two Wheels for Candy Two Wheels for Silverware Two Wheels for Fruit Two Wheels for Groceries Two Wheels for Chinese Baskets.

Will also book Merry-Go-Round, Ferris Wheel, Whip and some clean shows. For further information and terms, address

HARRY COCHRAN, Sec'y Great Dawson Fair, Dawson, Pa.

SECRETARIES OF FAIRS AND CELEBRATIONS, AT LIBERTY AL NUTTLE THE COMICAL-MUSICAL CLOWN. Write for particulars care Billboard, Cincinnati, O.

# PARKS, PIERS AND BEACHES

THEIR AMUSEMENTS AND PRIVILEGES  
WITH ITEMS OF INTEREST TO MUSICIANS

## NEW PARK

**Planned for Asheville, N. C.**

**Promoters Expect To Spend  
Thousands on Modern Pleas-  
ure Resort To Open  
in Spring**

Asheville, N. C., Jan. 22.—Plans, ambitions and details of a proposed new amusement park at Kenilworth were outlined to prominent business men of the city at a recent meeting by those in charge of the work. A committee of business men—J. V. Martin, W. H. Westall and D. H. Ramsey—was appointed to consider the various phases of the proposition and report back its merits as a business plan. H. E. Cannon and George Houston, two of the promoters, outlined the plans for the park.

It is asserted that the expenditures for the park would be around \$70,000 and \$30,000 would be paid in stock in the amusement park. The capital stock proposed by the promoters is \$150,000. It is estimated that the swimming pool will cost \$15,000, the children's play ground \$2,500 and other costs in proportion. Various plans were outlined and an estimate was made on what the yearly returns would be.

J. V. Martin, a member of the park commission, spoke in favor of the recreation amusement park and asserted that it was one of the big needs for the development of Asheville. The speaker asserted that municipal parks were a necessity and also privately owned amusement parks. He asserted that if the present plan materializes the city will have more opportunities for park development.

Earlier in the month it was announced by the promoters that work of constructing the park would commence about February 1 and that everything would be ready to put in operation by March 31. Sixteen acres of land will be utilized and among the announced features of the park are a swimming pool 100 by 200 feet, boat slide and shoot-the-chutes, dance hall, motion picture theater, children's playground, etc. D. J. Dryer is to be the architect.

**LAKWOOD PARK  
GETS WINTER PUBLICITY**

Waterbury, Conn., Jan. 24.—The Lakewood Park Amusement Co., of which Dr. S. A. DeWalt is president, secured some real live winter publicity when Dan Buckley, a local sports promoter, chopped a hole in the ice of the park lake and took a dip with the thermometer hovering around four above.

News of the stunt was wired to all New York papers. In a few days three big moving picture weeklies had their men on the job, and before a crowd of nearly five thousand people Dan last Saturday at 2 p. m., with temperature at 17 above, walked out in a bathing suit, chopped a hole four feet square, and playfully dived in. After wrestling with a cake of ice a while he turned a few hand-springs on the ice and dressed. The pictures secured by the movie men have been shown in many theaters, and the resulting publicity has made Lakewood Park better known to thousands.

An outdoor theater, playing five vaudeville acts and pictures, has been definitely decided upon for Lakewood. The location selected is a long sloping grove with a natural semi-circular grass bank, and those who have viewed it say the site is nothing short of wonderful.

**NEW COMPANY FORMED  
TO ESTABLISH PARK**

H. S. Stanbery, secretary of the Hawkeye Fair and Exposition, Fort Dodge, Ia., informs The Billboard that the fair association has sold to the Outdoor Amusement Enterprise, a corporation organized under the Iowa laws, a portion of the real estate held in connection with the fair grounds, and that it is the purpose of the company to establish an amusement park, including a bathing beach, and to have it ready for operation in the spring. "Mr. E. C. Marohn negotiated the deal," says Mr. Stanbery, "and will probably be manager of the Fort Dodge Park, although he will have associated with him Mr. Reel, who is also manager of the Clear Lake Boat and Amusement Company, at Clear Lake, Ia. It is planned to put in several up-to-date rides, including a roller coaster, an outdoor theater, a bathing beach that will accommodate 500 people, a dance hall and other attractions and concessions. The ground purchased from the association is within easy access of the people of Fort Dodge and the enterprise should be a success."

**BAHAMA PARK PROJECT**

Utopia is the name of a proposed pleasure resort on Bahama Island. Henry Ferriot, a former resident of New Orleans, and Count Lowenheim, of New York, are interested in the project.

Hotels, a big racing establishment, a stadium for prize fights, and many other features are included in the plans, which are, as yet, in the formative stage.

**MRS. S. W. GUMPERTZ ILL**

Cable advices received from Vienna on January 18 stated that Mrs. Sam W. Gumpertz, wife of the well-known park man, was critically ill. It was stated, however, that her complete recovery was looked for.

**THE SEA SWING**

John O'Brien, manager of the Marine Amusement Company of Cleveland, O., was in New York for several days recently with Sidney Reynolds of the Amusement Builders' Corporation. Their efforts were directed to introducing the sea swing to the beach owners in that vicinity. The genial Sidney stated that this device is a winner, as it is the only amusement proposition operating in the water. They have already arranged for contracts at Brighton Beach, Rockaway, Canarsie, South Beach, Atlantic Highlands, Rye Beach and Pelham, and have numerous inquiries from beach owners, who recognize the value of the sea swing as being the best producer of additional business for their bath houses.

The swing has had very successful operations in the Middle West, but it has been reserved for Sidney Reynolds to introduce it to the Eastern bathing beaches. Its installation at Coney Island will be an event to interest bathers, as its operations, while free from danger of every kind, are such as to entitle it to the title of the New Thrill.

**NEW SITE FOR PARK**

W. F. Fisher, manager of McKinley Park, Ottawa, Ill., advises that the Chicago, Ottawa and Peoria Railway, owner of the park, has leased a piece of timber land of twenty acres for the purpose of building a new amusement park and summer resort to take the place of McKinley Park. The railway company proposes to build a dam and put in a high-class bathing beach, build cottages and move the buildings now at McKinley Park to the new site.

**MONKEY AERO AND AUTODROME**

W. H. (Bill) Rice and Bert McIntyre have just completed the building of a big Monkey Aero and Autodrome at Long Beach, Cal. It has a fine location, between the Jack Rabbit Racer and Old Mill.

A NEW INVENTION—Patented November 15, 1921.

## "Game of the Aces"

**BOMB DROPPING AEROPLANES SINKING SUBMARINES**

The classiest, flashiest and positively the fastest and biggest money-making device ever known. A thrilling, far-reaching and all-absorbing game of SKILL. Write for illustrated circular today.

THE J. G. MALOUF MFG. CO., - Niagara Falls, N. Y. Phone 2959-J.  
WANTED—Canadian associate and manufacturer.

## MILLER & BAKER

Designers and Builders of Amusement Parks, all Miller Devices, including Miller Under Friction and Under Friction Larking Device Coaster Tandem Seat Serpentine Coaster, Old Mills, Old Mill Chutes, Fun Houses and Dome Roof Carousels Buildings and Dance Pavilions.

SALES AGENTS for Dodgem, Whip and Anderson Aeroplane Swing.

Suite 719 Liberty Bldg., - - BRIDGEPORT, CONN.

## THE DE WALTOFF ENTERPRISES

**WHITE CITY  
NEW HAVEN, CONN.**

**CAPITAL PARK  
HARTFORD, CONN.**

**LAKWOOD PARK  
WATERBURY, CONN.**

New England's Leading Amusement Parks. Have locations for Rides and Concessions. Also want Outdoor Acts and Bands.

C. FRANK STILLMAN, Mgr., 1658 Broadway, N. Y. Circle 8980.  
MAIN OFFICE: 185 Church Street, New Haven, Connecticut.



**Amusement Builders Corp.**  
Sidney Reynolds, Pres.  
**ATTRACTIONS**  
Will always get the money.  
If it is a Ride, a Game, a Show or Illusion, we have it.  
Write today for what you want.  
245-247 West 47th Street,  
NEW YORK  
Phone, Bryant 6894

**HANOVER PARK**  
THE BEAUTY SPOT  
OF  
CONNECTICUT  
Has a few Concessions to let.  
Address HENRY ROSENTHAL,  
Mgr. Hanover Park, Meriden, Conn.

**A GOOD DRINK**  
Delicious, refreshing and healthful. Make it yourself with Geiger's Orangeade. Served dime for package which makes a gallon. Money back if not pleased.  
GEIGER CO., 1341 S. Troy St., Chicago, Ill.

**FOR SALE, LEASE** on a going Park at one of the best oil cities in Oklahoma. Plenty of shade and water, with permanent amusement concessions. Address D-2, care Billboard, Cincinnati, Ohio.

**ARNOLD NEBLE IN ENGLAND**  
Writes Interesting Letter to "World's Fair"

Arnold Neble, well-known amusement device man, has been spending some time in England, visiting the various amusement parks of that country and looking after the business of his Skee Ball Alleys. While in London Mr. Neble wrote an interesting letter to "World's Fair," an English outdoor amusement publication, in which he expresses several thoughts of general interest. His letter is as follows:

"Olympia," London, Jan. 3, 1922.

To the Editor—"World's Fair," Oldham:  
Dear Editor—This is my first trip on business to England, and although it is difficult for me to be away from my many enterprises throughout the States and Canada, I am glad I came over.

I have found the same brotherhood exists between showmen in this country as on the American continent, and I want to thank all the fellows I have met at the "Olympia (Christmas Fair)" for the kindness and courtesy they have shown a stranger.

"It is the right spirit" and the only one, and I hope sincerely that I can reciprocate if any of the boys should come to the States.

As for business, I wrote an article in the spring issue of The Billboard titled "They Haven't Got the Money," and this is about the same way I would judge the conditions in England today. The public are always good fellows and will spend if they have it, this being the same condition all over the world.

We showmen should not expect too much this year, but we will get it again as soon as our friends, the working and middle classes and the general public, get it.

I am greatly impressed with the way the portable devices are built in this country and I consider myself lucky in having brought over a device in which G. V. Towner, of Blackpool, has half interest for Europe, i. e., the "Skee Ball Alleys," these also being very much along the lines of good portable devices.

I only ask our future customers to find out from the boys who were at the Olympia Christmas Fair whether the "Skee Ball Alleys" are o.k.

The climate in America offers better opportunities for outdoor amusements than this country. I am, however, firm in my belief that England and America can do very wonderful by "take and give" novelties from each other along the lines of outdoor amusements.

I shall at all times be glad to give you some further news concerning our American amusements. Wishing you a Happy New Year. Very faithfully yours,  
ARNOLD NEBLE,  
President Kentucky Derby Co., New York.

## THE PATRONS OF OVER THE FALLS

(That Great Laughing Riding Device)

always say it's the best thing in the park—that's the secret of the Amazing Repeating Qualities of "Over the Falls."

Give them something they like and you will get the money.

**\$2,221.80 Gross Receipts in One Day!**  
**\$6,339.53 Gross Receipts in One Week!!**

Now selling outright and free from royalty.

**OVER THE FALLS CO. (Inc.)**

LYTTON BUILDING,

CHICAGO, ILL.

## PORTABLE OR STATIONARY DODGEM RIDE

Largest repeating riding device on the market.

**NEW 1922 MODEL**

Improved and guaranteed. Sold outright.

—WRITE TO—

**RALPH PRATT, Gen. Mgr., Dodgem Corporation**

706 Bay State Bldg., - - Lawrence, Mass.

# BALLOON RACER

PATENTED BY F. R. CHESTER

BE CAREFUL WHAT YOU BUY FOR THE COMING SEASON

**WE ARE VICTORIOUS—SEE THE OFFICIAL DECISION OF THE U. S. PATENT OFFICE**

DEPARTMENT OF THE INTERIOR  
UNITED STATES PATENT OFFICE  
WASHINGTON, D. C.

IN RE Interference No. 46103.

December 30, 1921.

**ARNOLD NEBLE v. FRANK R. CHESTER**, Before the Examiner of Interferences.

Please find below a communication from the Examiner in charge of interferences in regard to the above cited case.  
Very respectfully, **THOMAS E. ROBERTSON**, Commissioner of Patents.

Whereas Neble, the junior party, has failed to make any showing why judgment on record should not be entered against him, in view of the fact that he failed to make any testimony, and whereas the time allowed for such showing has expired, pursuant to the notice dated December 7, 1921, priority of invention of the subject-matter in issue is hereby **RENDERED IN FAVOR** of FRANK R. CHESTER, the senior party.

Limit of appeal: January 4, 1922.

Is it not sound business judgment on the part of anyone to consult our Patents No. 1366115, patented February, 1921; No. 1394277, patented October, 1921, and patents pending, before buying a Movie Contest or any Balloon Breaking Game? **THE ABOVE DECISION AND PATENTS COVER ALL BALLOON BREAKING GAMES. WE WILL POSITIVELY PROTECT OUR PATENT RIGHTS TO THE FULLEST EXTENT.**

**CHESTER POLLARD AMUSEMENT CO., Inc.** 1416 BROADWAY NEW YORK CITY  
Cor. 39th Street Bryant 0850

**NEW AMUSEMENT PARK WILL BE OPENED NEAR AMARILLO**

Amarillo, Tex., Jan. 26.—An amusement park with a lake and accommodations for boating, swimming, skating, dancing and other pleasures is to be opened about five miles northwest of this city. It is announced. The men promoting the enterprise recently purchased 100 acres of land at Cliffside as a site for the park. It is planned eventually to add all amusement features usually found in a city park. Jitneys will carry pleasure seekers, probably, when the park is first opened, but the promoters say a trolley line may be built later.

**ATLANTIC CITY MEN INTERESTED IN NEW PARK**

It is announced that Atlantic City people have purchased property at Barksintown, N. J., and propose to start a big amusement park there. Workmen have been engaged in clearing a pond on the property so that it may be used for boating and bathing.

There is talk of the Shore East Line Railroad running a branch line to the new park from the main line between Pleasantville and Somers Point.

**WILL OPEN AMUSEMENT PARK**

Findlay, O., Jan. 25.—The Findlay-Fostoria Amusement Company, incorporated recently for \$50,000, has announced plans for the remodeling and expansion of Reeves Park, located half way between Findlay and Fostoria. The company has purchased the park and will change its name to Midway Park.

**PARK COMPANY FORMED**

The National Amusement Park Company of Hot Springs, Ark., recently filed articles of incorporation at Little Rock. The company is capitalized at \$45,000, of which \$300 has been paid in. The officers are: S. B. Blumenstiel, John C. Wolf and J. J. Higgins.

**FOR SALE**

One A-Abrest Carousel, one Laugh Land Show, 17 Mirrors, one Monkey Race Track; all located at Bay Side Park, Clear Lake, Ia. Good contracts and real money-getters. Reason for selling, time is all taken up with Co. affairs. A real money-maker for a live wire. Write CHAS. RITZ, Clear Lake, Iowa.

**CONCESSIONAIRES NOTICE**

FOR RENT—Concessions at Hayside Park, Clear Lake, Ia. Also space for good Skating Rink. This park is growing and getting better each year. Wheels? Yes. No pay-backs. Reference, any bank in Clear Lake, Iowa. If you are a live wire write CHAS. RITZ, Park Mgr., Clear Lake, Iowa.

NOTICE TO PARK AND BEACH OWNERS! I have the most up-to-date Arcade, consisting of 150 machines. Would like to hear from good Parks and Beaches which need an Arcade. On percentage of flat rental. I. P. ORLICK, 1912 So. Fifth St., Philadelphia, Pa.

## SWIMMING POOLS

are the greatest asset an amusement park can have. I am a specialist on the design and construction of Outdoor Swimming Pools.

A Swimming Pool built by me in a large Amusement Park was used daily by twelve hundred people. This pool was filled May the 20th and the same water was used continuously till September 20th.

It was inspected three times weekly by the State Department of Health.

The water, after twelve weeks' continuous usage, was reported as being "purer than the city drinking water."

A pool should be constructed in eight weeks, and I guarantee the successful operation.

REPORTS—PLANS—ESTIMATES.

**JOHN F. LYNCH, Civil Engineer**  
P. O. Box 785, - - - New Haven, Conn.

## VIRGINIA REEL

A large corporation is forming to take over a Virginia Reel Concession in **STARLIGHT AMUSEMENT PARK**

(The big Park in the heart of New York City)  
E. 177th Street Subway Station, New York City.

A REAL CHANCE FOR REAL MONEY.

Investors only apply  
BOX A-6, care The Billboard, 1493 Broadway, New York.

## I HAVE A FEW GOOD CONCESSIONS

FOR LIVE PARKS. Buildings preferred.  
Address F. L. FENWICK, 933 Main Street, Stamford, Conn.

## STARLIGHT AMUSEMENT PARK

E. 177TH STREET SUBWAY STATION, NEW YORK CITY.

A Few Additional Concessions Open—Rides, Games of Skill, Drinks, Food, Etc.

Apply CAPT. E. WHITWELL, Secretary and General Manager.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

Venice Pier Ocean Park Pier Santa Monica Pier

## LOS ANGELES

WILL & FARLEY, Venice  
Long Beach Pier Radondo Beach Seal Beach

Los Angeles and the entire coast of California last week was hit by the coldest weather in thirty-five years, and ice and snow was seen in the most unusual spots in the States. The beaches were deserted and the only places that showed to advantage were the theaters or hotel lobbies where something known as heat could be encountered. The business at the various playhouses has been good as usual and in most cases the attractions for the week have changed. After a most successful two weeks of opera by the San Carlo Company at the Auditorium Mr. Gallo takes his troupe to Fresno and Anna Pavlova and her company will hold for the week. At the Mason Opera House Nance O'Neil gives way to "The Bat," which goes on for a two weeks' run. The two stock companies are to be seen in new productions, namely: "The Scandal," at the Majestic Theater, and "A Prince There Was," at the attraction at the Morosco. At the vaudeville theaters there is the usual list of novelties, with probably just one act of unusual importance, and this at the Hippodrome where Mme. Zillah, the wonder girl, is holding forth. Her work is equal to any seen here and in the art of the quick she is a real wonder. We marvel at this, as it is her first tour West, and we expect to see her again, but on the Grapheum Time, Mme. Zillah will be heard from regularly thru the press and the demand for her work. The Mission Play that is on at San Gabriel has been hard hit by the cold weather, but as it will run way into the spring it will in no way hurt the final success of the entertainment. Picture theaters are all drawing well and there is no lack of patronage. Visitors are commencing to arrive and it is expected that the month of February will find hotels and apartments again reaching the point of scarcity.

Dick Hyland is down from Seattle and making his headquarters at the Sherman Hotel. He is the first man to put a dramatic show under canvas in the Northwest. The pioneer tent attraction was Kelly's Comedians. Dick is here organizing a dramatic show under canvas and will be associated in the enterprise with Mr. Babcock, who also is connected with the Hotel Sherman, Los Angeles.

Al Latto is a new arrival in Los Angeles, having come direct, from Chicago. He will build or buy a big apartment and make Los Angeles his future home. Mrs. Latto is with him.

John McCormick, of the Associated First National Pictures, gave a birthday party last week, which was in the nature of a triple celebration, to Marjorie Daw, Producer John M. Stahl and Jack Coogau, Sr. Miss Daw was

(Continued on page 81)

# LYCEUM & CHAUTAUQUA DEPARTMENT

Conducted by FRED HIGH

## CIRCUS, CHAUTAUQUA, LYCEUM AND VAUDEVILLE

### Co-Operation and Education Would Mean Money to All—An Unsolved Mystery—What the Seals Can Teach Us—The Story of a Socialized Industry

What could the lyceum and chautauqua, the circus and vaudeville learn from each other that would be of practical usefulness and benefit to each? What could they both unitedly teach the world that would do more to bring about peace and plenty to all the world than even the hoped-for benefits of the Disarmament Conference will be able to do, even if it achieves all that its sponsors hope for it?

Let's take one tangible case and see what there is in common that these more or less allied institutions that are more or less antagonistic could work out in a way that would mean their own financial betterment and a tremendous gain for humanity.

When you go to a vaudeville or circus and see the trained seals does it ever strike you what there is back of all of this that might be made practical that is lost? All you see is a number of trained queer looking and lily shaped animals doing some marvelous feat, in balancing and some routine work that looks more wonderful than it really is. The performing seals hold you spellbound, and you heartily applaud their agile feats that please you and win for them a fish.

But what about the seal itself? Did you consider it and what its contribution to life, happiness, peace and comfort really has been and is even today? What has it taught about its commercial importance? What has its life and habits taught us in the way of social needs for the human family? What has its strange mysterious ways done to awaken in you the desire to know the truth about one of nature's mysteries?

The lyceum and chautauqua have overlooked the showman's art in presenting the living, breathing specimen to millions of students, thinking men and women, and, what is more, to millions of inquiring boys and girls with whom the desire to know is second nature. We have never capitalized the material that we have at hand. It is easier to make faces than it is to make money, so we call names where we should draft friends. We fight where we should serve.

A few years ago there were 5,000,000 fur seals in Bering Sea and today there are probably

not 500,000. Why have 4,500,000 of these animals disappeared from their native haunts? Where are the half million seals that were in these waters only a few months ago?

There is probably not a child in all the schools in America who can tell where they are. It is more than probable not a student in any American college or university can tell where they are. We will go a step farther and say there are not a dozen men or women in all the world who do know. And it is a dead certainty that they don't know. I know a man who thinks that he knows, and I think that he



Scene from "It Pays To Advertise," as presented over the Swarthmore Chautauqua last season. One agency in New York is now advertising for 300 actors to do chautauqua time next season. Salary for ten to twenty weeks guaranteed is \$50 to \$65 per week.

has many reasons to believe that he has the right idea.

Along in August these seals mysteriously disappeared, and no man knows where they went to. In all the years that the United States and Canadian governments have been keeping tab on these strange animals no one has yet been able to give us any authentic information as to where the seals go when they disappear as they do each year.

One lecturer, President David Starr Jordan, has given enough gathered information about the Alaskan seals to make the mind dizzy to look at the big tone in which it has been hid from the world. A circus man could take a few pages of that collected mysterious story from the Book of Nature and startle the world with it. He could make money for his circus and help humanity solve one of the hidden mysteries.

This is no idle saying. A few years ago W. A. McCormick had a trained dog. He had some of the showman's instinct and was a real lyceum man. He exhibited that dog, Bronte, over many States. His earnings were such that today he has five cottages at the Hamam, Mich., that are a sinecure for old age and a monument to the Scotch Collie that so willingly earned the money nickel by nickel, dime by dime.

I gathered the facts about Bronte and assembled a great many of the real lessons that Nature has to teach us thru observing the habits and customs of birds and beasts. I printed this little 64-page booklet and 30,000 copies of "Lessons Learned From Nature" were sold at 10 cents apiece, and I have letters from the United States Treasury officials and other officers in the way drives, when we were striving to inculcate the lessons of THRIFFT, endorsing this little booklet as being one of the best things ever put out along that line.

I am certain that if some wideawake circus man were to get up a 64-page booklet, with a heavy paper cover on it, make it the greatest compendium for schools and colleges, for thinking minds and student brains, as well as for the average of the greatest reading people on earth, and in it tell all about the fur-

bearing seals, that his circus could sell at 15 cents each 100,000 copies in a single season. The figures show that from \$8,000 to \$9,000 actual profit could be made on such a booklet.

If we could single handed and alone sell 30,000 copies of a booklet about Bronte, how many copies could the lyceum and chautauqua people dispose of if they had as much knowledge of the real commercial side of the showman's art as the circus man has?

What would it mean to the attendance of the circus, if, before he pitched his tent into a city, from one to five thousand of these Nature studies written about seals were distributed thru the country and in the city where he will exhibit?

What would it mean to the lecturer, the community builder, as the managers have all proclaimed themselves to be, to have the circus in town exhibiting these live seals and distributing from one to five thousand of these booklets setting forth the great lessons showing the dire results where the absence of co-operation and care for other has meant death and destruction?

What would it mean to the inquiring mind to have the facts about the seal's disappearance in August and his reappearance in the following spring set before the public with the bold challenge that there is not a man or woman on earth who can solve this mystery?

Robert E. Peary and Dr. Frederick A. Cook were both stirred by the mysteries of the Arctic regions as they were told by Dr. Kalm in his story that challenged their imagination in the days of their youth.

In locating the winter quarters of these seals

at two years. It takes the males five years to mature theirs, which is strange when we understand that Mrs. Brigham Young Seal does not chew the rag, domestically speaking, as some women do. From thirty-five to fifty cows make an average harem.

Dr. Frederick C. Lucas gives our preconceived notions a terrible twist when he says: "After carefully studying the fur seal I am compelled to say it is of strong instincts, but little intelligence. The mechanical functions of life are performed to function, but the seal is seldom guilty of an act requiring reason."

We see the circus-trained seals go thru their routine, and we give them credit for having almost human intelligence, when as a matter of fact a fur seal will do what his ancestors have done to perfection. If he is led to do anything else he is dazed and stupid. Authorities say that when not engaged in the performance of the more mechanical functions of life the conduct of the fur seal is marked by a most exasperating indirectness, and in many ways they remind us of Kipling's description of the Banda Log, starting to do one thing and ending by doing another. The lack of social instinct and an utter disregard for the laws that govern life and social needs are a part of the seal's nature. They are indifferent to pain and death. They are insensible to fear and go right on meeting danger and death with a blind fortitude that has resulted in such a high mortality among them that it is stupendous when we take into consideration the size of the seal. The males are exceedingly brutal towards the females, and parental affection is at a low ebb. Kipling's law of the jungle is here the law of the rookery, and it operates on land and in the sea.

How little after all do we know of Nature and her wondrous activity. We are satisfied all too easily to say: "I do not know." "I should worry." "Who cares?" "What good would it do to find out?" "What benefit would it be to me if I did know?"

Longfellow could have written in truth his lines which we quote had he applied them to the world in which the fur seal lives its little, short-sighted life. In a spirit of falsehood or pretense he said:

"Force rules the world still,  
Has ruled it, shall rule it.  
Meekness is weakness,  
Strength is triumphant,  
Over the whole earth.  
Still is it Thors-day!"

The commercial side of fur seal trading is a wonderful story, and is even a modern one, for it really began to be seriously developed about the year 1880. At that time the price of seal skins ranged from \$3 to \$5, and the average take was from 2,000 to 3,000 skins per season. But it ran up to nearly 50,000 in 1885, which shows how rapidly the seal skin industry was developed. The value of the catch that year (to Americans) was \$289,233.

The United States Government gave a fur company the right to kill 100,000 seals a year for twenty years. There is reason to believe there were nearer a million killed each season than the number agreed upon. This was cut down to 60,000, then to 15,000, and now the government conducts the sealing industry and has done so since 1903. The price of seal skin, the best, is about \$75.

Yes, the government has socialized the seal industry, but not the seal life.

The Southern Hemisphere has much the same story to tell that we learn from the history of fur sealing in the Bering Sea district, except that it is a much older industry and goes back into the seventeenth century for its beginning.

The lyceum and chautauqua proclaim themselves to be the people's college and university. Then let us do our part to spread that universal knowledge that is needed before we can hope for an enlightened democracy.

The circus is the greatest teacher of biology that we have; it is next to the fair the greatest distributor of first-hand knowledge that we have.

Each could supplement the other's efforts with profit to themselves and great benefit to the people.

### A NATIONAL PLAN FOR JUNIOR CHAUTAUQUA

The Managers' Association at its September meeting directed a committee to work out a plan for unifying and improving the junior chautauqua work. The plan was adopted "in principle" by all chautauqua managers present, and has since been approved by most managers who have junior work.

The committee reports the following:  
1. A prize contest to secure a junior pageant to be presented next summer. Thirty-two plays have been received and are now being read by the judges, Alber, Horner, Pearson, Peffer and Whiteside. Decision will be announced in February.

2. A conference of system junior chautauqua directors will be held at the Edgewater Beach Hotel, Chicago, March 29 and 30. This is two days before the managers' meeting to be held at the same place.

The program of the system directors' conference will include discussion of methods and purpose. Each director will tell stories, teach games and songs and present the problems which need to be discussed. The directors will also prepare for and present to the managers' meeting the children's pageant which will be used

(Continued on page 80)

### WALLACE TUTTLE

During the war there was one Community Song Leader who was always in great demand and who was a real song leader. That man was Wallace Tuttle. During the days when the Lincoln Chautauqua was at its height our friend Tuttle was one of the real outstanding features of their activity. Mr. Tuttle then went into evangelistic singing, and for the past few years has been busy in this work. We understand that he has about made up his mind to drop all artistic efforts



and devote his time to a new commercial venture, and before the robots put in an appearance he will probably be out selling a new machine for dehydrating food.



**MR. AND MRS. ONGAWA**  
**JAPANESE PLAYS AND PROGRAMS**  
 (IN ENGLISH)  
 With Complete Stage Settings.  
 APPEARANCES:  
 Columbia University, New York.  
 Wellesley College, Wellesley, Mass.  
 Town Hall, New York.  
 Chautauqua Assembly, Chautauqua, N. Y.  
 Metropolitan Concert Course, Louisville, Ky.  
 Playhouse, Chicago.  
 REFERENCES:  
 John Luther Long, Ashbourne, Pa.  
 Chas. Rann Kennedy, New York.  
 Lorado Taft, Chicago.  
 Edith Wynne Mathison, New York.  
 Jane Addams, Chicago.  
 Frederick Starr, University of Chicago.  
 The Drama League of America, Chicago.  
 Japan Society, New York.  
 Management of  
**WM. B. FEAKINS, INC., Times Bldg., New York.**

**BALLANTINE BUREAU**  
**SAIDA BALLANTINE, Manager**  
**MUSICAL and DRAMATIC INDIVIDUAL ARTISTS**  
**and ORGANIZATIONS**  
 Furnishing Artists for Orpheum, Pantages, Shubert and Keith Circuits; Orchestras for Theaters, Summer Resorts, Hotels, Dances, etc. Also Companies for Lyceum and Chautauqua.  
 Western Representatives for five States for eleven prominent New York Artists, including:  
**EILEEN BEACH YAW,**  
**MARGUERITA SYLVA,**  
**TED SHAWN, Dancer.**  
**ANDRE POLAH, Violinist.**  
**LYDIA LINDGREN, Chicago Opera Association.**  
**BOCCA, Tenor, Chicago Opera Association.**  
 909-10 Lyon & Healy Building, CHICAGO, ILL.  
 Phone, Wabash 8538.

**THOMAS BROOKS FLETCHER**  
**DRAMATIC ORATOR**  
 85 engagements reported averaged 99.05%. This is the highest degree of satisfaction so far reported on any attraction.  
 Booked by the Redpath Bureau

**EWING'S BANDS**  
 AVAILABLE FOR CHAUTAUQUA  
 FIFTEEN-PIECE, MEN, W. M. EWING, Director.  
 FIFTEEN-PIECE LADIES' BAND, MISS VIVIAN EWING, Director.  
 All Artist Musicians, Soloists and Singers. The Billboard committee reports give Ewing's Bands 95.48% perfect. Mr. Manager, isn't this worth your consideration? Address  
 W. M. EWING, Champaign, Illinois.

**FRED DALE WOOD**  
**Purpose Lectures**  
 Live wire talks on everyday topics, adapted especially to colleges, commencement exercises, conventions and business men's organizations. Address  
 1322 Winona Street, Chicago, Illinois.

**HARRY M. HOLBROOK**  
 Manager  
 Lyceum and Chautauqua Department,  
**LEO FEIST, Inc., Music Publisher,**  
 119 North Clark Street, Chicago.

**Ellen Kinsman Mann**  
**TEACHER OF SINGING**  
 Fine Arts Building, CHICAGO.

**Pittsburgh Ladies Orchestra**  
 Organized 1911. Has made Concert Tours in 31 States. Vocal and instrumental entertainers. ALBERT D. LIEFELD, Director, 305 McCance Block, Seventh Ave. and Smithfield St., Pittsburgh, Pa. Preparing small companies for Lyceum and Chautauqua work.

**WILLIAM STERLING BATTIS**  
 is doing for Dickens in America what Bransby Williams has done for the novelist in England.  
 The Dickensian Magazine, London, England.  
 A Numerous Entertainments of the Highest Literary Value.  
 Personal address, 6315 Yale Avenue, Chicago, Ill.

**HOME TALENT PRODUCERS**  
 Harrington Adams, Inc., Fostoria, O.  
 Amuseur Minstrels and Musical Comedies Rehearsed, Staged and Lavishly Equipped.  
 John B. Rogers Producing Company, Security Building, Fostoria, Ohio.  
 Meredith Producing Co., 10 N. 18th, Philadelphia, Pa.  
 Ray Zirkel Producing Co., The Home Talent Show Supreme, 80 Ruggery Bldg., Columbus, O.

**ANALYZING A LYCEUM CIRCULAR**

Of all the slanders, with one exception, that we have ever seen gotten up, the one that has just come to our hands bearing the imprint of THE MUTUAL, and devoted to setting forth the reasons why committees should buy Mary Bryan Powers and Nellie Snider and present them to the lyceum public, is the richest, rarest specimen that has ever come to our attention. The rhetoric is such a bungling conglomeration of mixed metaphors, twisted sentences and absolute ignorance on the part of the one who wrote it that we wish to present it verbatim, with here and there a little comment of our own. Here is the startling announcement with which it starts off:

"Chicago and other places have many fine readers and pianists." Isn't that a marvelous statement. It took years of investigating to come to that pinnacle where the writer could truthfully say that. But listen: "It is a little more difficult to get a first water class combined in one." For earnestness and pity of diction, isn't that a pipkin? Then we have these sentences: "Miss Snider is. She is a wonderful artist on the piano. She is extremely clever and pleasing with her readings. Miss Snider has been in chautauqua and lyceum work two seasons. She has the rare gift of understanding what is the right thing to do. Some people are not students of their profession. Miss Snider is. She knows what will please, how to please and can please. She can give a very high class and full evening's entertainment. She gives a very interesting program of miscellaneous readings and piano-logy. Mixes in some of the very best plays, then some thrilling piano solos."

Then we find the following verbosity cluttering up the space:  
 "In this combination of Miss Powers and Miss Snider we have succeeded in bringing together a wider range of class and greater quality of the popular lyceum than we have ever been able to do heretofore. It has been our purpose to build up just such company as this. We know committees all over the country after having heard this wonderful program will appreciate what we have done. We have the humorous reading and the fine quality of reading usually done by the best readers making good today in lyceum and chautauqua. We have in this the fine piano-logy which are popular, the classic piano playing. We have in this the popular solos sung by one of the best singers we have ever booked. We have been going from this into the operatic aria, and these sung in a masterful way. This is an extremely high-class program and we have succeeded in organizing it so that you get all of the splendid qualities and appreciation of the very best there is in classic. We have also succeeded in arranging it so that you will get the best there is in the popular standards. And then the place where we have made our big success is we have been able to bring the extremes of the masters in classics to the best there is, and to the masters of the popular, and we have been able to cover the distance between and will keep that filled up until there is a continual blending, one into the other, in such a way that our people are saying that from this viewpoint they have heard nothing

better. This program will be equal to that put on by a company of five extra good people. It is a correct program put on by two artists in the thing that they have come to do. There purpose is to carry you to the very best there is in art and at the same time thoroly entertain you. There is plenty of quality in this program."  
 Then we turn to one of the two pages devoted to Mary Bryan Powers, and we read this sort of cheap press agency:  
 "Great musical artists have been booked by the Mutual. The Mutual has booked the following great artists: Lucian Muratore, Arthur Middleton, Lewis Krelider, Riccardo Martin, Frances Ingram, Myrna Sharlow, Lillian Euhank, Isadore Berger, Vera Poppe, Marjorie Maxwell, Chicago Operatic Co., The Zoellners, Edna Swanson Ver Haar, Augusta Cottlow, Chicago Club Symphony Orchestra, Givvins Symphony Quintet, Charles Norman Granville, and many others of unusual note and reputation."  
 "The Mutual has been booking the best for twenty-five years. The aim, ambition and ideal is the best. Adding Miss Powers to this great list is sustaining our ideals and reputation. Not many have a sweeter voice or more personal charm. Her songs are wonderfully well selected, she has an intuition to please. Her tones are cultured and exceptionally well placed. Her interpretation and expressions bring the qualities of the song to an unusual appreciation and you will like the song better and see more in it than ever before."  
 "Miss Powers comes from Tennessee, where she gained unusual reputation and recognition. She has sung her way into the hearts and appreciation of Chicago concert lovers and she will sing her way into the hearts of your community."  
 "Miss Powers is different. She knows the songs you will like. She knows how to sing them so you will appreciate them most. She can sing in many languages, as she is a musician thoroly trained, but will sing so you will enjoy it most."  
 "It will interest you to read comments from great cities and others. There is not room for many. The Musical News, Musical Leader and Musical Courier are Chicago's musical authorities. Their critics are the best."  
 After parading forth such artists as Muratore, Arthur Middleton, Riccardo Martin, Frances Ingram, Marjorie Maxwell, "the Chicago Operatic Co.," then the poor fellow who wrote the copy for this circular fills a page with press notices that smack of the rankest amuseurishness in every line.  
 No wonder the bureau was ashamed to put the stamp of its authority on this circular. No wonder it is ashamed to say which branch of the Mutual Bureau is back of this. No street, city, person is given as responsible, there is no place where any one representing this combination can be found.  
 Fred D. Ewell, of the Mutual-Ewell Bureau, testified in court that it does not take training or special ability to pick out lyceum and chautauqua talent for his towns.  
 After reading that circular we are inclined to the belief that he should have also testified that it doesn't take either knowledge, training or common mother wit to qualify for the job of publicity expert for "Mutual Bureau."

**LYCEUM AND CHAUTAUQUA NOTES**

Did you notice that big, full-page in The Chicago Tribune, January 24, devoted to The Billboard and its activity? Ten thousand letters a week are handled by our mail department, and this is only of the many services that we render the people on the road. Yes, it was an ad, and the same ad appeared in The New York Times. Get in with the people who are doing big things.

The Foremen of Montezuma, Ia., had a chautauqua deficit of \$250 on last year's program which they are trying to wipe out by presenting a number of local concerts during the winter. This ought to be a warning. But will it?

Anne Varner Baker, of Boston, is a very busy little lady this winter with her ventriloquism, cartoon work, clay modeling, reading and several other specialties. She is kept on the jump in Boston and New England, and several times she has been called to New York City. She is booked by the Community Chautauqs in the summer.

Edwin Brush is just closing up about 100 dates for the Universities of Wisconsin and Minnesota. The University of Minnesota reports that 90 per cent of the towns he played this year requested a return engagement next season and that several of the towns have backed up their request by recontracting for his return.

What has become of those camouflage pretenses that the managerial uplifters went to the expense of printing and mailing to committees? Like the Abolition of Poverty this bunch of junk wouldn't stand the light of reason, so it is quietly being forgotten in inner circles. Of course there is a very general rush in the stock rooms to get the printed bunk scattered among committees, so that it will do its work long before the booking season closes. Committees should study this game and notice how easy these pretenders think it is to slip something over on them.

Bob Morningstar, the grand old man, who has for years headed the agency force in selling lyceum attractions, is certainly setting a hot pace this year. The bureau reports that he sold within \$25 of \$10,000 the first week he was out. For years this has been Bob's ambition to have one week in which he sold \$10,000 worth of talent. The report is that Bob is sorry that he did not buy a \$25 course from himself, so as to reach the \$10,000 mark. To understand why Bob is such a good agent you will have to understand how engaged he is in his business while he is at it. For instance, he was eating in a restaurant in Tulsa when a "hi-jacker" lifted his brand new overcoat and left an old one in its place. Then a week later came around and stole the old one. Somebody relieved him of his memorandum book and his fountain pen, and did all this without attracting his attention. We are certainly glad to see that the old reliable agents are still able to meet all comers and get away with it.

Edwin P. Brown, superintendent of Wayland Academy, Beaver Dam, Wis., runs a big lecture course this season. It consists of the following attractions: Elizabeth Pooler Rice, Reader, October 3; Phildelia Rice, Reader, October 4; Clifton Mallory Players, October 12; Laurant and Company, Magicians, November 7; Zedeier Symphonic Quintet, December 7; Lincoln McConnell, January 20; Brooks Fletcher, January 27, and Lester Light Opera Company, March 11.

We have so far given a summary of reports on 529 attractions which have been classified in Classes A, B, C, which totaled 17,638 reports. The McDonald-Crowder Duo headed the list of all attractions reported with 99.89 per cent on 49 towns reported.

A few weeks ago we dissected the inadequate distribution circular that is used for D. Lee Fitzpatrick. The reports on 17 towns show an average of 99.13 per cent, which shows that he made good in spite of a handicap that he had to carry in the way of poor printing.

Chicago Grand Opera row shows the evil effects of putting up a big guarantee fund then turning a bunch of temperamentalists loose to scatter it as the it were as easy to get as it is to breathe fresh air on the lake front. Muratore says he will not work for a woman, even tho his decision will cost him \$112,000. The opera has singers standing around doing nothing or singing once or twice a season, but drawing big salaries. The waste is awful and bureau men might see to it that their own incompetent and wasteful lyceum and chautauqua methods are overhauled before the gong sounds.

C. A. Geisman, pastor of the Lutheran Church at Pekin, Ill., has joined the lyceum lecture forces, delivering a lecture on "Socialism and its Effect Upon American Institutions."

Edward Amherst Ott is said to have been heard by more than 200,000 people each season. He delivered an address before the joint meeting of the Rotary and Kiwanis Club at Peoria at their noon luncheon, and lectured at the high-school auditorium on the regular lyceum course.

The Redpath Bureau has a big lyceum course at Knoxville, Tenn., booked in the High-School Auditorium. The course is being backed by the musical organization of the city with a number of business men as guarantors.

Vernon Harrison says, after a return to Columbia from an extended trip over the West, that business is good in all lyceum circuits and that the outlook for summer is excellent. He sent out his agents February 1.

Miss Mary E. Kelly and Miss Brevard, both former chautauqua singers, are studying with an

(Continued on page 80)

**Easy to Play**  
**Easy to Pay**  
  
**BUESCHER**  
 True-Tone  
**Saxophone**  
 Easiest of all wind instruments to play and one of the most beautiful. You can learn the scale in an hour's practice and play popular music in a few weeks. You can take your place in a band within 90 days, if you so desire. Unrivaled for home entertainment, church, lodge or school. In big demand for orchestra dance music. The portrait above is of Donald Clark, Soloist with the Famous Paul Whiteman's Orchestra. You may order any **Free Trial** Buescher Instrument without paying one cent in advance, and try it six days in your own home, without obligation. If perfectly satisfied, pay for it on easy payments to suit your convenience. Mention the instrument interested in and a complete catalog will be mailed free.  
**BUESCHER BAND INSTRUMENT CO.,**  
 Makers of Everything in Band and Orchestra Instruments,  
 1234 Buescher Bldg., Elkhart, Indiana.

**LYCEUM ARTS CONSERVATORY**  
 (INCORPORATED)  
**A School of Music and Dramatic Art**  
 Courses in all branches, Master Faculty, including Miss Day, President and Director; Theodore Harrison, Director of vocal department; Lucille Stevenson, Paget-Linger, Edward Clarke, Joanne Boyd and others of prominence. Diplomas, Degrees and Teachers' Certificates.  
 Students may enroll at any time. Dormitories and studios in our own beautiful building in the heart of new art center.  
 Write Secretary for Free Catalog.  
 Box B, 1160 N. Dearborn St., Chicago, Ill.

**MARTHA E. ABT**  
**Lecturer and Community Builder**  
 "BETTER AMERICANS."  
 "YOUR OWN HOME TOWN."  
 "CHILDREN-AMERICA'S GREATEST ASSET."  
 Mrs. Abt's experience in detective work, investigations (both civil and criminal), social service and court work in the city of Chicago, enables her to visualize for her audiences some of the present city problems and their solution. Address 634 Auditorium Hotel, Chicago, Illinois.

**RITA SMITH**  
**SINGER---READER---GUITAROLOGIST**  
 Presenting Songs and Stories of the South, in Costume.  
 Ten years' success. Has appeared in every State in the Union and with the A. E. F. in France.  
 Address 634 Auditorium Hotel, Chicago, Illinois.

**LYCEUM PRINTING**  
 We Specialize on  
**LYCEUM and CHAUTAUQUA PRINTING**  
 Circulars, Window Cards, Books and Catalogs  
**A. H. ANDERSON PRINTING CO.**  
 STREATOR, ILL.

**OLIVE KACKLEY**  
 Producing Royalty Plays.  
 Put on in less than a week's time. No friction, no trouble. Better than a course in public speaking.  
**634 Auditorium Hotel, Chicago.**

**Mr. and Mrs. Francis Hendry**  
**ENTERTAINERS**  
 BUSY, AS USUAL.  
 The Hendrys have averaged 45 weeks of engagements per year for several years. Only three weeks open in the next year and a half. Business address, 14 Ames Avenue, Chautauqua, New York.

**Harry Yeazelle Mercer**  
**TENOR**  
 "Mr. Mercer came to this city heralded as one of the great American tenors. He sustained his reputation in full measure."—THE WINSTON-SALEM (N. C.) JOURNAL.  
**5631 Drexel Avenue, CHICAGO, ILL.**

**LOUIS WILLIAMS**  
**ELECTRICAL ENTERTAINER**  
 417 East 48th Place, CHICAGO.  
 If you see it in The Billboard, tell them so.

HOME TALENT NEWS

Miss Olive Kackley is in Michigan City rehearsing a home talent production for the high school.

Ralph Bradford, formerly of the Harrington Adams Company, booked the Men's Good Fellowship Club, Albany Park, Chicago, for a minstrel show, February 2 and 3.

Sam J. Banks booked the Harrington Adams minstrel show with the Moose Lodge, East Chicago. The Joe Bren Company puts on a show for the Elks annually and always plays to capacity. East Chicago is a good town.

The Catholic Daughters of America staged Harrington Adams' "Cameo Girl," at Saratoga Springs, N. Y., January 9 and 10, and are already arranging for a return engagement.

Tom Weatherwax, formerly of the Weatherwax Brothers' Quartet, so long and favorably known in lyceum and chautauqua, has joined the Harrington Adams Company, and is putting on Home Talent Minstrels. Tom is a real fellow, and ought to make a great success in this line.

Ralph Bradford, who made such a fine record booking Harrington Adams' "Cameo Girl" thru the East, has been drafted in the commercial field, and has returned to his former position as salesman for the Universal Cement Company, traveling over Eastern Indiana and Southern Illinois.

Mr. and Mrs. Louis O. Runner put over such a fine entertainment for the Austin Kiwanis Club that the Masons have engaged them to produce a home talent play for them.

Joe Bren had a very successful show for the Chicago Elevated Employees under the auspices of the American Legion Post of Elevated Employees. It was held at Aryan Grotto, and they played two nights.

The Wellington Avenue Congregational Church, of Chicago, put on a big pageant, "The Striking of America's Hour," as a Sunday evening service and packed them in. The Congregational Club staged the drama of "Isaiah" as a feature at its annual banquet held at the Sherman Hotel. The drama was put on by the Community Club of Winnetka.

The Edmund O'Connell Home Talent Bureau, of Jersey City, is busy training a cast for "Charley's Aunt," which will be produced at the Bergen Theater. Mr. O'Connell recently produced "The County Chairman" and "Brown in Town," both of which were reported to have been great successes.

The Westernport (Md.) High School, Senior Class, is putting on a home talent play for the purpose of raising money with which to put over the coming graduation exercises and take care of the incidentals that usually cost the individuals quite a little.

The Southern Home Talent Producers, with Joell Cunard manager, have the following roster of professional comedians who direct their local plays: Carl (Rusty) Williams, Charles (Jake) Clark, Ben (Happy) Adams and Joell (Rusty) Cunard.

O. J. Ellinger, chairman of the Elks' Entertainment Committee at Mendota, Ill., is planning for a first-class road show for the opening night of their new opera house, which they hope to have set for February 23 or 27. They will probably put over a big home talent play later.

In the interest of our readers, the thousands of organizations all over this country that put on home talent plays, we are glad to present a collected and as near as possible authentic list of Home Talent Producers, which we do each month. If you do not find the producing firms listed there are just two reasons why they are not there. One is that we have been unable to locate the absentees. You can help that by sending in the names of any and all who are not listed. The second reason and the one most likely to be the real one is that there is more on paper than can be located in any other way, and that the one trying to book dates is either doing a gum-shoe business or is fourth-shoeing. If a company is not represented in our list, committees will be wise to hesitate to do business with them until they take time to investigate. If you do find them, O. K., you will confer a favor on all who contract for Home Talent Productions if you will send the facts to Fred High, 35 S. Dearborn street, Chicago. Send in any local news that will help out.

THE 1922 I. L. C. A. CONVENTION

How shall we manage the program of the next I. L. C. A. convention? Place is to be Chicago. Time, September. Many of the older members desire a short session, and the 1921 convention voted for four days. So that seems fixed. The Executive Committee should go ahead with that plan. Most members desire more time for social events, and for visiting. That has also been decided by the 1921 convention by a vote recommending that the Executive Committee arrange no program for the afternoons. Thus far the way seems clear. But what shall we have at night? Here two contending ideas are met. Your Executive Committee is told that a tabloid program is desirable and possible. We are also told by some who have ex-

perience in making programs that no established artists will come to the convention for a 15-minute appearance. A veteran member insists with equal assurance that artists of reputation will gladly co-operate in every way that is for the common good. Shall we try it? Let us be more concrete. Your Executive Committee has no plan as yet, but here is a tentative program which we submit for the consideration of the I. L. C. A. We may not think well of it a week from now. We are trying to think of the problems thru. But such comment as members care to make will be welcomed. We are trying to serve you.

For three days preceding the I. L. C. A. annual convention let us hold in the same hall a lecturers' conference, at which we will consider the big problems on which the Washington Conference has started discussion, and the big problems which must be discussed at subsequent conferences. In general these are the economic and political problems of the world, which must first be understood and then agreed upon before there can come that mutual good-will which can make war impossible. These problems will be stated as clearly as possible and discussed by recognized authorities from France, Japan, China, England, America and other countries.

On the morning of the fourth day the Annual I. L. C. A. Convention would open with business meeting. Such meetings would be held each of the four mornings. Besides the usual order of business there would be papers on those subjects that are for the welfare of the association. On the evening of the fourth day let there be a reception and dance given by the Managers' Association. To this social event there would be invited all who are in attendance upon the lecturers' conference, and all members of the I. L. C. A. and of the Managers' Association.

Each of the four afternoons would be given over to visiting, and from 2:00 to 4:00 the informal hour. A part of each afternoon would be in charge of the Social Committee, with special attention paid to new members—the classes of 1920, 1921 and 1922.

Two of the four evenings would be given to tabloid programs—two hours of music, entertainment and lectures. Is this practicable?

Some members say that artists will not appear unless they are permitted to give entire programs or entire lectures. Others point out that when theatrical people give a benefit that every theater in town co-operates. Sothen and Marlowe, for example, give one act from a Shakespearean play, and do not think of refusing, nor do they think themselves abused because they are not permitted to give the entire play. Francis Wilson gives an act from "Erminie," and does it gladly. Vanderville artists give a single song, ten minutes for an acrobatic act, and vie with each other for the pleasure and honor of appearing for only a few minutes. Some prepare short sketches especially for the occasion.

Will we not find our lecturers of reputation ready to give fifteen minutes from a lecture, or prepare a lecture, or perhaps a lecturette especially for the evening? Musicians and entertainers will surely be willing to give fifteen minutes from their program. Surely we may depend upon the good sense and loyalty, and the wish to co-operate, among our membership. The Original Night, which has proven so successful, may well be one of the three night programs.

There will be Joy Night, of course, in charge of Ralph Bingham, for that is deservedly popular every year.

What do you say? Just suggest improvements. But if you can't suggest improvements please criticize anyway. So far as it is possible we should like a general plan that will meet the approval of the majority of members.

PAUL M. PEARSON, T. A. BURKE, GEORGE C. AYDELOTT, Executive Committee.

A NATIONAL PLAN FOR JUNIOR CHAUTAUQUA

(Continued from page 78)

by the various systems during the coming summer.

3. Three members of the national advisory committee have been chosen. Announcements will be made when the committee is completed.

4. It has been decided that the national junior director will not be chosen until later, but in time to begin his work for the summer of 1923. During the summer of 1922 the national advisory committee will study the children's work now being done, and begin to formulate a general plan. It is the expectation of those who are responsible for this plan that in time chautauquas will contribute a definite educational work for children, and that this work will be recognized as being done distinctively by chautauqua, much as certain work for children is being done by the National Playground Association, The Child Health Organization and similar institutions.

A. C. GOIT, PAUL M. PEARSON, LORGIN J. WHITESIDE, Committee.

LYCEUM AND CHAUTAUQUA NOTES

(Continued from page 79)

Italian teacher in Lucca, Italy, and expect to be back in America in September. They are scheduled for a hearing Puccini and also by Sadun, director of an orchestra in Rome. We just imagine that Miss Kelly would like to swap post-cards with her former lyceum and chautauqua friends. Her address is care the Credito Italiano, Lucca, Italy.

Lakota, N. D., Jan. 13.—The Federated Community association, a lyceum bureau, is suing 24 Lakota business men for \$600, alleged due on a guarantee. Some of the defendants assert their names were signed to the guaranty without knowledge of the contract. Others claim the bureau failed to keep its contract for a lyceum course, which was to have been given at Lakota last winter.—FARGO (N. D.) FORUM.

The Erie (Pa.) Beach Amusement Company is putting on some real community stunts for next summer, and will even have a number of lecturers for the benefit of the crowds that gather at that noted resort and patronize the various features. W. H. Canboy is the general manager.

In the death of John Kendrick Bangs, reported in last week's issue of The Billboard, the lyceum lost one of its best known and faithful lecturers. Mr. Bangs had devoted most of his later years to lecturing and was a favorite everywhere he went.

Bertha Morgan, formerly of the New Englanders Concert Company, on the Community Chautauqua, New England Circuit, is very busy this winter in and about Boston giving programs. Miss Morgan's specialty is reading plays. She recently coached "The Taming of the Shrew" at Lowell, Mass. Every character was taken by a lady. It scored a great success, and Miss Morgan was lauded very highly for her splendid work.

Mrs. P. A. Spalding, who has had charge of the development of the extension work at the Art Institute for several years, handling Ross Crane's Better Homes Institutes, has resigned and gone into the oil business. Miss Emogene

Grinnell, formerly a lyceum entertainer, representative and art student, is now in charge of the extension department, and is meeting with great success in handling these Better Homes Institutes. Mr. Crane recently had four weeks' straight time booked in the city of Chicago under the auspices of The Chicago American.

An international program, with seven women of international reputation as speakers on subjects pertinent to women and women's interests; an elaborate pageant and Feast of Lanterns, a memorial service in which distinguished speakers and artists will take part, and conferences on public welfare, conservation and legislation with addresses by national leaders, are among outstanding features planned for next June 21 to 29 inclusive for the 1922 Biennial at Chautauqua, N. Y., of the General Federation of Women's Clubs.

Geoffrey F. Morgan, who will be heard over the five-day circuit of the Columbus (O.) Redpath Bureau this summer, gave a series of addresses during January in the Y. M. C. A. of New York City. His general subject was "Getting Rid of Poverty" and the four talks were devoted to "The Folly of Philanthropy," "Unemployment," "Sickness and Accident," and "Extravagance." Each lecture was followed by an open forum.

Rockford (Ill.) Forum, conducted in connection with the Chamber of Commerce, has planned four big months with speakers of reputation for each week. Secretary Herbert C. Hoover is one of the speakers.

JOEL W. EASTMAN

Lecturer on Elemental Social and Racial Problems

Member Faculty Civil Military Academy. "THE TRADE CONFLICT," "INDUSTRIAL DEMOCRACY—Its Possibilities and Reasons for Success or Failure." Special subjects investigated and presented on request. Address: Civil Military Academy, Quincy, Indiana.

LYCEUM, STAGE, OPERA, CONCERT, TEACHING PROFESSION

COURSES AT A COLLEGE OF INTERNATIONAL REPUTATION. Send for catalog to Maclean College of Music, Dramatic and Speech Arts, (The College That is Different), 2635 South Michigan Avenue, Chicago, Illinois. ALL OUR GRADUATES SUCCEED.

Jeannette Kling

THE STOCK COMPANY OF ONE, in RECITALS OF FAMOUS PLAYS. Long Plays—Short Plays. Lyceum, Chautauqua, Clubs, etc. ANYTHING—ANYWHERE. Now in Panama. Address: 634 Auditorium Hotel, Chicago

Dr. Harlan E. Tarbell

PRACTICAL CHARACTER ANALYSIS. Making plain the laws of life and actions of all. Enabling you to read the mentality of applicant in business and professional life. Management FLORENCE JENNIE HOOVER, 800 Orchestra Building, Chicago.

KIRK FREDERICK AND Company

EIGHTH SEASON Emanuel Sternheim LECTURES

Sociological, Educational, Moral, Literary, Theological, Inspirational and Problems of the Day. SEND FOR LITERATURE. Address: 1351 Commonwealth Ave., Boston, Mass.

The Smith-Spring-Holmes Orchestral Quintet (THE COMPANY ARTISTIC) Ensembles of the correct instrumentation according to Beethoven. For four consecutive years this company has received the highest rating, according to the committee report cards, of any musical attraction. This means something!

"As good as the S.-S.-H. Company" is a comparison usually made by the competitive bureau. We appreciate the compliment. Time all sold up to April 23, 1922. THANK YOU!

Louise L. McIntyre

Nationally Famous Health Lecturer. Endorsed by State Boards of Health. Has lectured in every State in the Union and in Vancouver to Halifax. Address: 634 Auditorium Hotel, Chicago.

Montaville Flowers

LECTURER ON WORLD PROBLEMS. Now speaking with unbounded success on "The Meaning of the Conference on Disarmament." Special Lecturer for Big Events. Eastern Address: Auditorium Hotel, Chicago, Ill. Home Address: 525 S. Madison Ave., Pasadena, Calif.

1921 CHAUTAUQUA COMMITTEE REPORTS

CENTRAL COMMUNITY FIVE-DAY CIRCUIT

Delighted, 100; Well Pleased, 90; Fair, 80; Barely Got By, 70; Unsatisfactory, 00.

(Continued from last week)

CARTWRIGHT BROTHERS Oberlin, O. .... 90 Perryville, O. .... 90 Mitchell, Ind. .... 100 Gosport, Ind. .... 100 Gaston, Ind. .... 100 Yorktown, Ind. .... 100 Hagerstown, Ind. .... 100

DR. ROLAND A. NICHOLS Oberlin, O. .... 100 Perryville, O. .... 90 Mitchell, Ind. .... 100 Gosport, Ind. .... 100 Gaston, Ind. .... 100 Yorktown, Ind. .... 100 Hagerstown, Ind. .... 100

PHILIPPINE QUARTET Oberlin, O. .... 90 Perryville, O. .... 80 Mitchell, Ind. .... 80 Gosport, Ind. .... 100 Gaston, Ind. .... 100 Yorktown, Ind. .... 85 Hagerstown, Ind. .... 90

DR. LINCOLN WIRT Oberlin, O. .... 100 Perryville, O. .... 90

Mitchell, Ind. .... 90 Gosport, Ind. .... 100 Gaston, Ind. .... 90 Yorktown, Ind. .... 90 Hagerstown, Ind. .... 100

BROWNELL CONCERT CO. Oberlin, O. .... 100 Perryville, O. .... 90 Mitchell, Ind. .... 100 Gosport, Ind. .... 90 Gaston, Ind. .... 90 Yorktown, Ind. .... 100 Hagerstown, Ind. .... 100

HON. W. L. NOLAN Oberlin, O. .... 90 Perryville, O. .... 90 Mitchell, Ind. .... 100 Gosport, Ind. .... 90 Gaston, Ind. .... 90 Yorktown, Ind. .... 100 Hagerstown, Ind. .... 100

MAUDE WILLIS Oberlin, O. .... 100 Perryville, O. .... 100 Mitchell, Ind. .... 100 Gosport, Ind. .... 90 Gaston, Ind. .... 100

Yorktown, Ind. .... 100 Hagerstown, Ind. .... 90 "THE CHIMES OF NORMANDY" Oberlin, O. .... 100 Perryville, O. .... 100 Mitchell, Ind. .... 00 Gosport, Ind. .... 90 Gaston, Ind. .... 100 Yorktown, Ind. .... 100 Hagerstown, Ind. .... 80

"THE CRUISE OF THE JOLLITY"—Pageant Oberlin, O. .... 90 Perryville, O. .... 70 Mitchell, Ind. .... 80 Gosport, Ind. .... 70 Gaston, Ind. .... 85 Yorktown, Ind. .... 100 Hagerstown, Ind. .... 100

CREMONA ORCHESTRA Oberlin, O. .... 90 Perryville, O. .... 90 Mitchell, Ind. .... 70 Gosport, Ind. .... 70 Gaston, Ind. .... 90 Yorktown, Ind. .... 90 Hagerstown, Ind. .... 90

REDPATH-HORNER STERLING FIVE-DAY CIRCUIT

ORCHESTRAL ENTERTAINERS & HERBERT LEAKE Hope, Kan. .... 100 Dighton, Kan. .... 90 Haviland, Kan. .... 90 Waynoka, Ok. .... 100 Cherokee, Ok. .... 90 Nash, Ok. .... 100 Carmen, Ok. .... 90 Pretty Prairie, Kan. .... 100

RAYMOND R. TOLBERT Hope, Kan. .... 100 Dighton, Kan. .... 90 Haviland, Kan. .... 90 Waynoka, Ok. .... 100 Cherokee, Ok. .... 80 Nash, Ok. .... 70 Carmen, Ok. .... 70 Pretty Prairie, Kan. .... 100

MAITLAND TRIO Hope, Kan. .... 100 Dighton, Kan. .... 90 Haviland, Kan. .... 80 Waynoka, Ok. .... 100 Cherokee, Ok. .... 80 Nash, Ok. .... 100 Carmen, Ok. .... 100 Pretty Prairie, Kan. .... 100

JANE GOUDE Hope, Kan. .... 100 Dighton, Kan. .... 90 Haviland, Kan. .... 90 Waynoka, Ok. .... 100 Cherokee, Ok. .... 80 Nash, Ok. .... 100 Carmen, Ok. .... 100 Pretty Prairie, Kan. .... 100

W. H. MAHANY Hope, Kan. .... 90 Dighton, Kan. .... 90 Haviland, Kan. .... 90 Waynoka, Ok. .... 100 Cherokee, Ok. .... 80 Nash, Ok. .... 80 Carmen, Ok. .... 80 Pretty Prairie, Kan. .... 90

"NOTHING BUT THE TRUTH" Hope, Kan. .... 100 Dighton, Kan. .... 90 Haviland, Kan. .... 80 Waynoka, Ok. .... 100 Cherokee, Ok. .... 100 Nash, Ok. .... 100 Carmen, Ok. .... 90 Pretty Prairie, Kan. .... 100 (To be continued next week)

LOS ANGELES

(Continued from page 77)

born January 19, Coogan January 20 and Stahl January 22.

Harley Tyler returned to Los Angeles last week to stay for the rest of the year. He comes back highly elated at the success of the new staff of officers of the Heart of America Showman's Club.

Mabel Normand is planning a visit to Sunny Spain as soon as her production in hand is finished. It has long been a desire of hers to spend a few months in the aforesaid country.

Mrs. Tom Rankine is a visitor in Los Angeles for ten days and enjoying it much. She has many friends and was more than surprised to find that she was just as much at home, as to showfolks, as in the important cities of the East. Mrs. John Sheesley, Miss Kaiser, Mrs. Al Latto and Mrs. Sky Clark were some of the ladies that were in her group around headquarters.

C. N. Fairly will be part of the Greater Sheesley Shows the coming season and is building a strong pit show for the troupe. He will have, as he states, the strongest 10-in-1 on the road.

George Fitzmaurice, director of the film, "Forever," now in its final week in Grauman's Rialto Theater, will travel shortly to Egypt to make scenes for his next big production.

J. C. Stoldt was a visitor in Los Angeles last week, having toured to the coast in the interest of Elmer Jones. He departed to spend a few days in San Diego when he will return before he starts his final trip East. He will again be connected with the Elmer Jones enterprises this season.

Charles Crisler has at last become a Venetian and is taking up his home at the St. Marka Hotel in Venice. Charles says that he wants to be near the ocean this summer, so that should he decide to go to Japan it won't cost so much.

Victory Bateman, formerly one of the best-known leading women on the stage, is creating a comedy character role in "The Dust Flower." Basil King's story now in production at the Goldwyn studios.

John T. Bachman, Doc Palmer, Mike Golden and Frank Cassidy, a combination hard to beat, are daily seen around the Rialto, talking it over. Much interest is manifested out here in the new circus to be named Howe's Great London Shows. The opening date has not yet been announced.

Word comes from the East that Clarence A. Wortham will be a visitor to Los Angeles about February 4.

Paul Willis, hero of "Thunderclap," the big Fox horse-racing feature, has returned to his Los Angeles home after a very successful tour over the Orpheum Circuit in a playlet.

Vernon Reever has been engaged as local contracting agent with the Al G. Barnes Circus. He will start upon his duties at once, as the circus is booked for a March 7 opening.

"Bill" Rice left last week for Brandon, Minn., and Seattle, Wash., in the interest of the Sheesley Shows.

No sooner had Max Linder recovered from his temporary blindness, suffered from studio lights, than he was stricken with a heavy cold, which, for a time, threatened to develop into pneumonia. He is now on the road to recovery.

Louis Corbelle came to Los Angeles for a visit of a month and will be here again next year. He stated that nothing looked the same to him since his last visit ten years ago; the city has tripled in size. He returns to the Palace Shows again this season.

Mike Golden was standing with several showmen in the lobby of the Stowell Hotel the other day, when someone threw a burning cigaret in the cupidor. Presently Mike smelled something burning and wheeled around and feeling over his pockets and clothes, exclaimed: "What is that burning?" Denny Hallihan says: "It's your back roll, Mike," and Mike saw the point.

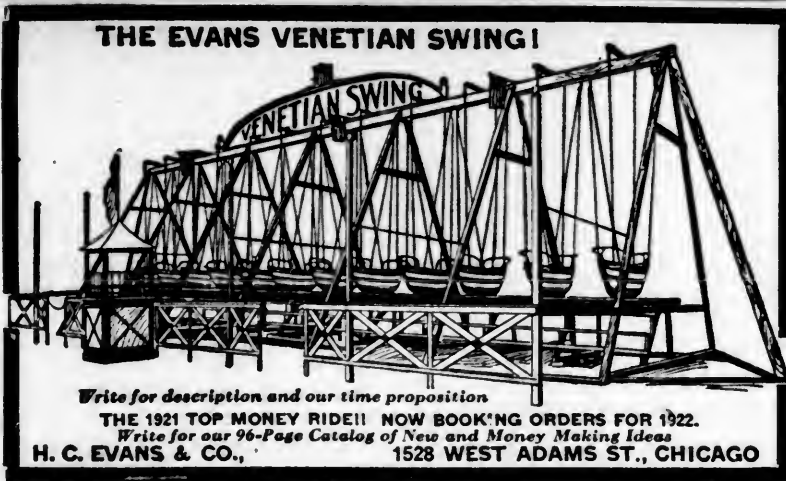
Extensive motion picture production all over Southern California appears scheduled for 1922, with the building of a new studio in San Diego and the reopening of the old Balboa studios at Long Beach. A syndicate of San Diego bankers, financiers and business men have raised \$50,000 as a starter for a fund to erect studios in Balboa Park, San Diego, while with the real estate boom in Long Beach certain big interests there are trying to have the Balboa studios, formerly owned by the Korkheimer Brothers, once more hum with cinematic activity.

Col. William Ramsden worked all last week raising funds for John Ruhl in his effort to purchase a cork leg to take the place of Ruhl's amputated limb. John is now able to get around should he acquire this leg and Col. Ramsden says that with the help of his brother showmen he will accomplish this shortly.

Tom Moss writes: "Bill, I am taking another plunge. Everything will be on wagons this year. Am building twelve new ones. Everybody tells you what they are doing in winter quarters, but it's true, Bill, we are working all the force, and everyone on the go."

Gordon F. Gillespie, who was the originator of the famous Vampire Doll, and a member of the firm of The Westcraft Studios of Los Angeles, was killed on December 29, after his return from Mexico City, where he was successful in winning many prizes for his dolls. He was approaching a street car when he was suddenly thrown back and fell upon the ground fracturing his skull, he lived but three days and died

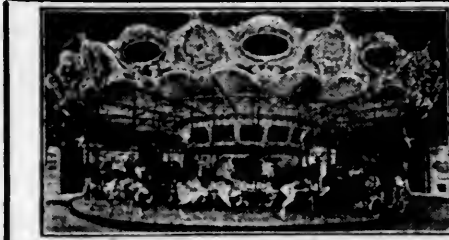
THE EVANS VENETIAN SWING!



Write for description and our time proposition  
**THE 1921 TOP MONEY RIDER! NOW BOOKING ORDERS FOR 1922.**  
 Write for our 96-Page Catalog of New and Money Making Ideas  
**H. C. EVANS & CO., 1528 WEST ADAMS ST., CHICAGO**

**WANT WANT WANT**  
**The Carruthers-Swires Amusement Device Co.**

are opening their New Park in Detroit this season, and want all kinds of Rides, Games, Exhibits, Concessions and clean Shows, Coasters, Chutes, Old Mill, Aerial Swings, Seaplanes, Joyplanes, Virginia Reel, Dodgem, Skid-a-bout, Over the Falls, Whip, Ferris Wheel, Merry-Go-Round, Roller Rink, Cycle Racer, Pig Slide, Walking Charley, or anything in the amusement line. We have plenty of space and good terms for all. Address all correspondence to  
**E. E. RENNER, Secy., 4422 Twelfth Street, Detroit, Mich.**



Over Fifty Years of Exclusive  
**Carrousel Building**  
 (Established 1867)  
**DENTZEL**  
**CARROUSELS**  
 Mechanically and Artistically Perfect.  
**WM. H. DENTZEL,**  
 3641 Germantown Ave., Philadelphia, Pa.

**For Rent, Springbrook Park, South Bend, Indiana**

Will lease to responsible parties **AMUSEMENT PARK AND RACE TRACK.** Drawing population: SOUTH BEND, 78,980; MISHAWAKA, 17,000; and, as these cities being divided by but a street and the park is situated on the dividing street, making a total city population of approximately 100,000 people. Three Interurban Lines, with drawing population (radius, 25 miles) of 75,000. Wonderful opportunity. For further information write  
**W. E. BRYAN, 223 South St. Joseph St., South Bend, Indiana.**

**!!! A NEW GAME !!!**  
 Flashy, Fast, Portable, Low-Priced, Protected by  
**STAR CHARIOT RACER!!**  
 ORDER NOW! WRITE: 35 Fulton St., Middletown, N. Y.  
**DONNESON, LTD.,**

**WILL BOOK MY MONKEY SPEEDWAY AND VENETIAN SWINGS**  
 In first-class Park near New York City preferred, or with first-class Carnival playing the East. Address  
**L. B. WALKER, 220 Broadway, Boston, Massachusetts.**  
 N. B.—Have a Monkey Speedway, stored in Clinton, North Carolina, for sale.

at the age of 38 years. His many friends among the showmen will mourn his loss.

Nance O'Neill was certainly a most welcome sight on a Los Angeles stage when she opened at the Mason last week. That fact was demonstrated by three minutes of solid applause. And it was not without cause, for in the three acts of "The Passion Flower," she proved herself to be one of the rare dramatic treats of the season.

Sam Haller, who heads the show fraternity around the headquarters in Los Angeles, is expected to announce shortly the consummation of the biggest thing in the city.

At the opening performance at the Orpheum Theater here last week Nellie and Josephine Jordan fell to the floor while performing their act. The tight rope broke. The audience was much upset over the fall until it was learned that the artists were not hurt. They resumed their act at the evening performance and have been getting their share of applause all week.

Tom Amrose has expressed his delight at the activity of the members of the talkadium sanatorium in Los Angeles. Tom says that it behooves a man to be proud of his worthy constituents every time they exhibit an expression of hilarity in the tender of their appreciation, and that he is never to be found wanting on an occasion of moment when the world becomes proud of his brothers in the cause.

W. H. Bennett, who had his monkey speedway wrecked by the dislodging of a barge that wrecked a portion of the Pickering Pier at Ocean Park, will be without an attraction for some time, as he will have to entirely reconstruct his show. The barge was filled with cement and dynamited in order to prevent further damage to the pier and Bennett's show was buried in the ocean by the wreck.

Fred Morgan and his stock company are headed towards Los Angeles, where he will show for some time. Reports from Yuma,

where he has played, are that it is the best stock company under canvas ever playing that territory. Fred carries all his own equipment.

Bert Shaw and his orang outang Suzanne are preparing for a long trip East as soon as the weather permits. This animal has proven a wonderful attraction on the Pacific Coast. He will tour as far as Atlantic City before returning.

B. H. McIntyre looks like a village schoolmaster these days running around Los Angeles and Long Beach. Red has all the plans for the Bill Rice concessions in this book and he is sure some hay bird. Why, you can't talk to him unless it's on business.

**PARK NOTES**

Ralph Pratt, general manager of the Stoehrer & Pratt Dodgem Corporation, has gone to Florida. While in the South he expects to visit many parks.

Chas. Shank, Sr., owner of Long Beach Park, Rochester, Ind., has issued an attractive and pretentious booklet giving half-tone views of the park and beach and the architect's sketch of the proposed new Long Beach Hotel. If built as proposed this hotel will be one of the finest summer resort hostleries in Indiana.

Several improvements are contemplated at Lake View Park, Connetquot, O., for the season of 1922, in the way of amusement features. Lake View has one of the finest dance halls in the State, according to J. Van Baskirk, president of the park company, the dance floor space being 6,000 square feet.

F. W. Pooshe, in charge of the De Soto Spring pavilion at Hot Springs, Ark., is, with others, interested in a new park enterprise at Little Rock, Ark. It is announced that Forest Park, in Little Rock, has been taken over by Mr. Pooshe and his associates and will be rebuilt into a modern "White City."

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

KANSAS CITY

BENE SHELLEY,

417 Dwight Bldg., s.w.c. 10th and Baltimore Aves.  
 Phones: Bell, 3403 Main; Home, 3403 Harrison.

Here are some notes about the Siegrist & Silbion Shows: Dan MacGulgan, secretary and treasurer, has returned from his visit home at Davenport, Ia. H. W. McQuigg, general representative, is seen in town once in a while. C. J. Sedlmayr, manager, is once more in K. C. after a trip to St. Louis and the East and tells us he purchased a 70-foot baggage car for the S. & S. Shows. George A. Mooney is a busy man lining up special advertising features for 1922. One of the chief attractions this season will be the blue horse show with circus acts of unusual quality. Work at winter quarters has started with a rush. S. B. Williamson is building a beautiful dining car with built-in ice boxes and cold storage plant, electrically lighted, and with every new and modern kitchen appliance. An office has been established at the Coates House.

Noble C. Fairly, owner of the Fairly Shows, spent January 24 here, coming into town to do some buying for his shows. Mr. and Mrs. Fairly are spending the winter in Leavenworth, Kan. Mrs. Fairly did not accompany Mr. Fairly here this visit, as she was busy moving in Leavenworth. Mr. Fairly said they would soon begin preparations to take out their show, altho the opening would not be until April.

Had the pleasure of meeting J. J. Russell, sometimes known as "Jim," the other day in the Coates House and he told us he was "up" on a little visit to his old camping grounds, i. e., K. C. Mr. Russell also said he would be with Snapp Bros. again this season.

J. T. McClellan and the Missus are now in business in Kansas City. They purchased the Hotel Oakley, located at Eighth and Oak streets, a hotel very accessible for showfolks, as it is only a block from the postoffice and hit two or three blocks from the center of town. They assumed possession January 23 and have immediately started to work cleaning, repapering, repainting, etc. Mr. and Mrs. McClellan will be here until spring, when they will go to Richmond, Mo., winter quarters of the McClellan shows, to get everything in readiness for the opening the latter part of April. While Mr. and Mrs. J. T. McClellan are out with the show this season their daughter and son-in-law, Mr. and Mrs. G. H. Kier, will manage and operate the Oakley.

Mr. and Mrs. J. B. McClellan, son and daughter-in-law of J. T. McClellan, motored to Richmond, Mo., last week to oversee and inspect the work going on there at their winter quarters and returned with good accounts of the progress being made.

Ed Schutz arrived from Memphis, Tenn., the latter part of January. He will have the rides with the McClellan shows.

E. N. Epley is wondering what has become of Ben Macombry, last heard of the season of 1916-'17 playing permanent stock in Middleboro, Mass.

Mr. and Mrs. Harry C. Allen are wintering in Kansas City and are deeply immersed these days in the practice of their act, consisting of double traces and balancing perch, at Convention Hall. These talented people were with the Hagenbeck-Wallace shows last season and are going back again this year.

Lillian Kincaid, of the Ringling shows, is also a prominent circus performer spending the winter here and has been practicing her act also in Convention Hall. Miss Kincaid left this city January 30 to appear at the Shrine Indoor Circus in Minneapolis, Minn. She is going again with Ringling this season.

John T. Hingbird, of the John Francis Shows, left January 25 for a three weeks' visit to his folks in Farmington, Ia.

A letter from "Happy" Flak, of 125 1/2 South Water street, Deatur, Ill., asks us to tell his friends he has just had both his jaws broken, and, while he is sick, would like to have letters to "help pass away the gloom." "Happy" Flak was with the John Francis Shows.

We are in receipt of a postal card from Mr. and Mrs. Con T. Kennedy, dated Miami, Fla., saying they were leaving there for Cuba.

James Hayes has finished his cabaret work in St. Joseph and is making his home in this city. Was in the office to see us.

J. George Roy, of Dodson's shows, is wintering in this city.

Happy Jack Terry, who was ill in Government Hospital in Denver and then transferred here to the Government Hospital, is very much improved and came in to see us.

Guy Wheeler, steam calliope player, is at present visiting relatives in Kansas City after closing an estate left him by an uncle in Shreveport, La.

A. N. Rice, owner of the Mid-West Hair Doll Factory, is one of the busiest men in town and also is one with "the smile that won't come off." This concern moved February 1 from his former address at 620 East Eighth street to a fine big new building at 1621 Locust street. There is three times as much floor space in the new location as in the former home of the famous "Babba" doll, and here Mr. Rice will have all new machinery and equipment.

J. W. Holmes, manager of the Auditorium Theater, announces that he will have "The Smart Set" at the theater for two weeks commencing January 30. Mr. Holmes is a hustler and is always out for the betterment and improvement of his two houses, the Auditorium and the New Gillis.

Look thru the Letter List in this issue. There may be a letter advertised for you.

RIDING  
DEVICES  
AND  
CONCESSIONS

FAIR GROUND  
EXHIBITION

# CARNIVALS

EXPOSITION  
MIDWAY SHOWS

BANDS  
AND  
SENSATIONAL  
FREE ACTS

## AND HIS MAJESTY, THE BEDOUIN

### PACIFIC COAST SHOWFOLKS FORMING AN ORGANIZATION

Some Sixty-Five Enthusiasts Attend Preliminary Meeting—Official Gathering on February 8—Name To Be Pacific Showmen's Association

Los Angeles, Cal., Jan. 25.—The great increase in the daily arrivals of showmen to the Pacific Coast and the city of Los Angeles has made it important that the showmen organize in order that suitable quarters may be had to not only entertain their visiting brothers but that a place may be provided so that they may have quarters where they can take them. This need being felt a meeting was called at the Sherman Hotel, Los Angeles, January 23, and some 65 showmen responded. During the debates that took place it was learned that not one but thought that it was at this time opportune to have just such an organization as was proposed.

Due to the fact that many had not received notice of the contemplated organization it was thought that to go into temporary organization for two weeks would give all a chance to be present when a permanent organization was effected.

Promptly at "two bells" Charles Cryzier called the meeting together, and a temporary organization was formed. Harley Tyler was made temporary chairman and Will J. Farley temporary secretary. Feeling that there are some 1,500 showmen at present in Los Angeles, the chairman moved that all be invited to attend the next meeting of the Association, which will be held on Wednesday afternoon, February 8, at the Sherman Hotel, in Los Angeles.

It was agreed that the name of the association be the Pacific Coast Showmen's Association. Many of those present were eager to debate upon the questions that must come up during and after permanent organization and the enthusiasm manifested will create one of the best associations yet organized on the Pacific Coast. It is the purpose of those present not to limit the organization to the outdoor showmen, but to include those of the indoor field as well, meaning the vaudeville and picture showmen. A committee on location was appointed, consisting of Charles Cryzier, Sky Clark and Max Klass. It is not expected that much will be accomplished before next fall, in a social way, but beginning with the arrival of the winter showmen next autumn many features of entertainment will be arranged so that the winter months of the California visiting showmen will be always remembered.

The following were present at the temporary organization: Harley Tyler, Charles Keeran, William Ramsden, Charles Casey, Max Klass, Sam C. Haller, Harry Howard, Sky Clark, Joe Pazen, "Judge" Karens, John T. Backman, Charles Cryzier, Will J. Farley, A. Karno, Pete Callander, Charles Haley, Bill Krider, H. K. Bascom, J. H. Borowitz, Harry Middleton.

#### UNCLAIMED LETTERS

At Showmen's League of America

Chicago, Jan. 25.—Tom Rankine, secretary of the Showmen's League, says there are unclaimed letters at the League Clubrooms, 317 North Clark street, for the following, and asks that they send their addresses so that he can forward same: Edward V. Richardson, Louis Bohman, Ed Fine, George Atkinson, Wilfred Lamson, Frank B. Ely, Jake Samet, Burton H. Wilson, Sam Rothstein, J. J. Phillips, John S. Lanza, C. R. Prettyman, L. E. Duke, Paul L. Clark, Edward Ebert, Charles A. Ross, C. H. Alton, Joe Ahner, Gerald Marx, Paul R. McKee and Lew Rose.

Should anyone know the address of any of the above kindly drop Secretary Rankine, 177 N. Clark street, a card advising him of same.

Frank W. Babcock, Ed Mozart and others who got away without registering.

The secretary pro tem. desires that all showmen in Los Angeles take notice that every one of them is wanted at the Sherman Hotel, at 2 p.m., on Wednesday afternoon, February 8, to take part in the permanent organization of this association. It will go thru and will be organized on as solid a basis as is possible. The field is here and the men to run it are the best in the land, so be present and voice in its beginning.

#### JOHN FRANCIS SHOWS

Train To Be Increased to 20 Cars

Kansas City, Mo., Jan. 26.—Report comes to the Kansas City office of The Billboard regarding what has been accomplished by the John Francis Shows in the last three weeks, or since Mr. Francis left the hospital in Decatur, where he underwent an operation in December.

Mr. Francis has placed his orders for all new tents and paintings for five of his shows, and has just returned to Kansas City from Paola, Kan., where he purchased ten of the Patterson-Kline cars, which are to be added to his equipment, making his train consist of twenty cars. There will be four rides, ten shows and about thirty concessions.

In winter quarters in Sapulpa, Ok., at the present time, is one of the best dog, pony and monkey circuses ever carried by a carnival. This circus has twenty-five masterly trained ponies, fifteen dogs, ten monkeys and a troupe of goats. Their acts consist of wire, tumbling and trapeze, under a 70x150 top, which has a seating capacity of one thousand people.

Mr. Francis left Kansas City, where he is spending the winter, January 23, for winter quarters, where he has a force of men now at work building wagons and repainting cars and other equipment. Harry Sanford and Ray Colvin are the agents for the shows.

#### RE COMA HEARING

St. Louis, Mo., Jan. 30, 1922.

Mr. Al Hartman,  
Billboard Pub. Co.,  
Cincinnati, O.

My Dear Mr. Hartman:

Please be advised that amended Schedule No. 13293 in the matter of rates, fares and charges of carriers by railroad, subject to the Interstate Commerce act, is amended, changing date of hearing of theatrical and show interests, under heading of "Other Commodities," testimony of which is now scheduled to be received on February 25 or later instead of February 21, 1922.

Chief Examiner R. C. Quirk will allow our interests one entire day and will advise me at earliest possible moment as to the exact date, which will be possibly during week of February 27.

In the meantime please prepare for same.

Yours very truly,  
W. S. DONALDSON,  
President COMA.

#### FAMOUS NAT REISS SHOWS

To Go Out as Twenty-five-Car Organization

An executive of the Famous Nat Reiss Shows furnishes the following data relative to the plans and activities of that organization in preparation for their forthcoming tour:

It is the intention of Harry G. Melville to make the Famous Nat Reiss Shows one of the big ones for this season and they will go out as a twenty-five-car organization, with two shows, five rides and two free acts. The train will consist of sixteen flats, four box and five sleeping cars. The show will open the season the last week in April at Streator, Ill., and will work its way into Chicago, where ten weeks will be played on lots before going to its fair dates, of which there will be about nine.

Work in the winter quarters at Streator has started and by February 1 a full force of men will be at work getting the outfit ready for the opening. Mr. Melville has contracted for two new mechanical shows which are now under construction, and a feature attraction has been contracted that will be a distinct novelty and a credit to the midway. A lineup of the attractions and the executive staff will be announced in a later edition of The Billboard.

Geo. H. Coleman, the newly-engaged general agent for the Nat Reiss Shows, is now in the field lining up dates for the organization. Coleman is one of the best-known general agents in the carnival business, having been continuously for the past nine seasons in charge of the advance of the Col. Francis Ferris Shows and previous to that was with the J. Frank Hatch Shows for eight years. He is well and favorably known among the railroad offices in the Eastern territory where he had success for many years, and it is predicted that he will be equally successful in the Middle West handling the destinies of the Reiss Shows.

#### ABNER KLINE IMPROVING

A letter from Abner K. Kline, the manager of the Patterson-Kline Shows, which caravan will remain off the road this year because of Mr. Kline's ill health, states that he has already gained fifteen pounds in weight and he feels that, with his resting up this spring and winter, he will again be able to launch the P.K. caravan next year. Mr. Kline is located on his ranch of 103 acres, just three miles north of Albuquerque, N. Mex.

Mr. Kline further advises that he has booked his Philadelphia Toboggan, merry-go-round and "Dinky Moore" fun house with the Great Patterson Shows, and the "seaplane" monkey speedway. Over the Waves, shooting gallery, penny arcade and a number of concessions with the Snapp Bros.' Shows for the coming season.

#### CLIFTON KELLY IN CHICAGO

Chicago, Jan. 25.—Clifton Kelly, general agent of Snapp Bros.' Shows, was in Chicago last week on his way to Canada. In company with O. A. Wortham he will meet with the Canadian fair secretaries. Five cars, making thirty in all, will be added to Snapp Bros.' organization this season, Mr. Kelly stated.

## "SUPERIOR" MODEL PARKER WHEEL



Conceded as being the most attractive and elaborate type of portable wheel ever built.

Giving your passengers greater comfort, giving you larger profits, and lowering your operating costs, this new "SUPERIOR" product should receive your consideration.

If we can prove to you that with a "SUPERIOR" MODEL PARKER WHEEL you make \$3.00 where you only made \$1.00 before—is that enough?

If you are interested in a Ferris wheel, why not consider the BEST?

Write for prices and full particulars to the sole builder of "SUPERIOR" products.

DO IT NOW!

G. W. PARKER, World's Largest Manufacturer of Amusement Devices, Leavenworth, Kansas

# NORTHWESTERN SHOWS

Can offer experienced Concession Folks exceptional opportunities. Last year our people did fully as well during the carnival season as those with other companies, and at our circuit of Fairs every Concession Man made money. Just ask them. We now have under contract most of our last season's Fairs for next season, together with several new ones. All day-and-night Fairs. Can place Grind Stores and Ball Games of all kinds. You can use any kind of merchandise for prizes. Lowest rates of any reliable company. Write at once, as our train capacity will soon be filled. DR. SATISH CHANDRA GHOSH (address Room 975 Old Colony Bldg., Chicago, Ill.) can place people in all lines for his mammoth Circus Side-Show—Talkers and Performers. Willing workers given preference. Season opens May 6th. All Rides owned by the Company. Executive staff composed of men that have been with us from five to ten years. No graft or P. C. tolerated. All Concessions independent (none fifty-fifty).

F. L. FLACK, Manager Northwestern Shows, 36 East Woodbridge St., Detroit, Mich.

BOOK WITH A COMPANY YOU WILL NOT BE ASHAMED OF

**TWO LEADING NUMBERS FOR SALESBOARD OPERATORS**



**COLONIAL PANELED PERCOLATOR** made of best aluminum in attractive design, ebonized handle and feet. Capacity, 9 cups. Wattage, 440. Packed one dozen to case. Price, \$6.00 Each, in case lots.



This Iron is the most desirable from every standpoint. Simple, durable and efficient. Thousands now in use. Packed one dozen to case. \$3.25 Each, in case lots.

We also carry in stock for immediate shipment: Silverware, Blankets, Dolls, Bears, Candy, Baskets, Aluminum Kettles, Wheels, Paddles, etc. TERMS: 25% Cash with order, balance C. O. D.

**PREMIUM SUPPLY CO.**  
179 No. Wells St., CHICAGO

**WORK AHEAD OF SCHEDULE**

In Camps of Various Clarence A. Wortham Show Interests

In all the camps of the Clarence A. Wortham Shows the staffs are taking the stitch that saves the nine. In all winter quarters the managers are not waiting for the flag to fall and catch them napping. The plan is to be ready for the opening dates long before those dates come. This will eliminate eleventh-hour work that generally is confusing and seldom satisfactory.

In keeping with Mr. Wortham's plan nothing is left until tomorrow that can be done today. The result is the different shows are much ahead of schedules of former years. They have learned that the preparedness feature is of such value that it has become a feature of the annual work of the shows.

Wortham's World's Greatest Shows, which are being rebuilt and enlarged at State Fair Park in Dallas, Tex., are working full handed and daily addenda well worth the while, marks the progress of some particular line.

Wortham's World's Best Shows, at San Antonio, are making things old look like new. The shows retain most of the personnel of last season. There will be comparatively few changes, and these will be to send one attraction elsewhere and replace it with something new to the territory of the World's Best Shows.

The Wortham-Waugh-Hofer Alamo Shows, in Houston, will be a revelation when they come out in their new spring dress. The J. George Loos Shows and the Johnny Wortham Shows, at Fort Worth, are busy building new things. The Johnny Wortham Show will make its first bow the coming season. It is the intention of the management to make it impressive from the start and to leave the latching on the outside when it leaves the many towns of its 1922 circuit.—BEVERLY WHITE (Press Representative).

**SMITH GREATER SHOWS**

To Add New Features for Coming Season

Suffolk, Va., Jan. 25.—The Smith Greater Shows are fast completing plans for the season of 1922. The song of the "hammers and saws" is heard from early forenoon until late evening and the painters have just completed their work on the big Wild Animal Arena.

Chris Smith is completing plans to take his large collection of trained wild animals to Richmond, Va., to perform at the big indoor circus to be staged there under the auspices of the Central Labor Council. E. K. Smith and family recently returned from New York City, where they spent the holidays with relatives.

"Doc" Sheen, manager of the Tenth one, has returned from an extended tour of the East, in which territory he booked several new acts and says he will have one of the best shows of its kind on the road the coming season. Tom Hughes has ordered a new 18x26-foot cook house and 40x60 Musical Comedy Show tops from the Norfolk Tent and Awning Company.

Mr. Hughes will have fifteen concessions on the midway this year. He is considered one of the largest individual concession owners in the carnival business. Henry Cooper, the wild animal trainer, is expected daily from Florida, where he has been spending the winter.

Several new and novel attractions have been booked by the Smith Greater Shows, all of which will be in keeping with the high standard of this company. Everett Gentry, manager of the carousel and who has been managing one of the largest poolrooms in this city, will be back on his old job when the season opens, as will "Doc" Strike, who will again be in charge of the "whip." All of which is according to a "show representative" of the above shows.

Several new and novel attractions have been booked by the Smith Greater Shows, all of which will be in keeping with the high standard of this company. Everett Gentry, manager of the carousel and who has been managing one of the largest poolrooms in this city, will be back on his old job when the season opens, as will "Doc" Strike, who will again be in charge of the "whip." All of which is according to a "show representative" of the above shows.

Several new and novel attractions have been booked by the Smith Greater Shows, all of which will be in keeping with the high standard of this company. Everett Gentry, manager of the carousel and who has been managing one of the largest poolrooms in this city, will be back on his old job when the season opens, as will "Doc" Strike, who will again be in charge of the "whip." All of which is according to a "show representative" of the above shows.

**INTER-OCEAN GREATER SHOWS**

Brookville, Ind., Jan. 26.—The winter quarters of the Inter-Ocean Greater Shows, near here, is quite a busy place under the direction of Ed Dillon, who, with his assistants, is getting everything in fine shape for the opening date, April 29.

Manager Cal Batchie advises that he has placed his order with the Traver Engineering Company, of Beaver Falls, Pa., for a new "seaplane" and another order with the Spillman Engineering Corporation for a three-abreast jumping-horse carousel, which rides will be under the management of Ilorace Speaker and will give this caravan five rides and ten shows for the coming tour. The writer will join Mr. Batchie in Cincinnati and will accompany him to the fair secretaries' meeting at Pittsburg on February 1. While in Pittsburg Mr. Batchie will visit the Unger Construction Company with a view to purchasing some kind of a mechanical show which the firm might have ready for immediate shipment.—WM. H. McFARLAND (Press Representative).

**AUERBACH CHOCOLATES**  
Like the Letter "S" Are **FIRST IN SALES**



**PACKAGES THAT SELL ON SIGHT**

**14 SALES STIMULATORS**

That Bring Home the Profits!

**Sure-Selling Sample Assortment!**  
(Only One to a Customer)

- 1—Jazz, ½ lb.
- 2—Caprice, ½ lb.
- 3—Lloyds, ½ lb.
- 4—Countryside, 1 lb.
- 5—Favorite, ½ lb.
- 6—Picture Top, ½ lb.
- 7—Picture Top, 2 lb.
- 8—Vamp, 1 lb.
- 9—Come Again, 1 lb.
- 10—Carnival, 1 lb.
- 11—Mayfair, ½ lb.
- 12—Between the Acts, 6 oz.
- 13—Crispy Crackle, ½ lb.
- 14—Jazz, 1 lb.

CASH WITH ORDER **\$5.00**

SEND A FIVE-SPOT TODAY!

**D. AUERBACH & SONS**  
11th Ave., 46th to 47th St., NEW YORK, U. S. A.

**CONCESSIONAIRES**



Have the goods and 1922 will be a boomer. Don't use stum! The original "BABY V A M P" Doll Lamp will guarantee you a steady play, top money and a PAT B. R. next fall. Hand made silk shades and dresses, silk cord and standard sockets. Height of lamp, 20 in. Solid cast, dust proof finish, mahogany base. Live snappy colors. \$36.00 per Dozen, Sample \$3.50. Orders filled promptly. One-third down, balance C. O. D. Novelty Doll Lamp Co. 3043 Nicollet Ave., MINNEAPOLIS, MINN.

**WE WANT SECOND-HAND TICKET CHOPPERS**

Tables and Chairs, Benches and Soda Fountain. Advise, in detail, what you have, with prices. WASHINGTON AMUSEMENT CO., 300 Kellogg Bldg., Washington, D. C.

**"WE LEAD—OTHERS FOLLOW" KINDEL and GRAHAM**

**OUR BIG FALL SPECIALS**  
Fancy Dressed Dolls.....\$100.00 per 100  
Fancy Doll Lamps.....\$200.00 per 100  
Try Our New Hair Giveaway Dolls. Special, \$25.00 per 100  
**FAMOUS NAVAJO PURE WOOL INDIAN BLANKETS \$6.00 Each ANY QUANTITY**  
**CHINESE BASKETS AT LOW PRICES:**  
Special while they last. Three to the Nest, fully trimmed, \$1.00 per Nest.  
Ukuleles, Quantity Price.....\$1.75 Each  
Banjo Ukuleles, Quantity Price.....\$2.00 Each  
Our New Catalog is now ready for distribution. Send for it today!  
We positively guarantee prompt delivery.  
**785-787 Mission St., San Francisco, Cal.**



**Puritan**  
CINCINNATI  
**Chocolates**

Largest Assortment  
Beautiful Attractive Boxes  
Highest Quality  
Prompt Service  
Prices Right



We serve the same successful  
Concessionaires year after year.

Write for Catalogue.

The Puritan Chocolate Co Cincinnati O

# BALLOONS



No. 45—A 1 r. \$2.00 Gross.  
No. 60—A 1 r. \$2.50 Gross.  
No. 60—Heavy Gas. \$3.50 Gross.  
No. 90—Heavy Gas. \$4.80 Gross.  
No. 65—Large Airships. \$3.50 Gross; in two colors, \$4.50 Gross.  
No. 45—With Long Squawker, \$4.50 Gr.  
No. 60—With Long Squawker, \$5.50 Gr.  
Balloon Sticks, selected quality, 50c Gross.  
Half cash with order.

EMPRESS RUBBER CO., 18 E. 16th St., N. Y. C

WHAT KIND OF A STORE ARE YOU GOING TO FRAME THIS SEASON???

THE BIG QUESTION  
Equip a Perfume Store with a full line of



**ALICE MAY**  
**PERFUMES**

Operated with our patented Perfume Sprinkle.  
Remember, the war tax has been lifted on perfumes this year.  
Write for catalog and photo of model store.

SUPERIOR PERFUME CO., 338 West 63d Street, CHICAGO, ILL.

**HOROSCOPES**

Our Horoscopes have several strong points. Here are two: They LOOK so different from any others that no one in any crowd will say "Old stuff!" They are so well written that they back up the strongest kind of scientific selling talk. \$8.50 per 1,000. AND WE PAY THE PARCEL POST.

**BUDDHA PAPERS**

We originated Buddha and are the only house that makes more than one kind of papers. Five foreign languages and ten kinds in English! Correct outlines that WORK RIGHT. Oriental Costumes.

FUTURE PHOTOS, made by improved process. \$2.00 per 1,000. Blotters free. Send 4 stamps for full info. of all lines.

**S. BOWER**

47 Lexington Avenue, NEW YORK. (Formerly Brooklyn.)

**SLOT MACHINES** Highest prices paid for Used Machines, Bells, Downers, Jack Pots, Pin Machines always in stock.  
**PREMIUM BOARDS** Blank Boards, Cigar Boards, etc.  
Write for Catalogue.

**BANNER SPECIALTY CO.,**  
709 North 7th Street, PHILADELPHIA, PA.

**GUERRINI COMPANY**  
P. Patromilli and C. Piatanesi, Proprietors  
**HIGH-GRADE ACCORDIONS.**  
Gold Medal P. P. I. E.  
277-279 Columbus Avenue, San Francisco.

**FOR SALE—BARGAIN**  
Three-Abrest Parker Portable Merry-Go-Round, equipped with 40 h. p. gasoline engine; generates own lights. Has paper roll Wurlitzer organ, Platform has 40 sweep. Purchased in 1917. Been used in park. New top last year. In perfect condition. Sells at less than one-third cost. RUSTIC, 516 Lyceum Bldg., Pittsburg, Pennsylvania.

**WANTED—Exclusive Territory Distributors**  
for the sensational new Telco Kettle Corn Popper. Name territory wanted. High-class proposition. Big money for right men. TALBOT MFG. CO., 1317-13 Pine St., St. Louis, Missouri.

If you see it in The Billboard, tell them so.

# CARNIVAL CARAVANS

Conducted by ALI BABA.

There are far less than usual caravans operating in the South this winter.

Governing conditions would lead one to predict the shows opening earlier in Dixie this year than has been customary.

Most shows on their northward journeys will probably touch only the high spots—do some railroading.

In the Northern States the winter has so far been comparatively mild, and the "call of the road" may be heard as early as the latter part of March—maybe.

A rumor says that many oldtime Bedouins are working on various railroads this winter, holding down positions which range all the way from telegraph operator to baggage agent.

Stuart E. Dunbar, manager of the San Francisco office of The Billboard, is now an Elk, having joined Berkeley Lodge, No. 1002.

Tom Hynes, of the James A. Benson Shows, is making his home on the Benson show train at Buffalo, N. Y., and says that he is having the time of his life.

Lester Strong, formerly with Joe Krenzer's cookhouse with the T. A. Wolfe Shows, is back in his home in Canton, O., where he is patiently waiting for the call of the griddle and coffee urn.

Harvey Perry, of the Brown & Dyer Shows, writes that Jack LeBest, the motordrome driver with the same caravan, was a recent guest at the Perry home in Cleveland, and stated that he will "be with the bunch" in 1922.

decided to forsake the road for good and has located in Wichita, Kan. Devine's first attempt on the road was a helper around juice emporiums in 1898.

M. W. McQuigg to pilot the Siegrist & Silbon Shows the coming season was the announcement. The unassuming manner, the conservative, easy-going "bustle" of this well-known general agent mark him as a result-getting trail blazer, and his engagement will doubtless be a notable asset to the Siegrist & Silbon organization.

W. C. (Bill) Fleming was reported as seen on Broadway last week. "Tis said "Mrs. Fleming's big boy Bill" is still stepping along in the interests of T. A. Wolfe's Superior Shows, and, judging from his cheery countenance, one could easily imagine that the Wolfe Shows are sitting pretty from a standpoint of advance booking.

Lou Bartel, the heavyweight wrestler, last season with the Zeldman & Polle Shows (with which he says he was treated like "home-folks"), was taking in the sights of Cleveland last week. Lou says a match between himself and London, in Chicago, the week previous, drew heavy attendance. He has not yet made arrangements for the coming season, but expects to in the near future.

At a recent meeting of the Ladies' Auxiliary of the Showmen's League of America, in Chicago, the merry party found itself just one member shy for a thirty-table tournament in "Bunko." Just then Beverly White dropped in. Several ladies tried to induce him to take the vacant chair, but he insisted that he did not understand that brand of "bunko." After

## ON STAFF OF WORLD'S STANDARD SHOWS



Joseph Hughes, Samuel Kits and William Hamilton, organizers and directors of the World's Standard Shows. These men, although young in years, are old in experience. They are aggressive, progressive, and possess personalities that should insure success.

"Whitey" Cowans and Danny Kline have been around Salisbury, N. C., and on railroad trains thru the Carolinas. These boys appear to be prosperous and seem to be making the most of the Carolina sunshine.

B. G. Wilbur, who managed the 5-in-1 on the Mathew J. Riley Shows last season, says he is building a brand new outfit and that it will be one of the best on the road this year. Wilbur is wintering in Rochester, N. Y.

Late-Day Expressions—"You say you've been in the show business four years?" "Yes." "What shows have you been on?" "Several of them." "Well, I'll be d—, and you don't even know how to tie a double half-hitch."

Bert Warren writes from Kansas City saying that life is getting tiresome in the big town and he is beginning to yearn for the tops and lots. Bert will return to T. A. Wolfe's Superior Shows again this season, having charge of the "Giant Seaplanes."

J. E. Conley writes that he is now in advance of the Marine & Firestone Company, crystal gazing, magic and scientific demonstrations, at present playing theaters in Indiana. J. E. states that the success of a three nights' booking in Seymour, Ind., drew a full week's engagement.

Omer Watkins, who went to the Pacific Coast with the Kaplan Shows, says if Frisco is in "Sunny California" he will choose and take Columbus, Miss., for the balance of the winter and then back to the midways with his refreshment stand and his reliable meal ticket, the hartone.

Rawlins and Webb have booked their cookhouse with the Mighty Boris and Ferari Shows. Jerry (Rawlins) says his policy is to go eater to the showfolks as to have their trade. He figures that a full house with clean equipment and good service always attracts the public and assures good business.

Eugene Devine, glass blower and "Punch and Judy" man, formerly with various circuses and carnivals and late a manufacturer of vent. figures and glass specialties, says he has de-

much pleading he sat in—and walked off with the first prize.

Wm. (Wild Bill, also Young) Dyer, wrestler, last season with the Fields Greater Shows and Veal Broa. Shows, is this winter holding down Beardstown, Ill., where he has been appointed matchmaker and promoter of local athletic events. Dyer wonders if "Hiker" Rufus has yet reached Washington, D. C. (Rufus hasn't "reported" the past several weeks, William.)

A. L. (Alkohol) Hall has placed his concession success of last season, which he has captioned "Righto," on the market and reports numerous sales since his advertising has appeared in The Billboard. There will probably not be a caravan midway thruout the Middle West on which Mr. Hall's "and" will be found absent.

Among the well-known outdoor showmen seen at the recent American Legion Circus at Buffalo, N. Y., were Sam McCracken, T. A. Wolfe, Frank P. Spellman, Billy DeMott, John Robinson, Gene B. Milton and Will H. Buedorn, of T. A. Wolfe's Superior Shows. Mr. Wolfe and Mr. Robinson for quite a spell were hidden away in a corner, where they appeared to be engaged in an important conversation.

A few lines from Adam Teska state that his mechanical attraction, the miniature farm, which was one of the features with Snapp Bros. Shows last year, is being wintered, as well as overhauled and repainted, at Stuttgart, Ok., after playing a successful engagement at the recent Stuttgart Rice Carnival. A. T. adds that in all probability his exhibition will again be with Snapp Bros.

Among the folks at Oklahoma City, as recently reported, were George B. (Blackie) Larue and wife (the latter with art needles in a store and Blackie in second-hand auto business), Ralph Thomas, with elder at the New Market; Ed Cooper, who closed his Christmas store, and, with the Misses, left for Little Rock; Blue-Bluey, "Fat" Thomas, Daredevil Thompson, "Whitey" Johnson and J. M. Clark.

Robert (Bob) Burke, the well-known concessions and one of the principal operators with

**Big Eli Wheels**  
are proven profit-producers. ASK ANY BIG ELI OWNER or write us TODAY



**ELI BRIDGE CO.**  
CASE AVE., JACKSONVILLE, ILL.



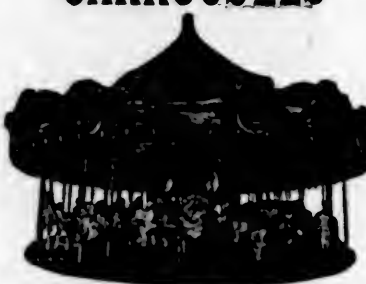
**SPILLMAN ENG. CORP.**  
Manufacturers of  
**HERSCHELL-SPILLMAN CO.**  
Carousels and High Strikers  
NORTH TONAWANDA, N. Y.

THE  
**AEROPLANE CAROUSSELLE**



The latest invention and most attractive amusement riding device for Parks, Fairs and Carnivals. Portable or stationary, operated by either gasoline or electric motor. Write today and let us tell you all about it. SMITH & SMITH, Springville, Erie Co., N. Y.

**CARROUSELS**



Write for Catalogue and Prices.  
**ALLAN HERSCHELL CO., Inc.**  
NORTH TONAWANDA, N. Y., U. S. A.

LATEST  
**CARROUSELS**



Write for illustrated circular and prices  
**M. C. ILLIONS & SONS,**  
2769 Ocean Parkway, Coney Island, New York.

**FUTURE PHOTOS—New HOROSCOPES**  
Magic Wand and Buddha Papers  
Send four cents for sample.  
JOS. LESOUX,  
100 Wilcox Ave., Brooklyn, N. Y.

**Extra Quality. "POWHATAN"**  
 Indian Chief, (as illustrated) 27 in. High, with Socket ON Head, 7-ft. Cord and Plug, with scalloped silk fringed shade.  
 \$28.00 Per Dozen, With Parchment Shade.  
 \$24.00 Per Dozen, Without Shade.  
 \$18.00 Per Dozen, With Fancy Scalloped Silk Fringed Shade.  
 \$33.00 Per Dozen, With Extra Fancy Silk Chenille Fringed Shade.  
 \$36.00 Per Dozen, CUTIE LAMP.  
 Ready for use, complete, with Jap Shade, \$18.00 Per Dozen. With Scalloped Silk Fringed Shade, \$24.00 Per Dozen.  
 3-PIECE DENNISON'S SILK CREEPE PAPER DRESSES—skirt, Blouses and Cap, \$2.50 per 100.  
 JAPANESE PARASOL SHADES, Per Dozen, \$3.50; per Gross, \$40.00.  
 Send for New Catalog. Prompt shipments. Expert packing. First-class work. One-third Deposit with Order. Balance C. O. D.  
**PACINI & BERNI**  
 1106 W. Randolph Street, CHICAGO  
 Telephone, Monroe 1204

Zeldman & Polle, and later with Snapp Bros., last season, left Cincinnati for Detroit early last week. Some time ago Bob, after a little recreation at Hot Springs, Ark., went to Chicago and then to Cincy, where he spent about two weeks visiting friends. He has signed to place ten of his neat and elaborate concessions with the Brown & Dyer Shows, and will await the shows' opening in either Cincinnati or Chicago.

Harold Doebber opines—since "first impressions are often of major importance"—that all carnival managers should have their railroad equipment in the best condition possible and especially to have the cars neatly painted, as it makes a decided impression with the citizens when the train pulls in town on Sundays. "The owner with the shabby train," writes Doebber, "not only injures the prestige of his own organization, but hurts the carnival business in general."

Mike Troy wants us to make it plain that he is to pilot North's Exposition Shows the coming season. Some time ago the "show representative" of the Biotner Bros.' Exposition Shows probably figured that Mike would again be under the Biotner banner and stated so in his "show letter." In the January 21 issue the writenup from the North organization stated that Troy had been engaged by it as general agent and in the same issue H. A. Biotner, of the Biotner Shows, acknowledged the error above mentioned, in a special article.

A very mysterious looking contrivance, a sort of a cross between a blackhand bomb and a football, was delivered to the Savannah Hotel, Savannah, Ga., last week, bearing the inscription, "A Nut, to a Nut, From a Nut, Room 823 Savannah Hotel, Savannah, Ga." Frank S. Reed, secretary of Rubin & Cherry Shows, Inc., said: "Well, Room 823 is mine—it must be for me." Sender will please take note that the "Frank S. Reed Peas," immortalized on the Rubin & Cherry Christmas dinner menu, did not mean Pea NUTS!

C. V. Green, the concessioner, postcards from Bay Harbor, Fla.: "Five weeks in this county and doing good business. Go from here to Camp Keeth, Fla., and if any of the showfolks would want to find us they would almost have to take an airplane, then go thirty miles over a logging railroad and cross Bear Creek, near Alligator River. So, you see, there are still some spots in this old State where Fred Paul did not play. The natives ride the 'jinney' out of gasoline, as most of 'em never saw one before."

A number of road folks are hibernating this winter in Bay City, Mich., among them being Allie Sisco, of monkey speedway fame, and last season with Zeldman & Polle Shows; William Fulsher and son Robert, who, with their concessions and trucks, played independent last year (the only casualty being when Bob got his nose cut while raling the windmill); Harry Coleman, sheet writer; Frank (Peantla) Beers and James (Funchboard) Boyle. All are indulging in recreative pastimes and waiting for the bands to begin tootin'.

Back in 1912 there was a kid with the Col. Francis Ferari Shows who used to take care of the big electrical organ on the Trained Wild Animal Show front. He would change the music rolls and switch the motor on and off, and occasionally, would step out and help Doc Stearns with the grinding. The boy was H. A. Parker, now a member of the Billposters and Billers' Union and last season with the C. A. Wortham forces. H. A. is now in Boston doing work for some of the local theaters and waiting for the bluebirds to show up.

Col. Jack King, always ready to throw his hat in the ring for charity's sake, gave a thrilling equestrian and Wild West performance in front of the packed grand stand Saturday, January 21, at the Rubin & Cherry winter quarters in Savannah, the occasion being a benefit for Daredevil Collins, an automobile racer, who was killed on the track there New Year's Day. King's Roman standing, on four horses, created a veritable sensation, and doubtless when the "Aristocrat of the Tented World" opens there in March the I. X. L. Ranch will do some real business.

For the "Love of Mike" what is a gold-carved show front? Everybody has seen what was termed "carved-wood" (figures, scrolls, etc.) and this either painted with "gold" bronze or (sometimes) the prominent figures are really gold-leafed. But "carved-gold"—does it mean the fronts are solid gold and that the images, et cetera, are actually carved (with much waste) in such a precious metal? In all, why all the "four-fush"? A little "gold-leaf" is all right, for it's fact, but "all gold-leaf" and on from four to fifteen big wagon fronts is simply to laugh. And "gold-carved"! Oh, boy, bring the smelling salts!

Of course The Billboard could hardly request signed affidavits (before notary publics) to accompany each bit of reading matter sent in for publication, and its editors rely to a great extent on the conscientious and man-to-man principles of the contributors, which trust is seldom misplaced. But, when someone tells about the progress being "made" in winter quarters and what "has been accomplished" there, when, in fact, there was no show to go into quarters, that the winter quarters mentioned, other than a furnished room, could not be found with a search warrant—there being none—it's beyond the bounds of all reason and conception as to unlimited gull. Yes, a case of this latter nature, in the Middle West, came to light recently.

Many of the one-night (white) minstrel fraternity will remember John E. Rex as being among the trail-blazers of these attractions. But Jack is also an old head on the carnival lots, having been formerly with the Gaskill-Mundy, Francis Ferari, the Bostock and others. John E., who is now the husband of Lucille Dawson-Rex, The Billboard's official Pittsburgh representative, was decidedly under the weather the greater part of the past summer, during which he underwent several operations. He has, however, about completely recovered and is again on the job with one of the leading  
 (Continued on page 86)

**2-IN-1 COMBINATION GLASS**  
  
 No. 381160. Triumph Combination Opera and Field Glass, made of japauned metal. May be made into single or double loupe to examine flowers, microbes, etc. Also may be used as an eye and nose mirror for medical examination or as a laryngoscope and a stereoscope. Any field of view may be obtained through its strong power. Closes in several folds into small compact package.  
 Per gross, \$16.50; Per doz., \$1.50

**21-PIECE MANICURE SET**  
 No. B. B. 15A1—  
 21 - Piece Manicure Set. Contains all necessary pieces, including large polished nail nipper. Each set in leatherette roll-up case, in assorted colors.  
**\$18.00 PER DOZ.**  


**2-Piece Toilet Set in Display Box**  
 No. 17A1—Two-Piece Toilet Set. A very special number, ebonized back hair brush with metal mounting and one good 7-inch comb. In display box.  
**PER DOZEN SETS.....\$2.25**  


**Imported Safety Razors**  
 No. 8C820—Midget Safety Razor. Compact set, consisting of nickel-plated box, 1 1/2 inches square, velvet lined, nickel silver Razor.  
 No. 8C88—Midget Safety Razor. Same as above, in cardboard box.  
**Imported Safety Razor Blades**  
 Made of highest grade tempered steel, equal to the best. Suitable for use in above Razors.  
**PRICES QUOTED ON APPLICATION**  


The cream of the producers' best. Secured from both foreign and domestic markets are listed in the  
**SHURE WINNER CATALOG No. 95**  
 which is free for the asking.  
**WHOLESALE GENERAL MERCHANDISE**  
**N. SHURE CO., [Madison and Franklin Sts.,] CHICAGO, ILL.**

**WE ALLOW NO ONE TO UNDERSSELL US**  
 Samples, 30c Each  
  
 Geneva Hollow Ground RAZORS  
**\$3.00 Per Dozen \$33.00 Per Gross**  
 These Razors have Polished, Hollow Ground Blade. Black or White Handles. Sample, Postpaid, 35c.  
**\$30.00 PER GROSS**  
**7-in-1 Opera Glasses**  
 Largest stock of Streetmen's Supplies, Specialties, Salesboards, Novelties, etc., in America. Something new every day. Tell us what you are using and we will quote prices. 25% DEPOSIT REQUIRED ON ALL C. O. D. SHIPMENTS. Remember this: We play no favorites.  
**LEVIN BROS.,** WHOLESALE ONLY. Terre Haute, Ind. Est. 1886.

**American Legion's Big Indoor Fair**  
 AND FREMONT'S SECOND ANNUAL AUTOMOBILE SHOW. WEEK OF FEBRUARY 5—AFTERNOONS AND EVENINGS—WEEK OF FEBRUARY 5.  
 20,000 (Twenty Thousand) Tickets given by Auto Co. All places for fifty miles around already billed. WANTED. WANTED. WANTED—Concessions, Merchandise and Stock Wheels, also Grind Stores of all kinds. WANTED—Free Acts and Jazz Band. CAN PLACE small Platform or first-class Pit Show. Time short. Space limited. First in first served. Write or wire. Concessions, B. E. CONNORS, Hotel Boardette, Bellevue, O. Shows, Free Acts and Music, LEO ZIMMERMAN, Oak Pool Palace, Fremont, O. To all my friends who made Postoria last February—Answer quick.

**WILL BOOK MY 3-ABREAST PARKER MERRY-GO-ROUND**  
 with a good Carnival this season. Address A. B. C., care Driver Bros., 1315 West Harrison Street, Chicago, Illinois. Phone, Haymarket 0221.

**WANTED McMAHON SHOWS**  
 A-1 Pit Show Man who can furnish good attractions and manage Ten-in-One. I will furnish tent and paraphernalia, good as new. Hawaiian Show, Wild West and Dog and Pony Show, two good Platform Shows, one more Ride, Whip or Scaplane. All Concessions open except Cook House, Bats and Drinks. Concessions, get busy. FIVE SALE—Monkey Speedway, one Pullman Stateroom Coach, one 50-ft. Box Car. Show opens in Nebraska City Saturday, April 29, eight days on the streets. First Carnival in two years.  
 T. W. McMAHON, Manager, Box 554, Nebraska City, Nebraska.

**WE'RE HAVING A Big Demand For Our Special 120G**  
**NEV-R FAIL CLUTCH PENCIL**  
 Made of Goldline Metal, the color that won't wear off. A tremendous leader with us.  
 In bulk, per Gross, - - \$9.75  
 Mounted on Easel Display Cards, per Gr., - - \$11.00  
 Extra Leads, three in each tube, per Gr. tubes - - \$4.50  
 Cigarette Cases, made of Goldline Metal, per Gr. - - \$9.75  
**ORIENTAL MFG. CO.**  
 DEPT. 10  
 891 Broad St., PROVIDENCE, R. I.

**SEAPLANES**  
 Record made by Meyer Taylor, with Wortham's World's Greatest Shows at Toronto Exposition, September, 1921.  
  
 8,777 carried in one day  
**For PARKS and CARNIVALS**  
 A sensation everywhere. 62 built in 1921. Big cars. High speed. Wonderful show. A top money getter. Has earned \$200 to \$1,500 in one day. Price, \$4,200 to \$7,250. Cash or terms.  
**TRAVER ENGINEERING CO.,** Beaver Falls, Pa.

**PADDLE WHEELS**  
 Best Ever  
  
 32 in. in Diameter  
 60-No. Wheel, Complete, \$11.00  
 90-No. Wheel, Complete, \$12.00  
 120-No. Wheel, Complete, \$13.00  
 180-No. Wheel, Complete, \$14.50  
 Amusement Devices, Dolls, Novelties, Serial Paddles, Sales Boards, Candy.  
 Deposit with order. Send for Catalogue.  
**SLACK MFG. CO.**  
 128 W. Lake St., CHICAGO, ILL.

If you see it in The Billboard, tell them so.

**10c Tinsel Silk Dresses, 10c**  
 23½c—Feather Vamps—23½c

Ostrich or Marabou Dresses, \$20.00 per 100  
 Feather Star (Shade and Dress) - - 50c  
 Hair Dolls, 30c - - Lamp Dolls, 75c

**70-in. Hoops Lamp Dolls, 35c**  
 —Completes the—  
**CORENSON, - - 825 Sunset, Los Angeles, Calif.**

**MECHANICAL SHOOTING GALLERIES**

Complete Galleries or any part.  
 GLASS BALL FOUNTAINS, DUCK PONDS, ELECTRIC  
 TARGETS, HINGED BIRDS, etc. Catalogue free.  
**W. F. MANGELS CO., Coney Island, N. Y.**

**CANDIES**

Full Line Special Packages  
**For Candy Wheel Trade**

Write for Prices.

**FRANK E. BLOCK CO., Atlanta, Ga.**

**"POLO-LOLO"**

(Trade-Mark)  
**IS HERE TO STAY**  
 THE SENSATION OF 1922

Made of high-grade felt in assorted colors, 18 inches high, weighs about one pound. Movable arms and legs. Each "Polo-Lolo" is a BIG FLASH in itself, because each one is made of four or five different brilliant colors of felt. And, best of all—it's UNBREAKABLE.  
 If you are looking for something new that has business, flash, color and class, this is it. It has been tried out at several indoor Bazaars with great success and got the biggest play of any article displayed. "POLO-LOLO" sold five to one against Kewpie Dolls at Elkhart, Indiana, last week.  
 We are manufacturers and sell to concessionaires direct at manufacturer's price—NO MIDDLE MAN'S PROFIT.  
 SAMPLE SENT POSTPAID FOR \$1.50.  
 Satisfaction guaranteed or money refunded.  
 Write for quantity prices.



**AL MELTZER & CO.** (Always First With the Newest) 219 SOUTH DEARBORN STREET, CHICAGO, ILL.

**Keystone Exposition Shows**  
 WANT TO HEAR FROM REAL CONCESSION MEN

capable of getting money. Wheels open, also Grind Stores and other Concessions. Want Agent who can put up paper and make hauling contracts. Want one good Platform Show. Have complete outfit for right party. Address all mail to

**SAM MECHANIC,**  
 1827 East Cambria St., Philadelphia, Pa

**THE HARRY COPPING'S SHOW'S**  
 EXTENDS GREETINGS TO ALL SHOW FOLKS

I am now booking for the season of 1922. Want all kinds of Legitimate Concessions. Everything open, except Dolls, Blankets and Candy.  
**WANTED**—A real Showman that can furnish inside for a Ten-in-One. I have a new outfit complete to the smallest detail. I will open in Pennsylvania April 24th. Place to be announced later. Address  
**REYNOLDSVILLE, PA.**

**FOR SALE**

MY 12-CAR SHOW, consisting of six 60-ft. steel flat cars, 1 sleeper, 2 stateroom Pullman cars, 2 steel underframe box cars, one 80-ft. baggage car, 10 flat wagons, several of them of the steel underframe type; 1 cased double wagon front, 3 cased single wagon fronts, 3 box wagons, Crazy House, Parker Superior Three-Abreast Merry-Go-Round, 12-seat Big Ell Ferris Wheel.  
 Owner has other business and will sell this Show for 50% of its actual worth. \$20,000.00 necessary to handle. Balance can be arranged. Don't answer unless you have the money. This is the best bargain offered in America today. Show partly organized and can be made a going concern on short order. I am keeping this ad for the reason that I do not wish to correspond with those who are merely curious, but if you are really interested and HAVE THE MONEY, I will be glad to give full particulars.  
 Address SHOW OWNER, care Billboard.

BE A GOOD FELLOW—MENTION THE BILLBOARD TO OUR ADVERTISERS.

**CARNIVAL CARAVANS**

(Continued from page 85)

firms of Pittsburg. Jack and Lucille's family has not increased during the past two years. But they are exceedingly proud of a pedigree "Boston bull terrier" which they received, when two weeks old, at the New Kensington Fair, and which is also the "mascot" at the Missus' office in the Lyceum Building.

Ed R. Salter, Johnny J. Jones' "Hired Boy," says he stood at the intersection of two downtown streets in Orlando, Fla., the other night when along came a very pretty and stylishly dressed young lady. Nervously she paced up and down the sidewalk. She was evidently waiting for someone. "I wanted to go up to her and speak. I wanted to tell her that I would aid her if I could," says Ed, "but horrors, I was afraid she would think me a flirt! Then a grimy-faced boy approached her. I moved closer and eavesdropped. This is what I heard: 'I couldn't get them three lillicks cigarette lady, but I got some just as good.' She looked at the box of cigarettes and then exclaimed: 'My Gawd, what der yer tink I am, a cuber smoker? Breeze'er way small-changer, er I'll spend yer,' and with that the fair dame strode down the side street in a typical 'Avenue-A glide.' (All's Note—The story sounds all plausible enough—Orlando is getting to be a big town, with city ideas—only that part of the story wherein Salter says "he was backward" in addressing the lady. Well, if you know Salter—oh, you do? Well, then, you know Salter.)

Earl Burke says he would like to "refresh the memories of old trouper with the following 'Do You Remember':

Al Clark—When Hal Warren and the writer had the minstrel show in Farmington, Mo., and didn't get the nut?

When Dick Frissell had a hyp. show and featured "buried alive"?

"Arkansas Slim"—When you and a fellow they called "Leatherhead" were walking up the street in Texarkana with a h. r. of \$1.25 between you, and your companion saw a bright red necktie in a store window, priced \$1, and he walked in and bought it and you told him to "Take the other two-bits and buy a cigar"?

Robert Walker—The time we had the party in Texarkana with old "King George"?

Harry Roszell—When you sent the agent to a certain river town in Missouri to land an engagement, and he put all the paper up in the first "boose-camp" he came to?

Troupers With Brown's International Shows (1915)—How Doc Hatfield featured his "Rooster Orchestra" in his 10-in-1?

When J. L. Phelps, Al Boss and Dike Burke drove from Jackson, Tenn., to Brownsville in a "Lizzie," and after collecting \$65 on the leaf rambled on into Memphis that night?

(And did you know that Moss Bros.' Shows and quite a few showfolks, including the writer, are wintering here in Kennett, Mo., and waiting for the bluebirds to sing-of spring?)

Several Billboard writers have had nice things to say for the general press representative of the Rubin & Cherry Shows, William J. Hilliar, of late, and all deserving. All would add to this comment that the result of the good work done the past two years by this prominent publicity man has not been entirely confined to the Rubin & Cherry organization, but to the carnival profession, almost as a whole, especially to companies traveling the Eastern States (North to South). The action and canoe of effect is not generally known among even carnival people themselves. On several occasions Hilliar was the prime factor (in the case) of local newspapers changing their printed "views" and sentiment from that formerly expressed in strong terms against carnivals, and all has read both the previous and the changed statements in question. The press agent who aids the cause of his own show, without trying to knock the eye out of all others, and at the same time furthers the interest of his own company by disqualifying propagandish statements by self-interest "objectionists" (who attempt to class their equals—yes, human kind and the costly, meritorious attractions as cheap-penny, unworthy entertainment), deserves credit, much of it, and not only from his own company's personnel, but all well-intentioned, good American showmen. "Bill" Hilliar, more power to you.

**Showmen! Here's Big MONEY**

Turn wintertime into real profits. Box Ball does it. One man reports a return on a single alley of



**\$118 Per Week**

Box Ball is a clean, automatic, portable bowling game, easy to play and extremely fascinating to young and old. No pin boys or help needed. Each alley has an earning capacity of \$1.50 per hour. Box Ball alleys can be operated in any ordinary store space or under a tent.  
 Many are cleaning up \$100 per week with two single alleys running only a few hours daily. You can do as well or better.

**ACT** Write at once for special showmen's proposition. Make the Big Money now, when you need it most. Don't wait. address

**American Box Ball Co.**  
 966 Van Buren St., Indianapolis, Ind.

**PUT & TAKE BOARDS**

55 Cents Each in Lots of 25  
 Sample, 75 Cents, Prepaid



Here's a whirlwind profit maker for operators, jobbers and salesmen. An ideal size board, 300 holes. Every other hole a winner. Flashy three-color front. \$10 margin a board for the dealer. Put range from 5c to 25c. Take from 5c to \$1.00. Sells five times as fast as any similar board and one-third cheaper in price. Immediate delivery. Write for descriptive circulars today.

**PEORIA NOVELTY CO., Peoria, Ill.**

**CHINESE LUCKY RING**



The big hit. Everyone wants to wear this unusual Oriental Wish Ring.  
**Price, \$9.00 Doz.**  
 STERLING SILVER.  
 Retail, \$1.50  
 25% Cash, bal. C. O. O.  
**LE-MEE CO.**  
 757 6th Ave., N. Y. C.  
 Send \$1.00 for sample.

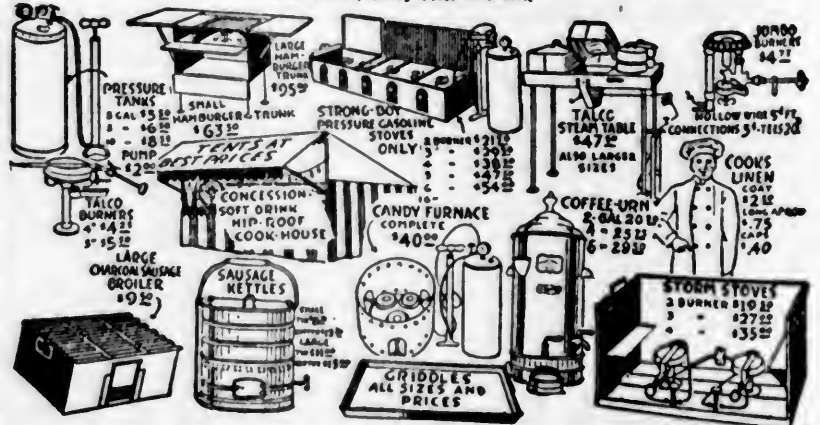
**WANTED CAROUSEL 2 OR 3 ABREAST**

Portable Overhead Jumper. Also Ell Wheel or Whip. Must be bargain for cash. E. B. CORBETT, 19 78th St., Woodhaven, New York.

If you see it in The Billboard, tell them so.

**COOKHOUSE GOODS—JUMBO BURNERS**

Strong Boy Stoves, Tanks, Pumps, Griddles, Hamburger Trunks, Steam Tables, Coffee Urns, Lined Juice Outfits, Candy Floss Machines.



Our line of Cookhouse and Concession Equipment and Supplies is well known and the most complete and reasonably priced in the country. We have just the sort of goods the Roadman needs. You are cordially invited to write us, stating your requirements, and we will mail catalogue.  
**TALBOT MFG. COMPANY, 1317-19 Pine St., St. Louis, Mo.**



**Agents and Demonstrators**

HERE IS A GOLD MINE



Combination Shopping Bag and Coin Purse. When open measures 17 1/2 x 12 1/2. Greatest money maker out.

**PRICE**  
No. 1 .....\$5.50 Doz.  
No. 2 ..... 6.25 "  
No. 3 ..... 7.00 "  
Sample mailed for 75c, 3 samples for \$2. All orders shipped the day received. 1/4 deposit, balance C. O. D.

LAWDALE LEATHER GOODS CO.,  
1241 South Lawndale Avenue, Chicago, Illinois

**CHINESE BASKETS**

7 Rings—5 Tassels



**\$2.75**  
Nest

\$3.00 for Sample  
Four-Legged Baskets, 4 to the Set, \$6.00 per Set, \$5.50 for sample. Deposit required on all orders.

Also Chinese Bird Cages

**J. J. DAVIS,**  
185 Stevenson Street, SAN FRANCISCO, CAL.

**ARMADILLO BASKETS**



Best Selling Novelty on The Market

From these nine banded, horn-shelled little animals, we make beautiful Baskets. Highly polished, lined with silk. Make ideal work baskets. Write us quick for quantity prices.

The APELT ARMADILLO CO., Comfort, Tex.



**The Simplex Typewriter**

Only \$275. A Boston customer wrote Jan. 3rd, 1921: "The Simplex can't be beat for the money. I am well pleased." Send \$275 cash. M. O.

Buy Letter or "Try me with a C. O. D." Rush your order right along. We thank you.  
WARD PUB. CO., Tilton, N. H.

**BALL GUM**

"Shelby Special" Ball Chewing Gum is a high-grade product in every particular, made in five colors and flavors. The best on which to build and retain your business. Samples and prices on request.

The Shelby Supply & Mfg. Co.  
SHELBY, OHIO.

WE ARE THE LEADING MANUFACTURERS OF

**MARABOU**

FOR TRIMMING DOLLS' DRESSES  
AMERICAN MARABOU COMPANY  
47 FIFTH AVENUE, NEW YORK CITY.

**FOR SALE—MERRY-GO-ROUND**

Three-Abreast Allan Herschell, in No. 1 condition. Can be seen in operation at Columbia, S. C. Also Cook House, 12x14 feet; goes up on hinges; griddle and tank, stove, dishes, etc. Will sell cheap. If interested see J. B. HOWELL, 1225 Wayne St., Columbia, S. C.

**MOTOR INVENTIONS,** Box 555, Englewood, N. J. has openings for good subscription solicitors. Exclusive field. Turn in fair.

**RUPPEL'S GREATER SHOWS**

Lineup To Contain Twelve Paid Attractions Coming Season

Morristown, N. J., Jan. 26.—Ruppel's Greater Shows, with twelve paid attractions, including five riding devices and seven side-shows, will open its season 1922 in Morris County, N. J., and tour New Jersey, New York and Pennsylvania. The show will be out for 26 weeks, same as last season. There will be new added attractions, including two new rides, Traver "seaplane" and a Parker "fairly swing." There will be all new tops and new fronts. The show will carry an eight-piece band and a free attraction.

Mr. Ruppel has spared no expense to make his caravan one of the best 10-car shows. He carries no agent, as he does all of the advance work himself. The Ruppel Shows will return to Long Island this coming season, and contracts have already been closed. Most all of last season's staff will be with the show. Among the new ones signed are Joe Moore, of Lancaster, Pa., with a string of concessions, and Bill Kauffman, as legal adjuster.—TOM S. MOORE (General Agent).

**RILEY AND DUFOUR**

Seek Recovery of "Overpaid Taxes"

Richmond, Va., Jan. 24.—Matthew J. Riley and Lew Dufour, widely-known carnival managers, are beseeching the General Assembly of Virginia, now in biennial session, to return to them \$1,603 which, it has been discovered, they overpaid in license taxes to the Commonwealth of Virginia when their shows played Richmond last spring.

It appears that thru a misapprehension of the tax collectors all of the carnival companies playing Richmond last year were overcharged. The courts have so decided. The treasurer, however, contends that there is no law under which he is authorized to disburse tax moneys voluntarily paid into his coffers. He is willing to disgorge if the showmen will show him how it can be done legally. Hence the two carnival men have induced T. Gray Haddon, member of the House of Delegates from Richmond, who is also a lawyer, to introduce a bill in the Legislature providing for the reimbursement of Riley and Dufour. The former paid \$1,200 too much taxes and the latter \$603.

The example of Riley and Dufour was promptly followed by Samia Grotto, Mystic Order of the Veiled Prophets of the Enchanted Realm, which organization paid the same sort of taxes about the same time. The Veiled Prophets claim to have paid in \$1,600 too much. They have a bill similar to the bill for the relief of Riley and Dufour.

Numerous other attractions probably overpaid their taxes.

**BILLIE CLARK'S BROADWAY AND BLUE RIBBON SHOWS**

The winter quarters of Billie Clark's No. 1 and No. 2 shows, at Norfolk, are working overtime getting things in readiness for the coming season, all equipment being overhauled, remodeled, enlarged and redecorated. Billie Clark has returned from an extended trip in the East and Middle West, where he visited several amusement device manufacturing plants, also the Maple Shade Wagon Works, where he made arrangements to build six wagons. The wood carvings and the gold leaf to be used on the five new wagon fronts have arrived from Philadelphia, and everything is progressing nicely. The recent ad in The Billboard kept Manager Clark busy opening mail which he received from numerous show, ride and concession owners. There were over 100 letters from various bands.

Johnny Wallace, who has the 10-in-1, has just purchased a complete new outfit, the order being given to K. E. Moore, of the Norfolk Tent and Awning Co., and he is also expecting the arrival of seven rhesus monkeys, which he recently purchased. Mrs. Wallace has placed her order for a 20-foot ball game, one of the best of its kind on the market. Mr. and Mrs. R. J. Carey, concessioners, who are visiting relatives in Michigan, are expected to return to Norfolk soon. Mr. and Mrs. Billie Winters, of the Blue Ribbon (No. 2) Shows, have returned from an extensive business trip. A heavy windstorm, which passed over this section of the country recently, "delivered" at Norfolk "Windy" Allen, who was immediately put to work building the new show fronts.—C. LORRAINE (Show Representative).

**RICE AT FAIR MEETINGS**

Portland, Ore., Jan. 24.—W. H. (Bill) Rice, general agent of the Greater Sheesley Shows, passed thru here the latter part of last week on his way to the Western Canada Fairs Association meeting at Brandon, Man., Can., and from there goes to the Pacific Coast Fair Association and Inter-Mountain Fair Association joint meeting at Seattle, Wash., February 2 and 3. He will return to his home in Los Angeles about February 7. Incidentally Mr. Rice and his family are think well of California as a place to reside.

**MAGICAL IRVING WITH WOLFE**

T. A. Wolfe, general manager of the T. A. Wolfe Shows, has closed contracts with Magical Irving for the coming season. Irving is a well-known magician, illusionist and exponent of second sight. He has been identified with the vaudeville business and was a feature with a number of well-known circuses and carnivals. He is at present appearing in vaudeville, and will be featured in one of the midway attractions with the Wolfe organization this year.

**WILL WINTER IN CHICAGO**

Chicago, Jan. 26.—Floyd R. Warner, general agent for the K. G. Barkfoot Shows last season, was a Billboard caller last week. He said he will spend the rest of the winter in Chicago and probably go with the Seis-Floto Circus, with a pit show attraction, the coming season.

**DO YOU WANT QUALITY?**

This year quality means more than ever before and only those who give people their money's worth will make money. We are in a position to give you quality, service, flash and prices. Write us for Price List and Catalogue, or better still, send \$1.00 and receive an assortment of Ireland's Carnival Specials. Consisting of:

- 1 BOX CHOCOLATE COATED CHERRIES
- 1 WHIPPED CREAM SPECIAL
- 1 No. 108
- and 4 EMPTY FLASHY BOXES

**CURTIS IRELAND CANDY CORPORATION**

24 S. Main Street, St. Louis, Missouri

**HARRY C. HUNTER SHOWS**

NOW BOOKING

**Shows, Rides, Concessions**

for another long and prosperous season. Will play eleven of Ohio's **Biggest Day and Night Fairs**. As usual, the route will consist of a line of towns where people are working, and shown at the proper time, as Mr. Harry C. Hunter will do all booking. **LIVING SIDE SHOW ATTRACTIONS** of all kinds. Can offer a pleasant and prosperous season. All photos, etc., returned. Harry, glass blower, please write.

HARRY C. HUNTER SHOWS, North Side P. O., Pittsburg, Pa.

**LORMAN-ROBINSON FAMOUS SHOWS, INC.**

**WANT**—SEAPLANE to complete our Riding Device outfit, **WANT CONCESSIONS** Silver Wheel, Blankets, Ham and Bacon, Dolls, Pillow Tops and other Wheels. **LONG RANGE SHOOTING GALLERY**, Fish Pond, Huckle-Buck, Cigarette Shooting Gallery, Hoop-la, etc. Doc Meyers wants for his Cook House, Partner or Man to work 50-50. Address 610 Georgia Avenue, Chattanooga, Tenn. E. B. Braden wants his people to write him, R. F. D., No. 1, Lynnville, Tenn. Address all Show mail

**CHARLES R. STRATTON,**

339 Washington Street, Newark, N. J., N. B.—Can use man to take charge New Allan Herschell Carrousel.

**CONCESSIONS WANTED**

FOR PALM BEACH SEMINOLE SUN DANCE

Co-Operating With

**STATE CONVENTION AMERICAN LEGION**

MARCH 15, 16, 17. WEST PALM BEACH, FLORIDA.

State full particulars in first letter. Address SEMINOLE SUN DANCE, West Palm Beach, Fla.

CONCESSIONAIRES—AGENTS—PREMIUM MEN—SALESMEN

**YOU CAN MAKE BIG MONEY!**

NOVELTY FELT RUGS WILL DO IT FOR YOU

28x58 Assorted Colors—Per Dozen \$18.00

SPECIAL PRICES ON QUANTITY ORDERS

SEND \$2.00 FOR A PREPAID SAMPLE OF THIS WONDERFUL RUG.

MANUFACTURERS ALSO OF HAND BAGS, PILLOW TOPS AND COLONIAL RAG RUGS.

**FORDHAM MILLS** 266 West Houston St., New York City

**FOR SALE—AT A BARGAIN**

Completely equipped Ten-Car Carnival Company, with two Riding Devices, Wagon Fronts, Flat and Box Wagons, etc. All in good shape and ready for the road on short notice. Requires \$10,000.00 cash to handle. Balance easy terms. Address Z.-B., care Billboard, Cincinnati, O.

**THE BADGER UNITED SHOWS**

WANT FOR SEASON 1922—Carrousel, Hit Wheel, on liberal percentage basis. SHOWS—Athletic, Hawaiian, Society Circus, Tableid, Pit and Platform. Will furnish outfits for shows. CONCESSIONS all open (exclusively). Address 722 Penn. Ave., Sheboygan, Wis. P. S.—Want Partner to take half interest (General Agent or Secretary and Treasurer preferred, others write).

# PHIL HAMBURG'S GREATER SHOWS

## NOW BOOKING FOR 1922 SEASON

I have MERRY-GO-ROUND, FERRIS WHEEL, SEAPLANE, ILLUSION SHOW and I HAVE FIVE COMPLETE UP-TO-DATE SHOW OUTFITS FOR CAPABLE SHOWMEN.

I WANT ATHLETIC SHOWMAN—Jack Reece, Walter Keagan, Harry Mamas, write. TEN-IN-ONE SHOWMAN—Jim Hodges, write. PIT

SHOWMEN—Doc Best, write. WANT ANY NEW AND UP-TO-DATE SHOWS and ALSO MECHANICAL SHOWS.

COOKHOUSE and juice for sale, exclusive. All wheels and concessions open, no exclusives, but only two of a kind. Lew Herman, Ike Mellen, Prof. Lamar, write. I will not tolerate grift or girl shows.

WE OPEN IN HARTFORD, CONN.

PHIL HAMBURG, 77 Oxford St., Hartford, Conn.

Philadelphia Representative, WM. (BILLY) GEAR, 664 N. 12th St.

### "WIN WITH THE WINNER OF THE WORLD" FAMOUS WESTCRAFT VAMPIE

Awarded Gold Medal at the recent Exposition of Mexico, won First Prize at Alexandria Doll Show, won First Prize at the Doll Show of Venice, was chosen by C. A. Wortham to present to Mayor of San Antonio. One store using the Westcraft Vampie exclusively grossed 20,000 paces in a single week at the Exposition of Mexico City.

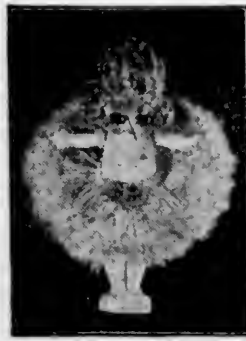
**VAMPIE LAMP**  
SAME AS CUT. **75c** WITHOUT SHADE, DRESS OR GLOBE. Marabou Trimmed Shade, Same as Cut, 35 CENTS.

**VAMPIE HAIR DOLLS**  
SAME AS CUT. **30c** WITHOUT DRESS. Marabou Dresses, Same as Cut, 17½ CENTS.

**HAIR SQUATTIES, \$20.00 Per Hundred**

ALL DOLLS CAREFULLY PACKED IN WOODEN BOXES. 25% cash with order, balance C. O. D.

WESTCRAFT STUDIOS, 1016 S. Broadway, LOS ANGELES, CAL.



## ANOTHER WINNER

A Live Wire Proposition—  
For Operators and Jobbers



This Board Has  
2000 Holes and  
Takes in \$100.00

Price of this Board and  
Two \$10.00 Beacon  
Blanket Bathrobes,

**\$14.50**  
**NOVELTY**  
**SALES CO.**  
902 Walnut St.,  
PHILA., PA.

### OVER \$200.00 WEEKLY

in M. Ryan's Steady Earnings With His

SUGAR PUFF WAFFLE MACHINE



Made from secret recipe and methods which we teach you. No experience or skill needed. No splicing—beautiful machine—sanitary methods—and enticing look and odor of PUFF WAFFLES force the sales. Machines shipped on trial are complete and ready for business, and are priced from \$77.50 to \$162.50.

Write for full information.  
TALBOT MFG. CO., 1317-19 Pine St., St. Louis, Mo.



### The Simplex Typewriter

A West Virginia customer wrote: "I would not part with the Simplex for five times what I paid for it." A Connecticut customer writes: "My little girl is well pleased with the Simplex." Agents wanted. Only \$2.75, cash or C. O. D. Hurry your order. We thank you. Ward Pub. Co., Titon, N. H.

## Bargains For Sale

- 1 Shooting Gallery on Wagon,
  - 3 Electric Player Pianos,
  - 1 Richardson Root Beer Barrel,
  - 1 Golden Orange Bowl,
  - Several Penny Arcade Machines.
- Suitable for Park or Carnival.
- SHOW PROPERTIES,  
616 Lyceum Bldg., Pittsburgh, Pa.

**WANTED—JOB AS ELECTRICIAN**  
with carnival, or some good show. Would place a new Swing or Riding Device with the same company if proper arrangements can be made. Write C. J. WILHEM, Rochester, Minnesota.

**A COMPLETE COOK HOUSE FOR SALE**  
Booked for season with Lorman-Robinson Shows. Write or wire. C. N. (DOC) MYERS, 616 Georgia Ave., Chattanooga, Tennessee.

# WADE & MAY SHOWS

Open at Detroit, April 25

Can place a few more Concessions—Dolls and Doll Lamps sold—all others open. Hoop-La, Cut Flowers, Cane Rack, Knife Rack, Pop Corn, Waffles and Perfume are some of the Grind Stores open that we will sell exclusive. Our terms are reasonable and include all after joining. Write what you have. Address

## WADE & MAY SHOWS

289 Elmhurst Avenue, DETROIT, MICH.  
PHONE, HEMLOCK 6664.

### STRUBBLE & HOLLIDAY SHOWS

Bound for Texas Border

By the time this is being read, the Strubble & Holliday Shows will doubtless be playing the Texas border country. San Marcos is the stand for week of January 23, and this is to be followed by New Braunfels.

The shows played a two weeks' engagement under the auspices of the American Legion at Gonzalez, Tex., and received many compliments, both on the attractions and the personnel of the company. There are many new arrivals on the show, the names of all not yet having been learned by the writer. Most prominent on the midway is the new Wild West and the Musical Comedy Show. "High Striker Pete" (Conlin) says he drove his "hizzle" over 1,000 miles to join the caravan. The management has announced that contracts for the Laredo (Tex.) Washington's Birthday Celebration, to be held February 18 to 23, have been signed by General Agent Harry L. Rork, and this should prove a very successful engagement.—CARL V. NOLD (Show Representative).

### LAZIA ACTIVE IN RELIEF WORK

Kansas City, Mo., Jan. 24.—Senator Pedrecca, from Italy, was in town last Sunday and made a special address at the Karnes School here in behalf of the Italian sufferers from tuberculosis induced by the war. John Lazia, owner of the Mighty Doris Exposition Shows, is the president of the Italian-American Club, of Kansas City, and takes a very great interest in the good of the Italians in this country, devoting time, money and effort in their behalf. The amount to be raised from Kansas City is \$5,000 for this relief work, and in two days \$2,500 was subscribed, and the balance in easy night, as the drive closes January 25. All the leading Italians in Kansas City have been very active in this drive and have aided Mr. Lazia in every way. Mr. Lazia made an interesting speech at the meeting for Senator Pedrecca.

### WITH THE KOKOMO TROUPERS

(Continued from page 66)

Royal Circus: Jess Adams, John Robinson Circus; Harry Martin, Gollmar Bros. Circus; Glen Goding, No. 1 advance car of the Ringling-Barnum Circus; Lon Smith, Sparks show; Charles Darrel, No. 1 advance car of the Hagenbeck-Wallace Circus; Bennie Darrel, on the advance of the Sparks show; Tod Thomas, undecided; James Cobb, in clown alley with the Walter L. Main Circus; Colonel John Admire, with Terry's "Uncle Tom's Cabin" company on the advance; Ed Hirner, in an official capacity with one of the big ones. George and Jim Bertha are undecided. It is likely that they will stay here to look after their interest in the Triangle Soda Shop and Showmen's Club Rooms. Madelyne Graham recently left for New York to resume her duties with a well-known dramatic road show. Graham Brothers will no doubt launch their two-car show in the near future. The writer will leave for New Orleans shortly to take up his duties as side show manager with the Rhoda Royal Circus.—RAY DICK.

1922—Seventh Season—1922

## WALLACE MIDWAY ATTRACTIONS

WHAT WE HAVE—Merry-Go-Round, Ferris Wheel, Athletic Show, Chas. Fournier's Ladies' Band (all second season with this Show), Cook House, Doll Wheel, Pitch Till You Win, one Ball Game and Novelties.

WANT—Any good Bally or Grind Show; will furnish Top for Show of merit. No Girl Show. Ten-in-One.

WANT—CONCESSIONS of all kinds not conflicting with above.

Can place two Ball Games.  
Address I. K. WALLACE, Mgr., Bellefontaine, Ohio.

## BARGAIN SALE---No. 5 BIG ELI WHEEL

"THRU THE FALLS," rebuilt and A-1 condition, with 4 h. p. Cushman Engine, \$900.00. "FROLIC," 8 h. p. Northwestern Gas Engine. Set Steel Run, Snubbing Post and Ropes, Train Plates, CASH OR CREDIT. Stored Near New York. Address ELI, care The Billboard, 1493 Broadway, New York.

## NOTICE—I Have Ten Concessions, All New

18-ft. Wheels, Lights, Background. Can book on 20-car show. Will cut anyone in at 50-50 who will furnish stock for same. Address A B C, 391 Conroy Bldg., San Antonio, Texas.

## Wanted for John C. Aughe's Pit Show

Glass Blower, Bag Piper, Freaks, Fire Eater, Girl to handle Snakes, Fat Lady, Ticket Seller who can make opening. Show opens in April. Address JOHN C. AUGHE, 1016 N. Flores St., San Antonio, Tex. Allah, write.

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

# ATLANTIC AMUSEMENT COMPANY

HARRY FASAN, Gen. Agent. LEONARD DE BLAKER, Gen. Mgr.

NOW BOOKING SHOWS AND CONCESSIONS—FOR SEASON 1922

A few Merchandise Wheel Concessions open. Cook House, Juice Joint and Grind Stores Wanted. We own our own three Riding Devices. This show will play New Jersey, Pennsylvania and New York States. Address all mail to HAROLD DE BLAKER, Sec'y, 102 Birch St., Paterson, N. J.

COMPLAINT LIST

The Billboard receives many complaints from managers and others against performers and others. It publishes below a list of such complaints, with the name and address of the complaining party, so that persons having a legitimate interest in the matter may make further inquiries from the complainants if they desire.

The publication of the list does not imply that the complaint is well founded, and The Billboard assumes no responsibility for such information as may be given by the complainant to parties inquiring.

Names will appear in this list for four weeks only. Anyone interested might do well to make note of them:

- BEN BOW, ELLSWORTH. Complainant, Mrs. W. G. Wren, 1329 Wade street, Indianapolis, Ind.
DAVID, W. L., and WIFE. Complainant, King Allison, Steelville, Ill.
FORBES, RUTH, Chorus Girl. Complainant, Bert Wallace, Mgr., Zarrow's Classy Steppers, Care The Billboard, Cincinnati, O.
GIBSON, JAS. H., Carnival Promoter. Complainants, Con Truth, 28 West Market street, Akron, O., and L. R. Fomeroy, 205 E. Market street, Akron, O.
JAMESON, P. E., General Agent. Complainant, Guy Hallock, 516 W. 2nd street, Duluth, Minn.
SPERRY, BOB, Vaudeville. Complainant, Frank King, Alamac Hotel, St. Louis, Mo.
STALE, JACK. Complainant, Mrs. W. G. Wren, 1329 Wade street, Indianapolis, Ind.

T. A. WOLFE'S SUPERIOR SHOWS
Winter Quarters Work Now Going Full Speed

Rochester, N. Y., Jan. 26.—While the snow continues to fall and while the grounds are covered deep with a white mantle, inside the well-warmed buildings at the Batavia (N. Y.) fair grounds a score of enthusiastic mechanics and aides are busy working on the equipment of the T. A. Wolfe Superior Shows, which have their winter quarters at that convenient point. The work of overhauling the machinery is practically complete, altho motors and engine parts have been sent to the foundry for re-filing and new cylinders and pistons have replaced old ones where required. A place has been made in one of the buildings for the new wagons, which are in the hands of the French Wagon Works at Maple Shade, N. J., and some of which will be ready for delivery at winter quarters in a few days. Among these are special wagons which are being built for the "Dodgem," and which, it is said, will be a revelation of the wagon builder's art. Work on the new "Dodgem" is progressing favorably, and, under the supervision of George Long, engineer-architect, it is expected that the giant riding device will be ready to set up for experimental rides in a few days. This new ride will be of especial construction, and new and unusual ideas have been employed in the design of the structure in which the ride will operate. This will be made along artistic and attractive lines, with special ideas in decorative effect and in illumination. Work at the offices is moving with dispatch and effect, and many concessioners from Buffalo, Syracuse and from nearby points have been among the many visitors. Every communication from General Agent W. C. Fleming brings new contracts, and the fair season is virtually complete.—SYDNEY WIRE (Press Representative).

KENNEDY SECURES MIDGETS
Again Invades Foreign Amusement Marts

With the recent return to this country of Geo. Bistany, well-known international agent, whose headquarters are in New York City, it became definitely known that one of the principal reasons for Bistany's last trip to the European Continent was to fill an order for Con T. Kennedy. For some years Mr. Kennedy has had various midget troupes with his carnival, and last year proved to him, beyond the shadow of a doubt, that the public would go to see midgets, provided that the midgets were real entertainers. Bistany scoured the Old World over pretty generally, and last August called that he had a troupe of six perfectly formed lilliputians who possessed real showmanlike tactics and who were entertainers and not posers. The troupe consists of three men and three women, and the tallest is 26 inches in height. This troupe will be one of seven feature attractions that Mr. Kennedy will exploit this coming season. Bistany will act as New York representative of Mr. Kennedy, while a well-

SALESMEN WANTED
New Auto Accessory. Salesmen get a "JAD" Perfect Spark Plug Cleaner. Cleans the plugs thoroughly. Live Wire Seller to all autoists. Sample, 40c. Ford Safety Footboard Holder, 50c. AUTO HOLDER CO., Glens Falls, New York.

FOR SALE
LOT MACHINES OF ALL KINDS FOR SALE CHEAP. Address NICKING MFG. CO., 1931 Freeman Ave., Cincinnati, Ohio.

WURLITZER BAND ORGANS
REPAIR DEPT. Most Complete in the Country EXPERT REPAIRMENT All Work Guaranteed NOW IS THE TIME
STORAGE DEPT. ABSOLUTE PROTECTION
FREE OF CHARGE
NEW AND USED BAND ORGANS FOR SKATING RINKS, DANCE HALLS, PAVILIONS, ETC. THE RUDOLPH WURLITZER MFG. CO., NORTH TONAWANDA, NEW YORK.

"CHICAGO" SKATES MEAN SERVICE
Service and good management are sure to win SUCCESS. That is what you want. WRITE US TODAY.
CHICAGO ROLLER SKATE CO. 4458 W. Lake St., CHICAGO, ILL.

SPECIAL OFFER ON COMPLETE PORTABLE SKATING RINK OUTFITS
Size 41 x 90 includes Waterproof Tent, Sectional Maple Floor, Railing, Skate Counter, Seats and Skateboy Boxes, Skates, Band Organ or Una-Fon. All ready to set up and do business. Don't delay on this special offer.
United States Tent & Awning Co. Phone Haymarket 444 225-231 No. Desplains St., CHICAGO

known showman and close friend of Mr. Kennedy abroad will keep him apprised by cable of future novelties. This same showman is now in Asia Minor.—F. H. KRESSMANN (Press Representative).

J. F. MURPHY SHOWS
Inaugurate New Season First Week in March

Greenville, S. C., Jan. 26.—The J. F. Murphy Shows will open the 1922 season the first week in March, according to announcement from General Manager J. F. Murphy. This news was heralded with much excitement around winter quarters and notice has been sent to all showmen and concessioners contracted with this caravan. While considered a little early for this section, Manager Murphy is going by a "bunch," as he calls it, and remembers one of the best seasons in his career was launched under similar circumstances. In order to have everything in readiness for this early date, an extra crew of men has been put to work and some of them are putting in many hours after dark. The repair and paint work on the merry-go-round is completed and the new electric fronts are well under way.

Added to these fronts much new equipment has been ordered, and the show expects to take the road as the most pretentious ever under this banner.

General Agent Owen A. Brady was in winter quarters recently for a conference with the business staff and stated the routing of the show is well under way and many good stands are in anticipation for the spring.

It was a great time for the local colony of showmen when J. F. Burns, of Midget Village fame, returned from his holiday vacation in the North. Mr. Burns was host to the entire personnel in his private car, "Jersey City," with a sumptuous banquet.

Frank Meeker gathered a small orchestra and furnished a very pleasing musical program, while Bessie Meier (Mermaids) holds the honor for all arrangements and palatable dishes served to those in attendance. Owen Brady also came in for praise from everyone by acting as toastmaster and pacemaker. Among those present were: Mr. and Mrs. Murphy, Mr. and Mrs. Harry Ramish, J. F. Burns, Mr. and Mrs. Gus Shiflet, Mr. and Mrs. Frank Meeker, Mr. and Mrs. Howard Benson, Capt. Fred Delvey, Jas. Sullivan, Jas. Mooney, R. F. McLendon and others. At the conclusion of the evening a vote of thanks was accorded Mr. Burns, and the occasion will long be remembered by all.—R. F. McLENDON (Show Representative).

EXHIBITIONAL AVIATION
BALLOON ASCENSIONS AND PARACHUTE DROPS
LT. LOCKWOOD Signs Up Daredevil Phillips
RUTH LAW Outlines Plans for Season of 1922

Pittsburg, Pa., Jan. 26.—Lt. Lockwood, one of the best-known aerial stunt artists and air veterans of the great war, is now in the Pittsburg district, putting on a series of exhibitions. While paying his respects to the local Billboard office he met Glenn Phillips, Pittsburg human fly and aerial stunt man. The result was that Lieutenant Lockwood has signed up "America's Youngest Daredevil," and they are now putting thrills into Iron City citizens with their building climbing, roof balancing and other feats of daring. Together they climbed the George Hotel on Sixth street. "Just to try it out," with the result that several big firms have signed them up to do advertising stunts. January 24 they climbed the Doubleday Hill Electric Building, and the announcement made by Manager Hill, introducing their act, is now being flashed thru the radio service all over the country. At the finish of their climb both daredevils do a sensational head stand on the edge of the roof.

Detroit, Jan. 26.—Ruth Law, well-known aviatrix and owner of the Ruth Law Flying Circus, was in Detroit Tuesday in conference with George D. Dickinson, secretary-manager of the Michigan State Fair. Miss Law told The Billboard representative she was calling on some of the State fair managers thruout the country and had already closed some good contracts for 1922. She said: "The flying program which I have outlined for the coming season will have plenty of thrills. In addition to standing on the top of my plane, while looping the loop, which I intend to use again this year, I have developed several thrillers which I will introduce during the coming season. Lieut. Verne Treat, Louis James, Cliff Woodbury and Jack Cope will be with me again this year." Incidentally, in company with Miss C. S. C. Eisenbrey, assistant secretary of the Michigan State Fair, Miss Law attended a team conference of the Zonta Club, of which she is an honorary member, to make plans for a masque ball to be held here February 24. Miss Law stated that she expects to come over from Chicago to attend the ball and will mask as a full-fledged aviatrix.

Look thru the Letter List in this issue. There may be a letter advertised for you.

RINKS & SKATERS
(Dcommunications to Our Cincinnati Offices)
DROLICK WINS 25-MILE RACE
Joseph I. Miller, manager of Sam Drollick, Omaha speed skater, writes that Drollick won the 25-mile race staged at D. O. Piper's rink, Omaha, on the evening of January 18. Several hundred people witnessed the race. Drollick finished one mile ahead of his closest competitor. His time for the 25 miles was 1 hour, 30 minutes, 37 2-5 seconds. Miller states that Drollick expects to visit Chicago and the large Eastern rinks soon, taking on all professional racers. "Sam turns down no reasonable race," says Miller, "from half mile to 50 miles, or a 24 or 72-hour endurance race. His time for the 50 mile is 2:23, for two miles, 4:58; five miles, 13:37."
TIED FOR ICE SKATING LAURELS
Charles Jewstraw of Lake Placid, and Roy McWhirter of Chicago divided honors in the two senior events of the national amateur outdoor ice skating championship meet at Plattsburg, N. Y., on January 24. Jewstraw won the 220-yard dash, while the Chicago speedster finished first in the three-quarter mile event. At the end of the day each had forty points to his credit. Joe Moore of New York and Russell Wheeler of Montreal lost an opportunity for getting into the finals because of a collision in which both men were thrown to the ice. The accident occurred in the semi-final of the 220-yard dash while the two were leading.

SKATING NOTES
An interesting race staged at Riverview Rink, Chicago, last week was the five-mile Berlin style race, which was won by Roland Cloni after a hard battle with Joe Laney. Cloni secured 44 points, Laurey 41, Al Krueger 25, Geo. Schwartz 18, Jack Clark 10. Wm. Ehlert and N. Champlain also skated. Cloni took three sprints, while Laurey took two. On the same night a one-mile amateur event was run, with Al Swanson as the winner, N. Ulrich second, and Jones third. Time, 2:40. A crowd of 2,000 persons saw the races. Basket ball on roller skates seems to be quite popular at the Illon Roller Rink, Illon, N. Y., where several teams have been organized. Special match races between local and out of town performers feature the roller skating exhibitions at the Rock Springs Park, Chester, W. Va., every Thursday night, according to Charles Smith, manager. Steve Fallon has had the Army Rink, Elizabeth, N. J., for several weeks and has been doing a wonderful business, according to a report received from Harry Henry, of Newark. A few nights ago Oliver Walters raced against a motorcycle rider. He was allowed a lap lead. The motorcycle rider overtook him at the eleventh lap, but finished only ten yards in the lead. W. A. Grace, manager of the Triple "A" Rink, Oklahoma City, Ok., recently staged a race meet in which Roland Cloni, Ray Davis and others took part. As usual, Cloni cleaned up and demonstrated that he is still the real champion. The LeMays have closed their Hillsboro, Ill., rink and have opened the Coliseum Rink in Bloomington, Ill. It is their intention to put on attractions. "We are playing broad ball and both skaters and spectators seem to like it," they say. Harold H. Keettle has closed his Ashland, O., rink and will continue his rink at Oberlin, O., until spring. He reports that business continues good. Robins, Nyllin and Robins appeared at Judd's Rink, January 20-22, and the rink patrons liked them. Races are being put on at the rink frequently, with some well-known skaters competing. Baby Margaret Chapman, about whom several persons have inquired, is now located in Springfield, Ill.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

Richardson Skates
The first best skate, the best skate today
In any business it is superior equipment which insures profits and in the rink business it is Richardson Skates which earn real profits.
WRITE FOR CATALOG TODAY.
Richardson Ball Bearing Skate Co. 1809 Belmont Ave., CHICAGO

FOR SALE - New Wurlitzer Band Organ No. 125 \$800.00. Will stand shipping charge if bought at once. WM. E. LEONARD Ridgeway, Missouri.
120 PAIRS RINK SKATES (FIBER ROLLS) FOR SALE, \$1 per pair: 95 pairs Richardson—4 2a, 7 3a, 10 4a, 20 5a, 27 6a, 20 7a, 7 8a; 25 pairs Chicago—1 3a, 8 6a, 11 7a, 5 8a. \$25 deposit, balance C. O. D. JOE F. LOGSDON, Rink Theatre, Barton, Maryland.

# TRADE SHOWS AND INDOOR EXPOSITIONS

BAZAARS, INDOOR CIRCUSES, INDUSTRIAL EXPOSITIONS, MUSEUMS, ARCADES, DEPARTMENT STORE AMUSEMENTS, STORE ROOM SHOWS

## NAZIR GROTTO "CIRCUS"

Has Auspicious Start at Akron—Well-Known Circus Acts are Presented

Canton, O., Jan. 25.—Under most auspicious circumstances the Nazir Grotto Indoor Circus opened Monday night in the City Auditorium to a good-sized audience. With Fred Ledgett, equestrian director, the show went over without a hitch. Public and press lauded the circus as being by far the best ever staged in Canton and, if attendance continues through the week, the show will be a big financial success. Promotions previous to the circus itself, have netted the Grotto a nice fund.

Promptly at 8:15 Ledgett's whistle sounded and Nazir Grotto Patrol of 32 men marched into the arena and upon the stage, where they offered a snappy ten-minute drill. Following the opening number the clowns dashed around the track and into the ring, where a revolving table provided much merriment. A pony and mule helped with the fun. The Siegrist Sisters presented their iron-jaw act, followed by the act of the three Nelson Sisters on the wire. Irene Montgomery offered her aerial ladder number, which was a big hit. Charles A. Patterson performed on the stage with his jumping and novelty act. The Joe Hodgkin troupe's act went over big, especially Joe, with his comedy antics, and he was compelled to respond to an encore. The Nelson Family presented their acrobatic offering, which was one of the most warmly received of the entire program.

The Charles Bell Trio then executed their comedy acrobatic offering. The big act of the bill was five elephants from the John Robinson Circus, presented by Irene Montgomery. Under direction of Doc Keene, the clown band of fifteen pieces made a hit with the audience from the very start. The Charles Siegrist Troupe of aerialists closed the show.

Despite that weather was almost zero a parade was out Monday noon, headed by a 40-piece Nazir Band. The horses, elephants, clown band and all the performers were in the procession. One of the most ardent committee men assisting Rex McConnell, chairman of the Nazir Grotto committee, is Clint V. Meyer, husband of Rosa Rosiland, formerly featured in her riding act with the large circuses.

## K. OF P. INDOOR CIRCUS

At Greenville, O., a Success, Is Report

Greenville, O., Jan. 26.—Floyd M. Helms, general manager, and Bert Crisler, chairman of the committee, state that their indoor circus, this week at the K. of P. Hall, under the auspices of the Knights of Pythias, has so far proven successful. It is believed that the company will go to Hartford City, Ind., February 18, under the auspices of the B. P. O. E.

One of the free attractions is the famous Rita and Juan, high wire act (from the top of one building, across the street to another building). On Wednesday the weather was too cold for them to perform their stunt, and one of their guy lines was caught on a wheel of a "silver" and had they been on the wire at the time they would doubtless have met their death, as the machine pulled the whole rigging off of the roof. The Maloon Bros., featuring their Humpty-Dumpty Circus, with a "mindreading" pony, "talking" pony and bucking mule, have proven a big success here, as have also Zee Bell, contortionist; Mechano, "Greatest Mechanical Marvel Man," and Mechano's wife, Evelyn Stevens, with her singing and whirlwind acrobatic dance.

The staff consists of F. M. Helms, general manager; George A. W. Stevens, business and press manager; Mrs. F. M. Helms, secretary, and Evelyn Stevens, contest and program promoter. Maurice Nightingale, better known as "English Whitey," is the uns-fon player and town hallyloo.—G. A. STEVENS (for the Company).

## O'BRIEN BROS.' SHOW

Washington, D. C., Jan. 25.—O'Brien Bros.' Amusement Enterprises continue with indoor event successes, since the gate did not show up as well as last year in a few of the spots played. The next big one is carded for Alexandria, Va., for the Veterans of Foreign Wars and the American Legion combined. Alexandria will be played at the State Armory week of February 6, to be followed by several spots around Baltimore. W. J. O'Brien is owner and manager of the outfit, and has four special agents busy on promotions.

Three "suedeville" acts of the better class and a crack traveling orchestra furnish the free entertainment. Dan Dally, with his candy, and W. A. Thomas, with dolls, both from Philadelphia, will rejoin in Alexandria. The company does not operate any concessions, paying strict attention to the advance and advance specialties.—NORMA LEE (for the show).

## UNIVERSITY WINTER CARNIVAL

Orono, Me., Jan. 26.—The University of Maine has announced a Winter Carnival for February 9-11, with the following program: Thursday evening, combined Glee Clubs of the University in a musical program at Alumni Hall, masque dramatic presentation by the Maine Dramatic Association, to be followed by a stupendous display of fireworks. Friday afternoon, outdoor sports will be the feature, including ski jumping, hockey and other sports. In the evening the special carnival ball will be held at the Alumni Hall.

## GLOBE MUSEUM,

Under Management of F. P. Horne, Now Located in Youngstown, O.

A letter from Col. F. P. Horne, veteran showman, who for years was at the head of some of the largest medicine shows and later prominent in dramatic stock circles, the past several summers located at Youngstown, O., advises that his Globe Museum on East Market street, Akron, O., had a successful run of twelve weeks, but, because of the building the museum occupied being leased for mercantile purposes, it became necessary to move.

Col. Horne found a suitable location for the museum in the heart of the city of Youngstown. The company has secured a long lease on the building, and activities were resumed on January 9, with excellent business prevailing since the opening performance. Among the attractions presented were Frank Lentini, the three-legged boy; Zippo, the "pin-head"; Baby Alice, fat girl; Gravitter, magician and handcut king; the electric chair; Madam Stanley, snake enchantress; Prof. Kelley and wife, mindreading; the "Smallest Horse in the World" and ten small cages of animals.

## NATIONAL BAZAAR CO. CLOSES

Management Intends Reopening in March

The National Bazaar Co. closed a successful season recently and moved to winter quarters in Salisbury, N. C., where the company has begun putting things in shape for an early opening in March.

K. F. Smith and R. A. Josselyn have severed their connection with the bazaar company. Mr. Smith is getting his twenty-car carnival in readiness for an early opening and Mr. Josselyn is out ahead looking after his interests.

The National Bazaar proved such a success that R. L. Rusher decided to reorganize on a larger and more extensive scale than ever. A new top has been ordered which will be a khaki "eighty" with three 40-foot middles. Mr. Rusher has signed a number of new and novel attractions. The advance will be handled by W. T. Gray, H. Martin, secretary, hied himself to Greensboro for a few days' rest, while the writer is resting in Salisbury.—C. A. BELL (for the company).

## OTTAWA WINTER CARNIVAL

Gives Promise of Being Important Local Event

Ottawa, Can., Jan. 27.—After weeks of preparation on the part of many conscientious representatives of the community, the Canadian National Winter Carnival, January 28 to February 4, has assumed a magnitude that has already astonished citizens of the Capital City. That this winter festival promises to be a civic asset of annual importance is conceded.

The program is to consist of practically every winter sport known in Canada. This carnival will unleash the undeserved contention apparent in some sections of the States, that Canadians suffer under a winter siege year after year, and that Canadian activities are mercilessly "snowbound" from December to March.

## INDOOR FAIR FOR MUNICE

Muncie, Ind., Jan. 26.—The Building and Trades Council of Muncie is to stage a big Indoor Fair and Exposition for eight days, commencing February 11. The members of the council are a bunch of boosters and it is their intention to put on one of the biggest affairs of this kind ever held in the city. They have engaged the Franklin Hall, one of the largest halls in the city, located on the main street. Merchants are going to put on exhibit booths and, with a nice line of concessions, free attractions and dancing, a nice program of entertainment should be presented.—L. F. MYERS.

## NATIONAL HEALTH EXPOSITION

In Mammoth Armory at Louisville, Ky., February 1-9

Louisville, Ky., Jan. 26.—The National Health Exposition, including 60,000 square feet of floor space in the Jefferson County Armory, will be held at Louisville February 1-9. Exhibits will be made by nearly one hundred national, State and local organizations and government departments, and by some sixty manufacturers and distributors.

The program of the exposition includes motion pictures on health subjects, lectures by speakers of national reputation on health subjects and demonstrations by physical education societies, the Conservatory of Music, various classical dancing teachers and the Louisville public and parochial schools.

Seibert's Greater Louisville Band and the Boys' Band of the Kentucky Houses of Reform will furnish the general music.

The exposition is under the management of R. C. Logsdon, of New York, former manager of the Cincinnati Health Exposition. The proceeds are to be devoted to health educational purposes.

This exposition is intended as the largest enterprise of this kind thus far conducted in the United States, and as a forerunner of the Inter-Allied Health Exposition to be held in France, 1923. Previous health exhibitions have been held in Chicago, Cincinnati and New York.

## COMBINED SHOW FOR DALLAS

Houston, Tex., Jan. 25.—A combined Style Show, Pure Food Show and Indoor Circus, which will cover more than 10,000 feet of floor space in a downtown building, is to be staged by Houston merchants and manufacturers to raise funds for the construction of a \$10,000 home for old women and a three-story day nursery, which will be turned over to the Volunteers of America.

Bob Morton, a member of the Showmen's League of America and a well-known promoter, has charge of the event, which will officially open February 23 and continue for eight days and nights.

T. McCully, professional press agent, has charge of the publicity end of the venture. Two airplanes have been chartered to fly over Houston and nearby cities advertising the event. Another publicity stunt coined for the occasion was to lead a lion thru the downtown streets by a chain.

Several hundred merchants and manufacturers have interested themselves in the venture. The style show will be under the direction of Mrs. Dolly Yarden.

## ARTHUR DAVIS CONTRACTS

BIG ACTS FOR TWO LODGES

Chicago, Springfield, Ill., and Other Cities Already Closed Up

Chicago, Jan. 26.—Arthur Davis today told The Billboard that he has closed contracts with some of the highest circus acts for the indoor circuses he will produce for the Knights of Pythias and the Shriner. Among the star acts are Robinson's Elephants, for five weeks; Hobson Family, equestrians; Howard Sisters, Convex Brothers, Mme. Bedini, Four Marvelous Mels, The Hamiltons, aerialists; Will Delavoye, producing clown; The Patenas, hand-balancers; Val Coogan's pit show; Jespersen's Concert Band, La Salle and Black, comedy acrobats; Hamido Arabs, the Cyclorama of Chateaux Thierry, as a new feature; The Houmans, cyclists, and others.

The Pythian Circus in Chicago will be held February 18-25, and the Shrine Circus in Springfield March 2-11. Another Shrine Circus will be held in Chicago in Medinah Temple March 18-25.

## THREE STYLE SHOWS

The Majestic Theater, Dallas, is to be the scene of three Style Shows, January 31, February 7 and February 14. The wholesale merchants are staging the show. To create interest three "Queens" will be chosen in a photograph contest among the "prettiest" women in Texas.

## LEGION CIRCUS AT BUFFALO

Excellent Entertainment Program Offered—Ends With Good Attendance

Buffalo, N. Y., Jan. 25.—The Indoor Circus staged here last week by the American Legion proved one of the best events of its kind ever produced here. The committee, of which Martin J. Mulligan was chairman, Thomas Heard treasurer, J. A. Riley secretary, Frank P. Bosel superintendent of promotions and H. J. Reese as general assistant, provided a program of acts and other entertainment that exceeded the expectations of the visitors. The committee has decided to make it an annual affair.

The large Auditorium was beautifully decorated. The 74th Regiment band furnished the music, and three rings and two stages were necessary to carry out the program before midnight. The Charles Siegrist Troupe of aerialists held the people until the very last with its wonderful performances. Prof. Carl Clark and wife, with their Dog and Pony Circus, were also a big feature, as were the Riding Delottis, Hill Brothers, acrobats; Carl Kruger, aerialist and contortionist; Ben Abdiz and Miss Benson, iron-jaw and Oriental novelty; Carroll and Stevens, singing clowns, and other offerings.

Among the showfolk visitors were John G. Robinson, Frank Spellman, Sam McCracken, T. A. Wolfe and "Bill" Fleming, of the Superior Shows, and many others. The show was well attended, especially the last three nights. There were many concessions and seven paid attractions, of the latter Harry Reese's Side-Show probably did the most business. Harry was formerly a circus man, but is now in the automobile business here.

## SPRINGFIELD, O., "ON THE MAP"

Building Show, Automobile Show and Indoor Circus Within Two Months at Memorial Hall

Springfield, O., Jan. 25.—Final arrangements are now being made for the annual Building Show which will be staged at Memorial Hall here February 7 to 11, inclusive, under the auspices of the Building Trades Employees' Association.

O. F. Mitchell, of this city, is chairman of the entertainment committee. Music will be furnished by the Springfield School Orchestra.

On February 20 to 23 the annual Automobile Show will be held at Memorial Hall, under the auspices of the Springfield Auto Trades Association. Fred Meyer was chosen as manager of the show, while George W. Higgins is chairman of the entertainment committee.

The Indoor Circus, staged at Memorial Hall from January 16 to 21, attracted record crowds. So successful was the event that the Independent Order of Odd Fellows, which staged the show, plans to make it an annual affair.

## ENTERTAINERS ENTERTAINED

Canton, O., Jan. 27.—In appreciation for their efforts at the annual Chamber of Commerce banquet, held here Thursday night, circus folks participating in the Nazir Grotto Indoor Circus were guests of the Chamber at a banquet Friday night at Bender's Cafe. All the clowns of the show went to the Courtland Hotel at 6.30, and immediately after the guests were seated dashed into the banquet hall and entertained for fifteen minutes. Doc Keene and his hand made a hit.

Included in the party were Fred Ledgett, Irene Montgomery, Joe Hodgkin and Company, Arthur Nelson and family, Charles Bell Trio, Kenneth Waite Trio, Charles Siegrist Troupe, Billy Lettice, Doc Keene, Frank Stout, Silvers Johnson, Koplin Brothers, Billy Ash, Orville Cartwright, Floyd Short, all of the Circus, and Harry Thomas, well-known booking agent of Pittsburgh. Besides the professionals were members of the Nazir Grotto Circus Committee, headed by Monarch George Seeley and Art Turnbull.

## SHRINERS' INDOOR FAIR

In Convention Hall, Washington, D. C., March 6-18

Washington, D. C., Jan. 26.—Almas Temple Shrine, of this city, will give an indoor fair in Convention Hall, March 6 to 18, inclusive, to raise funds to take all uniformed bodies to San Francisco to the Imperial Session this year.

Almas Temple is considered one of the liveliest Shrines in the East. No expense is being spared to make the already beautiful and spacious Convention Hall more beautiful. John J. P. Muliane is promoting this fair for Almas Temple.

## MOOSE INDOOR CIRCUS

At Erie, Pa., in February

Erie, Pa., January 26.—L. O. O. M. No. 66, Erie, Pa., will conduct an indoor circus during the week of February 20 in the New Erie Arena, in this city. W. E. McClelland, former minstrel man, will have full charge of directing the affair. Mr. McClelland recently returned from a trip to several cities and states he has booked some big acts, including Harry Siegrist's Flying Acrobats, Hill's Society Circus and the Davenport Troupe of bareback riders.

## CAYUSE INDIAN BLANKETS

THE BIG MONEY GETTER AT ALL INDOOR BAZAARS

PRICE, \$6.75 EACH, IN LOTS OF 25 OR MORE (In Lots of 25, no Tax Alike). Sample Blanket sent prepaid on receipt of \$7.50. Terms, 25% with order, balance C. O. D.

CAYUSE INDIAN BLANKET COMPANY

U. S. Distributors, General Offices, PALMER HOUSE, CHICAGO, ILLINOIS. S. W. GLOVER, Manager.

## WORLD'S MUSEUM

Market and Eleventh Sts. Phila., Pa.

WANTED

at all times, living and mechanical curiosities and novelty platform entertainers.

Address NORMAN JEFFERIES, Real Estate Trust Bldg., Phila., Pa.

**FIRST AUTHORIZED ANNUAL EVENT**  
**MASONIC EXPOSITION**

**Fashion Show and Beauty Bazaar**

Conducted by THE COMBINED MASONIC LODGES OF NEW YORK STATE, in  
 the Second Masonic District, for the Benefit of

**SOLDIERS AND SAILORS MEMORIAL HOSPITAL**

TO BE HELD AT AMERICA'S GREATEST EXPOSITION ARENA

**MADISON SQUARE GARDEN, N. Y.**

**6 GALA  
 DAYS**

**WEEK  
 MAY 8**

**6 GLORIOUS  
 NIGHTS**

Presenting a Gigantic Ensemble of Exhibits, Attractions and Shows, covering Two Entire  
 Floors of the Famous Madison Square Garden, and supported in the first instance by

**OVER 250,000 MASONS**

WITH AN ADDITIONAL DRAWING POPULATION OF OVER 10,000,000

**WANTED**

Shows, Rides and Attractions suitable for operation in limited space; Aerial Acts of im-  
 portance for Free Displays, twice daily; Novelties of every nature, Diving Girls for the  
 Venetian Lagoon, Lawful Concessions of all kinds. *No Wheels.*

*Can Use Particularly Experienced Country Store Promoter (a Mason) to organize  
 and conduct the Greatest Country Store in all History, as Adviser-General to the Ladies  
 of the Eastern Star Chapters, combining more than 25,000 members.*

**IMPORTANT!**

The Soldiers and Sailors Memorial Hospital is a Masonic Institution. Every Man and  
 Woman with Masonic affiliations, in the State of New York, is backing up its support.  
 THE MASONIC EXPOSITION will have the support of all affiliated Masonic bodies,  
 including Commanderies, Consistories, Knight Templars, Knights of the Rose Croix,  
 Chapters, Blue Lodges, Mystic Shriners, Grottos, Tall Cedars, Eastern Star Chapters,  
 their families and friends, insuring a successful attendance on their own account, with  
 an immense public patronage additional.

APPLICATIONS OF EVERY NATURE SHOULD BE ADDRESSED IN THE FIRST INSTANCE TO

**HARRY RAVER** EXPOSITION  
 DIRECTOR

for the Second Masonic District Association, 1400 Broadway, New York

A REFERENCE  
GUIDE FOR  
CLEAN FILMS

# MOTION PICTURE FIELD

AUTHENTIC  
DIGEST OF  
FILM EVENTS

ALL THE NEWS BOILED FOR THE BUSY MAN

Edited by MARION RUSSELL

## A BUSY SESSION OF EASTERN EXHIBITORS

Pennsylvania, New Jersey and Delaware  
Theater Owners Select  
Officers

A meeting of the M. P. T. O. of Eastern Pennsylvania, Southern New Jersey and Delaware was recently held in the headquarters at Philadelphia. President Sidney S. Cohen made a very interesting speech and in forcible language condemned the wasteful processes in the producing and distributing end of the industry, which, he said, fell on the theater owner finally, and that it was up to the exhibitor to investigate and learn whether this end of the business was being manipulated. Mr. Cohen, further on in his speech, requested the theater owners to direct their energies toward effecting a reduction in film rentals and also in accessories that when such was purchased they should belong completely to the theater owner, and that his right to dispose of such property should not be questioned. He further stated that there were 12,000 exhibitors now in the M. P. T. O. A. and that the policy of the organization was constructive, not destructive, and was now in a position to protect the exhibitor against any violation of his rights.

J. O. O'Toole, of Scranton, was also one of the speakers, and told of the advances made in Public Service work in the theaters and said that the newspapers had a common interest with the theater owners in battling against censorship, as it meant a curtailment of liberty of expression.

The Exhibitors' Bulletin which the M. P. T. O. A. sends out to the theater owners is crowded with interesting news and should be on the desk of every theater manager in the country.

The Billboard takes the liberty of quoting the following article from the January 21 issue of The Bulletin:

### FILM PRICES MUST COME DOWN

U. S. Reports for November, 1921, Indicate Picture Prices Must Be Reduced

Exhibitors—here are Government figures. How can you stand this? Think seriously now.

The five per cent film tax, which was repealed in the special session of Congress thru the efforts of the Motion Picture Theater Owners of America, was levied on the price charged the exhibitor for the use of the motion pictures. Every exhibitor knows this.

If you paid \$50 or \$2,000 for a picture the film tax was five per cent additional. In the case of the \$50 picture you paid \$52.50 and for the \$2,000 picture you paid \$2,100, the extra amount in each case representing the film tax and was so charged on your bill.

United States Treasury Reports show that for the month of November, 1921, the returns on film tax amounted to \$567,055.53 and for the same month in 1920 to \$383,542.52, or \$183,512.87 more in November, 1921, than in November, 1920.

The same reports show that in November, 1921, the receipts on admission taxes at theaters were \$6,995,338.48 and in November, 1920, \$7,982,248.61, or a difference of \$986,910.13 in favor of 1920. This shows a falling off of approximately \$10,000,000 in theater receipts in November, 1921, compared with November, 1920, according to the returns on the 10 per cent admission tax, and yet the exhibitors paid approximately \$3,670,000 more for pictures in November, 1921, than they did in 1920.

The exhibitors lost \$10,000,000 at the box-office in November, 1921, as compared with November, 1920, and paid in November, 1921, \$3,670,000 more for pictures than in November, 1920. This makes a total loss in one month of

### SEVEN "ORPHANS OF THE STORM" SHOWINGS

Since the premiere of D. W. Griffith's "Orphans of the Storm" at the Apollo Theater, New York, seven other first-run houses thru-out the country have shown this big picture. The latest opening is at the Great Northern Theater in Chicago, while New Orleans opened last Monday at the St. Charles Theater with the big film. All these houses present Griffith's masterpiece for an indefinite run.

about \$13,670,000. If calculated annually on that basis it means a loss of over \$164,000,000.

Think of it, exhibitors! United States Government figures show that in one month (the last for which exact figures are available) there was a box-office loss of \$10,000,000 and extra film charges of \$3,670,000.

Figure this out for yourself. Help the Motion Picture Theater Owners of America bring down the price of films. Organization alone will do it. Without this united effort you are helpless, and if these processes continue many theater owners will be driven out of business.

The best business insurance you can get, the most certain, is organization in the Motion Picture Theater Owners of America.

representative of the National Association, reported that the District of Columbia Commissioners have given the owners of buildings now occupied by exchanges in Washington until March 3 to comply with existing fire prevention regulations. The owner of the Mather Building, in which a large number of the Washington film exchanges are located, has agreed to comply with all such regulations, with the result that some of the distributors are renewing their leases in the Mather Building. The exchanges which occupy separate buildings will also comply immediately with the requirements.

The third subject of discussion was the requirement of the District of Columbia Commissioners that film containers used in Washington exchanges be corrugated on top and bottom, and that the metal of such containers shall be at least twenty-five U. S. gauge. The original requirement was that these containers be fiber-lined. At the request, however, of the National Association and the Washington Exchange Managers' Association, the latter requirement has been rescinded, thereby saving the industry at least \$40,000 a year, as this drastic requirement would have necessitated the purchase of an entirely new sup-

## WEEKLY CHAT

Competition is the life of trade. Why then should we struggle that which only serves to strengthen the growth of the film business?

The discussion of the Fordney Tariff Bill, Paragraph 1,450, which provides for a duty of 30% ad valorem upon foreign films, is now the important topic of conversation along the Big Street. It is claimed—and justly so—that we need a greater incentive to achieve success with our American-made productions.

Foreign films—and there certainly have been only a few which have excelled over home consumption—have been in a way necessary to teach American directors and American producers something of the art which pictures like "The Golem," "Passion," "The Cabinet of Dr. Caligary" unquestionably possessed. Why then keep out any foreign-made product—no matter from what section it may emanate—if the work possesses merit and acts as an example for our people to follow?

It will be a dozen years at least before foreign pictures can increase to such an extent as to prove a serious rival of the domestic film. Consequently there can be little danger in admitting foreign importations at this date. As the American industry depends largely for its "velvet" on sales made in foreign countries, it would prove a heavy blow to producers here were the European film companies to retaliate by imposing heavy duties on American films. All profit would be scattered under such conditions. And it is an indisputable fact that the producers depend upon countries outside of the United States for their profits on any and all productions.

In a recent article of The Billboard we mentioned that such a menace was now threatening the United States. Retaliation is almost inevitable if this measure becomes a law.

Many exhibitors have talked with me regarding this vital subject and one and all are urging their State Senators to fight the clause in the new bill for the salvation of the entire industry.

It may be significant or not, but where there's smoke there must be fire, and the old adage aptly applies to the new policy inaugurated at the Criterion Theater this past week when a First National picture was shown for the first time at this house.

A number of inquiries have reached me regarding the meaning of this unusual move on the part of Famous Players-Lasky who have never permitted anything but a Paramount picture to be presented at the Criterion. Perhaps it is an indication of a new and complete understanding between the two largest concerns of the film industry. Famous Players-Lasky and the First National are the recognized leaders of the industry and perhaps they decided to combine forces.

Who knows? So many unusual things are happening lately that we must prepare for the unexpected.

Last week in the Senate Chamber at Albany the Motion Picture Censor Commission asked the Legislature to vest with it the power to rule off screen performers whose sole claim to public attention is based on their connection with scandal or crime. Minority Leader Walker maintained that such power, if placed in the hands of the State Commission, would not accomplish the result the Commission ostensibly sought.

"Censorship," the Senator said, "could not have kept Clara Hamon, who won undesirable notoriety in connection with the murder of an Oklahoma politician, off the screen nor could it keep Fatty Arbuckle out of the pictures. Many people who fill our newspapers from time to time with scandal seek further publicity on the screen, and nothing so far has been able to prevent exploiting their tarnished reputations in pictures." Further on Senator Walker turned his remarks to censorship.

"The motion picture is the scenic press of our day and the bill creating censorship of films was passed under a misapprehension. The Commission has not accomplished what it was claimed to. It has not insured the production of clean and wholesome pictures."

We quite agree with Senator Walker, as it has been proven to our entire satisfaction that

(Continued on page 93)

## TWO POPULAR PLAYERS



Glenn Hunter and Norma Talmadge in "Smilin' Through." Mr. Hunter served nine months in the army during the late war. As Willis Ainsley in "Smilin' Through" he once more has the opportunity to don his uniform.

## FILM DISTRIBUTORS IN IMPORTANT MEETING

Three matters of importance to film distributors received the attention of the distributors' division of the National Association of the Motion Picture Industry at a meeting held January 20 at the Hotel Claridge, New York, presided over by P. L. Waters, chairman of the division.

The first concerned was the inauguration of film boards of trade in nineteen distribution centers of the East and Central States and the establishment of the Hoy Reporting Service in each of these centers. Arrangements were perfected whereby this will be consummated quickly.

Eleven companies entered into the agreements necessary to nationalize the Hoy service. They were: Educational Film Exchange, Inc.; Famous Players-Lasky Corporation, Fox Film Corporation, Goldwyn Pictures Corporation, Metro Pictures Corporation, Pathe Exchanges, Inc.; Pioneer Film Corporation, R.-C. Pictures Corporation, the Seiznick Corporation, Universal Film Mfg. Company, W. W. Hodkinson Corporation. Other companies are expected to join the movement shortly.

The second matter under consideration was the exchange housing situation in Washington, D. C. Jack S. Connolly, Washington rep-

resentative of the National Association, reported that the District of Columbia Commissioners have given the owners of buildings now occupied by exchanges in Washington until March 3 to comply with existing fire prevention regulations. The owner of the Mather Building, in which a large number of the Washington film exchanges are located, has agreed to comply with all such regulations, with the result that some of the distributors are renewing their leases in the Mather Building. The exchanges which occupy separate buildings will also comply immediately with the requirements.

The third subject of discussion was the requirement of the District of Columbia Commissioners that film containers used in Washington exchanges be corrugated on top and bottom, and that the metal of such containers shall be at least twenty-five U. S. gauge. The original requirement was that these containers be fiber-lined. At the request, however, of the National Association and the Washington Exchange Managers' Association, the latter requirement has been rescinded, thereby saving the industry at least \$40,000 a year, as this drastic requirement would have necessitated the purchase of an entirely new sup-

ply of film containers for Washington. Under the amended requirement all film containers now in use in Washington, which are of twenty-five-gauge metal, can be utilized to meet the requirements of the district authorities by having the tops and bottoms corrugated. This can be done with a metal die or stamp.

Mr. Connolly reported at the meeting that a hearing would be held shortly on the National Film Theft Bill.

Among those who attended the meeting were: P. L. Waters, president of Triangle Film Corporation; R. A. White, general sales manager of Fox Film Corporation; S. R. Keut, general manager of distribution of Famous Players-Lasky Corporation; G. L. Hess, secretary and general counsel of Goldwyn Pictures Corporation; S. E. Morris, vice-president and general manager of the Seiznick Corporation; E. W. Hammons, president of Educational Film Exchanges, Inc.; Charles R. Rogers, general manager of R.-C. Pictures Corporation; P. N. Brinch, general sales manager of W. W. Hodkinson Corporation; F. H. Elliott, executive secretary of the National Association, and C. E. Hoy, proprietor of the Hoy Reporting Service. Also A. I. Siegel and E. V. Chamberlain, general service manager of Famous Players-Lasky Corporation.

Look thru the Letter List in this issue.

**BIG STREET NEWS**

Charles Gerard has just completed his work in J. Parker Read's latest production, "Pawnee."

Carmel Myers is appearing in "Fashions, Fads and Fancies of 1922," a pictorial review, staged at Miller's Theater, Los Angeles.

Rebe Daniels has been taking a rest after filming "The Run Runners." We should say that she needs a vacation badly.

Eric Mayne is a well-known character player of the screen and always rivets attention by the distinguished manner in which he enacts the various roles allotted him.

Gretchen Hartman, who left the screen a few years ago to become the wife of Alan Hale, has decided to return to the silver sheet. Perhaps her infant child may also appear with her in pictures.

George E. Robby, a member of the Film Players' Club, has made a departure from his regular schedule of appearing in films in order to make a short tour in vaudeville with his own company.

It is now definitely settled that Harold Lloyd will continue to distribute his pictures thru Pathe. Mr. Lloyd will make six features a year, each picture fourteen reels in length, something on the style of his last production, "A Sailor-Made Man."

Maude George, who scored a tremendous success in "Foolish Wives," possesses screen technique right down to her dainty finger tips. There are very few film players who could accomplish the marvels that Miss George does upon the screen.

Willard Holcomb has been added to the staff of William A. Page, the specially engaged publicity exploiter for the Universal's "Foolish Wives," and will open the first road show at the Criterion Theater, Buffalo, N. Y., on February 5. Afterwards he will inaugurate the Indianapolis showing of the picture and then probably proceed to West Baden to recuperate.

Mabel Bardine was a Billboard caller last week, having just completed her work with the P. I. M. Corporation. Miss Bardine played the leads in two pictures, one entitled "Gossip," a modern story, and the other "Dora," adapted from Tennyson's poem, which is a period picture. The stills show a very pleasing arrangement of settings, costumes and characterizations.

Here's a good one. We have to pass it along, because in these cold winter days we need something to cheer the cockles of the heart. We have just been told that Ben Turpin, who has a clench on cock-eyes in the films, has decided to protect himself against the other fellow who might come into the business and rob him of his glory. He has insured his eyes, obtaining a \$10,000 policy, for the purpose of making sure that his eyes will remain crossed for another year.

Andrea Dippel, who has for many years been associated with Metropolitan and Chicago Opera companies, is discussing a plan to present opera in motion picture theaters. It is said that Mr. Dippel claims a guarantee from leading picture theaters which will use these operas once or twice a month. He expects to cover the entire country by dividing his output into five circuits. As a few of the once famous operas, such as "Carmen," "La Tosca," etc., have been reduced to a couple of reels, supplied with the original score of the opera, it seems quite feasible that Mr. Dippel's plan will meet with the approbation of the motion picture public.

Walter Lang, author and assistant director of "The Affairs That Annie Told," a series of two-reel comedies, which J. Searle Dawley is making, with Miss Dorothy Allen in the title role, is back on the job after a brief sojourn in the hospital to have his tonsils removed. However, Lang probably got a lot of funny ideas for the future "Affairs of Annie." Miss Allen played all the eccentric comedy roles with the Fox Film Company, and is a clever comedian, who knows how to capitalize her own physical peculiarities, she being built something on the lines of Alice Hageman, the elongated comedienne of "The Demi-Virgin." Mr. Dawley will shortly take a company to Miami, Fla., to make feature pictures, and "Annie" will be carried along as an "extra added attraction."

Edward Witsel, well known as an associate editor in Screenland, has just issued a smart little volume, entitled "Intimate Talks With Movie Stars." The Dale Publishing Company, New York, is handling the work. The book contains twenty autographed portraits of prominent stars and a brief resume of their work in the films. The list contains the names of Geraldine Farrar, Richard Barthelmess, Alice Calhoun, Douglas Fairbanks, Mary Pickford, Helene Chadwick, Elsie Ferguson, Lillian and

WORLD'S LARGEST & MOST AMUSEMENT TICKET PLANT TWENTY-SIX YEARS EXPERIENCE AT YOUR SERVICE

**ARCUS TICKET CO.** **ROLL (RESERVED COUPON) FOLDED**

350 N. ASHLAND AVENUE CHICAGO, ILLINOIS **FOOTBALL TICKETS CARNIVAL**

BEST FOR THE LEAST MONEY QUICKEST DELIVERY CORRECTNESS GUARANTEED



**TELL THE WORLD**

**With a DEAGAN UNA-FON**

**This Kind of Advertising Pays**

PLAYED SAME AS PIANO BRASS BAND VOLUME

THE LARGEST SIZE WILL GO IN A FORD

Write for catalog F and full information

**J. C. DEAGAN, Inc.**

Deagan Bldg. 1780 Berkeau Ave. CHICAGO

Dorothy Gish, D. W. Griffith, Pearl White, Gloria Swanson, Norma and Constance Talmadge, Mme. Nasimova, Clara Kimball Young, Charles Hutchinson, Louise Glau and Alice Brady.

This is a handy reference guide, cleverly arranged, which will no doubt find a place in the library of those interested in motion picture actors.

**BIG FILM THEFT PLOT UNMASKED**

A film theft plot involving the attempted piracy and sale of motion picture prints which would have represented a loss of at least \$500,000 to the companies involved has been thwarted by the Film Theft Committee of the National Association of the Motion Picture Industry. The film was to have been shipped to Japan, Mexico and South America, thus spoiling the market for the rightful owners of the pictures.

The details of the plot and its frustration were divulged at a meeting of the Film Theft Committee January 24, at the headquarters of the National Association, following the arrest in Portland, Me., of Leon Gorman, a distributor's agent, with headquarters in that city, who is charged with attempting to steal 1,000 reels of motion picture film which were found in his possession and which belonged to several of the important film companies.

Most of the film was the property of Metro Pictures Corporation. Other companies whose reels were found in the recovered loot were Pathe Exchanges, Inc.; Fox Film Corporation, Universal Film Mfg. Co., Famous Players-Lasky Corporation, Bray Pictures Corporation and Goldwyn Pictures Corporation.

**RENTAL TAX ARREARS**

**Strike Blow at Producers**

According to a statement from the Federal authorities we learn that the Government declares all leases of moving pictures are leases for exhibition under the terms of the Revenue law of 1918. The Bureau of Internal Revenue has announced its intention of collecting the five per cent tax from producers on every lease between the time the tax was written as a law on May 6, 1919, up to and including January 1, 1922, when its repeal became effective. It is estimated that several million dollars is involved, and the tax, approximately \$12,000, demanded of Christie Film Co. on its State-Right leases, will be the basis of a test case the outcome of which will decide the liability of other producers of much larger sums. It is predicted that further information will be given out, not only of individual leases such as are involved in the Christie case, but the practice in this respect thruout the entire industry to the Government calling for a change in the regulations which will bring them in strict conformity with the ruling of the law.

Hotels with the professional atmosphere are what you want. The Hotel Directory in this issue may serve you.

**STANLEY COMPANY**

**Purchases Bijou Theater at Philadelphia**

Jules Mastbaum, president of the Stanley chain of theaters in Philadelphia, has added another house to his list in the purchase of the Bijou Theater, situated on 8th street above Race, which is very close to the terminus of the new Philadelphia-Camden Bridge. The site of the Bijou was originally a department store. B. F. Keith purchased this property and erected this theater, opening it to the public in 1880. This was the first theater to show continuous vaudeville in that city.

Mr. Mastbaum, in a statement concerning his latest purchase, lays emphasis on the fact that the coming of the new bridge has altered the character of the section called "Tenderloin" of the city, and it is expected that the cheaper buildings will be torn down, giving place to handsome theaters, stores and every other evidence of prosperity.

**INDEPENDENT PRODUCERS AND DISTRIBUTORS TO MEET**

Harry G. Kosch, attorney for the above association, declares that the present situation regarding the tax collection which affects not only State-Right operators but all producers in the industry, appears very serious to him. The association has dispatched notices of a meeting to take place at once so that steps could be taken to meet with Government officials and learn what the collection of tax would mean at this time.

It looks very bad for State-Right operators if the Government should decide that such collections are to be made. Perhaps it would mean the putting out of business of these men, for many thousands of dollars is involved so far as the Independent Producers and Distributors' Association is concerned.

**SHERIDAN THEATER BOOMING**

New York, Jan. 26.—The Sheridan Theater, which is located in the downtown district of New York, quite isolated from the theatrical center, has been doing extremely good business since its opening. The best pictures have been shown at this house. This present week, "Molly O," the Mable Normand classic, is attracting heavy crowds. The Sheridan offers only the very best in the film line and the arrangement of its program compares with the very best shown in our Broadway theaters. A concert-orchestra presents entire selections from the latest operas and this week "The Geisha" with vocal diversissements, introducing various numbers from the opera, blends nicely with the musical interlude offered by Chancery A. Brown. The best comedies obtainable, educational and appropriate prologues depicting colorful incidents of the feature are offered weekly. Courteous treatment by the management has drawn a high-class clientele to the Sheridan Theater.

**REPUBLICAN CLUB LUNCHEON FEBRUARY 4**

**The Discussion of Censorship Will Be Main Topic**

At the regular monthly luncheon at the National Republican Club, which occurs on February 4, many advocates and opponents of State Censorship will be on hand for a lively discussion. Senator James J. Walker, Rupert Hughes and Joseph Levinson of the Motion Picture Commission are slated for speeches. A number of producers and stage celebrities are also expected to attend. The luncheon is one of a series of a dozen similar affairs which the club holds every winter. On this special occasion it was decided that the pictures and censorship should be the topic of debate.

**SELZNICK**

**May Produce on the Coast**

There was an unverified report circulated last week which concerned the transfer of the Selznick productions to the United Studios in Los Angeles. This report could not be authenticated. It is unlikely that the transfer will take place until certain productions are finished in the East, one with Elaine Hammerstein as star, and the other with Owen Moore. The fact that the Selznick Company has taken over the Talmadge Studio on East 48th street, New York City, recently, seemed to indicate that the company would remain in this section for some time to come.

**ARTHUR S. FRIEND PRODUCING**

Arthur S. Friend, the former president of Famous Players-Lasky Corporation, is branching out as the head of a producing company. He has incorporated the Distinctive Pictures Corporation in Dover, Del., with a capital of \$7,500,000.

Mr. Friend is likewise connected with the Worth While Picture Corporation, featuring Madge Evans, and is at present producing a series of pictures with George Arliss as the star, released thru United Artists.

**WEEKLY CHAT**

(Continued from page 92)

censorship has not accomplished the purpose for which it was intended when it permitted "Foolish Wives" to open at the Central Theater, New York. We have heard of more laxity in connection with censoring films in States removed from New York. If censorship is worth anything at all to the public it must do its duty fairly, fearlessly and unflinchingly. There can be no half-way route. There can be no good and bad. It must be clean pictures or the Commission is totally inadequate for the film industry.



**Universal**

**Is Used the World Over**

Every continent of the globe knows the dependability and superiority of the Universal 4-K. W. Electric Plant.

Its 4-cylinder engine, built from 22 years' experience, provides a power torque so even that lights direct from the generator are absolutely flickerless.

The recognized standard outfit for motion picture work, either permanent or traveling. Also for circuses, carnivals and traveling shows.

Write for elaborate Bulletin No. 30.

**UNIVERSAL MOTOR CO., Oshkosh, Wis.**

Not connected with any other firm using the name Universal!



# The Billboard Reviewing Service

## "FRENCH HEELS"

An Edwin L. Hollywood production, presented by Holtre Productions, Inc., starring Irene Castle, from Clarence Buddington Keland's story, "Knots and Windshakes," distributed thru Hodgkinson, shown in projection room, New York, January 24.

Reviewed by MARION RUSSELL

Suspense is almost entirely relegated to the background, much to the detriment of this picture, which allows a domestic love theme to occupy first position.

### THE CRITICAL X-RAY

The introductory scenes attract sympathy for an orphan girl whose father died in France. Arriving in New York, she utilizes a letter of introduction to a prominent theatrical magnate, who is attracted by her youth and beauty, giving her an opportunity to appear as a dancer in his theater. But this establishing a premise is a trifle over-strained, for three (or is it four?) episodes are devoted to musical comedy and cabaret scenes where the dancing by the agile star is relied upon to hold attention. The second and third situations are analogous to the first, thus the audience is satiated with these repetitious scenes which lack variety to make them distinctive.

But the picture, on the other hand, possesses standard qualities necessary for diversified screen entertainment. From the lighthearted scenes of theatrical gaiety to a lumber camp in the north woods, is the jump taken by Palma May when she goes on her wedding tour with her young husband, son of Mr. Tabor, a hard-hearted lumber king, who seriously objected to his son marrying "a girl of the theater." After a few months spent in isolated wilderness the girl bride has proven her stamina to endure the discomforts of "roughing it." But discontent almost separates them when Keith Merwyn, her former manager, arrives at his hunting lodge nearby, and intrigues to compromise her in the eyes of her husband. He also distributes liquor among malcontents of the lumberjacks and rioting and fighting disrupt the entire working force. Old Tabor arrives in time to quell the disturbance, and recognizes the sterling worth of the young bride whose high heels at one time appeared so offensive to him.

There is a striking familiarity between the lumber camp scenes, which constantly verge near a riot but never reach a definite conclusion, tho a warning sounded thru the subtitle route that dire disaster was about to fall upon the camp recalls other stories of a similar character. While these turbulent episodes hold a fair amount of interest they are not very different from many situations of a like nature seen in other pictures.

A special word should be said about the beauty of the photography. It was clear and registered some very charming shots of woodland and stream, and also the camera work in cabaret scenes was of excellent quality.

Irene Castle is of the dainty, alluring type, petite, graceful, and the movements of her subtle body responded harmoniously to exquisite clothes, of which there is shown a great variety. She appeared to better advantage in the dancing scenes, where smart surroundings blended more readily with her ethereal type of beauty.

The cast gave excellent performances with Ward Crane, a likable, clear-cut personality, as the hero; Howard Truesdale and Thomas Murray handling some of the leading roles.

This will supply mildly pleasing entertainment for the average fan.

### SUITABILITY

In refined locations where Miss Castle has a following.

**GO INTO MOVING PICTURE BUSINESS**

**Small Capital Starts You**

Our new easy payment plan. Begin now and get your share. We sell everything. Write today.

FREE Show you how to earn \$25 to \$50 per day.

**Atlas Moving Picture Co.**

Dept. 2733 N. Dearborn St., Chicago

**VICTOR Portable STEREOPTICON**

The PERFECT PROJECTOR for every need

SHIPPED ON TRIAL SPECIAL EASY TERMS

Victor Animatograph Co. Inc. 1200 Broadway, New York

**ST. LOUIS CALCIUM LIGHT CO.**

CALCIUM LIGHT furnished in tanks for Stereopticon and Moving Picture Machines. Orders to any part of United States filled promptly. Calcium Burners, Rubber Tubing, Condensing Lenses, Lime Pencils, Gelatin Colors, Roll Tickets for sale. 518 Elm St., St. Louis, Mo.

## "SATURDAY NIGHT"

Jesse L. Lasky presents Cecil B. DeMille's production, "Saturday Night," by Jeanie Macpherson, a Paramount picture, shown at Rialto and Rivoli Theaters, New York, week of January 22.

Reviewed by MARION RUSSELL

The audience that witnessed "Saturday Night" formed but one conclusion—that oil and water will not mix.

### THE CRITICAL X-RAY

Like all Cecil DeMille screen productions, lavish interiors, costly gowns and the opulence which comes from inherited wealth play prominent parts in the pictures under his direction. "Saturday Night" is no exception. It is filled with color and action, rich and sordid, forming a decided contrast which likewise emphasizes the theory expounded in the story that "Kind must mate with its kind."

So when it happens that an aristocratic society girl, Iris, breaks her engagement to a wealthy gentleman to marry a chauffeur, the same conditions are reversed in the case of a washerwoman's daughter, Shamrock O'Day, who succeeds in winning the attentions of the aforesaid fiance, Richard Wynbrook Prentiss.

Here is where real drama starts. The haughty Iris, unaccustomed to the gross and commonplace things of life, is forced to cook, wash and darn for her chauffeur husband, whose friends disgust her, and in many ways she pays the price for marrying beneath her station. The other couple suffers much on the same line, only it is the husband, Prentiss, who is the butt of ridicule from his snobbish friends, caused by the ignorant conduct of his commonplace little wife. In the end, thru the various tricks of fate, the chauffeur learns to love the rich man's bride and wins her, forgetting his own wife, who nearly perishes in a burning building. Iris has drunk the cup of misery to its dregs and welcomes death from the fiery flames, until her former fiance risks his life and saves her. Seven years later conditions have reversed themselves, the chauffeur has married the gum-chewing ex-wife of the millionaire, and is seen riding the "bumps" at Coney Island with his family of three husky children. The aristocrats have learned a lesson from their bitter experience, and eventually marriage results between them. There is so much that is entertaining in this picture that we fear we may forget many amusing incidents. Be it said that the titles and action supplied any number of hearty laughs. Perhaps the audience felt the close resemblance to life which the story conveyed and which was so genuine that it was something more than an ordinary photoplay that they witnessed. Director DeMille has so deftly handled the construction of this film that the episodes which we have mentioned before supply most humorous situations. In one scene we note the lavish splendors of a banquet in the rich man's mansion. The highest class of society, garbed in ermine and satins and jewel-bedecked, partake of the finest vintage. While in the other home the one-time belle is shudderingly watching her husband's common associates picking their teeth and growling at the poor quality of her cooking. These scenes are very well done.

We might say that disillusion is the keynote of the story. The chauffeur without his uniform becomes an unromantic personage to the once haughty belle, and the washerwoman's daughter appears despicable in the eyes of the millionaire's friends after a glass of wine places her in a state of disgusting intoxication. She horrifies her husband when she falls asleep on the shoulder of her escort at dinner.

But it was too bad that Mr. DeMille did not forget the old saying about "taking a bath on Saturday night." To be sure, it fitted well in the picture, but somehow the audience felt that it would like to get away from the antiquated gag.

Irrespective of the story, which holds to the last flash, there are so many animated scenes interwoven that the audience is ever on the quiver of expectation. The scene at Coney Island with the chauffeur and millionaire's bride caught in midair on the Ferris wheel, whose machinery had collapsed, forcing them to remain all night in their trying predicament, is hilariously funny, the photography here being exceptionally clear and the night scenes registering perfectly.

Another situation is a fire scene in the tenement districts which was sensational and thrilling, even more so than what we see in every-day life. Chewing gum likewise played a prominent part; fortunately no particular brand was glancingly advertised. Even while the audience laughed at the characterizations, it sympathized with the characters who tried to impress upon us that it was Fate and Destiny or some other metaphysical aid which caused all the trouble for the mis-mated couples. But we are happy to say that the picture is vastly entertaining, and that is what should be the

primary purpose with every photoplay produced. A cast of rare excellence includes Leatrice Joy, Edith Roberts, Conrad Nagel, Jack Mower, Edythe Chapman, James Neill, Julia Faye, Sylvia Ashton and Theodore Roberts, with his active cigar case in evidence, in a minor role which stood out vividly by reason of his well-known screen ability. It is the elaborate details which Mr. DeMille has emphasized that caused frequent giggles from the audience. The ending, which seemed almost too cut-throat to straighten out, was aptly conveyed by glossing over the almost insurmountable difficulties which beset both couples until fate cleared their pathway.

### SUITABILITY

All theaters.  
ENTERTAINMENT VALUE  
100 per cent.

## "THE GRIM COMEDIAN"

Presented by Goldwyn, a Frank Lloyd production, story by Rita Weiman, shown at Capitol Theater, New York, week of January 22.

Reviewed by MARION RUSSELL

The title is descriptive of life. The caption informs us that fate controls our destiny and the grim comedian laughs at our efforts to influence our circumstances.

### THE CRITICAL X-RAY

There is a radical departure in this film from the accepted ideas of motion picture construction. The villain becomes the hero at the finale and actually runs away with the sympathy of the audience. The story commences in a Pullman car with a few of the male characters playing cards, when a kindly old minister interposes and remonstrates with the principal player about his remark that there is no use bucking against fate. A newspaper article is then flashed, which recites a sensational event, and the man goes on to tell how such things happen on Broadway. From there on the picture flashes back to events which had happened previously to this opening scene. In a terse and comprehensive manner the story revolves about the career of Marie Lamonte, a popular chorus girl in a Broadway show. A man about town, Harvey Martin, becomes her protector, supplying her with a beautiful apartment, limousines, etc. A letter from her young daughter at a nearby convent recalls her to the necessity of providing a home for Dorothy, and she decides to quit the sort of life she is living with her friend. But he objects and scorns her willingness to sacrifice herself for the sake of her child. Later on he meets Dorothy, falls in love with her and uses the tactics of a man of his type to attract her with presents, flowers, jewelry and endearing phrases. Marie, sensing danger, places every obstacle in his path, but he succeeds in deceiving the young girl to his apartment. Frenzied, with mother love ever uppermost, Marie follows, and in a stormy interview she begs, pleads and demands that he let her child alone. It is then that Martin announces his honorable intentions of marriage, admitting that this girl is the first woman he had ever honestly loved. But the horror of the situation overcomes Marie, and she shoots him, inflicting a bad wound in his hand. Martin comes to his senses, appreciating the honest purpose of the woman in her endeavor to shield her offspring. By a few words he disillusions the young girl, who is glad to go back to a more youthful and honest admirer. The story then reverts to the prolog, showing the villain-hero ending his conversation with the man in the Pullman train. He is alone, and always will be alone—so a caption tells us.

The story holds unusual interest, and the one dramatic punch was reached after suspense had ascended to an exciting pitch. This scene was amazingly vivid and permitted both Miss Hunt, as Marie, and Jack Holt, as Harvey Martin, to handle this situation in a commendable fashion. Miss Gloria Hope, as the girl in question, did not come up to our expectations. She did not appear sufficiently ingenious as the supposedly unsophisticated young Dorothy. The love of Martin did not seem plausible, as the mother was far more attractive and alluring than the daughter. Considerable imagination and a clear definition of life are the essential points which vivify the story to a lifelike resemblance.

Some incidents occurred behind the scenes of a theater in the dressing room and back-stage views of a number of comely chorus girls. This added a theatrical flavor to the production, which on the whole entertained in a consistent manner. Phoebe Hunt can be credited with genuine success before the camera. Jack Holt was, as usual, his polished self. He gets his work over without the least perceptible effort. That veteran of the screen and stage, Joseph J. Dowling, had a minor role in the picture.

### SUITABILITY

First-class theaters.  
ENTERTAINMENT VALUE  
Good.

## "A VIRGINIA COURTSHIP"

Starring May McAvoy, Realart picture, shown at Loew's New York Theater, directed by Frank O'Connor, scenario by Edried Bingham.

Reviewed by MARION RUSSELL

A mere trifle is the scenario in which that clever young star, May McAvoy, is asked to infuse life and gusto. It is not her fault that the picture limps painfully.

### THE CRITICAL X-RAY

When we watched the extraordinary work of May McAvoy in "Sentimental Tommy" we cherished a fond hope that this young and wholesome-looking girl would be given proper opportunities to exploit her talents. Since then we have failed to see her in any sort of story which would assist in establishing her histrionic ability as a star.

The present vehicle has been bolstered up with names of a few reputable actors, such as Alec B. Francis, Kathryn Williams, Casson Ferguson and L. M. Wells, but even their combined efforts cannot lift the picture out of the ordinary class.

Miss McAvoy, as Prudence Fairfax, is a modern young lady of Virginia, and the story concerns the adventures, tribulations and obstacles surrounding her courtship. There is a polite villain in the person of Nevell, who is something of a counterfeiter and a polished talker as well. There is also the courtship of an elderly couple which had been interrupted many years before and ere the final curtain they renew their troth with the bitterness of the past left behind. There is a dueling Colonel with obstinate notions of chivalry and stubborn pride, and there is also a widow, Constance Llewellyn, which role is capably portrayed by Kathryn Williams. Alec B. Francis somehow got beyond his depth as the fussy and usually turbulent Colonel Fairfax. And we feel that this brilliant actor shines to greater advantage in roles requiring repression. The star is asked to roam thru mazes of inconsequential incidents with nothing registering definitely, with little hits here and there that did not amount to anything. Her winsome personality is best suited for a more serious and more decisive type of character. The locations and settings were very pleasing to the eye, and to the less discriminating admirer of the young star the picture may hold a fair amount of entertainment.

### SUITABILITY

Family trade.  
ENTERTAINMENT VALUE  
Ordinary.

## "ACROSS THE BORDER"

Story and direction by Charles Selging, featuring Big Boy Williams, a State-Right Picture, released thru Aywon Film Corporation, shown in projection room, New York, January 25.

Reviewed by MARION RUSSELL

A typical Western story of the primitive days, featuring lawlessness and romantic adventure.

### THE CRITICAL X-RAY

There is nothing to distinguish this picture from others of its class if we except some excellent riding scenes and the awkward, tho natural, performance given by that youthful impersonator of cowboy roles, Big Boy Williams.

Patricia Palmer is the heroine of the story and she rides a horse with the ease of a veteran. Gordon Russell, as the leader of a Green Band Brotherhood sort of gang, is far too good looking for character roles. He

## FOR SALE TENT SHOW

A special, made to order Black Tent for motion picture purposes, that cost last May \$2,500. 50x120x25 ft. dimensions. Practically new. Equipment consists of two Mottograph Machines, modern asbestos booth, a new rubberized Screen. Seating capacity of 750 or more. Also benches and entire electrical equipment. All for \$3,000. For particulars write to S. LUNARDONI, P. O. Box 115, Westerville, Pa.

## Rebuilt Moving Picture Machines

RESULTS—SAME AS NEW MACHINES.  
Mottograph, 1002 D. .... \$185.00  
Mottograph, 1002 A. .... 105.00  
Everything for the exhibitor.  
MONARCH THEATRE SUPPLY CO.  
228 Union Avenue, MEMPHIS, TENN.

## THE KITE MAN

J. H. WILLIS, 220 West 49th Street, New York City







Coming Soon

THE SPRING NUMBER

OF

The Billboard

A LITERARY SURPRISE

Articles by writers of repute and popularity. A cover printed in four striking colors. Profuse illustrations. Lists of all kinds. And a fund of other matter of vast interest.

THE EDITION

100,000 COPIES

You know what past Spring Special numbers of The Billboard have been—

Don't Miss This One!

Some of the Writers of Special Articles Are:

CHARLES RINGLING

It is seldom, very seldom, that Mr. Ringling contributes articles to daily newspapers or weekly trade publications...

C. A. WORTHAM

One of the greatest and shrewdest showmen the carnival world has ever known.

JOHN G. KENT

General manager of the Canadian National Exhibition at Toronto for a number of years...

A. S. McSWIGAN

President and general manager of Kennywood Park, Pottsville, Pa., and president of the National Association of Amusement Parks.

PROF. A. M. DRUMMOND

Director of the Little Country Theater at the New York State Fair, Syracuse, N. Y., and general director of extension work of this kind for the New York State College of Agriculture.

ED. F. CARRUTHERS

President of the United Fairs Bookers Association of Chicago, one of the foremost booking agencies handling free acts in the country.

FRED HIGH

Editor of the Lyceum and Chautauque Department of The Billboard, Special Investigator on Community and Industrial Problems...

HARRY E. TUDOR

World-experienced entrepreneur of outdoor entertainment in general and feature attractions in particular, both in the air and on earth.

STUART B. DUNBAR

Manager of the San Francisco office of The Billboard, and one of the most widely known and experienced newspaper men on the Coast.

HARRY E. BONNELL

A promoter and special agent ranking with the best in that line. Mr. Bonnell has devoted practically the whole of his life to the outdoor show business...

CARNIVAL AND CIRCUS NEWS

AUXILIARY TICKET

Ladies' Organization of the S. L. of A. Prepares for Its Annual Election

Chicago, Jan. 28.—At the regular meeting of the Ladies' Auxiliary of the Showmen's League of America last night, preparations were made for the annual meeting, February 22, when the election of officers will take place in the clubhouse.

Mrs. H. G. Melville, chairman; Mrs. Henry T. Belden, first vice-chairman; Mrs. F. J. Owens, second vice-chairman; Mrs. E. J. Kilpatrick, third vice-chairman; Mrs. I. L. Peyser, secretary; Mrs. W. D. Hildreth, treasurer...

FAIR ASSOCIATION

Wins Verdict Over Circus in Ground Rental Suit

Dublin, Ga., Jan. 27.—The Twelfth District Fair Association, in the Supreme Court this week, won a verdict over the Hagenbeck-Wallace Circus for the rental of the fair grounds to the circus some two years ago.

The circus contracted with the fair association to use their grounds while in Dublin. After setting up tents, unloading wagons and getting in shape for a parade, rain came down in torrents.

S. W. BRUNDAGE SHOWS

Secretary-Treasurer Crouch Resigns—Auto-Organ To Be Used for Publicity

St. Joseph, Mo., Jan. 26.—About the most important matter to record in this "show letter" is the resignation of A. L. (Len) Crouch from the staff of Manager Brundage, this being the greatest surprise yet to be landed in the ranks of the Brundage followers here in winter quarters.

With the activities in winter quarters, it is evident Manager Brundage feels the present financial and industrial conditions of the country are only for the time being and that everything will soon be adjusted.

As part of the publicity features this season Manager Brundage will use a flashy and elaborate "music box" in the way of a mounted organ built on the order of a circus tableaux wagon...

RANDOM RAMBLES, by William Judkins Hewitt, will appear in the next issue of The Billboard, dated February 11.

outfit loaded. It was contended by the circus that the contract required a performance be given on a lot before payment could be demanded.

SMITH WANTS LETTERS

Buffalo Smith, Marine Hospital, Louisville, Ky., writes The Billboard as follows:

"I wish you would tell my friends that I have been in this hospital for a year and there is no chance of my getting out soon...

EVERYBODY WILL DANCE

Plans All Set for Showmen's League Hop on the Evening of February 21

Chicago, Jan. 28.—At the regular meeting of the Showmen's League of America last night the principal subject discussed was the forthcoming dance, the evening of February 21...

the progress made by the committee and said things were almost in readiness. The dance will probably be held in the Tiger Room, Hotel Sherman.

HERE'S ANOTHER BIG SPECIAL!



No. B875—Manicure Set, with 4 pieces, as illustrated above. Good quality. All steel file and manicure scissors complete in neat lined black leatherette folding case with snap button fastener.

JOSEPH HAGN CO. The House of Service, Dept. B, 223-225 W. Madison St., CHICAGO, ILL.

CONCESSIONAIRES PREMIUM AND SALESBOARD OPERATORS

"TAKE A TIP" SAVE! SAVE! SAVE! SEE US BEFORE YOU BUY.

WINNERS AT A GLANCE

Table with 3 columns (1st, 2d, 3d) and rows for All Rogers 26-piece set, 21-piece French Ivory Manicure Set, Pen and Pencil Set.

LOOK! A REAL BARGAIN! 006 GILT Gillette RAZOR, with 12 blades in wax paper, Shaving Stick and Shaving Brush. All in separate cases. ORDER \$4.00 NOW

NOW READY OUR NEW CHOCOLATE CHERRY PACKAGE

Chocolate covered big, luscious cherries with juicy centers. The kind that melt in your mouth they are so good. Each piece wrapped.

KNOW HOW TO BOX

"BOXING AND TRAINING" by Jack Malone, Bobby Ward and other top-notch boxers, tells you how. Blocking, dodging, feinting, punching; what to eat; home exercises; keeping fit, etc.

RUPPEL GREATER SHOWS

Open in New Jersey's Best, Last Week In April, in MORRIS COUNTY

Will tour New Jersey, Pennsylvania and New York for 26 weeks. My success of last season is ancient history now. I will tour some virgin spots—all contracted for where the mills are working full time.

WHAT I WANT—Pit Show People, Midgets, Freaks, Snake Show, Platform and Illusion. Will furnish complete outfits to reliable showmen.

We will have twelve pay attractions—seven side shows, five riding devices—Big Eli Ferris Wheel, Allan Herschell Carouselle, Traver Seaplane, Venetian Swings, Parker "Kiddie" Ride, Fairy Swings.

CONCESSIONER—I will carry a limited amount of concessions. Let me know what you have and I will let you know if I can place it.

ADDRESS ALL TO ANDY RUPPEL, 702 Race Street, PHILADELPHIA

**WANT**  
 Stock Wheels ..... \$50.00  
 Grind Concessions ..... 25.00  
 Palmistry ..... 100.00  
 Juice ..... 40.00  
 Cook House ..... 90.00  
 Hoopla ..... 35.00

**THE 20TH CENTURY ENTERPRISES**  
**WILL SHIP ALL PARAPHERNALIA EAST AND OPEN APRIL 15TH IN WESTERN PENNSYLVANIA**  
 in a town of 45,000 which has been closed 3 years. We will play Pennsylvania, New York, Ohio and Southern Fairs for fall. Concession prices include hauling, lights and transportation. **WHAT HAVE YOU? PERHAPS I CAN PLACE YOU.**  
 Address **K. F. KETCHUM**, Manager, Gloversville, N. Y.

**WANT**  
 Workingmen on Whip, Electrician, Circus Acts and Side Show Attractions, Talkers; also Freaks. Want Shows that do not conflict. Will furnish outfits.

**BOSTON**  
 EDWARD A. COADY  
 Box 1268

Two men were caught in the business office of Gordon's Olympic Theater at Chelsea last week. They did not have a chance to open the safe, but the office was ransacked. Both were held on \$3,000 bonds charged with breaking and entering.

George Giles, managing director of the St. James Theater Stock Company, has just returned from a trip to New York, bringing back with him a new ingenue in the person of Lucille Adams. She started in last week when "Common Clay" was presented at that house.

The monthly meeting of the Green Room Club was held last Tuesday. Thomas A. Watson delivered an address on the English stage. There were songs by Emma Alnslie, mezzo-soprano.

"The Circle" has been booked into the Selwyn Theater starting February 13.

Viola Roach, of the Boston Stock Company, who hurt her ankle a short time ago, is well on the road to recovery. She has discarded her crutches and is now using a cane. Despite her painful injury Miss Roach has not missed a performance.

"For Goodness Sake," now at Atlantic City, is headed for Boston.

"Ten Nights in a Barroom," the Arrow production, is going far better than any of the exhibitors here expected. The film was booked into the Globe two weeks ago and at once made an instantaneous hit. It looks now as if "Ten Nights" is going to make more money than any of the feature pictures yet shown at the Globe. Two shows are given daily at 50 cents top.

Due to "The Wandering Jew" hitting the racks here, the Hollis St. Theater remained dark until January 30, when "The Dream Maker" went in.

Fred Stone, who is at the Colonial Theater in "Tip Top," is also at the Modern Theater in the film, "The Duke of Chimney Butte." Mr. Stone on Tuesday and Thursday afternoons makes a personal appearance at the picture house.

Last Saturday afternoon "Little Lord Fauntleroy" was presented at the Children's Theater. The occasion was a memorable one in the annals of the theater, as it marked the third anniversary of its foundation. The theater, which was the first of its kind established in America, is conducted in connection with the Emerson College of Oratory, and the details, including costumes, cast, scenery, are all taken care of by the students. The plan is carried on without profit for the sake of the educational value of the work, and within the past three years has grown with astonishing speed. A new play is produced each week.

Bert Spears, for a number of years connected with the local Keith booking office, has now started the new Bert A. Spears Amusement Attractions, Inc., with offices at 180 Tremont street. Matthew C. Sprowl is president, Goldie Pemberton Spears, clerk, and Bert A. Spears, treasurer and general manager.

Don't let an agent or booker tell you that at Boston there is considerable one and two lighters to be had. Boston is full of acts laying off and the bookers have little or nothing to offer. Even the club work here is "all shot to pieces" just at present.

**Enormous Profit**  
**In Store for You**  
**Start Manufacturing the New Ice Cream Invention**



**POLAR BAR**  
 (Real Ice Cream in a Chocolate Shell)

Polar Bar is flooding the United States. The demand has already grown to such proportions that it far exceeds the supply. It sells like hot cakes.

Easy to make. Polar Bar is easy to make when you have our formula and our outfit. Anyone can learn in ten minutes and the bar is ready to sell in five minutes.

Enormous Profit. With our outfits you can produce twenty bars from a single quart of Ice Cream costing you

about 25c. They retail at 10c a piece or wholesale at 80c a dozen. They sell as fast as you can make them. Imagine your profit on a day's work! Don't Delay. Send the coupon today for further information and prices of our three outfits. Millions of Polar Bars are being sold daily. Get in the game; get your share of these big profits, in a business of your own.

We furnish license to manufacture, pans, molds, wrappers, advertising signs, chocolate and use of our registered trade mark. In fact everything ready to start except the ice cream.

Sample of Polar Bar with ice cream removed, will be sent upon receipt of 15c to cover postage and packing. You can manufacture this article in your home or small store or large factory.

**Shafer & Company**  
**521 Jackson Blvd.**  
**Chicago, Ill.**

**SHAFFER & CO.,**  
 521 Jackson Blvd., Chicago, Ill.  
 Gentlemen—Please send me at once your literature describing Polar Bar and your Polar Bar outfit, together with price list. Also enclose order blank to avoid any further delay.

Name .....

Address ..... Street

..... City, ..... State

**JOE LAVINE BERT HOSS**  
**HOSS-LAVINE SHOWS**  
 Mr. R. E. Tice wants for his Shows and string of Concessions, real Agents for Wheels and flashy Grind Stores. Also Posing Girls. Want to hear from Mr. Arthur Sayles, Blackie and Vincent Russell. Address **R. E. TICE**, 7005 Hough Avenue, Cleveland, Ohio.

**ALL SHOWS AND RIDES ON WAGONS**  
 WANTED—To complete our organization, a few more Attractions. MERRY-GO-ROUND. We furnish wagons for same. Must be a three-breast. WANT responsible Manager for our Circus Side Show. We have outfit complete and will give you the exclusive Pit and Side Show Attractions. Independent Attractions of every kind write us. CAN PLACE a few independent Shows on liberal sharing terms. These are sold: Cook House, Devil's Alley, Juice Joints and Doll Wheels. All other Wheels and Grind Concessions are open. We play the money spots, so join a live organization. Opening Cleveland, O., April 15. Permanent address, 2672 East 115th Street, Cleveland, Ohio.

**HOSS-LAVINE SHOWS**

**CONEY ISLAND :: NEW YORK**  
**WANTED FOR SEASON 1922, TO COMMENCE IN APRIL.**  
 20 WEEKS' PLEASANT WORK. NO JUMPS.  
 WOULD LIKE TO HEAR FROM FOREIGN ATTRACTIORS COMING TO AMERICA. **FREAKS**  
 ALSO GOOD NOVELTY ACTS. NONE TOO GOOD  
 Can place **GLASS BLOWER** with Flashy Outfit and Other Good Clean Concessions  
 For **STEEPLE CIRCUS BIG SHOW, INC.** Address **A. KRAUSS**, 772 Hopkinson Ave., Brooklyn, N.Y.

**YOU'LL START THE NEW YEAR RIGHT**  
 by getting next to our  
**Exceptional KNIFE DEALS**

Who Takes These Beautiful, Decorated Pocket Knives?

**No. 121 DEAL**—14 Art Photo Knives, 2-blade with 600-hole Board.  
**Per Deal, \$3.75**

**No. 120 DEAL**—14 high grade, brass bolster, 2-blade Knives. 800-hole Board.  
**Per Deal, \$5.50**

**No. 118 DEAL**—Assorted sizes, 14 Knives, 2-blade, art photo, very fine, brass line and bolsters.  
**Per Deal, \$6.50**

**Rohde-Spencer Co.**  
**WHOLESALE ONLY**  
 Entire Bldg., 215 W. Madison St., CHICAGO, ILLINOIS

EVERY ADVERTISER WANTS TO KNOW WHERE YOU SAW HIS AD.





# LAST CALL — CONCESSIONAIRES — LAST CALL

For the DISABLED NEGRO VETERANS OF THE WORLD WAR, (Indoor Carnival)

Monday, March 6th, to Saturday, March 11th, 1922, at the 12th Regiment Armory (62nd Street and Columbus Avenue), N. Y. C.

6 **BIG NIGHTS** 6  
OVER 20,000 BOOSTING.

Big 2, 3 and 5-Mile Championship Bicycle Race and a 20-Mile Relay Bicycle Race, Championship Basket Ball Contest, Athletic Contest, Automobile, Beauty and Baby Contest, Dancing every night until 2 a.m. with music by the famous 15th Regiment Band, Daredevil Free Acts, etc. This is the biggest event of this kind ever given in New York City. 20,000 tickets already sold. 200,000 tickets on sale. All Concessions open. Act at once, as our space is limited. Max Luderman and A. Goldsmith, wires. Prepay all wires. J. W. WEXLER, Secretary, M. H. BLACK, Concession Manager, Room 814, 1482 Broadway, New York City.

## BIG MONEY-MAKING ITEMS



.25 Cal. Model Automatic Revolver, \$6.00 Each.  
Origins .25 Cal. German Automatic Revolver, \$7.75 Each.  
Origins .32 Cal. German Automatic Revolver, \$8.50 Each.  
Brownie .22 Cal., 4-Shot, Automatic Revolver, \$4.00 Each.

**CHINESE BASKETS**  
(Set of Five)  
87—10 Rings, 10 Tassels, \$4.00 per Nest of 5.  
844—7 Rings, 5 Tassels, \$3.75 per Nest of 5.

**BLANKETS.**  
Cayuse Indian Blankets, \$6.75 Each.  
Emmond Blankets, 6ix 78 inches, \$2.75 Each.  
Escon Blankets, 60x 80 inches, \$3.00 Each.  
Escon Blankets, 72x 90 inches, \$4.25 Each.

**FANCY READS AND GIRDLES.**  
9126—Ruby Necklaces, 85c per Dozen.  
9127—Cherry Red Necklaces, \$1.25 per Doz.  
9128—White Crystal Necklaces, \$1.25 per Doz.  
9128—Comb'n Black and White Necklaces, \$1.50 per Dozen.  
7450—Cherry Red Necklaces, \$1.75 per Doz.  
7451—Cherry Red Necklaces, \$3.00 per Doz.  
7452—Cherry Red Necklaces, \$3.50 per Doz.  
7453—Cherry Red Necklaces, \$5.75 per Doz.  
7454—Cherry Red Necklaces, \$7.50 per Doz.

**GIRDLES.**  
112—Fancy Metal Girdles, \$4.00 per Dozen.  
4—Fancy Metal Girdles, \$6.00 per Dozen.  
114—Fancy Metal Girdles, \$7.50 per Dozen.  
114—Fancy Metal Girdles, \$7.50 per Dozen.

**OTHER EXCELLENT ITEMS.**  
Rotary Fans, One of the cleverest novelties on the market. Big seller, \$8.50 per Dozen.  
5-1 Imported Tool Kit, Five useful tools in one. Big seller, \$2.75 per Doz.  
Metal Wire Arm Bands, \$5.00 Gross Pair.  
7-in-1 French Ivory Opera Glasses, \$2.50 per Dozen.  
Men's Pipes, Retail value, 25c and up, \$10.00 per Gross.  
Imported Bakelite Cigarette Holders, \$3.00 per Dozen.

140—Beaded Bag, Assorted designs, Size, 12 inches long (including fringe), \$6.00 Each.  
150—Beautiful Beaded Bag, Big Bag, Size, 10 inches long, including fringe, \$8.75 Each.  
X131—Imported Beaded Bag, Very decorative, German silver frame, 7x9 inches, \$3.50 Each.  
110—As above, smaller, fine cut beads, German silver frame, size, 5 1/2 x 7 inches, \$9.25 Each.  
1202—Imported Bead Bag, Gun metal frame, Very flashy, Size, 6 1/2 x 7 1/2 inches, \$2.50 Each.  
1203—As above, in attractive designs, Size, 7x8 inches, \$2.50 Each.  
93—Imported Bead Bag, with draw-string top and tassel, Size, 6x9 inches, \$21.00 per Dozen.  
3343—Beautiful Draw-String Beaded Bag, 11 inches long, with bead tassel, Assorted colors, Wonderful value, \$21.00 per Doz.  
37—Imported Beaded, Gun metal frame, Size, 6x8 inches, \$18.00 per Dozen.  
253—Imported Beaded Bag, with tassel, draw-string top, Size, 4 1/2 x 9 inches, \$12.00 per Dozen.  
419—As above, in decorative designs, \$12.00 per Dozen.  
All of the above are made with fine cut beads, rich in color and very attractive in design. These bags are in great demand. Write for samples, which will be sent at quantity price, plus the postage.

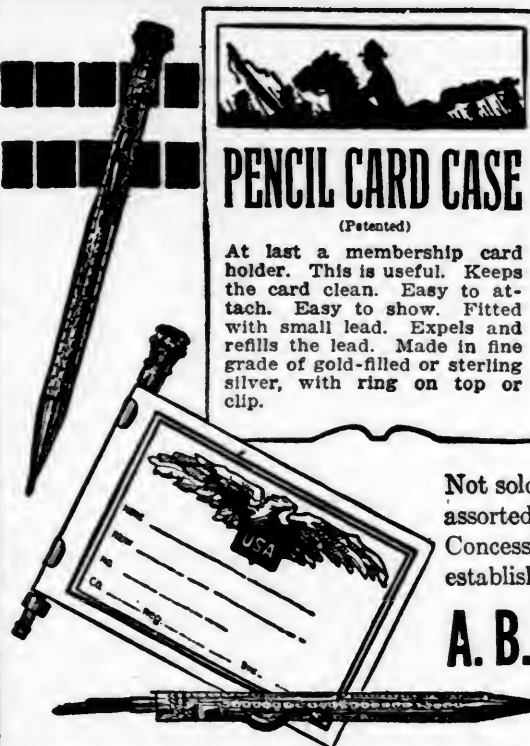
M28—Large Size Bobbing Monkey, Size 11 inches, \$18.00 per Gross.  
89—As above, Size, 9 inches, \$12.00 per Gross.  
M250—Clown Monkey, with red painted cap and feather head dress, Size, 7 1/2 inches, \$15.00 per Gross.

Wizard Magnello Top, Spin top on any level surface. By placing small metal objects at the bottom end of shaft many mystifying movements are shown, \$5.40 per Gross.

M. L. KAHN & CO., 1014 Arch St., Philadelphia, Pa.

## GLOTH'S GREATER SHOWS

have contracted for the entire season  
**THE FEARLESS GREGGS**  
the highest-priced Free Act in America. Autos that loop the loop and pass in the air.  
**FAIR SECRETARIES AND COMMITTEES** that desire to book a high-class Outdoor Attraction, get in touch with us. **WANT** one more Feature Show and Platform Show. Grind Stores all open. Address all mail and wires to **JACK LAWSON, Gen. Mgr., P. O. Box 400, Suffolk, Va.**  
P. S.—Jack Coddins, write Robert Gloth.



### PENCIL CARD CASE

(Patented)  
At last a membership card holder. This is useful. Keeps the card clean. Easy to attach. Easy to show. Fitted with small lead. Expels and refills the lead. Made in fine grade of gold-filled or sterling silver, with ring on top or clip.

Fitted with the following Emblems:  
**BLUE LODGE**  
**KNIGHT TEMPLAR**  
**SHRINE**  
**ELKS**  
**K. OF P.**  
**K. OF C.**  
**LEGION**  
**MOOSE**  
**EAGLES**  
**ODD**  
**RED CROSS**  
**KI WANIS**  
**ROTARY**  
**\$15.00 Dozen**

Not sold in less than dozen lots assorted. Sample mailed to Concessionaires, Secretaries and established dealers for \$1.25.

**A. B. SCOTT & CO.**  
FAIRMONT, W. VA.

## Gold Medal Shows CALL

Can use a few more legitimate Concessions. Will sell X on Blanket Wheel to responsible party. Silver Ware, Cook House and Juice sold. Everything else open. Positively no buy back or cheatum stores permitted. This is positively the biggest 20-car Show on the road and plays real territory. All parties contracted with the above show, answer this call. Gates, get busy, if you intend to be with it. Show opens Texarkana, under Chamber Commerce, Saturday, February 25th. Address all mail **HARRY E. BILLICK, Box 488, Texarkana, Tex.**

IN ANSWERING AN AD BEGIN YOUR LETTER WITH "I SAW YOUR AD IN THE BILLBOARD."

**LAST CALL FARMERS' BIG MARDI GRAS—COUNTRY FAIR LAST CALL**  
WASHINGTON, PA.  
**SIX BIG NIGHTS — FEBRUARY 6 to 11 — SIX BIG DAYS**  
40,000 Population : Hold in Heart of City : Building on Ground Floor : All Acts and Bands Have Been Engaged  
A. V. KEMP, Manager; L. G. KING, Promoter; EARL FRITSCHLE, Director and Chairman, 21 E. SPRUCE AVENUE, WASHINGTON, PA.

**WONDERFUL SELLER**  
Act quick. Biggest drink since Prohibition. It's a Cleanup. Everybody buys. Easily made. You can't go wrong.  
**MALTO VINO**  
THE ONE PERFECT DRINK.  
Luscious, Sparkling, Invigorating, Refreshing Drink.  
**WARNING—Do Not Add Yeast, as This Creates Alcohol**  
Large sample carton, which contains everything to make one gallon, sent prepaid upon receipt of \$1.50. BIG COMMISSIONS TO DISTRIBUTORS. Write today. Don't put it off.  
**GRAPE PRODUCTS CO., Dept. B, 543 N. Dearborn St., Chicago, Ill.**

**T. A. STEVENS WANTS**  
reliable Wheelmen and Concession Agents, for Candy, Dolls, Silverware, Grocery, Ham and Bacon, Buckets, Huckle-Buck and other Concessions, to open with Miller Bros.' Shows February 21 to 28, Pensacola, Florida. Write or wire me. N. B.—Sam Gluskin, Ben Abend, Chas Arnold, wire. T. A. STEVENS.  
**FOR SALE**  
TENT, 100x23, 9-ft. wall, fair condition cheap. TENT, 25x50, 9-ft. wall, fair condition, cheap. SWELL SHOW FRONT of 4 Banners and Doorpiece. Can be used for Oriental or Vaudeville. Six Angle Iron PITS, 3 ft. square, with red and white Pit Cloths, with shipping boxes for same. W. H. M. ALLEN, Iowa Pet Farm, Roslyn, Virginia.

**WANTED!** A few more choice spaces for Wheels, \$75.00. Grind Stores still open, \$35.00. Deposit 50% when wiring. Don't write—wire. All people engaged for the Country Fair report February 5, at Washington Gardens.  
**W. H. M. ALLEN, Iowa Pet Farm, Roslyn, Virginia.**

















# "BANKRUPT SALE"

"Showmen Take Notice!" Having purchased the Bankrupt Stock of The Primo Light & Mfg. Co., of 3849 Olive St., St. Louis, Mo.

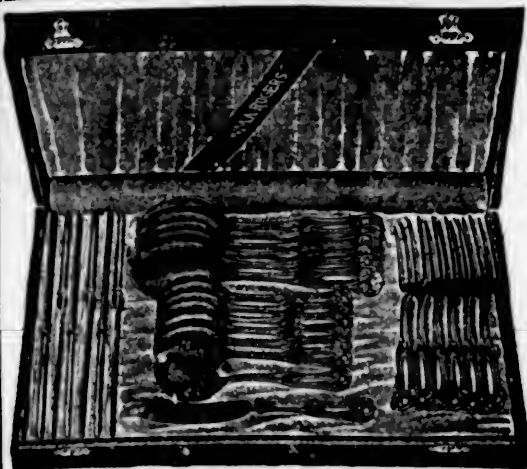
**OFFER FOR SALE**

28 No. 29 TWO-MANTLE ARC LAMPS  
27 No. 11 ONE-MANTLE ARC LAMPS

And Many Other Lamps and Machines. Write for Quotations.

Address all communications to the

**WINDHORST SUPPLY COMPANY,** 106 N. 15th St., ST. LOUIS, MO.



**The Original**  
**WM. A. ROGERS**  
**26-Piece**  
**Silverware**  
**Set**

YATES PATTERN

## \$3.12½ EACH

Original Knives Stamped Wm. A. Rogers.

In lots of less than 12 sets, \$3.25 each  
Boxes, as illustrated, 50 cents each

Orders for samples must be paid in advance.  
Please include parcel post charges.

## C. E. TAYLOR CO.

245 W. 55th Street, - - - NEW YORK CITY

Write for Catalog With New Prices



## Famous Combination 7 1 Glasses

White Celluloid Frames  
SAMPLE DOZEN \$2.75

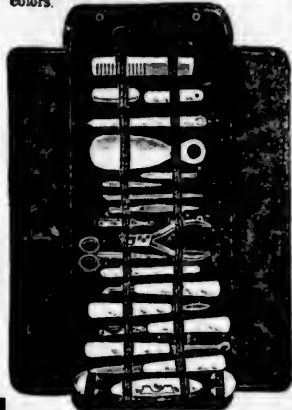
WE HAVE ON HAND FOR IMMEDIATE DELIVERY:

|  |         |
|--|---------|
| Imported German Opera Glasses, Dozen.....          | \$ 4.50 |
| Imported Photo Cigarette Cases, Dozen.....         | 1.50    |
| 5-in-1 Tool Sets, Dozen.....                       | 2.25    |
| Imported Nibbled Vest Pocket Razors, Dozen.....    | 3.00    |
| Imported Pencil Sharpeners, Dozen.....             | .60     |
| Large Elaborate Beaded Bags, With Frames, Dozen... | 36.00   |

Also Various Other Items for Salesboard and Premium Users.  
25% Deposit Must accompany all orders.

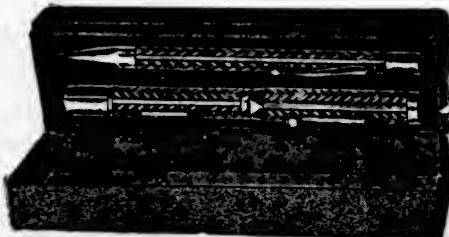
**HOUSE OF HEIMAN J. HERSKOVITZ**  
85 BOWERY NEW YORK CITY

21-PIECE DU BARRY FRENCH IVORY MANICURE SET \$1.25 Each (in Dozen Lots)  
Contains all necessary pieces, including large polished nail nipper. Each set in leatherette roll-up case, in assorted colors.



# Salesboard Operators!

GOLD FILLED FOUNTAIN PEN AND PENCIL COMBINATION SET, 14K. GOLD PEN. NEWEST IMPROVED PROPAGANDA REPEL PENCIL. IN HANDSOME PLUSH COVERED AND LINED BDX. STYLE 211. PRICE, \$3.00.



SAME QUALITY SET, LADIES' SIZE, IN PAPER BDX, STYLE 203. PRICE, \$2.75.

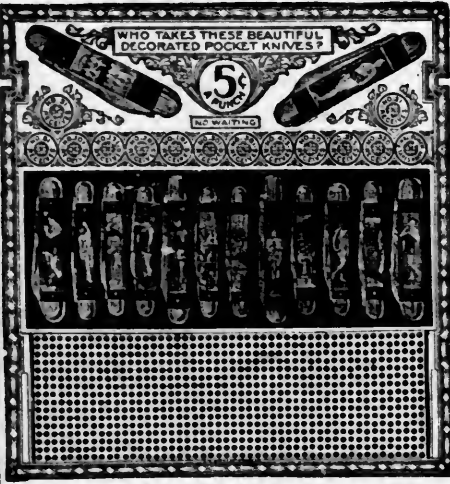
SAME PEN AND BDX AS STYLE 211 GOLD PLATED PENCIL, PROPAGANDA ONLY. STYLE 201. PRICE, \$2.50.

A COMPLETE LINE FOR SALES BOARD, CARNIVAL AND FAIR OPERATORS.

## FAIR TRADING CO., Inc.

MAX GOODMAN, General Manager.  
133 Fifth Avenue (Stuyvesant 2675) New York City

## \$5.00—14 Regular Real Art Knives—\$5.00



SALE WILL CONTINUE UNTIL MARCH 1, BECAUSE OF BIG DEMAND.

800-Hole Board for Assortment, \$1.00 Extra.

5% discount allowed on 25 sets or more at one time. This discount on Boards also.

EVERY KNIFE BRASS LINED, NICKEL SILVER BOLSTERED, WITH BLADES MADE FROM REAL STEEL. REAL ATTRACTIVE ART PHOTOS ON HANDLES.

You don't have to buy big quantity to get this price—buy what you need only.

Write for new price list and descriptive circular. Just off the press. 12 different kinds of Assortments to select from.

## The GOLDEN RULE CUTLERY COMPANY

212 N. Sheldon Street, Chicago, Ill., Dept. No. 1  
Estab. 1900.

# I WILL BUY OR WILL CONTRACT

Three rides—Carrousel, Ferris Wheel and Swings. If you have one or all of these rides for sale, state model, year and make, also lowest cash price.

CARL F. MAYER, St. Francis Hotel, Newark, N. J.

# THE ROBERTSON & JENNINGS SHOWS

OPEN EARLY IN APRIL. BIG TOWN. GOOD BUSINESS.

We own our own Merry-Go-Round and Ferris Wheel. Always more and open Monday. Twenty weeks out of twenty-six last season. Under strong auspices. CONCESSION MEN, PLEASE NOTE—We charge straight concessions. No lip. At our biggest affairs your concessions are same price. No exclusive, but Cook House and Juice, which are sold. Will sell ex. on Blankets, Palmist, Baskets, Dolls, Silver or any straight Concession wanted. SHOW MEN—If you want to get with a real show that plays real spots, write at once. CAN USE a good Walk Through Show or any one except Athletic. CAN USE either Aeroplane Swing or any other Ride. Will make easy percent. Address C. L. JENNINGS, Springville, New York.

# WANTED L.J. HETH SHOWS WANTED

Have opening for Society Circles or any other large Show that we can feature. Have beautifully hand-carved Double Wagon Front for same. CAN PLACE experienced Chorus Girls, also experienced Carnival Electrician, Motordrome Riders, male and female. Plantation Performers. Address ED. HAYDON, Box 463, Moberly, Missouri. Following Concessions open: Silk Shirts, Silk Parasols, Pitch-You-Win, Hoop-La, Japanese Baskets, Dart Gallery, Pillows, Pop-Em-In, Ball Games. Address L.J. HETH, Manager L. J. Heth Shows, P.O. Box 27, East St. Louis, Ill.

## Oh, Boys, What a Sensational Clean-Up! \$ 1922 SILK KNIT TIES \$ 1922

OVER 2,000,000 SOLD IN NEW YORK IN ONE WEEK. If you are not hustling Silk Knit Ties you are dead! Slower than the Fiber Belts, and you know how big they went over. Get busy. Start now and get your share of this easy money. Send \$3.25 today for a sample dozen, assorted. Gross lots, \$38.00, to everybody.

STANDARD KNIT NOVELTY CO., 138 Montague St., Brooklyn, New York.

## COOK HOUSE MEN



ATTENTION!  
Gasoline Stoves, Urn Burners, Jumbo Burners, Tanks, Pumps, Hollow Wire, Gasoline Lanterns, Mantles, Torches, etc.

18x30 Griddle ..... \$14.00

GRIDDLES, ALL SIZES AND PRICES. Our Griddles are made of heavy boiler iron. Corners welded. Leak proof. If you need any of these goods at once don't stop to write, but WIRE your order together with deposit of ¼ cash. We have these goods in stock and can make immediate shipments. Write for complete price list.



Urn Burners, like cut, 4-inch... \$4.25  
8-inch... \$5.50  
Also Jumbo Burner (for grates) \$4.75  
3-Way Tees... .20  
Hollow Wire... .05  
Per foot... .05

WAXHAM LIGHT COMPANY, Dept. 15, 330 W. 42d St., New York City.

## FOR SALE CHEAP—Or Will Lease to Responsible Party

13-Car Show, now on the West Coast. Fully equipped with wagon fronts, two Riding Devices, flat wagons, etc. For particulars, address C. W. PARKER, Leavenworth, Kansas.

# AMERICAN LEGION CELEBRATION and GALA WEEK

Feb. 20th to 25th—LAKE WORTH, FLA.—Feb. 20th to 25th

WANTED—A few high-class Shows, Minstrel, Ten-in-One, Platform and Walk Thru or other high-class Attractions. Also Merry-Go-Round and Ferris Wheel. Concessions all open. Celebration to be held on main streets. 50,000 population within a radius of six miles to draw from. Billed like a circus for 100 miles. This is a maiden spot. First-class Free Acts get in touch with me at once. Six big days and nights. Address all communications to FRANK J. BRADY, Chairman of Celebrations, Lake Worth, Florida.



SALESBOARD OPERATORS  
LOOK AT THIS!!!  
DELICIOUS  
**GOLDEN BROWN**  
MILK CHOCOLATES

PACKED IN OUR SIX FASTEST SELLING DEALS

**No. 1**  
ASSORTMENT  
33 Boxes  
800-Hole Salesboard Free  
20-35c Boxes.  
8-50c Boxes.  
3-75c Boxes.  
2-\$1.25 Boxes.  
1-\$2.00 Box.  
1-\$5.00 Box.  
Price **\$9.50**  
BRINGS IN \$40.00

**No. 2**  
ASSORTMENT  
20 Boxes  
500-Hole Salesboard Free  
16-75c Boxes.  
3-\$1.25 Boxes.  
1-\$2.00 Box.  
Price **\$6.25**  
BRINGS IN \$25.00

**No. 3**  
ASSORTMENT  
49 Boxes  
1,200-Hole Salesboard Free  
30-35c Boxes.  
10-75c Boxes.  
3-\$1.25 Boxes.  
3-\$2.50 Boxes.  
1-\$7.00 Box.  
Price **\$15.00**  
BRINGS IN \$60.00



ACTUAL PHOTOGRAPH OF NO. 4 ASSORTMENT.

**No. 4**  
ASSORTMENT  
42 Boxes  
500-Hole Salesboard Free  
20-35c Boxes.  
13-75c Boxes.  
4-\$1.25 Boxes.  
2-\$2.00 Boxes.  
1-\$5.00 Box.  
Price **\$12.50**  
BRINGS IN \$50.00

**No. 5**  
ASSORTMENT  
46 Boxes  
600-Hole Salesboard Free  
30-35c Boxes.  
8-75c Boxes.  
4-\$1.25 Boxes.  
2-\$2.00 Boxes.  
1-\$3.50 Box.  
1-\$7.50 Box.  
Price **\$15.00**  
BRINGS IN \$60.00

**No. 8**  
ASSORTMENT  
36 Boxes  
1,000-Hole Salesboard Free  
ALL CHERRIES  
30-35c Boxes.  
3-\$1.00 Boxes.  
2-\$1.50 Boxes.  
1-\$2.50 Box.  
Price **\$14.00**  
BRINGS IN \$50.00

PACKED IN  
**BROWN-BUILT-BOXES**

lithographed in six colors and heavily embossed, using many of the old favorite designs, as well as a number of new ones.

BY ORDERING THESE ASSORTMENTS FROM YOUR CLOSEST JOBBER YOU WILL SAVE MANY DOLLARS IN FREIGHT OR EXPRESS CHARGES

Half cash with order, balance C. O. D.

Prices 10% Additional in Philadelphia and Points East

Write to the Home Office for Free Sample of our Chocolates.

FOR SALE BY

*The Saint Louis*  
**CHOCOLATE COMPANY**  
ST. LOUIS, MO., U. S. A.

410 N. 23<sup>RD</sup> ST.  
OR THE FOLLOWING JOBBERS

St. Louis, Mo.,  
St. Louis Chocolate Co.,  
410 N. 23d St.

Terre Haute, Ind.,  
Levin Bros.

New Orleans, La.,  
Wm. M. Friess,  
2811 Constance St.

Chicago, Ill.,  
J. J. Howard,  
617 S. Dearborn St.,

Cedar Rapids, Ia.,  
Iowa Novelty Co.,  
516 Mullin Bldg.

Huntington, W. Va.,  
Bates Bros.,  
Cor. 20th St. and 5th Ave.

Milwaukee, Wis.,  
Minute Supply Co.,  
2001 Vliet St.

Pittsburgh, Pa.,  
Vixman & Pearlman,  
620 Penn Ave.

La Crosse, Wis.,  
Iowa Novelty Co.

Cincinnati, Ohio,  
Alisto Manufacturing Co.,  
1446 Walnut St.

New York,  
Aluminum Sales Co.,  
8667 107th St.,  
Richmond Hill, Long Island.

Kansas City, Mo.,  
Western Show Properties Co.,  
518 Delaware St.







POSTAL TELEGRAPH - COMMERCIAL CABLES

RECEIVED AT

CLARENCE H. MACKAY, PRESIDENT

CABLEGRAM

DELIVERY NO.

The Postal Telegraph-Cable Company (Incorporated) transmits and delivers this cablegram subject to the terms and conditions printed on the back of this card.

20-29568

DESIGN PATENT No. 40529

66 ch kn 720 a

67

reod jan 30 23

Paris

793

C M Williams

advertising manager

Billboard Pub Co CintiO.,

London and Paris factories are being speedily equipped both plants for the manufacture of smiles and kisses and famous frozen sweets will be operating at high speed within sixty days international concessionaries and showmen can now handle these wonder packages in every civilized country australia is next an leaving for Berlin Jany 23 good luck

Sidney G Anschell

No inquiry respecting this message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by DIRECT application to the sender.

SEND FOR OUR NEW CATALOGUE!

"FAMOUS FROZEN SWEETS"

\$55.00 Per Thousand Packages { EXPRESS PREPAID TO ANY POINT IN THE U. S. PACKED IN CARTONS OF 250 PACKAGES EACH AND SHIPPED IN ANY MULTIPLE OF THAT AMOUNT.

\$10.00 DEPOSIT REQUESTED ON EACH THOUSAND ORDERED.

"SMILES AN' KISSES"

\$130.00 Per Thousand Packages { EXPRESS PREPAID TO ANY POINT IN THE U. S. PACKED IN CARTONS OF 100 PACKAGES EACH AND SHIPPED IN ANY MULTIPLE OF THAT AMOUNT.

\$20.00 DEPOSIT REQUESTED ON EACH THOUSAND ORDERED.

DON'T WRITE--WIRE!

UNIVERSAL THEATRES CONCESSION COMPANY

26 and 28 North Franklin St.

CANADIAN FACTORY:  
314 Notre Dame West, MONTREAL, CANADA

CHICAGO, ILL.

EASTERN OFFICES:

1027 Gates Avenue, BROOKLYN, N. Y.