

# The Daily Movie Magazine



## CLOSE-UPS of the MOVIE GAME

By HENRY M. NEELY

#### There Are Signs of Brighter Times Everywhere

WELL, we've started things, Geraldine. The slump's over. The movie business has turned the corner. Main street is only a few blocks ahead.

Don't let's wait for a trolley; call a Texas cab and let's go.

During the last week or ten days there seems to have been a revival every where. People are flocking to the theatres, they're spending their money, they've quit the gloom and have come out into the bright lights. The houses are pening, the studies are resuming production. There's a confident hum of activity and you can hear people laugh out loud once more.

I've had several encouraging reports from different parts of the country these last few days. They show the same awakening in almost every section. Exceptions, of course; there are always exceptions. But they aren't significant. Along comes Adolph Zukor with the results of a telegraphic survey made last week. Know Adolph? No? He's only president of the Famous Players-Lasky Corporation, the biggest of the producers. That's all Adolph is, except a financier who doesn't even lose his appetite for breakfast when they wire him for another five million or so. He wouldn't even spell five million with capital Now you make the old pun about capital and interest and then we'll

ZUKOR sent a wire to representative movie house owners in twenty-five of the key cities of the country asking them for a telegraphic report on business conditions and outlook. And the result is a declaration that not only are things improving but that there is every indication of a genuine boom time this fall and winter. Room! Do you get that, Geraldine! Let's make it a real boom.

INTERRUPTING just for a moment, I want to tell you how very cleverly the recent situation was described last week by Cecil B. De Mille, the famous director, at a banquet of the Western Motion Picture Advertising Association. "The motion-picture business." he said, "may be likened to a young man who inherited untold wealth and proceeded to grow soft and fat in wasteful extravagance. Suddenly it became necessary for the young man to rid himself of his unhealthy fat and curb his expenditures - and do it quickly.

"The young man succeeded in his efforts. But all of his friends and acquaintances, remembering his former rotundity and prodigality, when they saw him after his reduction, promptly said, 'Why, how thin you are!' But he is not thin; he is merely normal once more. The suddenness of his return to normal may have left him a little weak, but it is a bealthy weak-

ness, far less dangerous than his previous condition. "The motion-picture industry is in far better shape today than it was in 1914. That was the beginning of its period of wasteful extravagance brought about by the removal of alien competition because of the war. Producers vied with each other in the expenditure of money on spectacular and lavishly staged

That abnormal condition has gone for all time. In its place has come a normal, healthy condition that is infinitely preferable.

CALLS that stuff about the fat young man mighty clever. It gives I you an exact picture of the moving-picture industry, and it is a picture that you can easily comprehend and remember.

BUT to return to the survey made by Adolph Zukor. The reports show that, except for three bad spots, the business north of Mason and Dixon's muchadvertised line is improving fast and there is every indication that it will be back

to normal within a month or two. And the bad spots are entirely sectional. Unusual hot weather still interferes in the South, the extreme Northwest is suffering because lumber and its allied industries are still asleep and snoring loudly and Iowa and Southern

Ohio haven't yet been able to pull themselves out of generally sluggish business.

But the reports from Buffalo, Chicago, Philadelphia, St. Louis, Kansas City, Denver and Los Angeles show a gratifying jump with an apparent demand for more and more. Greater New York is beginning to look like its old self. Boston and Cleveland show decided improvement and Washington, Toledo, Omaha and San Francisco, while not rushing out to buy another dozen silk shirts, report I that they've at least got enough money to pay laundry bills on the old ones.

And now along comes Paul Brunet, president of Pathe, who sees a real

benefit to the industry in general from the recent slump.
"The slowing up of business has its compensations," he says. "Now that ly technical docu-"The slowing up of business has its compensations, he says. Sow that the situation is clearing up and cooler weather is again with us we can see signs that which staff writer.

the heneficial effects.

"The industry is no longer confronted with the membre of overproduction into the hands of that has hurt it for the last three or four years. The owner of the moving- the director, picture house will not find himself face to face with as much competition as that the play may would have been the case had the slump been postponed another year "And it is quite evident that the house owner has been lowering his oper- graphed and cut to ating costs to meet the situation and that has placed him in a most advantageous a fixed plan. position, with increasing fall and spring boxoffice receipts in the offing."

MAYBE you have wondered, Geraldine, why I so often speak of the house owners as though they were my chums. It's because I want you to realize that any business condition which affects the chap who runs the little movie place around the corner affects you. When the cost of films goes too high for him to pay, he can't get the ones you scant to see. When operating expenses and gross receipts get too close together, you yourself have to go without the things you ought to have. When a big producing or distributing organization gets a stranglehold on him, and begins to squeeze the life out of him, you are the one who suffers. And when Cecil De Mille's fat hay got too hefty, he took up two seats in the trolley car and you had to stand,

You ought to get the viewpoint of the owner of that little movie house. And you ought to give him yours. You are partners in the same business. In fact, it's more than that. The movie house man is trying his duradest to work for you and he's very anxious to know schether

### WILLIAM DE MILLE GIVES ADVICE TO CONTEST WINNER

#### By CONSTANCE PALMER Hollywood, Calif.

ENIUS is the infinite capacity for G taking pains."

remember and apply it, and remember forget that all art is conscious.

inspiration is very largely a matter of perspiration, she can't go far wrong

HFRE'S on the matter of work.

"But so many girls who aspire to be actresses forget that, although they may feel to the very depths of their beings, it is only one in a thousand knows how to express. Therefore the training of an actress is not only the quickening of her reaction to emo-tions, but the training of her body as instrument for the expression of those emotions.

"When I undertake to train an etress, I require two fundamental

'First, she must have personality, This entails, of course, charm and force of character. Second, she must possess the ability to transmit to her nudience, through the medium of the screen, not only that personality. the personality of the character she is portraying.
"Brains? I ask intelligence, and

that is included in my initial requirement. There are cases where an actress may not be considered clever in the accepted sense of the word, yet be so nigh perfect in her performance. In other words, the director expresses perfectly through her his conception of the character he wishes portrayed complete harmony so far as work is

CIT HELPS me to hear a player's suggestion as to how he or she would act in a certain situation. Often something that is said or done on the set will change the whole trend of the my story is written as I go along. I am cture. Therefore the continuity of only a day ahead of my writer. scenes are always long in the

nate with other scenes, I rehearse very fully, and while shooting always ich directly under the talking to the players constantly in a infinite patience. The only things that disturb me are downright stupidity. unwillingness to learn, and impatience when I am trying to show what I want. "A will to work is always admirable, it it is one of the hard facts of life

## VERA GORDON ENGAGES TWO OF OUR MOVIE BEAUTY CONTEST WINNERS

Now that Madelaine Starhill, winner of our Beauty Contest, is



HROUGHOUT several weeks I have tried very hard to give the readers

and solely with the DOROTHY FARNUM which shall form the basis of a con-

age all those who have been kind enough to read my articles and to advise the sonally. I trust that they was now, sonally. I trust that they was now, sense of what Stevenson sings so joyously. The world is so full of a numously. ously. The world is so full of a number of things I am sure we should be the world have been obliged to concur dom from restraint than is customary in that clause. as happy as kings."

For the world is so full of things

to write about that there is no reason why a person of ambition and industry should not be as happy as-well, a successful screen playwright!

I believe that I have also told you, through these articles, to write your story in synonsis form on typewritten n self-addressed, stamped envelope. I have given you a list of dramatic situations, over thirty of them, almost any one of which, if properly

HERE'S ONE DIRECTOR WHO "BOSSES" HIS STAR

are waiting for a reply, it is hoped that your typewriter is not idle, be-cause it would be the height of stupidity when you have once created a market

42d Street

FINALLY, one day there comes a letter from the film corporation, offerng you anywhere from \$750 to \$2500sometimes more or sometimes less, but that is the average—for the screen rights of your story. A contract will

In examining it I will advise you to e very sure that it contains a clause stating that your name shall appear on the screen and in all advertising matter Talmadge.

There have been weeping, wailing and in the conventional world outside, gnashing of teeth, whenever a pet scene | Examined a bit closer, these outland-

than justice. dramatic situations, over thirty of them, almost any one of which, if properly developed, should be sufficient for one scenario. I have duitfully set down the requirements of the censor, so that you may steer clear of forbidden things. I have tried to keep you in touch with the present market.

So now, I believe it is time to write about that most cheerful topic of all, THE CHECK.

We will assume that you have written your story according to regulation, You sufficiently of the check, or part of it, in going to New York or California and making the most of your entry into the studio wishes doing to New York or California and making the most of your entry into the studio wishes doing to New York or California and making the most of your entry into the studio wishes doing to New York or California and making the most of your entry into the studio and the opportunity of seeing first step on the road to becoming a trained continuity writer yourself. In so doing you will be rewarded by an excellent income and an invaluable experience. This will not prevent you from working on original photoplays at the same time.

It is usually the case, once the check is out of the hands of the pro-Spend the check, or part of it, in

Daily Tabloid Talks to Fans

The authors of this series are the famous Emerson and Loos, scho have photoplays. They now have full photoplays. They now have full charge of all scenarios for Constance

over which the company has control.

There will be another clause, which you may object to. That is, that you are required to give your consent to any changes in the play or title of the play which the producer may see fit to topsy-turvy to the outsider, with its

is changed or a pet character is sacri-ficed. The trained staff continuity writer is wiser than the novice, or supposed to be, at any rate. He will, as a artists—a Bohemian spirit which is the rule, do your play justice in preparing same, whether in Hollywood or the for the screen, and sometimes more Latin Quarter of Paris.

If the newcomer to the studio wishes

William De Mille, the foremost exponent of the psychological photoplay, and the effort but the result that it is one of the hard facts of life. One of the hard facts of life is most often cruel-that it is not the effort but the result that gains the reward. Were this not so there would be no art. Untold millions have selected from the lists that have selected from the lists tha

Charkle Chaplin had a hard struggl in his early days, playing minor parts in cheap London vaudeville.

Marshall Neilan, one of the greatest

MATINEE DAILY

POWELL and SPECIAL CAST in "APPEARANCES" Marshall Neilan, one of the greatest directors of the time, broke into motion pictures as a chanffeur Norma and Constance Talmadge rose

from obscurity as extras.

Anita Stewart's first part was that of a maid in one of the old Vitagraph

Charlie Ray carried a spear as a uper" in a stock company that went broke before he landed in picture land. Miriam Cooper was an extra. So were many others who today are with-in the ranks of stardom. Wesley Barry was a newshoy before he was dis-covered by Marshall Neilan.

A ND if you still question the de-mocracy of the screen, let us point out, that not only those of humble beginnings have been attracted by its lurand possibilities, but famous artists of the spoken stage and scions of society have responded to the same arge. There are the distinguished Barrymores, who have long since given their talents to the silent dramn. There is Guy Bates Post, who is about to make his debut in motion pictures with screen versions of "Omar, the Maker," and "The Masquerader,"

There are Lady Diana Manners, the English aristocracy, and Mrs. Lydig Hoyt, famous New York society beauty, who have gone into the films. Among those appearing in Constance Talmadge's new comedy, "Good for Nothing," are Viscomte H. H. F. De Frise, Miss Elaine Revailles, who in private life is the daughter of the cele-

on Breaking Into the Movies

By JOHN EMERSON and ANITA LOOS

You'll Find the True Democracy in the Studios brated New York specialist; Dr. Henry Coggeshall, and Miss Joan Mere-

dith, whose first histrionic experience was in the Junior League show in New York last year.

Heavy Costume Cost in New Film

wardrobe for "The Three Musketeers." Some idea of the expense of Doug's new picture can be gathered from the fact that the costumes for this production cost more than \$100,000.

(These "Tabloid Talks" are con-densed from the material for a book by Mr. Emerson and Miss Loos to be published by the James A. McCann Company, New York.)

## CONFESSIONS OF A STAR

As Told to Inez Klumph

NEW man in the studio is likely to A be anything from somebody who's just bought the company to a foreign potentate or a publicity man, so Isabel, and I hadn't the slightest idea who Phil Craney was when we were introduced to him.

duced to him.

He looked at us carefully, and then he and the cameraman, who had worked with both Isabel and me, talked about us just as if we hadn't been there at all. People do that in the movies, you know—and you hear your own appearance discussed so much that you feel as impersonal about what beauty you may have—or think you have—as if it

"Diana's face screens unusually well; give her a back light and she looks like a blonde, and of course her gray eyes—" the man said. But the stranger turned to Isabel."

of the "baby vamp" we have now adays!) He thinks I'm the type for it, and he's going to cast me in that sort of role right away."

"You mean that von "said." stranger turned to Isabel.
"I think Miss Heath will be better for what I want to do," he said, with an apologetic little smile for me. "Will

you come over here and let me see what ou can do. please?"

I couldn't help feeling disappointed. of course; whatever it was that was going on, I wanted to be in on it. But just then the director I was working for called "Ready on the set!" and I

had to hurry across the studio. And as soon as I got to work I forgot all It wasn't till late that afternoon that I had an opportunity to see what Isabel was doing. Then one of the girls grabbed me by the arm and whispered: "Come on! That new director is teaching Is to be a siren—it's great!"

"She'll have a fit if she knows we're watching her," I answered, as we started for the set where Isabel was. Even in those days she was tempera-

Even in those days she was tempera-mental about having people around when she was working. "Let's hide behind that rack of lights." So we hid behind one of the big racks of electric lights beside the set and watched.

Isabel Heath's smile has become mony. famous on the screen. It used to be really lovely, before it became mechanical. You've seen her turn it on many a male star—Wallie Reid and Bryant Washburn and even Bill Hart. Her big, dark eyes get sort of tender, and little dimples come around her mouth and then she smiles straight into the eyes of the man she's playing with, or into yours. And every girl in the audience goes home and practices it before

the mirror.
Well, she learned that smile that aftnoon. Phil Craney taught her to do He taught her other things, tooall sorts of little tricks of expression that are irresistible in a girl as pretty as she is. Her history since that time

roves now good a teacher he was!

He used one of the young leading teen as an accessory. He'd say:

"Now go up to him and look at him this way, Miss Heath—beg him to look at you. No, don't pout—don't ever do that; it spoils your mouth. Lay your hand on his shoulder—no, this way: if hand on his shoulder—no, this way; if you curve it like that at the clbow you make an ugly line. Here—like this."

And he'd take the young man's place and show her how to do it.

He was perfectly matter-of-fact about it, of course; there was no reason why he shouldn't be. It was all in

son why he shouldn't be. It was all in the day's work. Sometimes this seems a pity to me—I mean the way that acting discounts seme of the most beautiful things in life. Why, when I became engaged to Derry I'd been kissed so many times in pictures that for a moment I couldn't appreciate the difference; madly in love with him as I was, I was a way would that for an instance.

missed the click of the camera Isabel was tremendously interested, of course. She was eventeen, and just beginning to go out a lot, and here she was having the fine points of the game handed to her. At least, that's what

stopped on the way home for a nut "Well, I'm glad he didn't pick me," I told her flatly. "I suppose it's all right to play love scenes like that,

"It's perfectly wonderful to be coached by Mr. Crancy," she answered, getting awfully dignified. "He has just come from one of the big Eastern stu-

THE STORY BEGINS

the story begins
with the early days in the old Fine
Arts studio in California, when Colleen Moore, the Gish girls, Bessie
Love and a host of others were not
much more than extra girls. Diana
Cheyne relates the tale; she begins
with the day in the studio when she
and Isabel Heath, not stars then as
they are now, were sitting on the
stairs when a strange man came into
the studio and looked at them. The
cameraman called them down to cameraman called them down to meet him, and it proved the turn-ing point in Isabel's life.

NOW GO ON WITH THE STORY

"You mean that you're going to be a professional charmer on the screen?"

"On the screen and off!" she re-torted, turning to run up her front steps. "I know that what I'm fearning now is going to bring me everything in the world that I want." Well, it has-at the risk of her han-

To be continued tomorrow

Answers to Questions From Movie Fans

SIREN-Elliott Dexter played the lead in the "Witching Hour." He has an important role in "Peter Ibbet. otherwise known as "Forever

MARY ROSS—Janet Beecher has never played in a picture. She is a stage actress. She played the lead in "Call the Doctor," a Belasco produc-tion. She is married to Richard H.

of electric lights beside the set and watched.

It was funny, of course. But it was funnier still, later on, when Is turned around in real life and used on that unsuspecting young man the very arts and wiles that he taught her for that picture.

KENNETH C.—May Allison is not making a picture. He is to play the lead in Bataille's "Don Juan" stage play, to be presented in the fall. Yes, they do say that Lou and his famous wife, picture.

CHARLIE—Harriet Hammond has been cast for one of the important roles in "The Golden Gift." She also plays a leading part in Marshall Nellan's "Bits of Life," soon to be released. WINONA—The painted lady in "Sentimental Tommy" was Mabel Talinferro. The doctor was George Faw-

French Star in West



Max Linder, the spry little French comedy star, has signed a contract to work at the Goldwyn studies in Culver City. He lives in Hollywood, but can easily motor to and from the plant. Max, as has been his custom from the time, seventeen years ago in Paris, when he made his initial picture, will write and direct his own stories, in addition to cutting them.

BELMONT 52D ABOVE MARKET 1:30 & 3: 6:30 to 11 P. M

CEDAR 60TH & CEDAR AVENUE "THE PARISH PRIEST"

COLISEUM Market bet. 59th & 600

DOROTHY DALTON

JUMBO FRONT ST. & GIRARD AVE.

MAX LINDER

in "SEVEN YEARS' BAD LUCK"

LEADER 41ST & LANCASTER AVE.

"THE LOST ROMANCE"

LOCUST 52D AND LOCUST STREET

HAROLD LLOYD in "I DO"

eena Owen in "The Woman God Changed"

RIVOLI 52D AND SANSOM STS.

HERBERT RAWLINSON

STRAND GERMANTOWN AVE.

"THE IDOL OF THE NORTH"

JACK PICKFORD "THE MAN WHO HAD EVERYTHING"

PHOTOPLAYS



The following theatres obtain their pictures through the STANLEY Company of America, which is a guarantee of early showing of the finest productions. Ask for the theatre in your locality obtaining pictures through the Stanley Company of America.

APOLLO 52D & THOMPSON STS.
MATTINEE DAILY
TOM MOORE

ARCADIA CHESTNUT Bel. 16TH
10 A. M. to 11:15 P. M.
BEBE DANIELS
10 "GNE WILD WEER"

IMPERIAL 60TH & WALDUT STS.
Mats. 230; Evgs. 7 & F

BLUEBIRD Broad & Susquehanna Comminuous 2 to 11 "The Greatest Question" CAPITOL 122 MARKET ST.
WILLIAM BRADY'S PRODUCTION
"LIFE"

So COLONIAL Gtn. & Maplewood Aves DOUGLAS MacLEAN DARBY THEATRE

"SENTIMENTAL TOMMY" EMPRESS MAIN ST. MANAYUNK JACKIE COOGAN in "PECK'S BAD BOY" FAMILY THEATRE-1311 Market St.

BEBE DANIELS to "THE MARCH HARE" 56TH ST. THEATRE-Below MAY ALLISON IN "EXTRAVAGANCE FRANKFORD 4715 FRANKFORD

GLOBE POLA NEGRI IN "GIPSY BLOOD"

MADGE KENNEDY

GREAT NORTHERN Broad St. at Er CONSTANCE TALMADGE

Lehigh Palace Germantown Ave. and Lehigh Avenue "THE TEN-DOLLAR RAISE"

"SENTIMENTAL TOMMY" PALACE 1214 MARKET STREET THOMAS MEIGHAN

OVERBROOK 63D & HAVERFORD

In "THE CONQUEST OF CANAAN" PRINCESS 1018 MARKET STREET **BRYANT WASHBURN** in "THE ROAD TO LONDON"

REGENT MARKET ST. Below 17TH MARY MILES MINTER RIALTO GERMANTOWN AVENUE

SHIRLEY MASON in "MOTHER HEART" RUBY MARKET ST. BELOW TTH OF A MALE CRISP PRODUCTION "APPEARANCES"

SAVOY 1211 MARKET STREET EUGENE O'BRIEN

SHERWOOD 54th & Baltimore Av. Jack Holt and Little Melter Moore in "THE MASK" STANLEY MARKET AT 19TH

**GLORIA SWANSON** IN "THE GREAT MOMENT" 333 MARKET STREET THEATRE

CONSTANCE TALMADGE in "LESSONS IN LOVE"

THOMAS MEIGHAN AT OTHER THEATRES MEMBERS OF M.P.T.O.A.

Germantown 5510 Germantown AND MATINEE DAILY LOUISE GLAUM in First Phila. Showing, 'Greater Than Love

VICTORIA MARKET ST. AB. 19TH

JEFFERSON 20th & Dauphin Ste LIONEL BARRYMORE

PARK RIDGE AVE. 4 DAUPHIN ST. MAL. 2:15. EVES. 6:44 to 11

"THE LOST ROMANCE"