

MAY 2 - 1899  
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# THE PHONOSCOPE

*A Monthly Journal Devoted to*  
SCIENTIFIC AND AMUSEMENT INVENTIONS  
APPERTAINING TO  
SOUND & SIGHT.

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

Vol. III

No. 12

New York, December, 1899

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## Principal Features of this Number

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PHONOGRAPH THE FEATURE OF AN INTERESTING  
ADDRESS

A GALLERY OF ECHOES

AN IMPROVED NICKEL-IN-THE-SLOT  
MACHINE INVENTED

DEATH OF HARRY P. GODWIN

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AN IMPORTANT ANNOUNCEMENT

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A NEW DEPARTURE

NEW RECORDS FOR TALKING MACHINES *New Records*  
Manufactured by the Leading Companies

THE LATEST POPULAR SONGS. List of the Latest Metro-  
politan successes

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# The Phonoscope

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

Vol. III.

NEW YORK, DECEMBER, 1899

No. 12

## Phonograph the Feature of an Interesting Address

### Father Biever Explores More of Electricity's Wonderland

The Catholic Winter School session of 1900, begun March 1st and ending March 17th, at Tulane Hall, New Orleans, ended "in a blaze of glory." It was a fitting finale on the anniversary day of Ireland's great saint, and it seemed as if the blessing of God and of his elect in Heaven, among whom St. Patrick occupies a shining place, descended upon the winter school and its patrons. The night was made memorable by the wonderful telephonic conversation between Rev. Father Biever seated at a desk on the platform in Tulane Hall and his grace, Archbishop Elder, of Cincinnati, at his home in Cincinnati, a distance over an air line of more than 700 miles, and by the circuitous wire route of about 1000 miles. Rev. Father Biever, who had delighted and instructed large audiences with his admirable scientific experiments, now has the credit of having been the first person who has talked by telephone over such a long distance as between New Orleans and Cincinnati. The experiment succeeded beyond the most sanguine expectations. In this marvelous labor, Father Biever says that he has been greatly assisted by the Cumberland Telephone and Telegraph Company and the American Telephone and Telegraph Company, and Mr. E. H. McFall, manager of the National Automatic Fire Alarm Company of Louisiana. The telephone companies attended to the installation of the instruments in Tulane Hall, and provided apparatus of extreme delicacy and perfection of mechanism, and Mr. McFall kindly loaned a splendid Phonograph and megaphone. An expert operator was present to see that the trial should not fail.

Not only was the address of Archbishop Elder received and distinctly heard, but the Phonographic record of Mgr. Chapelle's greeting to the winter school was transmitted to Archbishop Elder, who sent answer to Father Biever that he had clearly heard the words, which were repeated from the Phonograph into the megaphone and then poured into the receiver of the telephone.

The audience went wild with pleasure and delight at the unparalleled success of the messages to and from Cincinnati, and the applause was thunderous and continuous. Father Biever asked the archbishop if he heard the applause and the reply came, "Very plainly."

President Alcee Fortier and the directors of the Catholic Winter School are greatly pleased with the successful session. It is probable that Rev. T. P. McLoughlin, who sang and lectured so artistically, and Mr. Henry Austin Adams, so well known that he needs no words of praise, and Mrs. Bertha Kuntz Baker, elocutionist, who recited "Cyrano de Bergerac" in such an effective manner, will be among the lecturers next year.

The event of the night occurred at 9 o'clock when Father Biever announced that he was about

to ring up Archbishop Elder at his residence in Cincinnati, and talk with him.

The audience stood at "attention," and prepared for something interesting.

Father Biever seated himself at the desk on the platform, and, taking up the transmitter of the telephone, asked:

"Is that Archbishop Elder?"

"I hear him distinctly," remarked Father Biever to the audience. "Now the Archbishop is at his residence in Cincinnati, and is, by telephone, in communication with the Catholic Winter School, in session at Tulane Hall, here. I am going to talk to the Archbishop."

Father Biever then spoke through the transmitter as follows:

"Archbishop Elder, this is Father Biever talking to you from Tulane Hall, New Orleans, in the presence of a very large audience of the Catholic Winter School of New Orleans. On this, the closing night, the people of this city and the directors of the Winter School have requested me to present their heartiest greetings to the distinguished Archbishop of Cincinnati, and to request at your hands a special blessing. Now, Archbishop, we are going to send you, through this telephone, the Phonographic record of his grace, Archbishop Chapelle, Apostolic delegate to the Philippines. This record was taken just prior to the departure of the Archbishop for the far-away mission with which he has been trusted by our Holy Father, the pope. Now are you ready?"

"This is wonderful," remarked Father Biever to the attentive and interested spectators. "Wonderful, indeed. The Archbishop says he understands every word I say, and I hear very clearly all that he says."

Here the audience applauded most heartily.

"Did you hear the applause, Archbishop?" asked Father Biever. "He says he does."

"Now, Archbishop. I am going to transmit to you the greeting of Archbishop Chapelle to the Catholic Winter School."

Father Biever connected the Phonograph to a megaphone, and next put the megaphone *en rapport* with the telephone, and the audience heard distinctly the following words of welcome and the blessing from Archbishop Chapelle:

"Archbishop Elder, did you hear every word?" asked Father Biever. "He says he did."

"Now, your grace, we are ready to receive your greeting and your blessing."

Father Biever took up the receiver and repeated an address of Archbishop Elder, who was sitting in his own residence at Cincinnati, more than 700 miles away.

The theory of sound-waves was treated and an illustration furnished. A small brass cannon was loaded with gas and stopped with a cork. An electric spark was conducted into the chamber, and the ignited, expanding gas forced out the cork with a loud detonation.

Father Biever then explained how sound traveled, and made clear the complicated process whereby human beings become sensible to the transmission and reception of sound.

The beautiful experiments with vari-colored Geissler tubes, hung in festoons of glass from one

end of the stage to the other, were repeated and were applauded.

Music and sound were next spoken of and contrasted. Father Biever, with the aid of gas jets and hollow tubes, produced singing flames, and next amused the audience with howling flames.

Upon the screen there were thrown a succession of photographs of sound-waves, showing how the curves of musical horns travel in the air. Those curves are recorded by means of a metallic point traveling on a glass surface coated with lamp-black and vaseline. The delicate and intricate tracing and airy convolutions and intermingling of lines and curves were admired by the audience.

The possibilities of the cinematograph and Phonograph combined were next shown upon the screen with a variety of pictures, representing ladies and gentlemen, listening to Phonographic selections, and at the same time looking at cinematographic scenes.

The Phonograph was next called into requisition. The first sound heard from the instrument was greeted with applause. It was Archbishop Chapelle's greeting to the winter school, as follows:

Greeting and blessing extended to the Catholic Winter School by his excellency, Placide Louis Chapelle, Archbishop of New Orleans and apostolic delegate to Cuba, Porto Rico and the Philippine Islands:

"Ladies and Gentlemen of the Winter School: I would greatly rejoice to personally extend to you all a most heartfelt greeting and blessing. Our Lord in his inscrutable designs has deigned through the express will of his vicar on earth, our holy father, Leo XIII; to send me to the Philippine Islands to work there for a while for the promotion of the most sacred interests of church and country. My spirit and affection will be with you; I shall daily pray that God may vouchsafe to make this session of the winter school a perfect success—success for the winter school means that by attending it you may know God, yourselves and the universe better, and that your faith in Christ, our Savior, may be increased; that you may love him more perfectly, and thus become more like unto God. May you understand better every day that faith and human science, grace and nature harmonize perfectly in Him who is the way, the truth and the life. I shall always remember you before God, and I beg you will not forget to pray for your Archbishop, who is absolutely devoted to you in life and in death, and who blesses you with all his heart.

"May the blessing of God the Father, the Son and the Holy Ghost descend upon you and remain with you forever! Amen"

Several selections, vocal and instrumental, were also given.

Very Rev. Father Spillard, of Holy Cross College, and one of the directors of the winter school, stepped to the platform and spoke a pretty compliment to Father Biever, which the Phonograph recorded and reproduced.

Prof. Victor Huber played a selection on the zither and the morceau was immediately repeated by the Phonograph. The audience was greatly pleased with the experiment and with the entertainment.

## A Gallery of Echoes

**A Collection of Historical and Artistic Interest  
—Actors Can Listen to Their Speeches and  
Singers to Their Own Songs—Tones That  
Are Carried to the Antipodes**

Lieut. Gianni Bettini is a collector. He collects echoes. He is an ex-officer of the Italian army, decorated by the king of Italy. In his studio on Fifth Avenue this connoisseur of fleet and fading sounds has a collection of great historical and artistic value. It is not a collection of paintings, of sculpture, of porcelains, of orchids, or of dwarf Japanese trees, but a collection of beautiful voices. The voices of Eleonora Duse, Sarah Bernhardt, Ellen Terry, Calve, Nordica, Sembrich; of these and many great actors, singers and well-known men of the day. Lieut. Bettini is the custodian of these famous voices for posterity.

Of course, one may hear the voices of hallad singer and broad comedian in any Phonograph for a penny; but these are of somewhat fugitive interest. It is the distinction of Lieut. Bettini's collection that it comprises voices which will interest all time. Future singers will hold their ears to listen to them. If a prima donna wishes her notes to float to the borders of the earth and linger to the end of days, she takes her silvery voice to Lieut. Bettini's studio. If an ambitious actor desires to be Hamlet when he is dust, he drops into the Bettini school of immortality.

With the early Phonograph, the voice went in silver and came out brass. Golden speech was returned in copper change. In 1889 Lieut. Bettini devised a diaphragm that took away the metallic resonance. It now became possible for the Phonograph to render the song of a prima donna without creating the impression that she was accompanied by a village brass band.

That the voices of the great actors and singers might not fade with them, Lieut. Bettini began to collect those that thrill the theatre or charm the opera, for other times to hear across the centuries. Sarah Bernhardt visited his studio. She bequeathed her silvery voice, in two selections, *Passage dans le Drama Iseyl* and *Un Peude Musique*, by Victor Hugo. Sonnenthal, the great German tragedian, came and gave to the Phonograph a selection from Schiller's *Wallenstein*. Mme. Rejane repeated for the instrument the *Tirade dans Divorcons*, by Sardou. Yvette Guilbert sang for the gayety of future cycles "I Want You, Ma Honey" both in English and French, and, also, three vivacious French songs. The great Tommaso Salvini left his mighty voice to thrill coming generations. Eleonora Duse and Ellen Terry gave records of their voices.

Preserved here are the voices of Mark Twain, John Drew, Nat C. Goodwin and Henry E. Dixey.

Many of the actors and singers heard their own voices, for the first time, in the micro-Phonograph, with intense interest. Sarah Bernhardt listened intently to Sarah Bernhardt; Duse lingered on the words of Duse; Sembrich heard Sembrich sing. Each had an attentive audience of one, and that one herself. The Phonograph is to the voice what the mirror is to the form, and stage people have sometimes availed themselves of it to study the character and quality of their voices. While visiting the studio recently an assistant placed a wax cylinder in one of the micro-Phonographs, and the instrument poured forth the rich voice of Campanini. The great Italian tenor has lost his voice, and in all the world there is no place he may find it except in Lieut. Bettini's studio. Many an actor, or singer, may drop into this studio, in his old age, and pay a visit to his vanished voice. He may listen to the tones that thrilled in his youth, and in

imagination he can place himself behind the footlights when the audience broke into applause at some high and exquisite note; or was held spellbound by some fine dramatic passage.

A song imported from China was rendered. It had, perhaps, been sung in some theatre or tea garden of the Flowery Kingdom, and was accompanied by an orchestra of Chinese musical instruments. It was in a minor key, and sounded like the wailing of a cat. The stringed instruments could be distinctly heard. There was a strange, but genuine, melody in it, and perchance it was a little masterpiece, which had produced a furore in the Chinese opera houses of the rural circuit.

Already an international trade in voices is springing up. The notes of the great singers go, unfaded, to every part of the world. The fine dramatic speeches of the actors echo across distant seas. The melody sung at New York is heard at the antipodes. The lines of the actor that earned him an encore in Broadway echo in China. Lieut. Bettini exports voices to Europe, South Africa, India, Australia, New Zealand, China and Japan. Voices are also imported by him from Europe, Japan and China. The business is extending, and soon we may have the Basuto war song, or the folk song of the Fuegians, singing on a glacial mountain in Terra del Fuego.

The Bettini device knows all languages. It is a polyglot. It can discourse in Sanscrit or Yiddish, Zingari or Zulu, Burmese or Bulgarian. In the collection are Spanish songs, Russian melodies, hymns, in Greek and in Hebrew, and innumerable songs in Italian, German French and English. The micro-Phonograph also renders the music of many instruments. Bottled in the studio for future uncorking is the music of the piano, the violin, the violincello, the flute, the clarinet, the zither, the brass band, the cornet and the banjo. The piano music includes classical selections by Signora Eugenia Castellano formerly pianist to the Queen of Italy.

### An Improved Nickel-in-the-Slot Machine Invented

It has been noted how many coin actuated machines are of a scientific nature, the Phonograph, the mutoscope, the galvanic battery, the lung tester, the kinetoscope, the kaleidoscope, the cosmorama, etc.

Most of these inventions it will be noticed appertain to either sight or sound, but a new one has recently been invented by a New Havener, Mr. E. A. Reeves, that combines both seeing and hearing. It is called the stereophone, and is a combination of the Phonograph and cosmorama or automatic stereoscope. It sings songs and illustrates them, or shows interesting views and describes them. One series, for instance, is called "Going to the Circus." Looking at the first scene you see the circus procession approaching and hear the band play, gradually becoming louder as if growing nearer. The next scene is a near view of the elephants, and you hear street cries and the band in the distance. Then other procession views are shown in regular succession with accompanying street noises, the tramp of horses' feet, etc. Then a view of the circus grounds is shown and you hear the hucksters cries and other well known circus sounds. Then a view inside the first tent, and you see the animal dens, with near views of the lion and hippopotamus, and a good imitation of the growl of the lion is heard. Then inside the big tent you see the old familiar scenes and hear the old familiar cries, "Peanuts five a bag," predominating; then "Tickets for the grand concert" is heard, finally ending with a chorus supposed to be sung by the concert troupe, and all in about three

minutes and for five cents. Everything real as life except the odor of the sawdust and the animals, and doubtless this might be added.

Popular songs of the day are utilized, sentimental songs with appropriate scenes, comic songs with comic views, etc.

Views for the stereophone have been in preparation for the past nine months as an enormous number are required, for when the machines are placed in public resorts the scenes and Phonograph records are changed frequently.

The stereophone is manufactured in New Haven at the factory on Whalley Avenue, where the cosmorama is also built.

It is expected that thousands of these machines will be placed throughout the United States and it is understood that the various cosmorama companies located in New Haven are about to consolidate to form a larger company to operate the stereophone as well as the cosmorama.

The Board of Directors of the American Graphophone Company, by E. D. Easton, President, have just published a report to the stockholders of the company, a large number of whom reside in this city. The report covers the period from May 1, 1893, to September 30, 1899, and is in the form of a twenty page pamphlet with artistic cover, handsomely illustrated with views of the factory in Bridgeport, Conn., and the several officers of the Columbia Phonograph Company in the principal cities of the world.

The report is the first one made by the present management and recites the successive steps by which the company was brought from a state of bankruptcy to its present dividend-paying basis. The first step in the new direction, the report states, was to form a closer relation with the Columbia Phonograph Company, organized originally to do business in Maryland, Delaware and the District of Columbia, but whose work had spread over most of the world. In 1895 there was a practical consolidation of the American Graphophone Company and the Columbia Phonograph Company, the former assuming the position of a manufacturing company only, with the latter as the distributor of its product.

Successive increases of capital stock were made until its present capitalization of \$3,000,000 in common and preferred stock was reached and in 1898 additional capital to the amount of \$100,000 was secured by the issue of five per cent twenty year debentures. From the earnings of the capital over \$370,000, it is stated, have been paid back to stockholders in dividends, the stock now paying eight per cent, while the surplus account is \$279,960.77.

Dating from the consolidation of the two companies, a most rapid and substantial growth is remarked upon in the report. In 1895 a sales depot was opened in New York, followed by similar establishments, in 1896 in St. Louis, in 1897 in Philadelphia, Chicago, Paris and Buffalo in rapid succession, and in 1898 in San Francisco. In 1899 the doors of the Berlin office were thrown open. Equally rapid was the growth of the factory, which in 1893 employed but a mere handful of men, while at the present time, on the authority of the report, over a thousand names are carried on the pay roll, which amounts to over \$10,000 per week. Large additions were made to the plant, and new machinery, both standard and special, installed, together with standard tools and a vast number of special tools required for the economical manufacture of the goods. In addition to manufacturing operations in Bridgeport, the report mentions the establishment of record making plants in France and Germany, and a factory near Paris for the production of blank cylinders.

Attention is called in the report to the fact that the fundamental patents, admitted to have created and to control the present art have stood every test, and that new patents have been taken out in this and the principal countries of the world.

Appended to the report is a comparative statement of assets and liabilities on April 1, 1895 and September 30, 1899. This shows an increase in patent franchises and good will of \$668,473.38; in merchandise accounts, cash, fixtures, etc., \$448,161.86; in factory plant, \$472,534.63; in raw material and finished product, \$224,294.87, and other increases in lesser items, or a total increase of assets of \$1,881,606.34

## Harry P. Godwin Dead

### Advertising Manager of the Graphophone Company Succumbs

Harry P. Godwin, advertising manager of the Columbia Phonograph Company, died at his residence in Bridgeport, Conn., during the afternoon of March 30th, 1900. He had been seriously ill for several months, and while his condition was such as to cause the gravest apprehension, the end was sudden and in the nature of a great shock to his family and friends.

Last summer, while bathing in Long Island Sound, near Bridgeport, Mr. Godwin fell heavily across the gunwhale of a boat, injuring his lungs. For several months he was seriously ill in the hospital and at his home, suffering from a pleural abscess. Careful nursing, medical skill, and a strong constitution united to bring him safely through the crisis of this dangerous disease, and hopes were entertained of his speedy and complete recovery. The severe extra exertion required of his heart, however, proved too much for that organ and for several weeks prior to his death he had been in a most serious condition.

Mr. Godwin's death was quite sudden. In the morning he seemed as comfortable as usual, and listened attentively to the news of the day read to him while he was sitting in his chair breakfasting. His physician visited him in the forenoon and noticed no alarming symptoms. About fifteen minutes before his death his nurse left the house without any apprehension of a serious change. Then it was he began to sink. He called to Mrs. Godwin to give him some oxygen, and after she had administered to his wants, he rested his head against the high back of his chair and apparently fell asleep, and in this position peacefully passed away. His physician was hastily summoned, but he was beyond medical aid.

Services were held at his residence in Bridgeport Sunday afternoon, April 1, and at St. Mark's Pro-Cathedral Church, Washington, D. C., Monday afternoon, April 2. The interment was in Rock Creek Cemetery, Washington, D. C. The active pall bearers, with one exception, were all closely associated with Mr. Godwin during his long newspaper experience on the *Evening Star* of Washington, D. C. The honorary pall bearers were representative of his warm personal friends in Washington and the Columbia Phonograph Company.

Mr. Godwin was born in 1857 in Binghamton, New York, but perhaps was better known in Washington than anywhere else, having resided there for about 25 years, during most of which time he was actively engaged in newspaper work, in which he achieved a notable success. In the earlier part of 1874, when but 17 years of age, he became a member of the repertorial staff of the *National Republican*, and immediately gave evidence of the ability which marked his later

career so signally. He rose rapidly to the position of City Editor of the *National Republican*, and held it until 1881, when he resigned to accept a position on the Washington *Evening Star*.

His responsibilities in his new field were immeasurably greater than those which he had relinquished, and his measure of capability was fully equal to the new demand. Eventually he became City Editor of the *Evening Star*, and held this position until he resigned in the spring of 1897, to become advertising manager of the Columbia Phonograph Company.

His capacity for work—for important work that required keen judgment, quick discernment, and discretion of the highest character—was remarkable, and he accomplished his duties with a placid and unruffled serenity that made him one of the most lovable of men to his superiors, his associates, and those whose work was under his direction. An incident which illustrates his remarkable memory and newspaper ability, occurred when the Board of Police were making an investigation in Executive session in Washington, shortly after Mr. Godwin's entrance upon newspaper work in the capital city. He was known then as "Farmer Godwin" on account of his style of dress and simplicity of manner. While the room was cleared of all other outsiders, Mr. Godwin was allowed to remain because of his innocent simplicity and his statement that he would not take any notes. Seated on one of the benches, vacantly staring at the ceiling, with his hands in his pockets, he stored up in his remarkable memory all the important facts brought out during the investigation, and the next morning in his newspaper there appeared over four columns of his report, with dates, names, figures, etc., correctly reported. The sensation produced by this remarkable achievement is clearly remembered by many Washingtonians to-day.

One of the keenest bits of satire which ever appeared in the Washington newspapers was from the pen of Mr. Godwin, and appeared in the *Washington Star*, under the caption: "Major Lydecker Goes Down Into the Tunnel." It was written at the time of the discovery of the frauds in the Washington Aqueduct, and while this publication was largely responsible for the professional undoing of the officer in charge, it is remembered more for its great literary merit and its keen cutting satire.

Mr. Godwin was regarded by every one who knew him as a modest, noble, tender, chivalrous man. His lovable character attached his friends very strongly to him, and all who were brought in contact with him merely in a business way, looked up to him with the utmost confidence and regarded him as a man of the very highest integrity and honor, unswerved by any personal or selfish considerations.

His brief career with the Columbia Phonograph Company, extending over nearly three years, was characterized by the same qualities of heart and mind which brought him into such esteem during his newspaper experience in Washington. He was in necessity forced to decline a very large part of the many advertising propositions submitted to him by solicitors, and yet he invariably "turned them down" with such gentleness and kindness, that they were made to feel that he regarded it as a privilege to have had the interview.

An eloquent tribute to the man personally and to his work professionally is made by Mr. E. D. Easton, President of the Columbia Phonograph Company, in his announcement to the offices of the service throughout the world, of the death of Mr. Godwin, as follows:

"Harry P. Godwin, for about three years advertising manager of this company, died at his residence in Bridgeport, Conn., on March 30, at

the age of 43 years. The cause of his death was heart disease, following pneumonia. He leaves a wife and four sons.

"The funeral services were held in Bridgeport on April 1st, and in St. Mark's Church, Washington, D. C., on April 2d. The interment was in Rock Creek Cemetery, Washington.

"Mr. Godwin made a remarkable record in journalism, and was one of the ablest men in that profession in the United States. He was the city editor of the *National Republican* of Washington several years before reaching his majority, and for over fifteen years occupied a position of high responsibility and trust on the *Evening Star* of that city.

"With great ability, he possessed to an extraordinary degree, gentleness, modesty and unselfishness. His consideration and sympathy for others were unbounded.

"As an officer of this company his devotion to duty was complete. The loss of his wise, thoroughly matured and disinterested counsel is irreparable.

"As his intimate friend for more than twenty-five years, the undersigned, in offering this tribute to his memory, can now only express the hope that Mr. Godwin's life may be an inspiration and an example to all who knew him."

### The Phonograph in Divorce

An entirely new and somewhat startling feature of divorce litigation appeared in a Paris police court when a husband, accused by his wife, presented himself bearing under his arm a small box which turned out to be a Phonograph.

The instrument was placed upon the magistrate's desk and set going and immediately there came these words from it, yelled in the unmistakable tones of the wife, "scoundrel," "liar," "brute," with other forcible expletives.

It was explained by the husband that he had foreseen trouble in the courts with his wife, and had taken the precaution to have the Phonograph cocked and primed and conveniently placed when his better half indulged in one of her conjugal tantrums. He was advised by the magistrate to take the instrument to the divorce courts.

Instantaneous photography has already become an important aid to divorce. The visual evidence it presents needs no oath or corroboration. It is conclusive. The vocal evidence of the Phonograph is equally strong. Armed with these two testimonies the aggrieved husband or wife who wants to shake off the hateful bonds of matrimony can dispense with lawyers' fees and other consequent legal superfluities. The case is won from the start.

### Spain Piles on Duties

WASHINGTON, Feb. 16.—In a new Spanish tariff just put into effect considerable increase has been made in the duties on a number of articles now exported from the United States to Spain.

Consul General Lay, at Barcelona, has reported this matter to the State Department. On typewriters, which formerly paid a duty of about fifty cents, the tariff is now from \$13 to \$20. Phonographs, formerly unenumerated, now are taxed sixty-four cents a pound weight. All kinds of electrical, scientific and office labor-saving apparatus now is classed under heavy rate, plus 20 per cent war tax. The duty on paraffine has been doubled, making business impossible for America. Duties on lubricating oils from the United States also are increased to a point that will stop entirely all importations, even if the duty should be reduced to that now paid on British and Russian oils.

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EMIL IMANDT, EDITOR

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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.

Have you heard "Tim Murphy's Irish Songs?" Well, send to the Lyric; they are great.

Will F. Denny, the popular comic singer, has scored a most unusual success with W. B. Gray & Co's funny songs, "Can't Stop," and "I Wouldn't Mind a Job Like That."

Business in the Phonograph department of the National Fire Alarm Company, of New Orleans, is very good. They represent the National Phonograph Company in that section.

Lieut. G. Bettini will sail for Paris in a few days, where he will open one of the finest Phonograph exhibits at the Exposition. He has several surprises in store in the way of new inventions.

There are some rumors afloat that Messrs. Hawthorne and Sheble will shortly place on the market a remarkable improvement in talking-machines. Just what the improvement consists of we cannot state at this writing.

Mr. Percy Walling, principal baritone of the Castle Square Opera Company, and formerly chief soloist in Notre Dame de Pontoise, Paris, is now singing for some of the leading Phonograph companies, meeting with great success.

Haight and Dean, the popular Western sketch artists, have played successful engagements in the East of late. Miss Dean made a most emphatic hit at Keith's Union Square Theatre recently with Sidney Perrin's new song, "Mandy will you be my Lady Love."

J. Aldrich Libbey, the well-known and popular baritone, is making some fine records for the Lyric, and there is a great demand for them. Mr. Percy Walling also belongs to the Lyric's staff of artists, and is fast becoming a favorite with the Phonograph patrons.

The new Gem Carrying Case which is being placed on the market by Messrs. Hawthorne and Sheble is certainly one of the most attractive articles of this class which has ever been brought

before the public. It would pay all owners of Gem machines and dealers generally to investigate.

Vic Richards, the popular end man and comedian, has signed with Prinrose & Dockstader for next season. Mr. Richards made a big hit in the Quaker City with "All Birds Look Like Chickens to Me," one of the many popular songs lately published by W. B. Gray & Co.

Mr. E. O. Rockwood, comptroller of the Columbia Phonograph Company, has sailed for a visit to the European offices of the company. Mr. Rockwood was formerly manager of the Northern Talking Machine Company of Buffalo. His comprehensive grasp of the theory and practice of accounts has made him a valuable addition to the executive staff of the Columbia Phonograph Company.

Messrs. Hawthorne and Sheble recently manufactured a special clover leaf horn in their factory in Philadelphia. The horn was composed of three 56-inch horns having brass bodies and silveroid bells. It presented a very novel and beautiful appearance. It was shipped to New Orleans for exhibition during the Mardi Gras.

Speaking of the sale of songs recently, W. B. Gray, the well known publisher, said: "It isn't always the songs that are sung the most, that enjoy the longest sale. I would rather have one good vocalist like Spencer Kelly, Will Redmond, Harry Leighton or singers of that class sing my songs than a hundred who think they can sing." The three above named singers are meeting with a most unusual success with W. B. Gray & Co's publication, "For Love Alone."

After an extended visit to New York, where Mr. Lambert combined business with pleasure, he has returned to his home in Chicago. Mr. Lambert is quite an inventor, having secured patents for a number of his products. Among them may be mentioned an indestructible record. During a recent interview with our representative he stated that if the party who recorded his last will and testament on the wax cylinder would send it to him he would reproduce it free of charge on one of his indestructible blanks, thereby insuring it against breakage.

The National Fire Alarm Company, of Louisiana, have secured a record of an address of Archbishop Chapelle to the Catholic Winter School, which was delivered in this manner owing to the fact that the Archbishop was called to the Philippine Islands and could not be present to deliver the address in person. The record was clear and distinct and could be plainly heard in any part of the hall. Arrangements were perfected with the Long Distance Telephone Company whereby Archbishop Elder in Cincinnati could hear the address reproduced from the Phonograph.

Several capitalists have recently combined in order to manufacture and place upon the market a new and very novel amplifying horn, invented by Mr. F. Myers, whose many inventions are well known in this country and abroad. In our next issue we will lay before our readers an illustration and a full description of this novel invention. It consists of three horns equally separated, having about the same angle as the single horns have at present. As soon as the machine starts, the horns rotate or revolve, thus the sound is heard in any part of the room and very much modulated, somewhat similar to the swinging of the accordion while the same is being manipulated.

We desire to call the attention of our readers to the fact that the manufacturers of this country have entered into a new era of business prosperity on account of the acquisition of such valuable markets as Cuba, Puerto Rico and the Philippines. There are sixteen Spanish speaking countries South of us, with 80,000,000 inhabitants, desirous of transacting business with this country, provided we make them acquainted with our line and encourage them. To assist the American manufacturers in this direction we have engaged the services of Mr. Santiago M. Moreno, a gentleman who enjoys a well-deserved reputation as a Spanish editor and translator of several languages, and who has, to our belief, the greatest experience in business matters relating to the above mentioned countries. Therefore, we feel confident in recommending him to those who might require his services.

One of the most attractive features on Fifth Avenue to-day is the handsome and commodious headquarters of Douglas & Company who have opened elaborate warerooms for the display and sale of Edison products. If you are the happy possessor of a Phonograph or talking-machine, or desire to become one, they can offer you some suggestions as to the use and care of it that will be to your advantage.

The Phonograph is "sustained by its reputation" and backed by the name Thomas A. Edison, who sustains the reputation that sustains the Phonograph.

They shall at all times carry the largest and most complete stock of machines, records and all supplies pertaining to the Phonograph.

Many specialties have been introduced by them in this line, and many more are under way. Special improved speakers, records and attachments are among the many features to be found at their salesroom. The business is under the personal supervision and management of Mr. H. C. Douglas, who until recently has been the assistant sales manager of the National Phonograph Company.

Mr. Walter P. Phillips has been appointed advertising manager of the Columbia Phonograph Company, with headquarters in Bridgeport and New York. Mr. Phillips has been for the past three years assistant manager of the factory of the American Graphophone Company in Bridgeport, of which concern the Columbia Phonograph Company is selling agent. He is well-known in Washington, New York and Bridgeport, and among newspaper men throughout the country, and brings to his work in the advertising department a wealth of newspaper experience together with pronounced literary taste and ability. Until his connection with the Columbia Phonograph Company three years ago, Mr. Phillips was an energetic newspaper worker and rose to particular prominence in his chosen profession. For a number of years he was editor of the Providence, R. I., *Herald*, which work he relinquished in 1873 to enter metropolitan journalism on the New York *Sun*. After a brief term of service with the *Sun* he became connected with the New York Associated Press and later was sent to Washington as the manager of the Washington office of that news gathering organization. Mr. Phillips was a resident of the National Capital for four years. In 1882 he returned to New York to become General Manager of the United Press, and remained at the head of that organization until 1897. He then entered the Columbia Phonograph Company's service in the capacity of assistant manager of their factory in Bridgeport. Mr. Phillips is a man of genial temperament and affable manner, an excellent executive organizer, energetic in carrying out his plans.

## Our Foreign Correspondence

LONDON, N. W., February 26th, 1900.  
TO THE PHONOSCOPE PUBLISHING COMPANY.

DEAR SIR:—With reference to your paragraph in Vol. III, No. 10, allow me to draw your attention to my invention, now called the Telephonograph, and patented in the U. S. A., under No. 636,209. This instrument will record telephonic conversation with the fidelity of a mirror. It has been recognized there is a distinct want for some instrument to record the fleeting words and figures of bargains and orders transmitted by telephone.

The crux of my invention consists in a simple, mechanical device which increases and multiplies the impulses of the electrical vibrations and thereby cuts clean and deep sound waves into the surface of a Phonograph blank. I use two cylinders in my instrument. One is ten inches long, the other but one inch. Both are five inches in diameter. The conversation is recorded on the long cylinder, whilst the short one is intended to answer a call in the event of a "ring up" should the instrument be temporarily unattended. The machine, for instance, would say "Mr. Brown is just out on urgent business, he will return soon. I am the machine, you can leave your message with me and Mr. Brown will ring you up on his return."

I may add that I have achieved my experimental work through the kindness of Mr. Higgins, engineer-in-chief of the Exchange Telegraph Company, who for more than two months put their wires gratis at my disposal, and that I have conclusively demonstrated before him and other experts the automatic recording of telephonic messages. We are now organizing a syndicate here for the exploitation of the British Patent which number is registered at our Patent Office as 11,506 of 1898.

I use cardboard cylinders coated with a special material which is my secret. My stylus cuts 150 spirals to the inch, so that one cylinder will take nearly a whole page of the *Daily Telegraph*. The American patent is for sale.

Yours faithfully,

E. O. KUMBERG.

## An Important Announcement

**The Finest Exhibit of its Kind at the Great Paris Exposition**

An announcement that will interest a good many of the readers of this paper is to the effect that Mr. C. E. Stevens, the export sales agent for the National Phonograph and the Edison Manufacturing Companies' apparatus has moved his headquarters from Broad Street to Cedar Street, where he has taken two entire floors for the better accommodation of his constantly growing business.

To a large proportion of the readers of this paper Mr. Stevens will need no introduction, and he is as well known in Europe as he is in New York. He spent five months in Europe last year, and goes back there in a few weeks from now. He will have at the great Paris Exposition the finest display of its kind ever seen in any country in the world, and there is no doubt but there will have to be recorded an immense increase in the demand for the goods.

Mr. Stevens has only been introducing these goods in Europe for the last two years, but the results already arrived at have staggered all expectations. Last year the sales were fully double those

of 1898, and for 1900 at least as great an increase is confidently expected.

The removal that has been made was rendered absolutely necessary by the constantly growing business. It enables Mr. Stevens to consolidate his office and store rooms, facilitating shipments. But he will retain his offices at Broad Street until May 1, so as to be able to take care of customers who may not be aware of the change of address.

It would take a column or two of this paper to give any thing like an adequate idea of the various devices made by the two companies named above and handled by Mr. Stevens. The list includes all the latest and best moving picture films, machines, etc., talking-machines, records, electric lights and novelties, etc., batteries, motors, fan outfits, etc. Of each and all of these it can be truthfully said that there is nothing in the market to surpass or even equal them. In short, Mr. Stevens is headquarters for each and everything that he handles, and it is not in the least to be wondered at that he is able to report the business as growing at a tremendous rate. Personally speaking he is one of the most accomplished, brilliant and popular men we have ever had identified with this line of business.

## The Phonograph as a Witness

The action of Judge Coleman, of the United States Circuit Court, in Los Angeles, Cal., in admitting a Phonograph as a witness in a murder trial, creates a precedent that may call for a new line of experts.

William Harrison, a member of the Alaska Sealing Patrol, was killed in the Street, in Los Angeles, by a man named Burroughs. A passing policeman saw Burroughs leaning over the dying sailor and arrested him. Both men were taken to the hospital, where it was found that Harrison was dying fast. The Coroner was called, but owing to a delay arrived so late that the doctor said there would be no time to write the ante-mortem statement.

At the suggestion of one of the physicians who had a Phonograph, his instrument was hurriedly brought in and adjusted and the dying man talked into the machine and told how he had been struck on the head by Burroughs. Harrison did not know the name of his assailant, but, too weak to point, said, "The red-headed man standing beside the bed hit me in the head." Harrison died while he was talking into the machine. Burroughs was placed on trial for the murder before Judge Coleman. The first witness for the prosecution was the Phonograph.

Against the vigorous protests of the defence Judge Coleman allowed the testimony of the machine, which had been sealed immediately upon the death of Harrison. On an appeal the higher courts upheld Judge Coleman's decision and admitted the legality of the testimony of the Phonograph.

Assistant District-Attorney Osborne, who has had a great deal to do with experts during the last six months, said concerning this new phase of testimony:

"This admits a new line of experts, and it is likely that before long we will have experts to testify on the voice. Experts are good in legal sense, and in one day we cannot have too much of them. They are men who have made a study of one particular thing and should know more about their specialties than a layman. An expert on the voice, such as this suggests, for example, would have an ear trained to the different shades of sound that can be produced by the human

organs of speech, and would be more likely, at least, to recognize a disguised tone than would a man who had no training in that line."

"This case has been used as a precedent in this State, where the Supreme Court has admitted identification of a person by his voice, even though the speaker was not 'visually' present. No court can now refuse to admit similar testimony, and if a person should kill another and telephone the fact to a friend, the testimony of the hearer would be admitted as valid. Such testimony would be good, and, perhaps, something more accurate than much of the expert testimony such as is now used."

Bartow S. Weeks, counsel for Molineux, is opposed to expert testimony—he said:

"As to the admission of a Phonograph as a witness, why, the simple turning of a screw one way or the other causes an entirely different voice to issue from the machine. It seems to me to be the most unreliable of all testimony that was ever discovered or invented."

"Phonographic testimony?" said Emanuel Friend. "Pshaw! I know the machines too well to believe anything they say. They are the boldest and most unprincipled liars that ever happened. I use one in my office for dictation, and I ought to know. Look here," and Mr. Friend put a new record on his machine. He talked into it, saying:

"I saw John Smith kill Sam Jones last night."

"Sounds like good testimony, don't it? Good voice, good words and good statement. How does it sound now?"

Mr. Friend turned a little screw and a bass voice came from the bowels of the machine. Another turn of the screw and a voice whose lowest note was higher than C came forth.

## A New Departure

The handsome and commodious warerooms just opened to the public by Messrs. Douglas & Company, at Fifth Avenue, corner 21st Street, are an attractive feature of that fashionable thoroughfare. The room is arranged more like a parlor than the usual stereotyped salesroom, having beautiful carpets and quartered oak furniture of special design. The windows are unique and the display arranged with exceedingly good taste; in fact, the effect of the room as a whole is charming, the color scheme harmonious.

The company will carry a very large stock of Edison Phonographs, records and supplies of every description, and will have some specialties to offer to the trade, also the retail buyer. One of their specials will be the Fletcher improvement as applied to the Edison automatic speaker, the effect of which is to improve the tone quality of reproduction, at the same time retaining the usual volume. Every dealer should have this improvement to show records with; the cost is quite moderate; send for particulars. Another feature will be a large line of original records. Still another will be records to order; another Cortina's records for language study, Bettini's reproducers, Polyphones, and the Sankey records. They will also handle Edison Manufacturing Company's products including the Projectoscope and films, batteries, fan motors, Bates numbering machines, etc. Mr. H. C. Douglas, the manager of the company, was until recently assistant sales manager of the National Phonograph Company, and associated with him are Messrs. Devereaux Elnos, J. P. Kelsey, Joseph Abbam, and several other ex-employees of the National Company. The Company are well prepared to fill orders from the trade and the retail purchaser, and promise prompt and careful attention to all orders intrusted to them.

## 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.

## 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 \* \* \* \* \*

**PLUTO AND THE IMP.** Pluto appears before the gates of the Infernal Palace, and, sending for his Imp, commands him to bring the Book of Fates. A Mortal then appears upon the scene and Pluto demands him to sign the Book of Fates. The Mortal takes the pen and as he writes upon the book, smoke is seen to arise from the pages. (a fine mysterious effect.) The Imp then commands the Mortal to enter the gates of the Infernal Palace, the Mortal refuses and a duel with swords ensues. The Imp succeeds in killing the Mortal, then proceeds to dismember the body. First a leg, then an arm, then the head and finally the whole body of the Mortal is thrown through the body of Pluto within the gates. The Imp steps to the foreground of the picture and running toward his Master, Pluto, dives through his body and disappears within the gates. A remarkably fine mysterious picture, creating much amusement to an audience.

**THE TRAMP AND THE CRAP GAME.** A number of darky boys and street arabs are engaged in a crap game just outside of the back entrance of a theatre. The darkies suddenly give up the game of craps for the purpose of engaging in a southern break down. A greasy-looking Weary Willy who is seated near-by suddenly seizes the opportunity and rushes in to grab the stakes which have been left lying upon the ground. The entire crowd of arabs pile on poor Weary Willy and proceed to teach him a lesson in etiquette. A policeman suddenly appears on the scene and attempts to arrest the tramp, who makes a very ludicrous escape.

**PARADE OF AUTOMOBILES.** The famous Madison Square Garden forms the background of this excellent picture. A number of very fine automobiles pass in this strip, coming close to the camera and show clear and life size. A very strange coincidence in the closing of the picture is two old ladies who drive by in a dilapidated looking buggy drawn by a long eared mule. This is a remarkable picture, showing up-to-date means of transportation in New York City, and the incident of the mule and the two old ladies adds a sufficient amount of humor.

**DICK CROKER LEAVING TAMMANY HALL.** A very lifelike picture of the famous New York politician and Tammany Hall boss. This picture was taken on Sunday morning as he was leaving the 14th Street Wigwam, accompanied by a number of prominent New York politicians.

**DRILL OF NAVAL CADETS AT NEWPORT.** This picture shows the Cadets marching, counter-marching and a great many interesting manoeuvres.

**MILITARY SCENES AT NEWPORT, R. I.** These pictures were taken at the Newport Naval Training Station and show the Cadets in the act of training and discharging pieces of heavy artillery.

**PANORAMIC VIEW OF THE GHETTO, NEW YORK CITY.** This picture shows the Hebrew quarter of New York City, which is so graphically described in the Zangwill play.

**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 CHEAP.**—The following bets in regard to patents have been made, and the holder of the small end of the bets having lost first of series will sell balance cheap: \$1,000 against \$400 that U. S. Phonograph Co., lose patent suit. \$1,000 against \$300 that Berliner Gramophone Co., lose patent suit. \$1,000 against \$500 that National Gramophone Co., stock will sell at \$10.00 a share before it sells at par. \$1,000 against \$300 that Berliner will not sustain any of his patents, with exception of zinc etching process. Address, R. E. Morse, care of Phonoscope Publishing Company, 4 East 14th Street, New York City.

## 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 \* \* \* \* \*

- A Little Bit Off the Top John Havens
- A Bird With a Broken Wing J. Aldrich Libbey
- Amie J. Aldrich Libbey
- Bird in Gilded Cage—Violin Obligato—Miss Mann and Mr. Erdman
- Doan Yo Cry Ma Houey Miss Mann
- Drinking Song (Martha) Percy Walling
- Doan Yo Cry Ma Honey J. Aldrich Libbey
- Defender Polka (Cornet) Wm. Styles
- Daughter of Love Waltz (Mandolin) Mr. L. Wolfe
- Dolly Dear Geo. Gaskin
- Everybody Have a Good Time Dan Quinn
- Everthing is Rag-Time Now Len Spencer
- Hannah's a Hummer Dan Quinn
- Heimweh—Violin Obligato—Miss Mann and Mr. Erdman
- I Don't Care If You Never Wake Up J. Aldrich Libbey
- 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 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
- Jennie Jones (Fariations) Cornet) Wm. Styles
- Little Black Me Percy Walling
- Lullaby (Erminie)—Violin Obligato—Miss Mann and Mr. Erdman.
- La Paloma (Violin Solo) Ernest Erdman
- Manda Lee John Havens
- Mirror Dance (Violin Solo) Ernest Erdman
- Moonbeam Babe Miss Mann
- March Francaise (Seetson Clark Organ Solo) F. Oscar Elmore
- Micheal Murphy as a Gas Bill Collector J. R. Gaunon
- My Blackbird (Orch. Acc.) Len Spencer
- Murphy as a Political Speaker J. R. Gaunon
- My African Queen Dan Quinn
- My Creole Sue Steve Porter
- My Little Georgia Rose Steve Porter
- One Little Word Steve Porter
- Old Man's Story J. Aldrich Libbey
- Polonaise (Mignon) Miss Mann
- Play in Your Own Back Yard Percy Walling
- San Francisco Sadie Dan Quinn
- Rosie Carey Anna Barthold
- Solo from "Boccaccio" Anna Barthold
- She'd Never Been There Before Anna Barthold
- Sunny Southern Home Geo. Gaskin
- She is More to be Pitied Than Censured Anna Barthold
- Smoky Mokes Len Spencer
- Sweet Little Maid From Ireland Geo. Gaskin
- Suwanee River Anna Barthold
- Simple Aveu (Cello Solo) Master Jean Moliere
- Sis Hopkins J. R. Gaunon
- Sweetest Story Ever Told—Violin Obligato—Miss Mann and Mr. Erdman.
- Sweet Spirit Hear My Prayer (Violin solo) Ernest Erdman.
- Sinner Song (Violin Solo) Ernest Erdman
- Serenade (Mattioli) Miss Mann
- Since I Married That Actor Man J. Aldrich Libbey
- 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
- The Hottest Ever Dan Quinn
- 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
- The Choir Celestial Miss Mann
- The Blue and the Gray John Havens
- The Choir Celestial John Havens
- The One You Loved Then You Love Now John Havens
- The One You Loved Then You Love Now Miss Mann
- The Life Belt (or a Sailor and a Man) J. Aldrich Libbey
- Toreador (Carmen) Percy Walling
- Tyrolean Song Singing Girl Miss Mann
- Vienna Forever (Mandolin) Mr. L. Wolfe
- When the Swallows Homeward Fly Anna Barthold
- Where the Sweet Magnolia Blooms Steve Porter
- Won't You Take Me Back to Dixie Steve Porter
- When I Think of You John Havens
- When I Think of You Miss Mann
- When I Think of Thee Miss Mann
- Warmin' Up in Dixie Reed's Orchestra
- We All Went Down to Murphy's on a Sunday J. Gaunon
- Uncle Josh in Society Cal Stewart
- Uncle Josh and the Lightning Rod Agent Cal Stewart
- Uncle Josh in the Chinese Laundry Cal Stewart

## Bound Copies of The Phonoscope Volumes 1 and 2 \$2.00 per volume

Every Phonograph Dealer, Operator or Individual interested should secure these bound copies.

Phonoscope Publishing Co.  
4 East 14th Street  
NEW YORK CITY

## 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 \* \* \* \* \*

- Believe George Rosey 6
  - A Letter from Ohio W. C. Bock 1
  - A Picture No Artist Can Paint J. Fred Helf 7
  - All the Coons Are A-Comin' Ma Way Sandy Hirsch 8
  - Adrift Fred J. Hamill 10
  - By the Lakes of Killarney Annie B. O'Shea 11
  - Charity Wm. E. Bock 1
  - Coax Me Alice Johnson 1
  - Dreams Dave Fitzgibbon 1
  - Everything is Lively on the Bowery Malcolm Williams 6
  - Everything is Rag-Time Now Robert A. Kaiser 7
  - For Love Alone J. Fred Helf 9
  - Good-night, Beloved, Good-night James B. Oliver 1
  - How'd You Like to be the Ice-man? Helf & Moran 9
  - Hush Thee Now, My Babe W. T. Francis 1
  - I Hope to See You Soon Sam'l F. Sanders 1
  - I Never Loved No Other Coon But You Edw. J. Simmes 1
  - I Can't Forget You, Honey Maud Nugent 6
  - I Can't Think of Nuthin' Else But You Harry Dacre 6
  - I'm Glad I Met You, Mary Monroe H. Rosenfield 10
  - If You Were Only By My Side E. T. Paull 11
  - If I Thought You Loved Me Yet John V. Hollar 9
  - 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
  - It Seems Like Only Yesterday G. B. & D. E. Wheeler 8
  - Just For the Old Days Stanley Haskins 5
  - Louisiana Lize J. W. and Rosamond Johnson 6
  - Luce Dale Harry Linton 10
  - Mamie Tracy Roger Harding 5
  - Mary Had a Little Lamb Jos. Tabrar 9
  - Mid the Green Fields of Virginia Chas. K. Harris 4
  - 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 Blackbird Barney Fagan 7
  - My Sunny Southern Home Roger Harding 7
  - My Little Yalla Daisy Hattie Starr 10
  - My Darling's Eyes W. Daunt Scott 1
  - My Sweetheart of Sweethearts J. A. Silberberg 1
  - Now I Got Some Money, Well I'm Comin' 'Round A. B. Sloane 1
  - Niggerism Williams Bros 4
  - One Touch of Nature Makes the Whole World Kin Felix McGlennan 9
  - Pliny, Come Kiss Yo' Baby Dave Reed 6
  - Pretty Kitty Clover Roger Harding 7
  - She is a Sensible Girl Harry Dacre 6
  - Sing Me the Songs that Mother Sung Harry S. Marion 10
  - Since the Day Louis Weslyn Jones 1
  - She's Sleepin' Nerr the California Shore James W. Casey 1
  - Sweet Little Maid from Ireland Jay Cee 7
  - The Prize Cake-Walker is Old Uncle Sam Fred Hylands 7
  - The Colonel John Stromberg 1
  - The Lights of Home Louis F. Gottschalk 1
  - The Schmuann Heink Valse Song Herman Devries 1
  - The Frolic of the Bells Chas. Archer 1
  - Won't You Take Me Back to Dixie Edw. B. Marks and George Rosey 6
  - When Mother Sang Her Little Boy to Sleep J. B. Maxwell 1
  - Why? Paul Cohn 10
  - You Don't Stop the World from Going 'Round Fred Hylands 7
- LATE INSTRUMENTAL PUBLICATIONS**
- A Warmin' Up in Dixie E. T. Paull 11
  - A Louisiana Barn Dance Alfred C. Marks 2
  - A Rag-Time Skedaddle—March and Cake-Walk Geo. Rosey 6
  - Barbara Freitche Waltzes Louis M. Teichmau 1
  - Great Ruby—March T. W. Hindley 5
  - Plantation Echoes Otto M. Heinzman 11
  - Plantation Pastimes Wm. Christopher O'Hare 1
  - Rouance of Athlone—Arr. for piano F. W. Meacham 1
  - Smoky Mokes A. Holzman 10
  - The Gallant 71st F. Fanciulli 10
  - The Rajah Waltzes Samuel S. Aronson 8
  - The Girl in the Barracks—March, Two-step Nat D. Mann 1
  - The Girl From Maxims Theo. Bendix 1
  - The First Violin Max S. Witt 6
  - Visalia Waltzes Herbert Walter 7
  - 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 Hylands, Spencer, Yeager Co.; 8 Gage Bros.; 9 W. B. Gray; 10 Windsor Music Co.; 11 E. T. Paull Music Co.

— **Extraordinary Bargain** —

**Viviscope** *Picture Machines...*  
*...Big Money Earners*

**Must be Sold**

**Formerly \$35.00 Each**



Operated by a spring motor, mounted in the best manner and are the product of the most skilled mechanics. They are easy to operate, are shipped ready to set up and will not get out of order. Electric current is not necessary. The case is so made that it can be set on a table, on brackets against the wall or on the end of a counter. Height, 15 inches, width, 16 inches depth, 13 inches, weight, 24 pounds, complete, packed ready for shipment.

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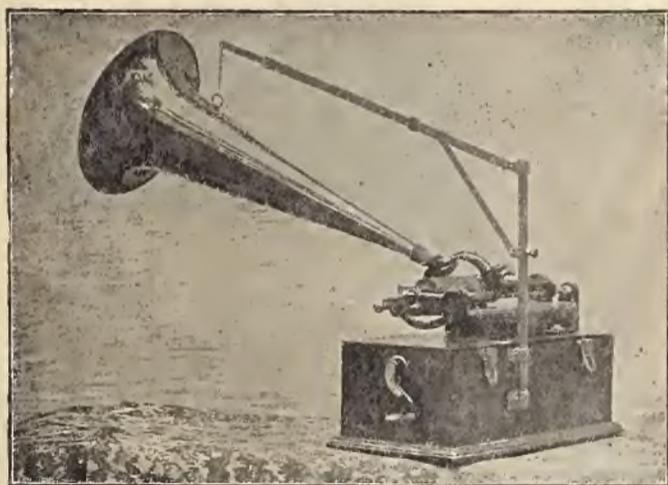
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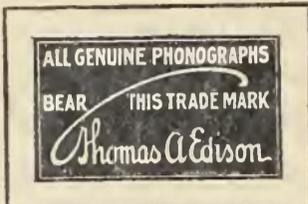
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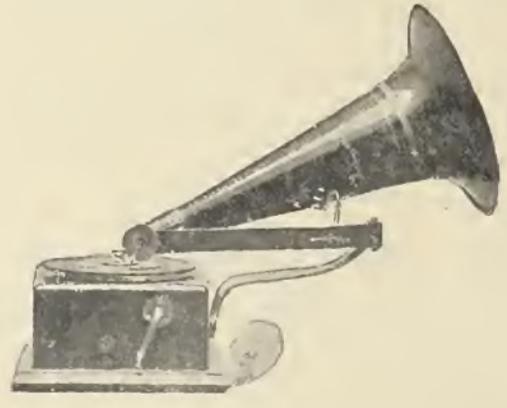
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EDISON PHONOGRAPHS RECORDS SUPPLIES — EDISON STEREO-PROJECTING KINETOSCOPE AND FILMS BATTERIES FAN MOTORS BATES NUMBERING STAMPS	<h2>Douglas &amp; Company</h2> <h3>Edison Phonographs</h3>  <p>Wholesale <span style="float: right;">Retail</span></p> <p>151 FIFTH AVENUE Cor. 21st Street NEW YORK, U. S. A. H. C. DOUGLAS, Manager</p>	SANKEY RECORDS — CORTINA'S RECORDS FOR THE STUDY OF LANGUAGE — ORIGINAL RECORDS — IMPROVED SPEAKERS — POLYPHONES — BETTINI REPRODUCERS BETTINI RECORDS — RECORDS TO ORDER
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**NEW VITAPHONE** 20th CENTURY Disk Talking Machine  
*Only \$15.00 Complete*  
With 12 Assorted New Process Red Disk Records



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**A TRUMPET** that Reproduces without a Reproducer  
**SOMETHING ENTIRELY NEW**  
**THE MICROGRAPH AND MICROGRAPH ATTACHMENT**



**CLEAR, LOUD, MELODIOUS & BEAUTIFUL**  
Ask dealers for them, or to show you a graphophone or phonograph fitted with the Micrograph Attachment.  
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**PRICES**  
Type Q with 24 in. reproducing trumpet \$8. Type Q with 28 in. reproducing trumpet \$10.  
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N. B.—The above Q Q type have a handsome bent wood cabinet  
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Uses Standard make of records  
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We manufacture only Original Master Records.

We have the best equipped plant.

We have the best skilled operators.

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

We have the cleanest, clearest, loudest, purest, best tone records that can be had; including the very latest up-to-date selections vocal and instrumental. We do not issue a large "dead" catalogue. We have an up-to-date, short, gingery catalogue.

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Every dealer in the Phonograph line should handle our records. They are quick sellers and quickly create demands for more. We have a few especially good features which we control absolutely. We want every dealer in Talking Machine Records to try our "Original Master Records."

We want every one who is interested to write us for prices. We can furnish a better record at a lower price, than other Manufacturers who make it a business of selling "Original Master Records."

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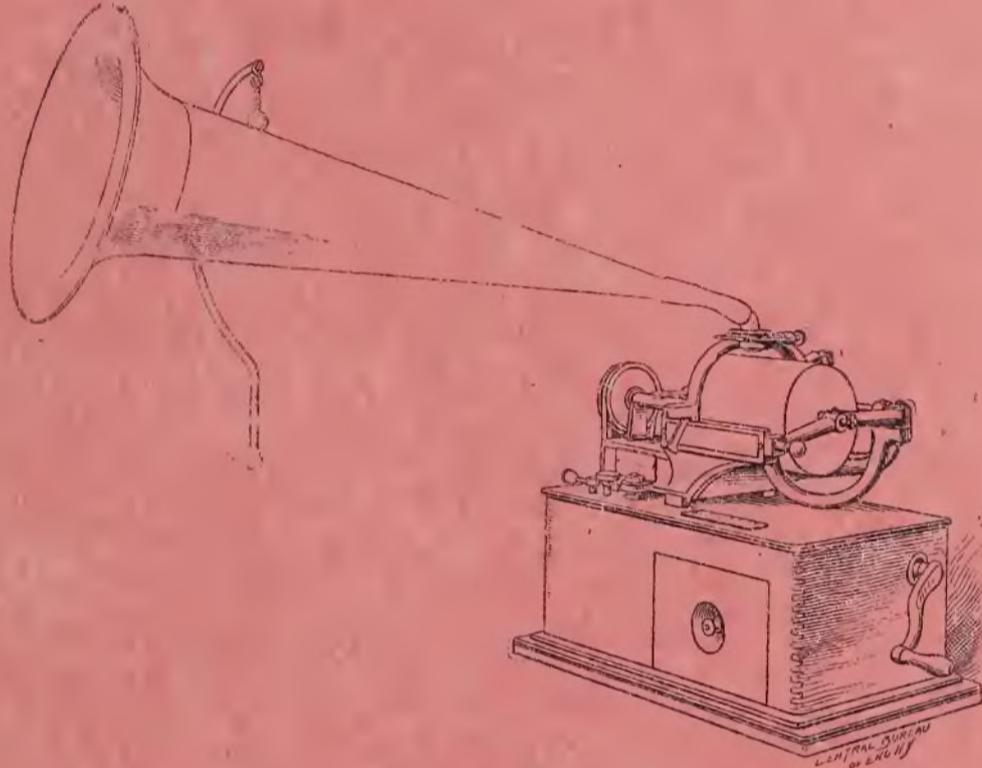
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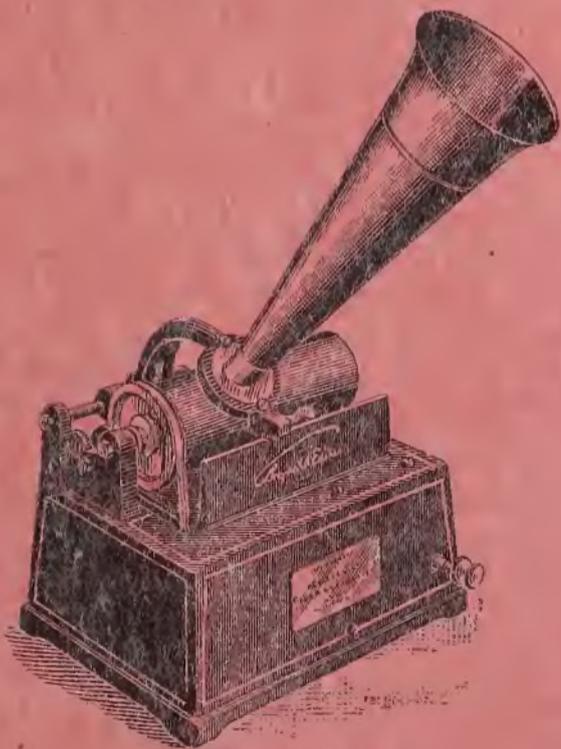
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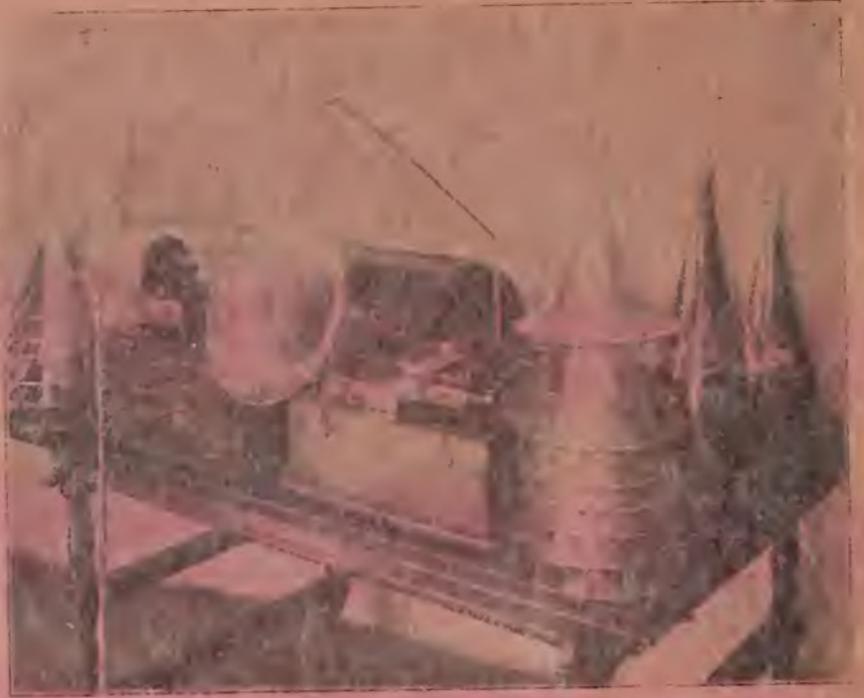
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