

**THE**  
**PHONOSCOPE**  
*A Monthly Journal Devoted to*  
**SCIENTIFIC AND AMUSEMENT INVENTIONS**  
 APPERTAINING TO  
**SOVND & SIGHT.**

ENTERED AS SECOND-CLASS MATTER AT THE NEW YORK, N. Y., POST-OFFICE.

Vol. III

No. 8

New York, August, 1899



Principal Features of this Number



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PHONOGRAPHY AND TYPEWRITING

OUR TATTLER

A MAN WHO SEES SOUND

TRADE NOTES

NEW CORPORATIONS

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SLOT MACHINES

HUTCHISON'S AKOULALLION CAUSES THE DEAF TO HEAR

NEW RECORDS FOR TALKING MACHINES New Records  
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**\$25 Polyphone** THE NEW TALKING MACHINE



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**ONLY \$15. COMPLETE**  
**The \$15 POLYPHONE** IS GUARANTEED TO BE TWICE AS LOUD AND NATURAL AS ANY OTHER TALKING MACHINE that sells for less than \$25.00

1 Edison Standard Phonograph with Polyphone complete...	} Price was
1 Oak Carrying Case.....	
2 Extra Loud Automatic Reproducing Diaphragms.....	} \$35.00
A Double Bell Concert Horn.....	
1 Oil Can.....	} Now
1 Chip Brush.....	
	} \$25.00

**\$35 Polyphone**  
 Best Machine Made, using small records

### Polyphone Concert Grand



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**\$130 Complete**

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2 Extra Loud Automatic Reproducing Diaphragms.....	} \$45.00
A Double Bell Concert Horn.....	
1 Chip Brush.....	} Now
1 Oil Can.....	
	} \$35.00

**GUARANTEE**

The Polyphone Concert Grand is GUARANTEED the loudest Talking Machine in the world and twice as loud, twice as sweet and natural as any other talking machine AND AS LOUD AND PERFECT AS THE HUMAN VOICE

MANUFACTURED BY

DISCOUNT TO DEALERS

# The Polyphone Co.

107 MADISON STREET,

Cable Address, "POLYPHONE, CHICAGO."

LEON F. DOUGLASS, Vice-President  
 CHICAGO, U. S. A.

# THE VITAPHONE



THE VITAPHONE, in mechanical construction and audible results, is the highest type of the talking machine art. It is the Gramophone perfected. It will last forever. It is manufactured under basic patents owned by the American Graphophone Company. It runs by spring motor. The records are imperishable; they will not wear out or break.

Records are furnished by number from our catalogue, and include all the desirable selections usually offered talking machine patrons.



OUR GUARANTEE IS MADE A PART OF EVERY OUTFIT

These machines are offered to the Public with the utmost confidence by us that they will meet the popular favor they deserve

VITAPHONES sell at retail for \$15.00  
 RECORDS = = = = per dozen, 6.00  
 NEEDLES = = = = 400, 25 Cents



AGENTS WANTED  
 WRITE FOR DISCOUNTS

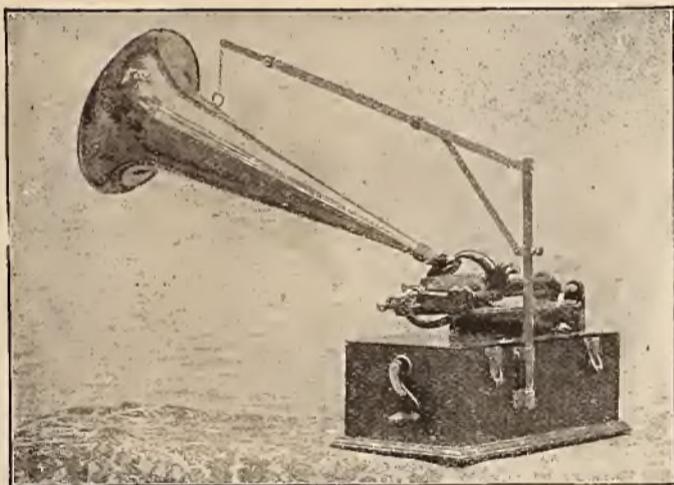
## CONSOLIDATED SUPPLY COMPANY

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NEWARK, N. J.

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Why have that large Stand for your Horn, which is always in the way when you can have a neat, nickel plated contrivance which can be attached to any talking-machine and increase to the beauty of the same? Can be detached from the machine and folded up instantly. Does not interfere with machine in any way. Strong, durable and attractive. Will hold any size horn on the smallest machine.

Send for Sample, \$1.50 Each Special Discount in Quantities

THE Greater New York Phonograph Co.  
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### Chemically Prepared Linen Fibre Diaphragm

FOR PHONOGRAPH OR GRAPHOPHONE

A Diaphragm that will successfully record, without any previous experience and is especially adapted to the female voice and violin. They are indestructible and are not affected by any climate.

Aware of the success attained by this Diaphragm base imitations have followed. When buying one be sure and secure the original. Test it by dipping in water. See that it does not swell.

IMITATION IS THE SINCEREST FLATTERY

Endorsed by the Trade in general both for Recording and Reproducing

THE NORCROSS PHONOGRAPH Co., New Zealand Building  
 NEW YORK, August 3, 1898.  
 J. BASANT, Esq.,  
 DEAR SIR.—In reply to your inquiry concerning the fibre diaphragms sent me for trial will say that I am very much pleased with them. They give a highly satisfactory reproduction with the Edison Automatic and from what tests I have already given them in recording, I find them exceedingly fine.  
 Yours very truly,  
 I. W. NORCROSS, JR.

MUSICAL PHONOGRAPH RECORD Co., 57 West 24th Street  
 NEW YORK, June 27, 1898.  
 J. BASANT, Esq.,  
 DEAR SIR.—I have given the fibre diaphragm you so kindly sent me a thorough test, and found it all you claim it to be. It gives a smooth, loud reproduction without blast, takes away the nasal quality, and is equally as good for recording purposes.  
 I am sure that all phonograph dealers will recognize its merits upon the first trial.  
 Sincerely yours,  
 ROGER HARDING.

THE PHONOSCOPE PUBLISHING Co., 4 East 14th Street,  
 NEW YORK, July 28, 1898.  
 JOHN BAZANT, Esq.,  
 DEAR SIR.—The diaphragms which you sent us for trial are very satisfactory in every respect for reproducing, being free from blast and giving the tone a round and natural sound with no metallic resonance.  
 THE PHONOSCOPE PUBLISHING CO., Per E. IMANDT.

—AND MANY OTHERS TOO NUMEROUS TO MENTION—

IF YOU DO NOT ALREADY POSSESS ONE OF THESE DIAPHRAGMS, SEND TO  
 THE GREATER NEW YORK PHONOGRAPH CO.  
 SOLE AGENTS

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 PRICE 50 CENTS EACH Special Discount in Quantities

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Bands      Orchestras      Violin Solos  
Vocal Solos      Vocal Quartettes & Talking Records

Special Feature this Month: **MANDOLIN RECORDS**  
Italian, French and Spanish Records

**SPECIAL CATALOGUE OF NEW RECORDS NOW READY  
SEND FOR NEW LIST**

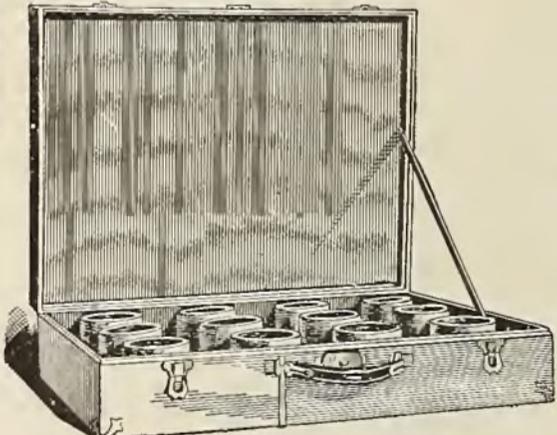
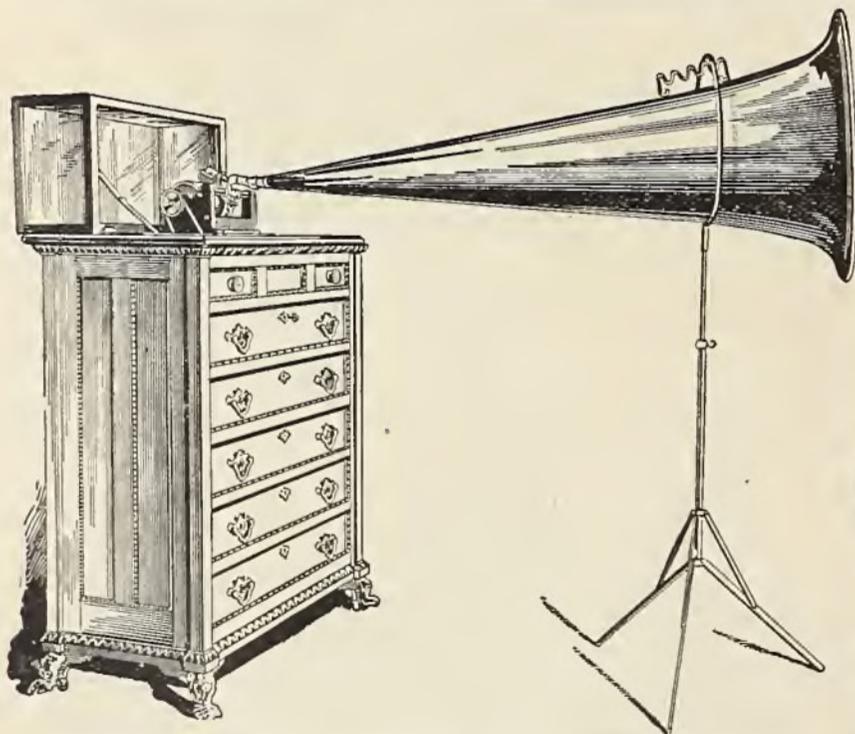
## HARMS, KAISER AND HAGEN

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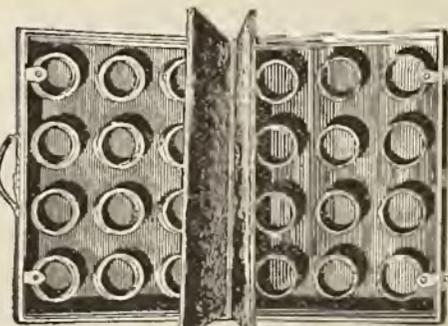
**MAKERS OF ORIGINAL RECORDS OF THE HIGHEST QUALITY**  
A Combination of Volume, Tone and Quality

Sole Agents for the Celebrated Kaiser Horn made of paper fibre on correct acoustic principles  
**SEND FOR CATALOGUE AND PRICE LIST**

Novelties in Talking Machine Supplies, Designed and  
Manufactured by Hawthorne & Sheble. Send for complete illustrated Catalogue.



12 peg Grand Concert Record Carrying Case, Spindles are all padded to protect Records. Lock and Catches, strongly and substantially made.  
Price, . . . . . \$7.50



24 peg Grand Concert Record Carrying Case, two compartments, an excellent Case for traveling exhibitors, and takes the place of a cabinet for home use.  
Price . . . . . \$12.50

The above cut illustrates the Cabinet fitted with machine, and also shows our Flaring Bell A. Spun Bell, Brass Horn. This is the most popular and best Horn to use with a Concert Machine. We use and recommend our No. 3 Horn Stand as shown in the cut, to suspend a heavy Horn of this kind.

- No. 5 B.—Concert Grand Cabinet. Capacity, 50 Grand Records, finished in piano finish, handsome Esetecheon handles, Brass Claw feet, heavy French Plate Glass top, mounted on Casters.  
Price—Finished in Oak . . . . . \$50.00  
Finished in Mahogany . . . . . 55.00
- No. 6 B.—Concert Grand Cabinet. Heavy double thick American Glass top, Brass Claw feet, mounted on casters, capacity, 40 Records.  
Price—Made in Oak only . . . . . \$25.00
- “A” Brass horn, with flaring Spun Bell, 2 seam top, 56 in. long . . . . . 25.00
- No. 3 Horn Stand, full ring . . . . . 2.00
- 12 inch all Aluminum Horn, for Gem Phonographs, “Q” Graphophones, light as paper, no stand required . . . . . 1.00
- Gem Horn Crane, for 14 or 18 inch Horns . . . . . .50

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Manufacturers of Horns, Horn Stands, Carrying Cases, Record and Machine Cabinets, Etc. Estimates given on Special Horns, Cabinets, Etc.

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INCORPORATED 1899

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WE MAKE THE GRAND CONCERT RECORDS  
FOR BOTH GRAPHOPHONE AND  
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We are surpassed by none for  
strictly first-class ORIGINALS

Pure in tone, broad cut, loud  
and clear

Guaranteed Masters

FOR ALL TALKING MACHINES

The most complete Laboratory  
in the country



T. Herbert Reed maker of the only successful violin records  
LOUD, CLEAR AND DISTINCT

With increased capital and facilities we are enabled to offer you the  
best records in the market at lowest prices. We make everything.

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Orchestra, Cornet, Clarinet, Piccolo, Violin, Piano, Banjo and  
Trombone solos, Brass Quartettes, Vocal Quartettes, Vocals of  
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Campbell, Mahoney, Cal Stewart, Yankee Stories and Songs, Cornet  
Solos with Clarinet Obligatos, Minstrels, Joseph R. Gannon,  
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Director  
Metropolitan Band

### ALL NEW METHOD RECORDS

"He is well pleased that is well satisfied"

OUR SUCCESS is due to sending our patrons first-class goods ONLY

TRY US

Send for Sample Order  
Catalogue and Discounts

Write Name and Address Plain

Dealers in Edison Phonographs and all other Talking Machines and  
Supplies, Horns, Stands & Cabinets



'99 New Models BETTINI Micro Phonograph and Graphophone Diaphragms — perfect records obtained and perfect reproduction. The tone most natural in quality and musical; clearer and louder than with any other diaphragm and yet with no metallic resonance.

NO PHONOGRAPH OR GRAPHOPHONE SHOULD BE WITHOUT THEM

They are easily attached to Phonographs and Graphophones, no alterations on the same being necessary.

The only diaphragms that successfully record and reproduce female voices.

**BETTINI** Micro=Diaphragm for Edison Electric, Triple Spring, Home, Standard and Edison Concert Phonograph, for Columbia Graphophone, Universal, Eagle, Concert Grand and Home Grand Graphophone—Phonograph and Graphophone Speed Indicator



**SPECIALTY** HIGH-GRADE RECORDS, HIGH-CLASS AND POPULAR MUSIC BY LEADING PERFORMERS AND WORLD-FAMED ARTISTS . . . . .

CATALOGUE SENT ON APPLICATION

A MOST COMPLETE OPERATIC REPERTOIRE

ALL PRICES REDUCED

**Edison's Phonographs, Graphophones and Supplies**

**BETTINI PHONOGRAPH LABORATORY**  
110 Fifth Avenue, New York

**IMPORTANT NOTICE**

NOTICE is hereby given to all persons using, buying or selling Edison Phonographs, Records and Supplies within the State of Ohio, except through or by the consent of the undersigned, the exclusive licensees under the patents of Thomas A. Edison for the State of Ohio, that they thereby render themselves liable to us for damages, under our contracts of January 9th and June 13th, 1889, giving us the exclusive right to use, rent, or sell to others in the State of Ohio, Phonographs and all Supplies necessary for the same, until March 26th, 1903.

PROCEEDINGS have already been commenced by us against Mr. Edison, the National Phonograph Company, and others to enforce such exclusive rights, and all parties infringing the same are hereby notified that they must immediately cease so doing, or answer to this Company in damages.

**THE EDISON PHONOGRAPH COMPANY**

RACE STREET & ARCADE, CINCINNATI, OHIO

SOLE LICENSEES UNDER THE PHONOGRAPH PATENTS OF THOMAS A. EDISON FOR THE STATE OF OHIO

BY JAMES L. ANDEM, GEN. MANAGER



We are Manufacturers and do not care to sell Retail

AGENTS WANTED ALL OVER THE COUNTRY

*The Electroscope*

Price, formerly, \$100

Reduced to \$75

Liberal Discounts to Agents

*The Imperial*

Cheapest and Best Spring-Motor

Picture Machine

A Sure Winner

Price, \$40.



100,000 Views constantly on hand, Suitable for All Picture Machines at Low Prices

**The American Electroscope Co.**

INCORPORATED

1133 Broadway, New York City

# The Phonoscope

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A Monthly Journal Devoted to Scientific and Amusement Inventions Appertaining to Sound and Sight

Vol. III.

NEW YORK, AUGUST, 1899

No. 8

## Legal Notices

IN THE UNITED STATES CIRCUIT COURT,  
IN AND FOR THE EASTERN DISTRICT OF  
PENNSYLVANIA.

THOMAS A. EDISON,  
*Plaintiff.*

vs.

ELLSWORTH A. HAWTHORNE AND  
HORACE SHEBLE,  
*Defendants.*

In  
Equity.

### DEFENDANT'S ANSWER.

The answer of Ellsworth A. Hawthorne and Horace Sheble, defendants, in the above case, to the bill of complaint of Thomas A. Edison, plaintiff.

Defendants saving and reserving unto themselves all benefit and advantage of exception to the defects and imperfections of said complainant's said bill nevertheless, for answer thereto or unto so many and such parts thereof, as defendants are advised is or are material or necessary for them to make answer unto, defendants answering say:

(1) Defendants are ignorant of the facts set forth in first paragraph of plaintiff's bill and demand that he make proof thereof if the same shall be considered material.

(2) Defendants are ignorant of the facts set forth in the second paragraph of plaintiff's bill and demand that he make proof thereof if the same shall be considered material.

(3) Defendants admit that they are engaged in business at No. 604 Chestnut Street, in the City of Philadelphia, under the firm name of Hawthorne & Sheble, and that they sell Phonographs and supplies therefor, and also other machines for recording and producing sound. They deny that they carry on business under the name of "The Edison Phonograph Agency;" they admit that they have a small sign with that inscription upon it in front of their store; they admit that they have in the past, in order to indicate the fact that they dealt in Edison Phonographs, used the term "The Edison Phonograph Agency," and that they have in the past used letter heads with the words "Edison Phonograph Agency" upon them. Defendants say that they are ignorant of the fact whether or not Graphophones and other supplies are manufactured by complainant or any of the companies in which he is interested, but aver that they have claimed the right so to do; and also claim that they have certain rights, interests or licenses in the patents covering the said Graphophones. Defendants deny that by means of the use of the name "The Edison Phonograph Agency," the said defendants deceive the public and induce them to believe that defendants are in any way connected in business with your orator or have authority to represent your orator in said

business, or that machines and supplies which are not made by complainant or the said companies are manufactured by complainant.

Defendants aver that the name "The Edison Phonograph Agency" has been used in connection with their business since October, 1894. And that it is a necessary and proper term to use to indicate that they deal in Edison Phonographs and supplies, as all Phonographs manufactured are Edison Phonographs, and are so known by the trade generally. The name Edison being a part of the title, and the defendants further aver that all Phonographs are marked Edison Phonographs. That the said term was in use by defendants before the organization of The National Phonograph Company, and that it has been in use by defendants with the full knowledge and approval of complainant, and the said companies, until recently, to wit, on or about June 20, 1899. And that during that whole time neither the complainant nor any of the said company have made any objection thereto.

(4) Defendants deny that complainant has never in any way authorized or encouraged the use of the said name "The Edison Phonograph Agency." But on the contrary, they were cognizant of the use of that term ever since the organization of the National Phonograph Company, and never heretofore objected to it.

(5) For answer to the fifth paragraph of the complainant's bill, defendants say that the decree in the said case was entered by consent, no testimony was taken, no argument was made and defendants are informed, believe and expect to be able to prove that the said decree was collusively entered for the purpose of making a precedent.

(6) Respondents for further defense say that they have for a period of years, to wit, since October, 1894, been engaged in the sale of Phonographs and their supplies, and that the name "The Edison Phonograph Agency" was adopted by respondents to indicate that part of their business, and that they were selling Edison Phonographs. The title was in use before the formation of the National Phonograph Company which Company is now manufacturing Phonographs and which respondents are informed, believe and expect to be able to prove have succeeded to any rights as to Mr. Edison's name, necessary and pertaining to the conduct of the Phonograph business, and is one of the companies referred to in paragraph one of complainant's bill.

The National Phonograph Company has for a period of years authorized and encouraged the use of the said name, and has by continuous dealing with the respondents, while they, the said respondents, used said title, and by correspondence, some extracts of which are hereto annexed marked "Exhibit A," recognized the said use as legitimate and proper; that the use of the said name does not in any way indicate that they are connected in business with complainant or with any of his companies expect so far as they sell Edison Phonographs.

Respondents have built up a valuable good-will in the said name and they are known in Philadelphia, and throughout the United States and Foreign countries as extensive dealers in Phonographs and their supplies.

(7) Respondents further aver that the bill filed by complainant in this case is not in good faith, but in pursuance of a design to drive respondents out of the business of dealing in Phonographs and their supplies.

When the defendants commenced business relations with the National Phonograph Company, a verbal arrangement was made with William E. Gilmore, the General Manager of the Company, whereby the Company agreed to allow the defendants the exclusive sale of their product throughout the State of Pennsylvania, and further agreed to turn over to defendants all inquiries which might come to them from said territory. Correspondence annexed marked "Exhibit B," is a copy of letters received by defendants during the course of this arrangement. The defendants on their part agreed to spend money in advertising, to secure traveling salesmen and in every way endeavor to push the sale of the National Phonograph Company's product, which at that time had not been generally advertised or extensively introduced. The result of defendant's effort in pushing for business was to get Edison Phonographs well known, and build up a large business for the National Phonograph Company. Letters annexed marked "Exhibit C," relate to this subject.

Shortly after making arrangements with the National Phonograph Company, the defendants complained of the delay which their customers were subjected to and asked the National Phonograph Company if they would ship direct on defendant's orders to such customers as they had outside of the State of Pennsylvania. This the National Phonograph Company agreed to, and furthermore stated that they would not approach nor directly sell any parties whose names were referred to them in this manner. The above arrangements were made with William E. Gilmore, the General Manager.

This arrangement was lived up to for a sufficient time for the National Phonograph Company to obtain the names and addresses of the defendants' principal customers and then discontinued and the National Phonograph Company solicited trade direct from these customers by offering them better prices than the defendants were authorized to allow and in numerous ways endeavoring to secure the business direct. That this was their object when they agreed to ship direct is evinced by a remark which William E. Gilmore, the general manager, made to F. M. Prescott, a dealer in Edison Phonographs in New York, wherein he stated he thought he had made a very good deal with defendants in shipping directly as it would only be a short time when he would secure the business from them, and they pay the costs of introduction.

Sometime in December, 1898, the defendants became possessed of certain valuable principles

which they embodied in a Phonograph. They communicated with the said National Phonograph Company, and at their solicitation, took their models and patterns to the factory of the said National Phonograph Company and exhibited same to William E. Gilmore and Thomas A. Edison. The models were approved by both Mr. Gilmore and Mr. Edison and the defendants were asked to leave same which they consented to do on condition that they should receive the first lot of machines turned out of the factory, and that machines be sold them at better figures than anyone else could obtain. The machines were afterwards placed on the market as the latest invention of the said Thomas A. Edison and the said National Phonograph Company refused to sell any of them to defendants. The communications on the subject were both verbal and written. The annexed letter dated November 28, 1898, and marked "Exhibit D," was received by defendants and pertains to this subject.

Several months ago the defendants determined to open a branch in New York City so as to take care of and extend their export business which had assumed large proportions due somewhat to the fact that the National Phonograph Company were not able to directly export any machines on account of certain old contracts. Immediately after defendants commenced business in New York, they were notified by William E. Gilmore, General Manager for the National Phonograph Company that their supply of material was cut off and that they, the National Phonograph Company would no longer sell them any goods. When asked to give a reason for such an act, he falsely stated that defendants were price cutters and their methods tended to demoralize the general business. The whole matter was brought about through fear that defendants would interfere with the business of C. E. Stevens, who is engaged in selling and exporting Edison Phonographs in New York City and whose relations with the National Phonograph Company and William E. Gilmore, manager, are very close. Annexed letter, marked "Exhibit E," is a copy of a letter which was written to F. P. Langton, a customer of defendants of several year's standing.

(8) The National Phonograph Company, through its officers, agents and confederates have endeavored to boycott respondents; they have refused without just cause to supply respondents with their products; they have published a black list circular, a copy of which is hereto annexed, marked "Exhibit F." They have insisted upon the signature by dealers of contract that they will not supply defendants with goods, a copy of printed form of said contract is hereto annexed, marked "Exhibit G." This was accompanied by a letter, the body of which is as follows:

"DEAR SIRs:

We are engaged in a war with price cutters and dealers whose methods tend to demoralize the Phonograph business.

Our object is twofold. It is as much to *your* interest as ours that we succeed in upholding our retail prices and our scale of discounts.

We enclose list of suspended dealers, whose supply we have absolutely cut off.

We ask you to co-operate with us, *for our mutual good*, by refusing to supply any of these dealers with our apparatus and by signing the enclosed agreement, and returning same to us."

Mr. C. E. Stevens, who is a dealer in Phonographs and very closely associated with the said National Phonograph Company, and with William E. Gilmore, their general manager, whose letter heading contains a fac-simile letter from Mr. Edison, recognizing the said C. E. Stevens; Mr.

Stevens sent to many customers of respondents, the circular hereto attached and marked "Exhibit H." Mr. Stevens was recently in the employ of the National Phonograph Company, and was subsequently in partnership with F. M. Prescott, in New York, in the exporting of Phonographs and supplies and has since been recommended by the National Phonograph Company to customers of defendants. T. W. Barnhill and H. F. Miller, both of the City of Philadelphia, now engaged in Phonograph business, but formerly employees of respondents, acting in the interests of the said National Phonograph Company, have offered to William Hicks, who was until August 5, 1899, an employee of respondents, financial inducements and a permanent position with the said National Phonograph Company, for him to divulge the source of the supply of Phonographs and other supplies of respondents; that the said C. E. Stevens stated to F. M. Prescott, in substance: That Mr. William E. Gilmore, General Manager of the National Phonograph Company, made the remark. "It was a question whether it should be the National Phonograph Company or Hawthorne & Sheble, and he guessed it would be the National Phonograph Company," meaning thereby that he would drive the said Hawthorne & Sheble out of business.

(9) Respondents further aver that they were induced and requested by the said National Phonograph Company to invest large sums of money in developing a demand for the goods manufactured by the said National Phonograph Company. That they have since November 4, 1897, spent not less than fifteen thousand dollars in advertising said goods, and that from November 4, 1897, to the time their relations were discontinued they purchased of the goods of the said National Phonograph Company not less than fifty-two thousand dollars and paid for same. That respondents are extensively known as dealers in such goods, and that the said complainant and the said companies mentioned in his said bill of complaint, their officers, agents and confederates were engaged in the attempt by illegal means to break up the business of the respondents and to take thereby the advantage of the demand for said goods, which demand has been created by the use of money expended by respondents with the knowledge of the said complainant and the said companies, and at their request and instigation. And that defendants have suffered great loss by reason of the conduct aforesaid of complainant and the companies in which he is interested as stated in the bill filed, and that the inability of defendants to continue to use the name "Edison Phonograph Agency," would largely destroy the good will of their business which they have built up in a manner above stated.

(10) Respondents are advised, believe and respectfully submit to the Court that the said complainant, Thomas A. Edison, has not as a matter of law any right to prohibit the use of his name in connection with the sale of Edison Phonographs.

Wherefore by reason of all and singular the matters and things, and the premises aforesaid, these respondents say that they are advised and they accordingly respectfully submit, that the said complainants are not entitled to any relief as against these defendants, and they humbly pray to be hence dismissed with their reasonable costs and charges in this behalf most unjustly incurred.

E. CLINTON RHODES,  
*of Counsel for Respondents.*

Lack of space prevents us from publishing the various "Exhibits" mentioned. Those desiring to read the entire answer can obtain copies upon request.

## Phonography and Typewriting

A Wisconsin physician announces that he has invented a combination Phonograph and typewriter, by which language spoken into a receiver may not only be reproduced at will, but recorded. This is an interesting piece of news, if true, but it need not cause the typewriter men and maidens any uneasiness. There will be need for them so long as the English language continues to be spelled in the eccentric way now in vogue.

How would a phono-typewriter, for example, manage such a sentence as this: "The daughter of the colonel laughed in apparent delight, although with heightened color." How would it treat the peculiarities of spelling in the various words which end in "ough, that orthographical combination being pronounced "off," "ow," "uff," "o," or "aw", as the case may be? What would it do with the numerous words which are pronounced precisely alike, but spelled in widely different ways, such as "way" and "weigh?" In short, how would it ever grapple with the infinite variety of a spelling evolved from fragments of Saxon, Norman, Gaelic, Latin, Greek, Breton, Dutch, Portuguese, Austrain, Romany and heaven knows what else? We should have to bring about a spelling reform in order to read the records.

This reform is among those for which it is safe to predict ultimate failure. So long as human nature continues to be lazy, so long will the English language continue to be spelled with all its present irregularity. It is true that phonetic spelling might be easier for the next generation, but the present generation—the one at present in control—would have to do much hard work in addition to that which it already does for the sake of bread and butter. The majority of the people will never take the time to learn a new system of spelling of weights and measures. And, on the whole, it is just as well.

The present spelling preserves a certain similarity between English and the tongues from which it was derived. This makes it easier for the foreigner to learn. The Frenchman, for instance, could see no similarity either in sound or orthography between the English "kuller" and the French "couleur," while the written word "color" strongly resembles the French word. Hundreds of other cases might be noted in which the present spelling preserves a similarity between the English word and its French, Latin or Greek relative and if English is to be the world-language, as seems likely from present indications, this is no small advantage. In short, like other apparently irrational things, English spelling has come about naturally, and would be hard to destroy artificially. If anyone desires to know how hard it would be to become accustomed to a strictly phonetic spelling, let him copy a page of unfamiliar matter, using merely the essential letters, and then attempt to read it after it is "cold." Every stenographer knows how hard it is to do this quickly.

Forty-eight large-sized nickel-in-the-slot machines valued at \$250 each, and several smaller ones were seized as gambling devices recently by the Hoboken, N. J., police. The machines will be confiscated. They were found in a building used as headquarters for the machines in the neighborhood of New York, and from which place they were let or sold. It is said that they were owned by Chicago parties:

## Our Tattler

It is reported that an earnest and progressive pastor, leaving his flock for a vacation, left a sermon on a cylinder to be delivered at the proper time. The hymns were sung, a brother had offered prayer, and the announcements had been made, when one of the deacons brought forward the Phonograph, placed it upon the pulpit, and announced that, when set in motion, it would give a devoted flock one of the sermons which had so endeared the pastor to the congregation. Thereupon the good deacon set the machine in motion.

No one can imagine the consternation of the congregation when the Phonograph gave out the song: "Dinah, de Moon Am Shining." The song ended, but there was no break—the terrible machine proceeded to relate a number of up-to-date, but not very Sunday or pulpit stories. No one understood the machine, but after twenty minutes the deacon grasped the irreverent Phonograph and hurried it out of the church. The much-beloved pastor might have been called before a council had it not been discovered that the sermon-loaded Phonograph had been left in charge of a son of Belial with the weakness of a practical joker.

MURPHY—Did yer go up thur hill at Shanty-argo, Casey?

CASEY—I did, and I wur infurnally wounded.

MURPHY—Shure infurnally manes thur lower ragions.

CASEY—Well, that's where I wur shot, in thur lower ragions.—*Casey as a Rough Rider.*

A talking-machine was squeaking "Annie Laurie" over the heads of the festival crowd. Two small boys looking for a fight bored holes in the mass of humanity.

"Here's de kid we're lookin' fer," whispered one. But his partner had stopped and was straining himself to look up over the merchant's glaring sign.

"Hi, Chimmy! I hears one of dem tings."

"Wot tings?" asked the other, using his elbows to good advantage in the crowd.

"Wot tings; why one o' dem speakin' machine tings fer cert." "Chimmy" looked at him in disgust. "Aw, gwan," he replied, "dat's a grafafone."

"Tain't needer; it's a fonygraf," was the retort. "I tells yer it's a talkin' engine."

"Tain't talkin' at all; it's playin' music; can't yer listen," persisted he who had heard it first. "Chimmy" put a hand to an ear and listened. A new expression mottled his facial expidermis. "Say," he shouted, "dat dere's a megafone. Don't youse tink I never herd nuttin? Say, what yer tink I am, a farmer?"

The crowd thought just then that a muffled alarm clock was having a fit. After the boys were separated "Chimmy" allowed he was bleeding to death and his opponent's coat was in seven pieces. Then they made up. "Say' let's go an' count de farmers," said one, and they moved on.

An exhibitor gave an entertainment in a church recently at the conclusion of which he packed up his paraphernalia. As he was about to depart he picked up his carrying-case, the latch of which was unfastened and out fell every one of the seventy-two records contained therein. Being in church he could not give vent to his feelings and didn't feel inclined to pray, so he remarked: "Well, that settles it; the last time I went to church I was married. This time I have broken every one of my records. Well, I will never go to church again; it's a Jonah for me."

### A Light-Ray Phonograph

An interesting patent was issued August 22d to Josef Chania, of Lemberg, Austro-Hungary, on a Phonograph whereby the record is made and reproduced by the action of light-rays. The recorder consists of a box containing a mirror opposite to the mouthpiece; a ray of light is caused to impinge on the mirror and be reflected therefrom and to pass through a prism, which focuses it on the surface of a rapidly moving chemically prepared tape. It is stated that the sound waves thrown on to the reflector opposite the mouthpiece intercept to a more or less extent the light-rays and affects the vibratory action of the reflector, the result being variations in action of the light-rays focused on the sensitized strip. In the reproducer the strip is unrolled, and a ray of light focused upon it is reflected and strikes the rim of a rapidly moving wheel made up of a large number of strips of selenium, the selenium being in the circuit of a telephone receiver. It is claimed that the variations in the record strip result in variations in action of the rays on the revolving selenium strips, the resistance of which is thus varied and causes variations in the current flowing which will affect the telephone electromagnet, whereupon the diaphragm will be actuated and sounds produced.

## A Man Who Sees Sound

### Peculiar Work in a Phonograph Establishment

Speaking of the head record taker of a large Phonograph establishment in this city, a man connected with the central office of the same firm said, enthusiastically:

"Ah, he is a wonder. He can see sounds."

In answer to a question, he explained that by looking at the almost microscopic indentations on a Phonographic cylinder the superintendent of the record department of the company in question could tell, not only the kind of instrument that produced it, but also the tune it contains. Taking out a number of records or wax cylinders covered with fine grooves, the clerk asked whether the visitor could tell the difference between them. The latter admitted that to him they had no more individuality than the separate hairs on his head.

"Well, you wouldn't say that if you had to handle these cylinders by the hundred every day in the week," said the clerk, with a smile. "All coons look alike, yet when you live down south and see more niggers than white men you get it so that each coon has his own looks for you, and you don't mix them up. So we can tell the difference between some cylinders and others. Those who work in the record-taking department, particularly the employees of the testing room, could easily tell the record of a piano from that of a piccolo or a whistle, for instance. But nobody in the whole country, or, for that matter, in the whole world, comes up to our superintendent. He can't explain how he distinguishes the various records, but he does it. Of course, he has been many years in the business, but I think he is endowed with a special faculty, a peculiar kind of instinct, a sort of sixth sense, which enables him to see the recorded sounds almost as easily as you and I hear the original ones."

The record-taking department was found busy. As the visitor stood in the dingy corridor he was greeted by a medley of human voices and musical instruments. In the orchestra room he found a group of musicians seated on a platform facing five suspended funnels or horns. These converged with their broader sides at a central point directly

in front of the orchestra. One of the superintendent's assistants took up an enormous megaphone and aiming it at the horns he called out;

"A descriptive selection, 'On the Road,' played by the So-and-So Orchestra."

His words could be heard for blocks around, but in their final form as they were to be reproduced by thousands of Phonographs they were supposed to be the announcement of "the next number" by the presiding genius of a concert.

No sooner had the record-taker withdrawn his megaphone than the orchestra struck up a tune, all levelling their instruments at the five converging horns in front of them. When they were through the five cylinders bearing the record of the "descriptive selection" were taken into the testing room, where they were examined and put into a Phonograph with a horn as big as the megaphone through which the announcement was made. This announcement and the selection were reproduced with remarkable faithfulness. The records were accepted and were christened "Masters," or original records from which thousands of duplicates or "dubs" were to be made in the same way as these masters had been produced by the human voice and the orchestra. There are several styles of duplicating machines in operation but we give here an idea of how it is accomplished. To make a "dub" the "master" is operated in a reproducing Phonograph placed against the converging horns of two or three other Phonographs, each with a recording adjustment. When the cylinders of these have received the record they are taken off to make room for other cylinders, and the Phonograph containing the "master" is set in motion once more, going over the same selection. The operation is repeated until the desired number of "dubs" is reached.

"The 'masters' are the children and the 'dubs' the grandchildren of the human voice or the instruments," said the record-taker, jokingly. "The public very seldom hears the children. The majority of the Phonographs you see, from the cheapest to the best, use 'dubs.' We do not sell 'masters' for the reason that an orchestra can only produce a certain number at a time, and some of these are liable to be rejected as defective. Each of our solo singers, for instance, sings into two machines at a time, so that each time he sings a song we get two records, one of which may be rejected. But the one which is acceptable in its turn sings the same song into scores of other Phonographs, so that while we pay the singer a dollar, we can afford to sell the 'dubs' containing his song at a very low price."

One of these singers was a robust young man with a ruddy German face. He made his living principally by yodling Tyrol songs into the tin horns of two recording instruments. When there is plenty to do and his voice is in trim he spends whole days yodling the same song or two.

After having performed a piece of yodling to his own satisfaction, he followed the records into the testing room, where, standing in front of the big brass horn of a "grand" he soon heard his own words and his own yodling. The reproduction was so exact that the stranger burst out laughing. Not so the yodler. He stood listening to his own voice gravely, almost solemnly, as if the sounds came to him from a grave.

The visitor thought it very pathetic, and when it was all over he said to the yodler:

"It must be very interesting to hear your own voice from this dumb machine. There is something touching about it, isn't there?"

The yodler gave him a perplexed look and said:

"When both records are rejected we don't get paid for the song. So I was listening to hear if it was all right."

# THE PHONOSCOPE

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PUBLISHED MONTHLY BY

THE PHONOSCOPE PUBLISHING CO.

4 EAST 14TH STREET, NEW YORK, U. S. A.

EMIL IMANDT, EDITOR

## SUBSCRIPTION:

United States and Canada . . . . .	\$1.00 per year
Foreign Countries . . . . .	1.50 "
Single Copies . . . . .	10c. each

Back numbers can be obtained at regular rates.

## ADVERTISING RATES FURNISHED ON APPLICATION

All communications must be addressed to The Phonoscope Publishing Co., 4 East 14th Street, New York City, to insure prompt attention.

THE PHONOSCOPE is the only journal in the world published in the interest of Talking Machines, Picture Projecting and Animating Devices, and Scientific and Amusement Inventions appertaining to Sound and Sight.

Correspondents in London, Paris, Berlin, Amsterdam, Madrid, Alexandria and Constantinople, Australia, South America, Central America, Canada and 108 cities in the United States.

The Publishers solicit contributions from the readers of THE PHONOSCOPE, and suggest that any notes, news or items appertaining to sound and sight would be acceptable.

We expect to see an indestructible blank in the near future.

At the present time there is a scarcity in blanks which may tend to increase the price of master records.

It is stated that Mr. G. Bettini has secured a patent in Great Britain recently for his Duplicating machine.

The National Gramophone Corporation has just completed its second year, and declared its twenty-fourth consecutive one per cent. monthly dividend.

A quarterly dividend (number 18) of 2 per cent has been declared on the preferred capital stock of the American Graphophone Company, payable November 15th to stockholders of record November 1st.

Falke & Senion are featuring, as instrumental numbers, the popular favorites "The Moth and the Flame," "My Little Georgia Rose" and "My Hannah Lady."

The Phonoscope Publishing Company respectfully urge all non-subscribers who are interested in the news contained in this journal to send in their subscription.

Mr. C. H. Patrick, of William Street, New York City, has been appointed the authorized representative of the Edison Bell Consolidated Phonograph Company, Limited, of London, in this country.

Mr. Henry Hagen of Harms, Kaiser & Hagen, has secured a patent on a new idea in an automatic reproducer. He has taken out Letters Patent for this device in the United States, Great Britain, France and Germany.

In Austria the Phonograph is employed to deliver political speeches during campaigns. This may be regarded as an improvement over the American method of letting any old jawsmith loose on a defenseless audience.

Mrs. Paul H. Cromelin and her family sailed October 31st on the Kaiser Wilhelm der Grosse for Berlin, where she will join her husband, who is manager of the office of the Columbia Phonograph Company, in that city.

Mr. J. O. Prescott has charge of the Gramophone exhibit of F. M. Prescott, at the National Export Exposition, Philadelphia. He reports good business results despite the short time the exhibition has been in progress.

In a forthcoming issue we will publish an address delivered by Mr. Mauro, before the Franklin Institute last March. This will prove interesting as it deals with the discovery of the Concert Grand type of talking-machines.

A new machine and a new record catalogue have been issued by the Columbia Phonograph Company. In artistic design and mechanical execution, these are said to be the finest catalogues that talking machine literature has ever seen.

The newly invented Phonograph that works a type-writing machine may be an interesting example of mechanical ingenuity, but it can never hope to become as interesting or as popular as the present motive power that makes the machine go.

Mr. C. E. Stevens is still abroad making agency arrangements in the various countries. He has opened a place in Paris in partnership with a Mr. Gould, and at last reports was in Berlin, endeavoring to arrange an agency, and also one in Austria.

Mr. T. Herbert Reed, of the firm of Reed, Dawson & Company, recently made a tour of the Eastern States on business pertaining to Phonograph records and claims to be very highly pleased with the outcome, predicting a splendid future for the talking-machine business.

Pathe Freres, the leading talking-machine firm of Europe, are proprietors of a bi-monthly periodical called *Bulletin Phonographique et Cinematographique des Familles des Institutions*, and is published in French in their own interest. It is a bright, newsy paper and we wish it the best of success.

Mr. H. P. Godwin, advertising manager of the Columbia Phonograph Company, who has been seriously ill for the past three months, has so far recovered as to be able to take a trip to regain his strength. He expects to resume his active duties in connection with the advertising department in a few weeks.

The E. T. Paull Music Company, though only young in the record business, are making great strides toward the top notch. Our representative heard some of the records made by Mr. Aldrich Libby, which were exceptionally good as were also those made by Mr. Clark. They are improving every day.

The Gramophone Company are doubtless one of the most enterprising in the matter of record-making. Besides a large repertoire of American and English music and songs they have a great assortment in the following languages: French, German, Italian, Russian, Hungarian, Arabian, Hindostanee, Chinese, Swedish and Turkish.

It is rumored that the American Graphophone Company contemplate opening both a factory and office in Great Britain after the fundamental Phonograph patents expire there in May, 1900. In contemplation of this they have taken out patents there on the Q Graphophone complete, also on their new style recorder with the tail piece.

The heavy demands of the Christmas trade are already severely taxing the unapproached facilities of the Columbia Phonograph Company. Not only has the surplus stock of machines already been disposed of, but the factory is so far behind with orders that a large night force is in full blast endeavoring to keep the supply of goods equal to the demand.

Mr. G. Bettini, has sold his patent rights for France and the French Colonies to a newly organized company in France, called Compagnie Micro Phonographes Bettini, with a capital of 1,200,000 francs. Mr. Bettini is to remain in France some time in order to organize the company and take charge of the establishment of the manufacturing plant.

Messrs. Harms, Kaiser & Hagen are making a special feature of mandolin records this month. Judging from all reports they ought to be a big success. The mandolin being one of the hardest instruments to record on a Phonograph cylinder, has until recently been of poor quality, but the above firm have at last brought them to a high standard of excellence, due to patience and perseverance.

Speaking of the development of moving picture machines, Mr. Bradley tells of the Baldwin Locomotive Works having pictures taken of the building of a locomotive throughout. This roll of pictures is given to their traveling agents for exhibition to railway purchasing agents and the machine is so arranged that it can be stopped at any point and the workings of any particular part of the locomotive illustrated.

Steve Porter finds the hard work of singing eight hours for the Columbia Phonograph Company and putting in eight hours at the Empire Picture Machine Company so exhausting that pure country air is needed to keep him in good health and wind, so he has purchased a beautiful country place at Dyker Heights where he can spend the few leisure moments he has in the quiet and peaceful game of golf.

The American Electroscope Company are doing a large business in pictures made especially for slot picture machines. They not only make stereopticon pictures, but transparent and colored views as well, which are considered the best on the market. They have lately received a foreign order for fifty machines and samples of all views. This will evidently be followed with a larger order from the same firm.

The sales of Polyphones and Polyphone attachments have doubled within the past month. The Polyphone attachment has been improved to such an extent that when it is adjusted it will stay in adjustment continually. Messrs. Hawthorne & Sheble have secured the Eastern United States agency for the Polyphone and Polyphone attachment. They are just issuing a new catalogue of this device and we would advise all dealers to write them for a copy.

The demand for the adjustable horn crane and chemically prepared linen fibre diaphragm has been so great that The Greater New York Phonograph Company could scarcely keep up with their orders. They have received a fresh supply from the factory and are now prepared to fill all orders with despatch. These goods have been endorsed by the trade in general and those not possessing them should send in their orders. Read advertisement on another page of this issue.

Mr. Leon F. Douglass, Vice-President, of the Polyphone Company of Chicago, is expected in town in a few days. The Polyphone Company are about to place on the market a small record and special equipped Polyphone which they guarantee to be five times as loud as the ordinary machine and ordinary record, we shall be more than pleased to interview Mr. Douglass, during his stay in New York as he is a man of intelligence and brightness, always bringing something new and novel before the public.

Mr. E. J. Hough, of London, England, formerly Manager of Edison, Limited, has been appointed Manager of Sales of the Edison Bell Consolidated Phonograph Company, Limited, of London. Mr. Hough is without question the most able Phonograph man across the water and should fill the position to the great advantage of the Edison Bell Company. Mr. John Annan, one of the directors of the Edison Bell Consolidated Phonograph Company, Limited, of London, is making a short business trip in this country.

A mine deal has been concluded by which the Ortiz land grant passes into the hands of representatives of Thomas A. Edison. This grant of several thousand acres was owned by the New Mexico Mining Company. The consideration is said to be several million dollars. The agent who represents Mr. Edison, and his associates, have been making an investigation and are thoroughly acquainted with the ore. Edison has a new process for treating the vast bodies of low grade ores and gold placer beds on the property.

The following recent changes in assignments have been made in the service of the Columbia Phonograph Company: Harry C. Grove, manager of the Buffalo office, has been transferred to his home city and placed in charge of the office at Washington, D. C. Franklin Moore, of Washington, has been assigned to the St. Louis office. J. Van Allen Shields, formerly assistant manager of the St. Louis office, has been transferred to the advertising department in the executive offices at Bridgeport. W. C. Fuhri has been appointed assistant manager of the St. Louis office.

Hawthorne & Sheble are negotiating for the purchase of a large factory which they expect to occupy for the purpose of manufacturing Phonograph, Graphophone and talking-machine supplies of all descriptions. This enterprising firm have just issued a supplemental catalogue containing a number of new novelties, including cabinets for Phonographs and Graphophones, new ideas in horn stands and cranes and a carrying cabinet for the Gem Phonograph. All dealers who desire to be well informed on talking-machine improvements should have the literature of this firm on file.

The United States Talking Machine Company of Philadelphia, are removing November 1st, from their old quarters at 1111 Chestnut Street to new

and commodious rooms at 1024 Chestnut Street, adjacent to the Philadelphia Opera House. This move places all the leading talking-machine dealers of Philadelphia located within five minute's walk of each other. Considering that they comprise such large houses as the Columbia Phonograph Company, Hawthorne & Sheble, Penn Phonograph Company, National Gramophone Corporation, United States Talking Machine Company and S. Lubin, the competition in that section of Philadelphia should not have its proverbial slowness.

The Edison Bell Consolidated Phonograph Company, Limited, of London, owners of the wax cylinder machine patents for Great Britain, the English colonies and other parts of the world, have recently commenced successful legal action in South Africa and Australia, against the illegal importing of Phonographs and Graphophones from America. The result has been to drive out of business nearly all talking-machine dealers in those countries, except those handling the Gramophone, a machine which does not infringe on the Edison Bell Consolidated Phonograph Company's patents. The lull in those countries in wax cylinder machines, however, will only be short lived as the Edison Bell Consolidated Phonograph Company's patents expire in most of them next year.

The Lyric Phonograph Company have returned to their old home, 114 West Thirty-fourth Street, where they will be pleased to see all their old friends and patrons together with as many new ones as possible. Mr. John C. Havens, tenor, who has been general manager for the above firm, has severed his connections to enable him to embark in another business. Mr. Harry McDonough, the well-known tenor, has been engaged to sing with the Lyric Trio and no doubt they will make a better record than heretofore. Miss Estella L. Mann deserves credit for the manner which she has clung to her business as many difficulties have confronted her in the past. This lady possesses a nerve which is seldom seen in the opposite sex. We are confident of her success in the future. She deserves the hearty support of the entire Phonograph trade.

The National Phonograph Company, have recently issued a new set of order blanks consisting of four sheets. They contain the numbers of every record listed in their No. 77 catalogue, issued in October and include a series of numbers ranging from 7,240 upwards. Hereafter all records will be numbered consecutively from 7,240, irrespective of titles. It has been customary for this firm to list band records in one series of numbers, orchestra in another, talking records in another and so on. The printed blanks for ordering records are very simple, full directions being printed on the bottom of each, which will save time, both for the buyer and seller. Every talking-machine dealer can secure a supply of these blanks. They are put up in pads of twenty-five each and will be sent free of charge to anyone applying for same.

Should any of the recent "croakers" still be of the opinion that the talking-machine business is on the decline, they have but to take a trip to any of the following concerns to be convinced that they have been laboring under a false impression: The National Phonograph Company and Edison Manufacturing Company, in Orange, N. J., The

American Graphophone Company, in Bridgeport, Conn., or the Berliner Gramophone Company, in Philadelphia, Pa. These enormous factories are running night and day endeavoring to keep abreast with their orders, which task seems almost impossible. A representative of one of the above concerns informed us that never before, even during the busiest part of the season, were they kept as busy as they are at the present time. The recent improvements on machines and records during the past year have been astounding.

Mr. F. M. Prescott has just placed on the market a new cornet-shaped horn for the Gramophone. The results are wonderful. The following extract from the October issue of the *Gramophone Record* describes the horn and its use;

A special curved brass horn has just been placed upon the market. This horn is the result of a line of very thorough and careful experimenting in the domain of sound reproduction.

It is well known that the tone of a cornet, or a similar instrument, is only produced after having traversed a certain length of peculiarly curved tubing, and that sound waves which are set in motion at the mouth piece are sent out of the bell of the instrument after having followed the form and curves of the instrument itself, in a vastly improved form.

Our laboratory has just produced a horn for the Gramophone, which has this principle as its base, and one can fancy the effect, as a Gramophone, sound box is placed upon the horn of the usual shaped band instrument in order to reproduce a band record. There is a splendid resonant quality which is produced by the waves of sound being thrown back upon each other thus intermingling and forming richer and fuller tones. The great advantages possessed by the concert band horn in this particular are readily apparent.

Those who hear this horn may prepare themselves for a revelation in the talking-machine. Many are familiar with the size of the great brass horns that have been seen on some talking-machines; the metal in the new Gramophone horn, if drawn out straight, would measure about nine feet, but by its peculiar shape it takes up little more than the space of our regular straight sixteen inch horn. We recommend it most confidently to our friends, particularly where they desire to get the splendid volume and distinctive tone of brass instruments in concerted work.

## New Corporations

New England Stylophone Company of Boston, Mass.; make and sell an improved Talking-machine; Capital \$50,000. R. S. Whitcomb, President.

The National Autophone Company, Chicago, Ill.; Capital stock, \$500,000. Incorporators: Frank B. Taylor, Wm. T. Hapemann and Daniel W. Fishell.

The Saltzman Projecting and Exhibit Company, St. Joseph, Mo.; deal in cameras, photo supplies, projecting apparatus and talking-machines.

The National Phonograph Company, Orange, N. J.; Capital \$10,000; licensed in Illinois with a capital of \$1,000

## X-Ray Items

### Chicago Girl Made Blind by a Fall Has Nearly Recovered

A five-year-old girl owes her restoration to sight to the X-ray. While playing on the porch of her home two years ago she fell sixteen feet, striking on her head. The fall left her blind and her right side was paralyzed.

An X-ray expert made a picture of the child's head, which showed that a tumor the size of a hen's egg had formed in the child's head and was pressing on the brain. The girl's condition was due to the cyst, which, pressing on the motor centre, caused paralysis, and an indirect pressure on the optic nerves caused the blindness.

The skull was trepanned at a spot directly over the cyst and the tumor removed. The child has so far recovered that she is able to distinguish her parents and other acquaintances and she also can walk about unassisted.

### The X-Ray a False Witness

Like its forerunner, the ordinary photographic camera, the X-ray machine can be made to tell the most outrageous falsehoods. That venerable deception the so-called spirit photograph can be discounted by the shadowgraph and with no great effort or remarkable ingenuity on the operator's part either.

A Chicago electrical specialist has been making some interesting experiments at the suggestion of the attorneys of the Chicago City Railway Company and others and the results are somewhat startling. They tend to show that shadowgraphs may need a great deal of corroboration when introduced as evidence in a damage suit.

One of the lawyers exposed his hand before the machine with the muscles relaxed, fingers extended and the member generally in normal position. The shadowgraph showed the bones to be in perfect condition. The attorney then made a second exposure of the same hand, cramping the first joints of the fingers slightly. The ends of the fingers appeared to have been crushed and the bones were apparently of unnatural size.

In another experiment the operator showed that it is possible to arrange an object on the outside of the body and make it appear to be lodged within. Thus a bullet placed in the clothing on the back of the body was shown in the shadowgraph as resting against the spine. The expert stated further that he had learned by long experience that it is possible for the operator himself to be deceived as to the location of an object disclosed by the X-ray machine.

These disclosures as to the ease with which the records of the X-ray machine may be falsified will prove valuable to the defense in damage suits for malpractice, personal injuries, etc. Hitherto the shadowgraph has been regarded as proof conclusive of the nature and extent of injuries. Hereafter the defense will prove the ease with which the X-ray machine may be made to lie and upon the attorneys for the plaintiff will fall the burden of showing the integrity and reliability of the operator. It will be necessary to show also that he is a skilled electrician and possessed of a fair knowledge of anatomy. Otherwise he may have deceived himself, however honest and reliable he might be.

When X-ray testimony is introduced hereafter it will be necessary to reinforce it very strongly or the opposing counsel will build up mountains of doubt as to its accuracy.



Mr. C. H. H. Booth

We present herewith a true likeness of Mr. C. H. H. Booth, a prominent Brooklyn organist and one of the best pianists in America, having played for some of the most prominent singers on the operatic stage. Besides being a pianist he is a director and composer of classical music. Some of his compositions which have gained distinction are "Heart of My Heart," "Guardian Angel" and numerous instrumental pieces. The book entitled "Moths" is his masterpiece. He has also composed four masses for the Roman Catholic Church. It is a well-known fact that this class of work can only be accomplished by a master of music, of which we feel perfectly safe in saying Mr. Booth bears the distinction. He has recently been connected with the Phonograph trade in making piano solos for Messrs. Reed, Dawson & Company. His records are certainly worthy of special mention.

## Picture Projecting Machines

### Dunn's New Picture Machine

At a private view in his factory E. B. Dunn, formerly "Farmer" Dunn of the Local Weather Bureau, gave an exhibition of his new picture machine, upon which he has been at work for nearly two years. The new machine, which has not yet been formally named, throws moving pictures on a screen in the same general manner as the Biograph and Vitascope, but with greater steadiness than the older contrivances. Instead of running vertically, as in all other moving picture inventions, the film travels horizontally and each separate photograph comes to a dead stop for a fraction of a second before the lens. There is no tension in the lens. This absence of tension and of continuous motion does away with the jumping and shifting of the pictures, so trying to the eyes.

What chiefly strikes the observer in Farmer Dunn's invention is its compactness. The entire machine weighs but thirty-five pounds and can be packed into a box 14x16 inches. It is operated by hand and with such ease as to entail hardly any exertion. By means of the magnifying lens the pictures thrown on the screen are of life size, or maybe even larger. The exhibition comprised representations of the rapids at Niagara Falls, an express train at full speed and immigrants disembarking. Then Mr. Dunn said that he had a supplemental picture to show. Upon the screen there flashed the representation of a muscular man in a slouch hat chopping in two a tree that he had just felled. One saw every accessory of the exercise—the flash of the axe-blade, the flying of the chips, even the shifting of the fingers on the helve.

Presently the chopper paused and caught at something, then lifted his eye-glasses, which had fallen, and raising his face, put them in place. As he straightened up and the sheltering hat-brim gave a view of the face, there was no mistaking Gov. Roosevelt. Mr. Dunn had caught him at his favorite exercise at Oyster Bay. The picture was one of the best and most characteristic that has ever been taken of the Colonel. The speed of passage of the films was twenty a second and the action was well-nigh perfect.

Mr. Dunn expects to perfect his machine so as to get it in a still smaller compass.

## Slot Machines

Patrons of saloons in Cincinnati will not listen to the rag-time strains of the Graphophone or Phonograph unless proprietors pay the city the concert fee license of \$200. When the rag-time resorts gave up their pianos, many saloonists purchased Graphophones. City Auditor Boyden recently gave out an opinion that they, being used to give concerts, should also be charged the concert license fee.

### Made Junk of Slot-machines

A squad of policemen in Camden, N. J., under the direction of Chief Foster, reduced to junk seven of the slot-machines captured in the recent raid, and made the intricate machinery fit only for a scrap heap.

Just before the machines were destroyed Morris Hertz served a notice on Mayor Hatch, in which he demanded the return of the four slot-machines found in his place. The Mayor sought the advice of City Solicitor Bleakley, who told him to take no notice of Hertz's demand, as he had been convicted on the charge of having the machines in operation in his place. The Mayor directed the officers to treat Hertz's machines as they did the rest, and, with a sledge hammer, hatchets and home-made battering ram, they demolished even the "owl" machine, whose artistic carving would grace a parlor.

About \$4 in nickels was all that was found in these machines, which Mr. Hertz avers he was not operating, but merely had them as samples of machines, for the sale of which he had an agency. Mr. Hertz places the value of his machines at \$250, and he says he will sue the city for that amount. John Keefe's machine yielded \$15 in nickels, which is demanded by Mr. Keefe, but where it belongs will be determined later on. The officers found \$10 in Peter Kelly's slot machine.

### Hard Blows to Singers

The Phonograph seems to be beginning to cut a quite considerable figure in the amusement business. Word comes from St. Louis that Col. Hopkins is introducing songs sung by one of these machines with accompanying stereoscopic illustrations.

Thus the Colonel's patrons are enabled to hear all about home and mother without viewing the contortions of pallid young men with long hair and mournful visages.

I understand that over in Brooklyn a while ago the manager had some trouble with the leader of the orchestra, and brought him to terms by saying that if he continued to be unreasonable they would put in a big Phonograph to play all the overtures and other music of that kind, thus ridding themselves of the annoyances of the musical union.

The leader concluded to hold onto his job, and the proprietors have been enjoying comparative peace from that quarter ever since.

## Hutchison's Akoulallion Causes the Deaf to Hear

### Another Wonder Accomplished Through Electricity's Agency

The experiments with the apparatus designed by Morris Reese Hutchison, enabling the deaf-mute to hear and by hearing to speak, have aroused much interest throughout the country.

There is now no question as to its practicability. The most severe test of the instrument was made in the presence of a medical commission consisting of Doctors L. S. Pugh, Angelo Festorazzi, Ruffin A. Wright, of the faculty of the Alabama Medical College and J. T. Inge and W. T. Henderson. There were also present in the hall where the exhibition took place a number of the most prominent men in Mobile, Ala.

Two deaf mutes who had been inmates of the State Asylum at Talledega were the subjects upon whom the instruments were tested. Ordinarily they could not hear the firing of artillery; by means of Mr. Hutchison's invention they were enabled to hear the music of a piano at a distance of sixty feet. By using the finger alphabet they commented on the different airs played by an ordinary Graphophone, and they heard the voice of the inventor when it was hardly audible to the assemblage.

Many attempts were made by the medical men to discover whether the mutes really heard, or, seeing the motions generating sound, were deceived into believing that they heard. The pianist was ordered to stop suddenly, but to continue his motions as if playing. Other stringed musical instruments were played, and the performers while not touching the strings pretended to do so. The principal operator spoke to the mutes, and while moving his lips as if in conversation uttered no sound. In every instance the subjects detected the deception and remarked it through their finger alphabet.

One of the mutes, Lyman Gould, whose deafness is the result of an infantile fever, has been able to hear musical selections frequently in the past year, being the experimental subject of the inventor and the inspiration of the invention, through the friendly sympathy of Mr. Hutchison. He was asked by the editor of a local paper what he thought the sound of a Graphophone selection was, curiosity being aroused as to the mental sensation produced by the conveying of such sounds through an undeveloped ear. Instead of replying in the manner expected, he promptly answered: "The Manhattan Beach March," proving conclusively that he could hear and distinguish the music.

The technical description of how the inventor accomplishes this emancipation of the afflicted is his secret. The analogy and probable identity of electricity and the vibratory organs of the ear were first suggested to young Hutchison by an examination of the apparatus worn on the head by telephone operators in attending switch-boards.

He commenced experimenting with electricity as an aural aid to nature three years ago, when he was but nineteen years of age, mainly through his sympathy for a young friend who was totally deaf. The result has been the perfecting of his instrument, which he has named the Akoulallion, from the Greek "akowo" (to hear) and "lalleo" (to speak.)

The apparatus for use in the instruction of deaf-mutes is complicated and similar in appearance to the instruments worn by telephone

operators. A steel band holds what in construction appears to be flat telephone receivers over each ear, and a transmitter is attached to an aluminum collar in such a position that the mute using it can suit himself as to distance from the mouth. There are controllers on each side of the collar, which hang down on the chest about twelve inches, for the purpose of lessening or increasing, as may be found necessary, the magnifying power of the sensitive plates within the ear attachments. A small switch enables the mute undergoing instruction to cut out the instructor and hearing his own voice or communicating with other pupils on the circuit. The importance of regulating the intensity of sound to each ear is recognized by the medical profession, as in nearly every case of deafness, one ear is found to be partially sensitive.

The current used in the two sets of instruments at present employed by the inventor is obtained from a battery of ten cells. The battery wires are attached to an instrument controlled by the instructor for the purpose of reducing the current as the hearing faculties of those under instruction are quickened. The whole secret of the invention lies in the power of the sensitive plates within the aural attachments to magnify sound.

The instrument first described is intended solely for class instruction and has been reported on favorably by Professor's Thomas C. McAloney of Washington and J. H. Johnson of the Alabama State Institute, both well-known instructors of the deaf. The electrical appliances enable instructors to teach articulation and ultimately to recover the power of speech for pupils whose vocal organs are in a state of atrophy through want of usage. In the same manner the hearing will be benefitted through the instrument causing the inert ossicles of the ear to vibrate.

Out of 100 cases tested with the instrument at Talledega there was not a single failure, and in every case the patients appeared to be able to distinguish sounds for periods ranging from an hour to half a day after the apparatus had been removed from their previously insensitive organs. In the opinion of Doctor Sidney Hugh, a local practitioner, who has taken a critical interest in the invention, the instruction apparatus will develop the vocal organs of a deaf child almost as well as the development would occur in an infant with all its faculties, but in the case of adults the process of articulation will be much slower.

The second instrument which Mr. Hutchison has conceived is on the principal of the receivers in the instruction apparatus and is portable, the current being obtained from a small pocket battery. It is somewhat larger, but similar in appearance to a medical Phonendoscope and has a small trumpet-like receiver. The singular thing about this instrument is that persons of ordinary hearing experience no discomfort by its use, although its sound-magnifying power is intense. The metal used in all the appliances is aluminum, with the exception of the interior construction of the receivers, and as only the lightest wire and insulation connects the different portions they are not uncomfortably heavy.

Mr. Hutchison has secured patent rights at home for his invention. A company, of which J. Howard Wilson, the street railroad and electric lighting magnate, is president, will put the Akoulallion on the market in June. The company will conduct its business in New York City.

The young electrician, who has so suddenly leaped to fame and fortune, is a native of Mobile, but was born at Montrose, Baldwin County, Ala., in the summer of 1876. To use his own expression, he has played with electricity since he was an infant. At 12 years of age he had constructed an

electrical governor for the engine of a small launch, and now, at less than 23, he handles a current of such infinite voltage that he can obtain no record of it, as an ordinary man would use water. His laboratory is as complete as that of an engineering college and contains thousands of dollars' worth of instruments. He has solved many of the problems presented by Tesla; has established an atmospheric current similar to that of Marconi and has entered a practical field unthought of by Edison. In 1895 he obtained a patent for a lightning and heavy current arrester now in use in several cities, and recently he patented a device for governing the current supplied to car motors, which, it is claimed, prevents their burning out. This patent has been adopted by one of the local electric companies. Another invention, not yet perfected, will be of great service to the Government when Mr. Hutchison announces that he is ready to disclose his secret.

He is a tireless worker and spends half his nights in his laboratory, where he delights in exhibiting to those who show interest in his work the result of his experiments. One of his favorites is to line up hand-in-hand one dozen or one hundred men—the number seems to make no difference to this scientific wizard—and to pass a current of several million volts right through the human conduit, lighting up a common incandescent lamp held in the free hand of the last man on the line without any one of the number feeling the slightest shock. To obtain this tremendous power he confines or focuses in instruments he has himself constructed, a current which commences at 5,000 volts. When he concludes his manipulation of the current, glass is of no service to him as an insulator and a foot of hard pine fails to check the current between two electrodes. An instance of the inventor's persistence, capacity and thoroughness is found in the fact that in order to fully perfect his hearing instrument, and to avoid injuring the ear, he studied anatomy at the Alabama Medical College, devoting special attention to the head, and attended a course of lectures delivered by an eminent eye, ear and throat specialist. Within a year of his graduation from the State Polytechnic Institute he was consulting electrical engineer for the Government in two lighthouse districts of the Gulf and for the Mobile Light and Railroad Co.

Mr. Hutchison devotes very little time to social enjoyment, but when he does "go out" he is in demand as a musician. The variety of his talents in this direction is almost as great a surprise as his scientific genius. He plays the piano, guitar, mandolin, banjo and cornet. In appearance he is extremely prepossessing, and in manner cordial and unassuming. His face is strong and intellectual, while frank and always pleasant, and he is as impulsive as the mysterious fluid which he so easily controls. His great success has not turned his head nor changed him in the least from the enthusiastic, generous, talented boy, who, as the protege of J. Howard Wilson, startled the electricians of Mobile several years ago by his daring experiments.

### Three Drinks for a Penny

At Ninth and Race Streets, Philadelphia, stands a penny-in-the-slot root beer machine. Messenger boys, whose duties call them all over town, are good patrons of this nineteenth century invention. The profits are not great, however, and some investigation shows the reason. The boys manage to get three glasses for a penny by the quick manipulation of the machine when they are not observed. The machine, although it works all right, admits of clever handling by the unscrupulous youngsters, who do not see any harm in "beating any kind of a slot-machine." It is said the boys get the best of similar machines all over town.

## Wants and For Sale

Special "Want" and "For Sale" advertisements will be inserted in this column at the uniform rate of three cents a word, each insertion. Answers can be sent in charge of "The Phonoscope" if desired. All letters received will be promptly forwarded to parties for whom intended, without extra charge.

**FOR SALE**—100 Artoscopes, nickel-in-the-slot picture machines, all in good order; make an offer for one or the lot. Address, A. B. care Phonoscope Publishing Company, 4 East 14th Street, New York City.

**FOR SALE**—Graphophone Recorders, new, \$3.50 each. Address, C. D., care of Phonoscope Publishing Co., 4 East 14th Street, New York City.

**FOR SALE**.—Now ready, bound copies of THE PHONOSCOPE Vols. I and II. Price \$2.00 per volume. Address Phonoscope Publishing Co., 4 East 14th Street.

**FOR SALE**.—Home Grand Graphophone, more than twice as loud as the voice or vocal rendition, including recorder, reproducer and shaving-knife, large brass horn, records, blanks, etc. Address, J. K. care of Phonoscope Publishing Company, 4 East 14th Street, New York City.

**FOR SALE**—Complete talking-machine outfit, consisting of the Eagle Graphophone, 6 records, 3 blank cylinders and 2-way hearing tube. Price \$10. Address, J. W. care of Phonoscope Publishing Company, 4 East 14th Street, New York City.

"A LITTLE SPICE NOW AND THEN IS RELISHED BY THE WISEST MEN"

### RECORDS

### RECORDS

ALL RECORDS "ORIGINAL," "no duplicates," made one at a time, everyword guaranteed to be clear and distinct, and we are the only parties now making them. Send for list and prices. Address,

**JOHN MONROE,**  
Laboratory and Phonograph Parlor  
290 1/2 Morrison St.,  
Portland, Ore., U. S. A.  
Multonomah Block

## New Films for "Screen" Machines

The following list of new films has been compiled from lists sent us by the leading foreign and domestic manufacturers

### DEWEY FILMS

Eight parties were equipped on the occasion of Admiral Dewey's arrival in New York, Wednesday, September 27, 1899, and secured the following excellent moving pictures of the Admiral and his great ship, together with the stirring events of Dewey Day, September 29, the day of the Naval Parade and Dewey Day, September 30, the day of the Land Parade.

This was the only photographic apparatus on board the U. S. Crusier Olympia on this memorial occasion. The Admiral posed especially for this camera.

**COMMITTEE OF ARRANGEMENT'S VISIT TO ADMIRAL DEWEY ON BOARD THE U. S. CRUISER OLYMPIA.**

**ADMIRAL DEWEY TAKING LEAVE OF COMMITTEE OF ARRANGEMENTS.** Showing the gallant Admiral standing directly in front of the camera, life size, his head bare, graciously bidding his guests adieu. This was exhibited at the Eden Musee and Koster & Bial's, New York, to 18,000 people the next day after the picture was taken.

**PRESENTATION OF LOVING CUP AT CITY HALL, NEW YORK.** This shows the Admiral life size.

**U. S. CRUSIER OLYMPIA LEADING NAVAL PARADE.**

**PANORAMIC VIEW OF OLYMPIA IN NEW YORK HARBOR.**

### INTERNATIONAL YACHT RACE FILMS

The films mentioned below have created a great sensation in New York City, where they were thrown on the screen the same night of the happening of each event. Many pictures were secured of these races, but we only list below those which are perfect in every detail and which show the yachts clear and distinct.

**COLUMBIA AND SHAMROCK ROUNDING OUTER STAKEBOAT.** This picture shows the two yachts racing at twenty miles an hour the crew manipulating the sails as they round the other mark, Columbia leading the Shamrock thirteen seconds.

**COLUMBIA WINNING THE CUP.** This picture shows the Columbia crossing the line, leading the Shamrock by about a half mile. The Shamrock is plainly seen in the distance and she later comes up and crosses the line in the same picture.

**AFTER THE RACE.** This picture shows the yachts returning to the anchorage.

**SHAMROCK AND COLUMBIA. FIRST RACE.** This picture shows the two yachts rounding the stakeboats and jockeying for a start.

**SHAMROCK AND ERIN SAILING.**

**COLUMBIA AND SHAMROCK TACKING.**

**PICTURES INCIDENTAL TO INTERNATIONAL YACHT RACES.** Showing a full rigged ship under sail passing out of New York Harbor, pleasure boats, tugs, etc., and the Official Timekeeper of the races signaling Commodore Kane's Committee Boat by means of the Army Wigway signals.

**SHAMROCK AND COLUMBIA JOCKEYING FOR A START.**

## New Records for Talking Machines

The following list of new records has been compiled from lists sent us by the leading talking machine companies of the United States

- Always Steve Porter
- A Picture No Artist Can Paint Steve Porter
- Any Sacred Solo (with organ) Miss Mann or Messrs. Havens & Hooley
- Bell Trio (Pinafore) Lyric Trio
- Bugle Calls Wm. J. Styles
- Church Scene Old Homestead Original Lyric Trio
- Cantilena (Violin Solo) Mr. Erdman
- Daughter of Love Waltz (Mandolin) Mr. L. Wolfe
- Dolly Dear Geo. Gaskin
- Duet from Carmen Miss Mann and Mr. Madeira
- Everybody Have A Good Time Dan Quinn
- Everthing is Rag-Time Now Len Spencer
- Fly Forth, O Gentle Dove Miss Mann
- Good Night (Dorothy) Original Lyric Trio
- Hannah's a Hummer Dan Quinn
- I Couldn't Do a Thing To You Dan Quinn
- In Dahomey Dan Quinn
- I've Waited Honey, Waited Long For You Dan Quinn
- International March (Mandolin) Mr. L. Wolfe
- I Loves Yo', Deed I do, Ma Babe Miss Mann
- I Want My Lou Lou Anna Barthold
- I'd Leave Ma Happy Home For You Len Spencer
- I've Waited Honey, Waited Long For You Len Spencer
- I've Waited Honey, Waited Long For You Mr. Havens
- Loin du Bal (Violin Solo) Mr. Erdman
- Lullaby from "Emmie" Anna Barthold
- Love's Old Sweet Song (Violin Obligato) Miss Mann & Mr. Erdman
- La Larcenet, Piccolo Solo Geo. Schweinfest
- Louisiana Lou (Violin Obligato) Miss Mann & Mr. Erdman
- My Honolulu Queen Dan Quinn
- My Love Keeps on a Growing Miss Mann
- My Babe From Boston Town Dan Quinn
- Mr. Johnson Turn Me Loose Anna Barthold
- My Hannah Ludy (Orch. Acc.) Len Spencer
- My Loves the Same Geo. Gaskin
- Ma Lady Lu (Violin Obligato) Miss Mann & Mr. Erdman
- My Blackbird (Orch. Acc.) Len Spencer
- March Trio (Charlatan) Original Lyric Trio
- Micheal Murphy as a Gas Bill Collector J. R. Gannon
- Musette—Offenbach (Cello Solo) Master Jean Moliere
- Murphy as a Political Speaker J. R. Gannon
- My African Queen Dan Quinn
- My Creole Sue Steve Porter
- My Little Georgia Rose Steve Porter
- Narcissus (Violin Solo) Mr. Erdman
- No, No, 'Tis You Lyric Trio
- One Little Word Steve Porter
- O That We two were Maying Miss Mann and Mr. Madeira
- Ou Billow Rocking (Chimes of Normandy) Mr. Havens
- Page Song (Huguenots) Miss Mann
- Reception Polka (Cornet) Wm. J. Styles
- San Francisco Sadie Dan Quinn
- Rosie Carey Anna Barthold
- Solo from "Boccaccio" Anna Barthold
- Solos from "The Singing Girl" Miss Mann
- She'd Never Been There Before Anna Barthold
- Sunny Southern Home Geo. Gaskin
- She is More to be Pitted Than Censured Anna Barthold
- Scene De Ballet (Violin Solo) Mr. Erdman
- Smoky Mokes Len Spencer
- Sweet Little Maid From Ireland Geo. Gaskin
- Suwanee River Anna Barthold
- Sacred Duets (with organ) Miss Mann & Mr. Havens
- Serenade (Mattioli) Miss Mann
- Simple Aveu (Cello Solo) Master Jean Moliere
- Sis Hopkins J. R. Gannon
- Sweet Rose, Yodel Song and Dance Geo. P. Watson
- The Oriental Coon (Orch. Acc.) Len Spencer
- Think Once Again Before We Part Anna Barthold
- The Rag-Time Hymn Dan Quinn
- Two Roses Miss Mann
- Trio from "The Singing Girl" Lyric Trio
- The Hottest Ever Dan Quinn
- Three Wishes Miss Mann
- The Girl I Loved in Sunny Tennessee Steve Porter
- Traumerie (Cello Solo) Master Jean Moliere
- Tripping on the Green Reed's Orchestra
- The Kissing Bug Steve Porter
- Those Cruel Words Good-bye Steve Porter
- Vienna Forever (Mandolin) Mr. L. Wolfe
- Where the Sweet Magnolia Blooms Miss Mann
- When the Swallows Homeward Fly Anna Barthold
- Where the Sweet Magnolia Blooms Steve Porter
- Won't You Take Me Back to Dixie Steve Porter
- Waltz Song (Roinco & Juliet) Miss Mann
- Warmin' Up in Dixie Reed's Orchestra
- We All Went Down to Murphy's on a Sunday J. Gannon
- Uncle Josh in Society Cal Stewart
- Uncle Josh and the Lightning Rod Agent Cal Stewart
- Uncle Josh in the Chinese Laundry Cal Stewart

## The Latest Popular Songs

The following is a list of the very latest popular songs published by the leading music publishers of the United States

- As It Was of Old Lyn Udall 1
- Always Howitz & Bowers 1
- Babe! It's All Over Now Sidney L. Perrin 1
- By the Lakes of Killarney Annie B. O'Shea 11
- Dream ou Beloved Arthur Trevelyan 3
- Dream of Love Frederic Solomon 1
- For Love Alone J. Fred Helf 9
- Got Your Habits On John Queen 10
- He Carved His Name Upon the Tree Gussie L. Davis 10
- How'd You Like to be the Ice-man? Helf & Moran 9
- I Couldn't Spell That Word Because I Love You J. Fred Helf and G. B. Alexander 10
- If You Were Only By My Side E. T. Paull 11
- If I Thought You Loved Me Yet John V. Hollar 9
- I'm Livin' Easy Irving Jones 2
- I've Got Another Nigger on My Staff Sterling & Von Tilzer 10
- I Wonder if She's Waiting Harry von Tilzer 2
- I Love Ma Babe Andrew B. Sterling 2
- I've Just Come Back to Say Good-bye Chas. K. Harris 4
- Just as the Daylight was Breaking Lyn Udall 1
- Just For the Old Days Stanley Haskins 5
- Lucy Dale Harry Linton 10
- Manie Tracy Roger Harding 9
- Mary Had a Little Lamb Jos. Tabrar 9
- Mid the Green Fields of Virginia Chas. K. Harris 4
- My Love's the Same Roger Harding 7
- My Sunny Southern Home Roger Harding 7
- My Old Westchester Home Among the Maples Wm. B. Gray 9
- My Ann Elizer Malcolm Williams 5
- My Ababama Lize Wise and Perrin 5
- My Watermelon Boy Malcolm Williams 5
- My Black Bess Sterling & Von Tilzer 11
- My Own Manila Sue Herbert Dillea 1
- Niggerism Williams Bros 4
- Oh, Such a Business Gus Edwards 1
- One Touch of Nature Makes the Whole World Kin Felix McGlennan 9
- Only a Dream James C. Oliver 1
- Pretty Kitty Clover Roger Harding 7
- Smoky Mokes A. Holzman 10
- Since You've Got Money Hattie Starr 1
- She's My Girl and I Don't Care Who Know's it L. Havens 1
- She Knew a Lobster When She Saw One A. B. Sloane 1
- Skeleton Dance W. V. Ullner 8
- Sweet, Sweet Love Howitz & Bowers 1
- Tell It To Me Ben Harney 1
- The Grip Car Gripman's Grip Wm. Devere 1
- The Pride of the Pier Ford & Bratton 1
- That's How the Rag-Time Dance is Done Sterling & Von Tilzer 10
- The Girl I Loved in Old Virginia Max Dreyfus 2
- The Old Church Door Gussie L. Davis 11
- The Sermon That Touched His Heart Tony Stanford 10
- The Stories Mother Told Me Sterling and Von Tilzer 10
- The Hottest Ever—Cake Walk Song J. O'Dea 4
- Two Little Roses from Mother to Me Harry Yeager 7
- Those Cruel Words, "Good-bye" Fred Helf 9
- 'Tis Best For Us to Part Roger Harding 7
- 'Twere Better Had We Parted Long Ago W. C. Davies 8
- Why Did We Drift Apart Philip Staats 8
- Will I Find My Mamma There? Chas. K. Harris 4
- Will He Ever Return Vera Doré 3
- Wing Lee's Rag Time Clock Al Trabern 5
- You'll Get All Dat's a Comin' to You Sterliug & Von Tilzer 10
- You're It Gussie L. Davis 9
- You Ain't the Man I Thought You Was Lew Sully 9
- You're Honey to Yo' Mammy Just the Same Ford & Bratton 1

### LATE INSTRUMENTAL PUBLICATIONS

- A Warmin' Up in Dixie E. T. Paull 11
- Great Ruby—March T. W. Hindley 5
- Love's Enchantment, Valse Wm. Braumline 1
- Poor Relations, Characteristic Oddity Theo. Bendix 1
- Plantation Echoes Otto M. Heuzman 11
- Smoky Mokes A. Holzman 10
- The Gallant 7ist F. Fanciulli 10
- The Crackerjack, Medley Overture Arr. by F. W. Meacham 1
- The Girl I Left in Dixie, Waltz Arr. by F. W. Meacham 1
- The Rag Time Sports James Haack 8
- The Rajah Waltzes Samuel S. Aronson 8
- When I Gave My Heart and Hand to You J. Haack 8

Note.—The publishers are designated as follows: 1 M. Witmark & Sons; 2 T. B. Harms & Co.; 3 F. A. Mills; 4 Chas. K. Harris; 5 Myll Bros.; 6 J. W. Stern; 7 Knickerbocker Music Co.; 8 Gabel Bros.; 9 W. B. Gray; 10 Feist & Frankenthaler; 11 E. T. Paull Music Co.

# HIGH STANDARD MASTER RECORDS

FOR

PHONOGRAPHS, GRAPHOPHONES AND TALKING MACHINES

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## Norcross Phonograph Co.

I. W. NORCROSS, Jr., Manager

RECORDS, \$1.00 EACH  
\$10.00 per DOZEN

Exhibition Masters,  
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SPECIAL DIAPHRAGM GLASSES, 15 CENTS EACH; \$1.50 PER DOZEN

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MANUFACTURERS OF

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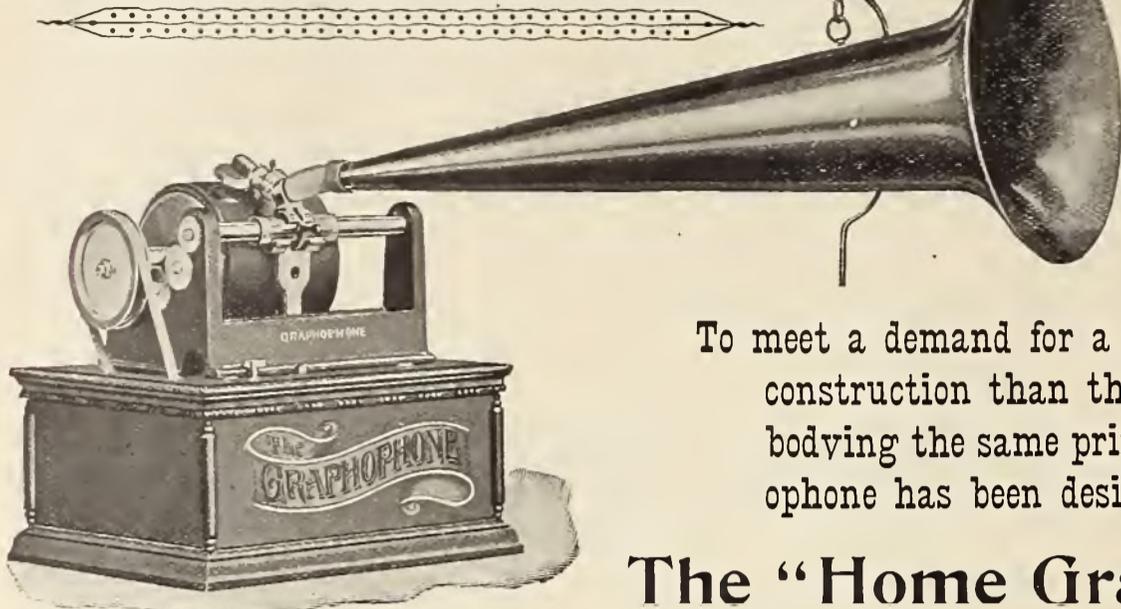
	EACH	REPAIRING
Reproducing Points . . . . .	\$ .75	\$ .25
Recording Stylus . . . . .	1.25	.75
Shaving Knife, { Including } { Setting } . . . . .	1.25	.50
High Speed Shaving Knife, { Including } { Setting } . . . . .	1.75	.75
Special Stylus . . . . .	3.50	1.50

Office and Factory:

125 West 37th Street, Corner Broadway

NEW YORK CITY

# THE "HOME GRAND" GRAPHOPHONE



A Wonderful Talking Machine of the Genuine Grand Type for **\$100**

Not an Imitation, but the Real Thing!

Reproduces the same records as the Graphophone Grand with the same marvelous effects

To meet a demand for a Graphophone of less expensive construction than the Graphophone Grand, but embodying the same principles, a new form of Graphophone has been designed, known as

## The "Home Grand," Price, \$100.

The farthest step forward ever made in the talking machine art, crossing the threshold of a new world of possibilities, was the discovery, in our laboratory, of the principles applied in the construction of the Graphophone Grand, which, when first publicly exhibited seven months ago, made a tremendous sensation by its marvelously loud and perfect reproductions of sound. Scientists hailed this achievement as a great discovery, for it swept aside the limits that had barred the way to absolutely perfect sound-reproduction. These principles are now applied with equal success in the production of the new "HOME GRAND" which is a machine of the genuine "Grand" type and not an imitation.

The "Home Grand" with Columbia Grand records brings, in audible effect, the living singer or musician actually into the presence of the listener.

Reproduces music, song or speech as loud and louder than the original, with all the original sweetness and melody.

The real music; the actual voice; not a diminished copy or a "far away" effect.

The "Home Grand" is handsome and durable in construction and simple in operation. It is provided with a tandem-spring motor that will run several Grand records at one winding.

No talking machine, except the Graphophone Grand, will compare with the new machine in point of volume or smoothness of tone.

### New Prices for Grand Records

**\$2.50** } June 1st the following prices for Columbia "Grand" records and blanks go into effect  
RECORDS = = = = = \$2.50      BLANKS = = = = = \$1.50

### The Five Dollar Graphophone

A Graphophone cheap but not a cheap Graphophone

This new Graphophone, as marvelous in its performance as in its price, is well-made and reproduces musical and other records brilliantly and perfectly. Clockwork motor.

**PRICE - - \$5.00**

Including Reproducer, 10-inch Japanned tin horn

**PRICE, with recorder added - - - \$7.50**      When accompanied by a recorder this Graphophone can be used for making records. The \$5.00 Graphophone is furnished when desired with a hand cabinet of neat design and a nickeled horn.

**PRICE - - - - - \$10.00**      Including—Bent wood hand cabinet, 10-inch Nickeled horn, Reproducer and Recorder.



The Five Dollar Graphophone

The Graphophone has been found to be the most satisfactory machine for exhibitors to handle. Outfits are arranged especially to suit the needs of the exhibitor. When a large amplifying horn is used the reproductions of music are loud enough to fill large exhibition halls.

This Company's establishment is manufacturing headquarters of the world for all Graphophone and talking machine supplies. COLUMBIA RECORDS have become famous because they are made under the direction of the most expert record makers. Our facilities enable us to supply records unrivalled in quality at less than the cost at which others can make inferior ones.

*Amplifying Horns, Musical and other Records and Supplies of all kinds can be obtained at any of our offices . . . . .*

**WRITE FOR CATALOGUE B-N**

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PARIS, 34 Boulevard des Italiens  
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ST. LOUIS, 720-722 Olive Street  
SAN FRANCISCO 723 Market Street

PHILADELPHIA, 1032 Chestnut Street  
WASHINGTON, 919 Pennsylvania Avenue  
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# E. T. Paull Music Co.

## TALKING MACHINE RECORDS

We Manufacture Only  
Original Master  
Records

### WHAT WE HAVE

We have one of the best equipped Phonograph Plants in this country.

We have all of the latest, up-to-date and improved appliances for making records.

We have the best skilled operators in the business found anywhere.

We have and control the best talent and artists in the profession.

We have the clearest, the cleanest, the loudest, the purest and best toned records for Phonographs, Graphophones and talking-machines that can be had.

WE ARE MAKING A SPECIAL  
FEATURE OF COON  
SONG RECORDS

Sung by

Charles Clinton Clark



E. T. PAULL

AUTHOR OF

**BEN HUR CHARIOT RACE MARCH,**  
Big Seller. Universal Favorite.

**CHARGE OF THE LIGHT BRIGADE MARCH,**  
Companion Piece to Chariot Race

**N. Y. AND CONEY ISLAND CYCLE MARCH,**  
The Popular Bicycle March Two-Step.

**AMERICA FOREVER MARCH,**  
One of the Greatest Marches ever written

**A WARMIN' UP IN DIXIE**  
The Latest, Greatest and Best Cake-Walk Published



Mr. Clark is without any exception the best coon singer that ever attempted to sing in a Phonograph. We can verify this statement to the satisfaction of any one that will order a sample record. Mr. Clark's intonation, side remarks and witticisms makes his records head and shoulders above anything on the market in this particular line.

## We have the only original Casey Series of Master Talking Records made by JOSEPH R. GANNON

These records have a world-wide reputation. Ours is the only Company that supply original master records of the Casey Series. They are the finest talking records made. Every dealer in Phonograph Records in the land should have this series; they are the greatest sellers on the market. Order one as a sample and you will simply be astonished at the wonderful reproduction. There is nothing made that compares with them. Simply to show them means a sale. Don't fail to order a sample. Remember we have original master records. No duplicates. Write us for list of subjects, sent free on application.

## E. T. PAULL Plays His Own Compositions

One of the features of our Phonograph business will be Piano Solos of Mr. E. T. PAULL, who will play his own compositions. There are hundreds of people all over the U. S. who would only be too glad of an opportunity to buy a Phonograph record containing one of Mr. Paull's compositions, played by himself. They give the composer's idea as to proper manner in which each piece should be played. Mr. Paull's ability as a march writer is second to none, and his compositions are known and played from one end of the country to the other. The celebrated Ben Hur Chariot Race March, Charge of the Light Brigade March, the great America Forever March, and his new piece: A Warmin' Up in Dixie, are all universal favorites. The number of records made by Mr. Paull, will necessarily be limited, as all records made will be originals.

### WHAT WE WANT

We want every dealer in talking-machine records to try our **original master records**. We want every person who has a talking-machine of any kind to have our records. We want every one interested in any way, in round cylinder records to write us for the **very low prices**, that we offer to introduce our production.

## SPECIAL NOTICE

We guarantee to furnish a better record at a lower price than any one else in the trade, who make a business of supplying original master records. Write us for the **special inducements** we shall make on a sample order to any reader of this paper, mentioning this advertisement.

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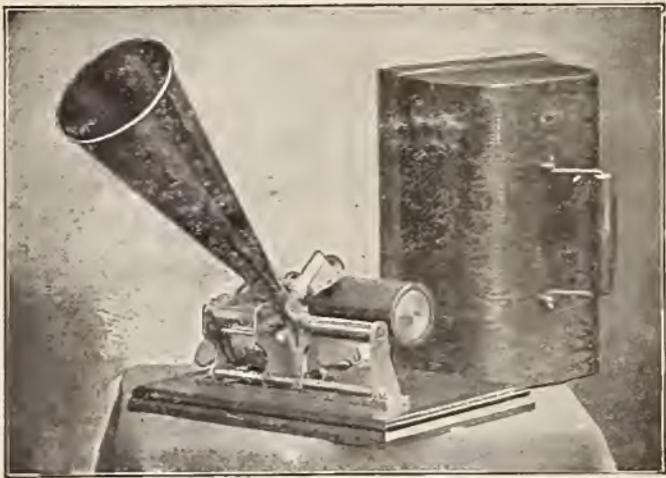
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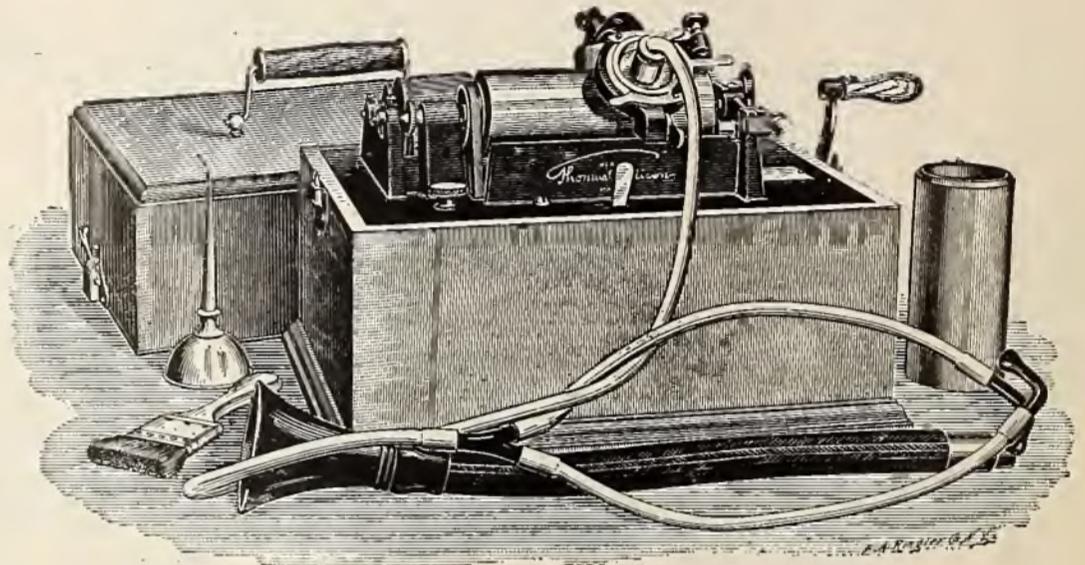
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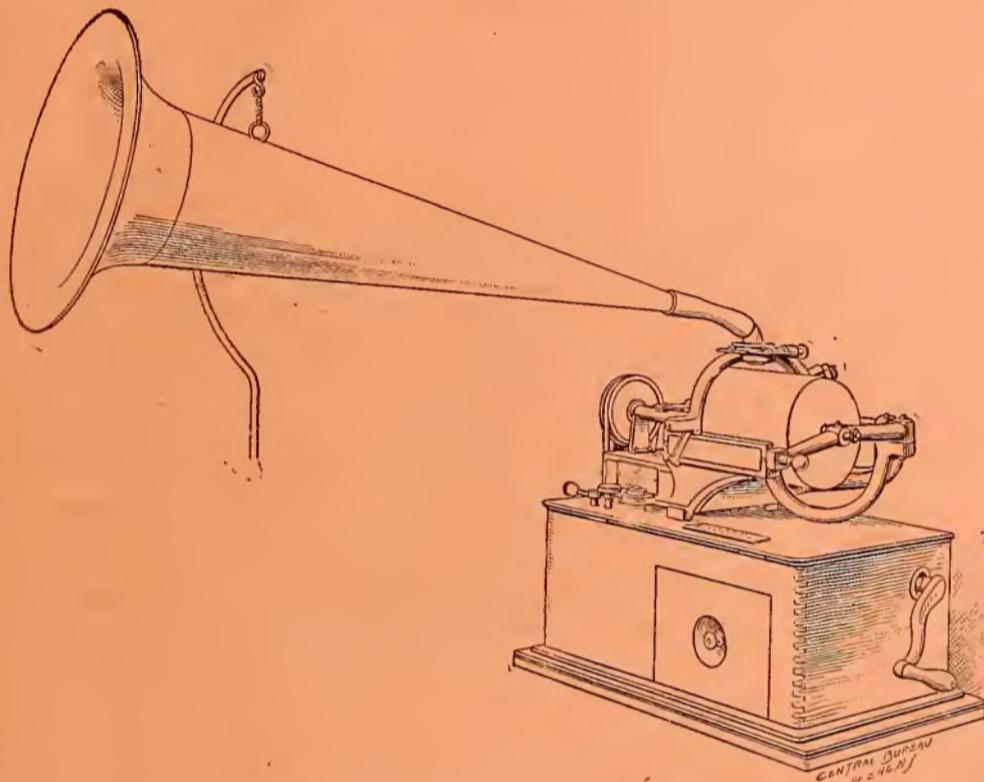
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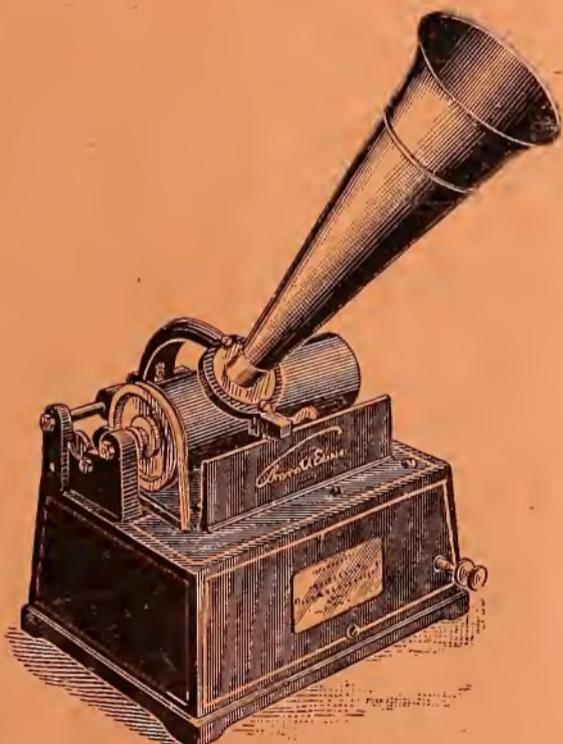
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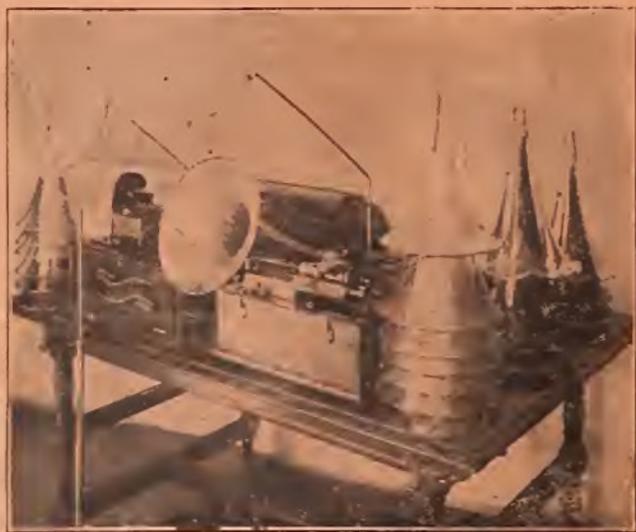
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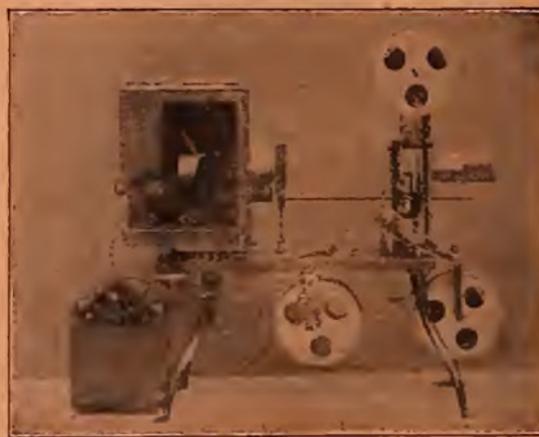
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