

# The TALKING MACHINE WORLD

For the makers & sellers of talking machines

Published Each Month by Edward Lyman Bill at 1 Madison Avenue, New York, March 15, 1905.

## SOME EDITORIAL COMMENTS

TO have made the statement a few years ago that operatic stars would make more money in singing for talking machines than from opera would have been ridiculed as an absurd prediction, and yet the whirling of time develops marvelous changes, for it is said upon excellent authority that Caruso is receiving twice as much from his record royalties as he makes out of his season at the Metropolitan Opera House. This is only one instance. Melba got \$14,000 bonus besides an enormous royalty for her songs, while Tamagno was induced to come out of his retirement and give the world a chance to hear him by means of the talking machine. What he was paid is not given out, but it may be understood that it required a fairly large cash inducement to perpetuate his voice through means of records.

THESE are only a few of many notable instances of sums paid to well-known musicians. When such acknowledged leaders have been won over, none of the lesser lights need fear loss of prestige through connection with the talking machine. It has been demonstrated, too, that the public will cheerfully pay \$3 for a record of some great star in preference to paying 50 cents for the records of ordinary musicians. The leading talking machine manufacturers in securing the talent of the leading musicians of the world show their progressiveness. These recent remarkable moves discount some of the earlier plays of piano manufacturers in the engagement of great European artists.

DEALERS can secure tremendous advertising for the talking machines locally, if they will use the names of these musicians in connection with some afternoon or evening entertainment which they may give at their warehouses. An evening with Melba, Caruso, Sembrich, Gadski, Plancon, de Reszke and others would have a tendency to attract the public and demonstrate how marvelous has been the development of the talking machine in recent years. To the people whose only knowledge of this great invention is included in the earlier results obtained by the inventors the present stage of development would not only prove a revelation, but a most interesting surprise.

WE would suggest that the dealers use in a larger way than before the entertainment feature of the talking machine. There is no manufactured product which has the possibilities of entertainment at such a small cost as has

the talking machine. The manufacturers have set the pace. They have paved the way, and have opened up wide possibilities. They are men of originality and action. It is for the dealer to take advantage of the situation. This is not the time to indulge in fights—it is the time to hustle.

THE talking machine is destined to play no unimportant part as an instructor. The possibilities of this method of acquired language through its instrumentality bids fair to revolutionize language study in America. The talking machine must be taken seriously, for it has many phases, not only as a musician and as an entertainer, but it possesses an educating power of great importance. Language study with its aid has now developed into an interesting possibility. There is in existence a correspondence school which is maintaining a thoroughly efficient corps of native language teachers for the correction and criticism of students' oral and written recitations through the mail.

THE constant broadening of the business relations of this country with Latin America makes a knowledge of Spanish almost a necessity, and through the talking machine this may easily be acquired at a cost which is trifling. The same may be said of German and French. Educators of national standing have endorsed this system which is simple, yet effective. The student listens to the voice through the talking machine while he reads the foreign words and English translations in the printed text book. At his ease he then talks with the machine until he understands a conversation and speaks the lesson fluently and with confidence. The talking machine never gets tired, or out of temper, and after learning the pronunciation, the student uses the same machine to record his oral exercises which he may reproduce at once for his own or others' criticism.

WE desire to express to the many friends of The Talking Machine World throughout the country, our appreciation of their kindly wishes for the success of this journal. The World is the one and only direct personal medium between manufacturer, jobber and retailer in this industry, and when the value of this connecting link is understood more fully, there will be a larger future both for the members of the industry and this trade publication. It is well known and universally conceded that The Talking Machine World is a thoroughly independent publication with leanings toward no particular firm, or corporation, but with a manifest desire

to serve the interests of all. It is only on the broad lines of impartiality and justice that a publication in this industry can succeed.

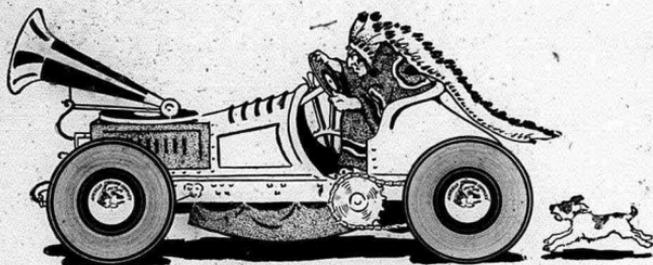
WE believe that it is no boastful statement to say that there is no trade journal in any line which receives a closer reading than The Talking Machine World. It is issued but once a month, is the only journal of its kind in this country, and each copy is read thoroughly before it is filed away. And what is more, every copy goes, either to a dealer—and every dealer is a possible customer of the advertiser—or to one interested in the development of the talking machine trade.

TALKING machine records are now being made in all languages. These give a faithful representation of the music in all lands, and in this connection it is surprising to note the enormous popularity of the talking machine in other countries than where English is chiefly spoken. Our export reports indicate the growing popularity of the talking machine in many countries.

DEALERS should understand that the talking machine light should not be hidden under the bushel of indifference. They must advertise so that their wares are intelligently presented to the people in their vicinity. A house that advertises itself persistently is bound to win, and advertising when well constructed and well placed is the best investment that can be made by a live talking machine agent. It should be particularly emphasized that the new things of to-day will be the old things of to-morrow, for the onward march of progress never halts. There is no business in which all that can be done has been done. When we study the development of this industry, it furnishes evidence of a progressive spirit behind the manufacturing department. The makers of talking machines are marching to the quick-step of progress. They go on from one victory to another; they never step backward.

DIFFERENCES of opinion regarding important matters exist in this industry as in others, and probably better results are accomplished than if there were a unity of ideas and a sameness in action, but all differences are swept away by demonstrations of the truth. But this is not the time for timidity in business. The talking machine man who wishes to rise must have the courage of his convictions and let the people know in his vicinity what he is doing. It doesn't pay to stand still in these times. If you do all is lost. Don't be a Kuropatkin, whose chief ability lies in retreat.

# BEATS ALL RECORDS



WE do not imagine for one moment that this picture we use to attract your attention will induce you to blindly place your orders with us. What we do want, is for you to become familiar with our name so that we can go further into the matter and show you what excellent records we make.



## WE KNOW HOW

Let us send you our catalogues and tell you about **INDIAN RECORDS.**

SINGLE RECORDS, 10 $\frac{1}{2}$  in., - - \$1.00 Each

DUPLEX RECORDS, 10 $\frac{1}{2}$  in., - 1.50 Each

*Profitable Discount to Dealers*

## AMERICAN RECORD COMPANY HAWTHORNE, SHEBLE & PRESCOTT

SALES MANAGERS

SPRINGFIELD " " " MASS.

## THAT DRASTIC FRENCH DECISION

Still the Subject of Heated Discussion—The Publishers' Side of the Story—How It Injures the Talking Machine Business in France.

A Paris correspondent says that quite a crisis in the talking machine trade has been created by the last judgment of a Parisian court, reported in the issue of *The Talking Machine World*, and which, in the interests of the Society of Music Publishers, has placed the talking machine in the same category as the orchestra, with the result that all the instruments contrived for the reproduction of popular songs and airs, and for which copyright is unpaid, are to be mute in future. Oddly enough, as is explained, this veto has not been initiated by the music publishers, as the lawsuit which led up to it is said to have been started by a person who is in no way connected with their society. It appears, however, that "for some time past there have been complaints among the publishers of music of the injury done to their commerce by certain manufacturers of talking machines so that the case which has lately been decided may fairly be regarded as a test one.

"The argument, which was submitted by no less an authority than M. Polnecq, senator and barrister, was that the composers' rights were infringed by this encroachment on their preserves, and as the court saw the matter in the same light the *ukase* has gone forth. The immediate consequence of this judgment has been disastrous to the talking machine business. The music publishers have already applied to the authorities for the compulsory close of nearly fifty establishments, situated in different parts of this city, with the result that quite three thousand employes find their occupation gone. One big firm paid its workpeople, and it is estimated that fully twelve thousand houses connected with the talking machine industry will be more or less affected.

By the way, that it is only the French trade which suffers, as the French firm represented in this country only offer the simple machine for sale, and are, moreover, practically exempt from retaliation, as any damages which may be fixed to their detriment can only be obtained abroad, and this by means of a special and troublesome procedure. It is argued that it is the existing legislation which is at fault in comparing a talking machine cylinder to a piece of music, when all the charm of the voice and the verve of a band are conspicuously lacking in it. At any rate, a very queer situation would seem to have been brought about by this particular judgment, which is dealing a heavy blow at the French talking machine trade."

## SINGULAR OR PLURAL, WHICH?

An Interesting Discussion as Regards Graphophones—What President Hadley of Yale, and Other Authorities Say.

An extremely interesting question arose some weeks ago in the executive offices of the American Graphophone Co. It is a question of language, and, while seemingly simple, it is difficult to obtain an authoritative pronouncement that will be accepted by all concerned. Interest in the subject is not confined to the officials of this company, but has extended to our public school organizations to Yale University, and finally even to Chicago.

The question arose in a business way and it became necessary to know which is the correct form for the following, viz.: "Graphophones is the burden of my song," or "Graphophones are the burden of my songs."

Business was suspended in the offices for the remainder of the day, and the entire force discussed this momentous question.

The experts divided into two camps of about equal numerical size, and at midnight there had been no desertions from their respective standards. Argument and illustration had failed to win a single convert.

A truce was declared and the following day the outside world was invited to join the discussion and attempt to crack this grammatical nut. Superintendent Dean of the Public Schools, and several local professional men were consulted, resulting, again in a conflict of opinion as to the correct form of the sentence. Secretary Hallen, of the Board of Education, in his recent lecture on "Correct English" at the training schools gave the sentence to the assembled teachers and requested their opinions. The greater number preferred the singular verb.

The query was next addressed to President Hadley, of Yale, but his reply was not decisive. He stated that "Graphophones are the burden of my song," is grammatically correct, and also that the meaning would be better conveyed by "Graphophones is the burden of my song."

The latest decision is by Josephine Jurch Baker, of Chicago, editor of a magazine devoted to correct English and a leading authority. She pronounces unqualifiedly in favor of "is" and writes in part as follows: "It is as if one were to say, 'the subject, graphophones, is the burden of my song,' or 'graphophones is the subject of my song.' Of course, we should say, 'graphophones vary in size,' but when the subject of a sentence, although plural in form, is used to denote a unit of some sort, the verb is singular. Presidents have many duties. 'Presidents is the subject that we shall discuss this evening.' Under this rule, the subject, though plural in form, is singular in meaning. Bain (High English Grammar) gives the following as correct: 'By my valor, Sir Lancelot, forty yards is a good distance.'"

The discussion is interesting and instructive.

## TRADE NEWS, FROM ST. LOUIS.

Business Good—Victor Co.'s New Stores—Columbia Co. Will Occupy New Quarter in a Few Days—Conroy Co.'s Department.

(Special to *The Talking Machine World*.)

St. Louis, Mo., March 12, 1905.

The talking machine business is reported to be good here and steadily improving. The trade for the past month has been better than expected, and dealers are, without exception, most optimistic.

The Victor Talking Machine Co. will move into their handsome new store at 916 Olive street, some time this week. They will carry double their present stock, both in machines and records in their new location.

The Val A. Reis Music Co. report that their trade in Talko-phones is increasing at a good rate. They have recently established several new branches throughout the State for this line.

Manager Puhri, of the Columbia Phonograph Co., states that they expect to move into their new quarters at 1115 Olive street, about the 20th of this month. He reports business good.

P. E. Conroy, president of the Conroy Piano Co., reports trade in talking machines as good. The third floor of their new location will be devoted to talking machines exclusively, and is being handsomely equipped for that purpose.

## KEEPING EVERLASTINGLY AT IT

Unquestionably Pays—How to Get and Keep Retail Business is the Question of the Hour.

"S. O. A. Murphy, Jr., of Buffalo, N. Y., is one of those keen, progressive men who do so much to individualize the talking machine business. In a recent contribution to the *Columbia Record* he says:

"That keeping everlastingly at it ultimately brings success is so generally conceded that it is hardly necessary to spend any time proclaiming this doctrine.

"How to get or keep retail business is, without doubt, the most important question in the talking machine business. Of what value is a large wholesale order if the dealer cannot sell the goods? A rather amusing incident happened here a couple of years ago. It was a cold stormy day in January and there was 'nothing doing' when I slammed a rather portly gentle-

man who greeted us with, 'Well, here I am.' Of course that was quite evident, and while we waited for a further explanation, he burst out, 'I want to get one of those — talking machines. I don't know anything about them, price or anything else, but I do know I have been receiving circulars every little while for two years, and I suppose the only way to stop them is by buying an outfit.'

"The outfit he took came to \$85, which amply repaid me for the storm of circulars with which we had supplied him, in common with many others, during the preceding months. Neat, attractive circulars persistently distributed are bound to bring returns."

## MARCH A BUSY MONTH.

The Demand for All Kinds of Machines, Records and Supplies Greater Than Ever Before—Jobbers Disappointed in Not Being Able to Supply Sufficient Stock—What the National Phonograph Co. Say on the Subject.

Evidence is multiplying that March will exceed all previous months as to the volume of business. The demand for machines, records, supplies and material of every description is unprecedented. The manufacturing companies frankly confess their capacity has been exhausted, and their inability to fill every order complete, notwithstanding the recent additions to and enlargements of their plants. Jobbers averse they are greatly disappointed in not being supplied with all the stock expected, and in turn the dealers are in the same predicament. Reflecting current conditions, the National Phonograph Co., through its official monthly circular to the trade, and which in reality applies proportionately to every other concern, makes, in part, the following statement:

"The advance orders for March records again exceeded the orders for any similar month in the history of the company. So heavy were these orders that, in spite of our splendid facilities for making records, and the fact that the plants were running day and night, we were not able to ship the March records until a week later than the time set down in our regular schedule, and even then we were compelled to make short shipments on a number of titles for which the demand was heavier than for the average of the selections. \* \* \* The orders for phonographs, too, have kept pace with the demand for records. All of this is shown in the orders now on file.

"Then reports from jobbers and dealers in all parts of the country tell the same story. Stocks that a year or more ago were large enough to last for a period of time, are now hardly received before they are disposed of. This is causing a readjustment of the plans of jobbers and dealers. It has been found in the past few months that larger and more complete stocks must be carried to hold patronage and supply the demand. Everyone is recognizing that the larger business has come to stay, and all are planning to take care of it. All this is true of those now in the business. At the same time, our correspondence is very heavy with firms writing jobbers' and dealers' discounts, terms and conditions."

## THE TALKING MACHINE IN ALASKA.

Burton Holmes, the lecturer, says that the Alaskan Indians regard white men and canned goods as so closely associated that they are nearly synonymous. Wherever the white man appears, canned meats, fruits and vegetables quickly follow. When Mr. Holmes visited Alaska, recently, one of his fellow travelers carried a talking machine with him and it was exhibited for the particular benefit of the head man of one of the local Indian tribes. The old chief, who had never seen a talking machine before, showed marked interest in the performance and when the sound of a human voice issued from the horn he listened, with great gravity, for a time, and then approached and peered into the horn. When the record was finished and the voice stopped, the old chief, wagging his head in a knowing way, pointed to the horn and said: "Huh! Him canned white man."

# Reginaphone

**T**HOUSANDS of dealers have sold Regina Music Boxes—other thousands have sold Talking Machines. There is a lively demand for **both** of these entertainers.

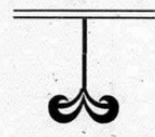
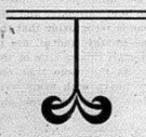
**We have built an instrument which combines the two in one.** It is a Regina Music Box with a talking machine attachment. It is called the **REGINAPHONE**, and is a distinct success. With the Reginaphone you can make two sales in one, consequently, a double profit, and at the same time sell an instrument which creates a constant demand for both music discs and records. Is any further argument necessary to show that this is a good thing for you to handle?



A Reginaphone can be almost instantly changed from a music box to a talking machine or vice versa. It will play any standard disc record made.



Each Reginaphone is equipped with swinging horn and latest improved needle holding device, also with our famous Regina long running spring motor.



REGINAPHONE No. 150.

Regina Music Boxes have long been known as the **best** music boxes on the market. We have spared no labor or expense in perfecting the Reginaphone, and it will fully sustain the Regina reputation for a high standard of excellence.

Every instrument is fully guaranteed.  
 We make Reginaphones in several styles at several prices.  
 We want to introduce these goods in every town where we are not already represented, and have an interesting proposition to offer to all wideawake dealers who will write us promptly.

**THE REGINA COMPANY,**  
 Main Office and Factory: **RAHWAY, NEW JERSEY.**

BRANCHES: Regina Building, 11 East 22d Street, New York; 259 Wabash Avenue, Chicago.



(Special to The Talking Machine World.)

London, Eng., March 4, 1905.

You will be interested to know that a very successful annual dinner, the first of the talking machine trades was enjoyed in London on Washington's birthday (February 22). The Right Hon. the Earl of Donhig, occupied the chair, who responded to the honor toast. "The King, the Royal Family and the President of the United States." Jellings Blow replied for "the talking machine trade." Other responses were made by Marion Dorian, Alfred Hays, Sidney W. Denon, James H. White, Russell Hunting and Alfred Balcombe, the honorary secretary, of Barnett Samuels & Sons, Ltd. An elaborate menu was discussed preceding the above alluded to address, which were given close attention and frequently applauded. The musical programme included the best known artists of London, and was quite lengthy, but of the highest order, songs predominating, the rendition of which evoked great enthusiasm by the critical and appreciative audience. The outcome of the dinner is likely to be the formation of a strong trades protective association. The committee in charge of the banquet, given at Venetian Hall, Holborn Restaurant, included the following well-known gentlemen, representatives of all the leading companies: Jellings Blow, Esq. (manager, Pathé Frères, London, Ltd.); Sidney W. Dixon, Esq. (manager, Gramophone and Typewriter, Ltd.); Frank Dorian, Esq. (European manager, Columbia Phonograph Co., Gen'l.); J. Hough, Esq. (managing director, Edison Bell Consolidated Phonograph Co., Ltd.); C. H. Krifer, Esq. (managing director, Nicole Frères, Ltd.); L. W. Livingston, Esq. (editor, Talking Machine News; P. Mellerio, Esq. (manager, British Zonophone Co.); George Murdoch, Esq. (director, J. G. Murdoch & Co., Ltd.); John Nottingham, Esq. (American Talking Machine Co.); Emil Rink, Esq. (director, Edison Disk Talking Machine Co., Ltd.); Nelson Samuel, Esq. (managing director, Barnett Samuel & Sons, Ltd.); Louis S. Sterling, Esq. (managing director, Sterling Record Co., Ltd.); J. Lewis-Young, Esq. (Lambert Co., Ltd.); James H. White, Esq. (managing director, National Phonograph Co., Ltd.). The special entertainment committee, to whom a hearty vote of thanks was given, consisted of Russell Hunting and Frederick Gaisberg.

"Trade in Great Britain is remarkably good. Record sales are enormous, chiefly owing, however, to the different companies taking back old or unsalable records on the basis of ordering three for every one returned.

Under the decision of the French Court of Appeal, which has created such a disturbance in record-making circles in France and is of really international importance, three classes of records were taken into consideration: (1) Words without music, i. e., recitations, monologues and so forth; (2) words with music—songs; (3) work of a purely musical character. That the law properly applies to methods of publication, and there is no distinction as to the method of publication, therefore the distribution of the property of the author or the publisher, or both, by means of talking machine records, constitutes publication. Further, that the law of May 16, 1866, which expressly exempted from the operation of the copyright act instruments which reproduce "airs or music" mechanically, cannot be held to cover the reproduction of words, and that, consequently, talking machine records of Paris, or the whole of any literary works protected by copyright may be held to constitute an infringement. As to songs, or as to words with music,

the court considers them similarly to be an infringement, when such songs or words with music are reproduced as in the published copyright. Even where the copyright in the music has expired, but the words remain protected, the holder of the copyright in the words is entitled to prohibit the reproduction even of the music of his collaborator, as though the whole were of his personal creation. As to purely musical productions without words (instrumental) on the other hand, the court is of opinion that their reproduction on the record does not constitute an infringement under the law, and therefore defendants are not infringers and cannot be held liable under article 1382 of the civil code. The decree likewise prohibits the defendants from continuing to publish the proscribed records under a penalty of 100 francs (\$20) for each infraction; and condemns defendants to the payment of 500 francs (\$100) damages, and orders the confiscation of all cylinders and disks of the class condemned by the judgment.

Since the above decision has been handed down, according to a correspondent of The Talking Machine News, of London, the French record manufacturers have now arranged with the Société des Droits d'Auteurs et d'Éditeurs, to pay a tax of 5 per cent. on the retail price for each record. Every record must bear the label of this society. Although instrumental records are exempted, most of the manufacturers have wisely decided to label every record, so as to avoid discussion as to which records are liable or not. Neither in England nor Germany need there be any fear that the trade will be menaced in the same manner. In Belgium, however, a similar judgment was promulgated eighteen months ago. British and American firms sending records to France or Belgium of copyright matter should therefore be very careful, as such records, without the label, will be liable to confiscation. The Society of French Publishers now propose bringing similar action in Italy, as the legislative code closely resembles that of France. The price of records in Paris have been advanced 5 per cent. owing to the foregoing decision.

Frank Dorian, European manager of the Columbia Co., called for New York on the 25th of last month. He will probably be away about a month.

A. N. PETIT ARRIVES.

Ademor N. Petit, who has become known in talking machine trade because of his many in-

ventions, has just returned from a three years' sojourn in Europe. Mr. Petit is perhaps best known as the originator and patentee of the celluloid cylinder record, and he controls the fundamental patents for it both here and abroad.

In England he has been engaged in establishing a plant for the manufacture of these celluloid cylinders in Liverpool. He returned on the French Line steamer La Lorraine, which came into port yesterday a day late. They had a very rough passage.

Mr. Petit says the trade in France has been much upset by the new ruling of the courts relative to the application of copyright laws to manufacturers of talking machine records, and that it will be some time before adjustments will be made and peace reign between music publishers and record makers.

AMERICAN RECORD CO.

Will Remove General Offices to Springfield—Laboratory and Foreign Department to Remain in New York.

E. A. Hawthorne of the American Record Co., who was in Cincinnati, O., on special business, returned to New York Wednesday last. Preparations have been made to remove the sales department and general offices of the company to Springfield, Mass., in connection with their factory, for which additional room was secured. After this week all that will remain at 241-243 West 23d street will be the laboratory and foreign department, under the charge of J. O. Present, one of the firm's sales managers. The removal was occasioned by the phenomenal increase in business, requiring better facilities for its proper care. A much larger clerical corps will be engaged when the Springfield quarters are fully equipped. Mr. Hawthorne will make his permanent home with his family in that bustling city of western Massachusetts.

LIKES THE LIST OF NEW RECORDS.

Feb. 10, 1905.

Edward Lyman Hill, New York.

Dear Sir:—I herewith enclose you a money order for 50 cents, which is for one year to The Talking Machine World, commencing with issue No. 3. I am subscribing for this publication solely on account of the monthly list of new records, as they are all on one page and easily studied, so I hope you will continue this feature of your publication.

Respectfully yours,

A. N. Ross, Roseville, Pa.

Phono-Record Post-Cards

GREATEST NOVELTY OF THE AGE

This article consists of a thin transparent record, through which the picture on the postal card is clearly visible.

New Development of the Postal Card Craze

Wonderful Advance in Talking Machine Discs

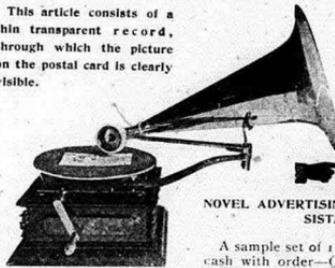
Songs, Band and Orchestra Music to Perfection

Can be played over 100 times and are

**INDESTRUCTIBLE**

NOVEL ADVERTISING MEDIUM—ASSORTMENT CONSISTS OF 80 NUMBERS

A sample set of 12 assorted cards \$1.50 postpaid; cash with order—Quantity prices on application—No free samples.



Import Novelty Co. 1265-1269 Broadway Department NEW YORK

The new Victor Records are being advertised each month in an extensive list of magazines. Here is what we are doing for April:

## New Victor April Records

Numbers beginning with 4 are in 10-inch size, \$1.00 each; \$10.00 per dozen.  
Numbers beginning with 31 are in 12-inch size, \$1.50 each; \$15.00 per dozen.

- |  |   |   |  |
|--|---|---|--|
| <b>Sousa's Band.</b>                     |   | <b>Haritone Solo by J. W. Moore.</b>      |  |
| 3161                                     | "March to the Streets,"   | 4174                                      | "Writing of the Gospel,"                         |
| 4165                                     | "Bells of the Water" (Contest Solo by Arthur L. Clarke, accompanied by Sousa's Band). | 4175                                      | "Nearer the Place of Victory,"                   |
| 4166                                     | "Kilish or Kilish" (Poodle Solo by Marshall P. Lukens, accompanied by Sousa's Band).  | <b>Haritone Solo by Ennio di Gropone.</b> |  |
| <b>Cards Republique-Band of France.</b>  |   | 4176                                      | "Palm,"  |
| 4167                                     | "Toujours Joyeux,"  | 4177                                      | "La Maree Haute,"                                |
| <b>Arthur Pryor's Band.</b>              |   | <b>Soprano and Tenor Duets.</b>           |  |
| 3161                                     | "My Dream," (Waltz) (Mou Edey, Waldteufel).   | 4178                                      | "You and I" (From "The Sign of the Cross"),      |
| <b>Pryor's Orchestra.</b>                |   | 4179                                      | "What the Southern Roses Grow,"                  |
| 4171                                     | "What the Wind Blows Whene'er,"   | <b>Tenor Solo and Quartet.</b>            |  |
| 4172                                     | "Love and Kisses" (Carnegie),   | 4180                                      | "Vocal Duets by Roberts and Harlan,"             |
| 4173                                     | "Whispering Willows,"   | 4181                                      | "The Blue Hill Band,"                            |
| 4174                                     | "Vale of the Mountain" (Melody) (Popular Favorites),                                  | 4182                                      | "Cable Records by Trinity Choir,"                |
| 4175                                     | "Aida Selection,"   | 4183                                      | "Made in the Arms of Love,"                      |
| 3178                                     | "Midsummer Night's Dream Overture,"   | 4184                                      | "March Song by Frank G. Stanley,"                |
| <b>Mandolin Solo by Samuel Siegel.</b>   |   | 4185                                      | "Listen to the Big Brass Band,"                  |
| 4176                                     | "A-la-Ma,"  | 4186                                      | "March Song by Billy Murray,"                    |
| <b>Soprano Solo by Florence Hayward.</b> |   | 4187                                      | "Banter Bill,"                                   |
| 4177                                     | "A-la-Ma,"  | 4188                                      | "Candle Song by Dan W. Quinn,"                   |
| 4178                                     | "A-la-Ma,"  | 4189                                      | "Eucalyptus Song,"                               |
| 4179                                     | "A-la-Ma,"  | 4190                                      | "Camp Song by Bob Roberts,"                      |
| 4180                                     | "A-la-Ma,"  | 4191                                      | "Tommy,"   |
| <b>Soprano Solo by Edith Helman.</b>     |   | 4192                                      | "German Parody by Frank Wilson,"                 |
| 4181                                     | "Coning Time" (The Eye),  | 4193                                      | "Hardy Male Quartet,"                            |
| 4182                                     | "Coning Time" (The Eye),  | 4194                                      | "The Holy City,"                                 |
| 4183                                     | "Coning Time" (The Eye),  | 4195                                      | "Mistral Record,"                                |
| 4184                                     | "Coning Time" (The Eye),  | 4196                                      | "When the Harvest Moon is Shining on the River," |
| 4185                                     | "Coning Time" (The Eye),  | 4197                                      | "It Makes Me Think of Home Sweet Home,"          |
| 4186                                     | "Coning Time" (The Eye),  |   |  |
| 4187                                     | "Coning Time" (The Eye),  |   |  |
| 4188                                     | "Coning Time" (The Eye),  |   |  |
| 4189                                     | "Coning Time" (The Eye),  |   |  |
| 4190                                     | "Coning Time" (The Eye),  |   |  |
| 4191                                     | "Coning Time" (The Eye),  |   |  |
| 4192                                     | "Coning Time" (The Eye),  |   |  |
| 4193                                     | "Coning Time" (The Eye),  |   |  |
| 4194                                     | "Coning Time" (The Eye),  |   |  |
| 4195                                     | "Coning Time" (The Eye),  |   |  |
| 4196                                     | "Coning Time" (The Eye),  |   |  |
| 4197                                     | "Coning Time" (The Eye),  |   |  |
| 4198                                     | "Coning Time" (The Eye),  |   |  |
| 4199                                     | "Coning Time" (The Eye),  |   |  |
| 4200                                     | "Coning Time" (The Eye),  |   |  |

## Highest Award at St. Louis

Every Victor Record is a good Record

The Victor meaning of good records is: the very best possible reproduction of a good selection, by an artist of the highest class—without regard to cost.

You can safely order any desired selection from the Victor Catalogue. The records are right.

On sale at dealers April 1st

Victor  
Talking Machine Co  
Philadelphia

It isn't our fault if you don't get as much benefit from this advertising as any other dealer.

We're spending our money liberally to tell folks about the latest records.

No reason why you shouldn't sell as many records and make as much money as anyone else.

Get the newest Victor Records—get a full line of them each month. Show people that you are right up-to-date and ready to supply them with the latest and best selections whenever they want them. Depend upon the people to do the rest.

**FOREIGN TRADE CATALOGUES.**

The latest catalogue of Barnett Samuel & Sons, Ltd., 22-26 Worship street, London, for the season 1904-05, in point of size and variety of lines offered exceeds anything published in the United States. The stock carried is certainly representative of the up-to-dateness of the firm. In brief, the products of all the manufacturing firms of repute the world over have been included in its pages, in addition to their own specialties, which are numerous and valuable.

Another publication of interest is the "Trade Catalogue of Talking Machines, Paris and Accessories," for the current year, emanating from the American Talking Machine Co., 32-34 Glendarrow street, Putney, London, S. W. Eng., who describe themselves as the "world's headquarters for everything pertaining to sound recording and reproduction." Its illustrations of machines, supplies and essentials cover a wide field, and in reference to this they say: "We wish to point out that the sale of phonographs, etc., is not merely a part of our business (a department or side line) but the whole of it. Our energies are devoted to the talking machine trade alone, and with the additional advantage of an experience dating from the day when the phonograph first became a commercial possibility, we claim to be in an unrivalled position for supplying the trade with anything required."

The following changes among Edison jobbers have recently occurred: The Omaha Bicycle Co. succeeds H. E. Fredericksen, Omaha, Neb.; Troy Automobile Exchange is successor to James Lucy, Troy, N. Y.

James K. O'Dea, jobber, Paterson, N. J., has opened a branch store in Passaic. He displays the Edison banner in both places.

**NOTICE TO THE TRADE.**

W. D. Willmot, of Fall River, Mass., wants to buy or borrow original single column newspaper cuts of talking machine attractiveness.

**BIG CALL FOR NEEDLES.**

It is significant how quickly a really meritorious article finds its way to the front; and this is especially true regarding the needles offered the trade by the American Talking Machine Co., 586 Fulton street, (Brooklyn) New York City. Since their announcement in last month's issue of The Talking Machine World the sale of their needles (three styles) has been greatly stimulated. After a trial, repeat orders have followed in every instance, as the goods prove their superiority. They are made of the best English steel wire, and the styles cover the "Perfect," said to be excelled by none; "Medium," which reduces scratch a half, giving a pleasant reproduction between the two extremes—soft and loud; "Quiet," claimed to be a scratchless needle of superior sweetness of tone. Samples of any style supplied promptly at 30 cents per thousand. The company is one of the most progressive in the line, and their reputation as distributors of Victor machines records and supplies is of the highest.

**E. F. TAFT A VISITOR.**

E. F. Taft, manager of the Eastern Talking Machine Co., Boston, Mass., was a recent visitor to New York. He reports a steady increase in trade not only in Boston, but throughout the suburbs. He reports a great demand for the I. C. S. language system, including Edison records and machines. The Victor is also handled.

**RECORD OF INAUGURATION SPEECH.**

Efforts are being made to have President Roosevelt repeat his inaugural address in a talking machine for the purpose of preserving it in the Department of State or some other public institution, so that the people in future ages may listen to the voice of the President.

The Rinker Music Co., who handle the Victor, Edison and Columbia talking machines in Lafayette, Ind., have removed to 607 Main street.

**INVENTS NEW REPRODUCER**

**That Will Take Vibration From Both Sides of the Diaphragm.**

Chas. E. Hill, of Sterling, Kan., is the inventor and patentee of a new and improved talking machine, the special feature of which is that the reproducer is so constructed that it takes the vibrations from both sides of the diaphragm and amplifies them through two horns at the same time, thus doubling the volume of tone which it is possible to obtain on the ordinary machine. It is said that these reproducers can be retailed at a cost of about \$5, and Mr. Hill is contemplating starting their manufacture, provided sufficient capital is secured.

**A FEW VIBRATIONS.**

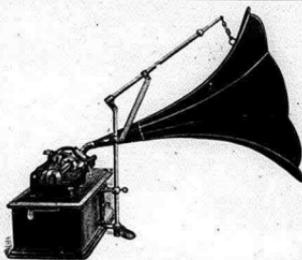
One of the most effective and original calling postal cards we have seen in the trade is that utilized by Louis J. Gerson, of Columbia, Pa., who represents the Columbia line.

On the first the Columbia Phonograph Co., gen'l. removed their Brooklyn (N. Y.) store from 66 to 124 Flatbush avenue, where larger quarters and facilities more in keeping with their increasing business in the City of Churches is obtained.

J. E. Poorman, Jr., has very attractive talking machine warehouses at 31-33 West 5th street, Cincinnati, O. His machine and record stock is admirably displayed and worthy of the highest praise.

S. B. Davega, one of the best-known men in the trade, was operated upon a fortnight ago for appendicitis in Dr. Bull's sanitarium. He is convalescing rapidly. Mr. Davega is said to be the oldest Edison jobber in New York.

Wife who bought a phonograph with sixty-nine records to keep her husband at home did all she could and deserved her decree.



**FLOWER HORNS**

We manufacture the only complete line of Flower Horns on the market. Our Horns are

*Strongest in Construction  
Best in Acoustic Properties  
Handsomest in Design  
Made with deep Scalloped Edges*



We have applied for Letters Patent, both on our method of construction and our exclusive designs in decoration. All our Flower Horns sold since Feb. 1st, 1905, have our trade mark on them.

For Cylinder Machines.	Description.	For Victor Tapering Arm Machines.
F 2024 30 in. long, 24-in. bell.	Brass polished outside, inside handsomely hand decorated.	F 2824 28 in. long, 24-in. bell.
F 2420 24 " " 20 " "	Brass polished outside, inside handsomely hand decorated.	F 2220 22 " " 20 " "
F 63024 30 " " 24 " "	Silk finish outside, inside handsomely hand decorated.	F 62824 28 " " 24 " "
F 62420 24 " " 20 " "	Silk finish outside, inside handsomely hand decorated.	F 62220 22 " " 20 " "
F 2024 P 20 " " 21 " "	Enameled and gold striped outside, inside handsomely hand decorated.	F 2824 P 28 " " 24 " "
F 2420 P 24 " " 20 " "	Enameled and gold striped outside, inside handsomely hand decorated.	F 2220 P 22 " " 20 " "
F 2024 E 20 " " 24 " "	Enameled throughout black, handsomely gold striped.	F 2824 E 28 " " 24 " "
F 2420 E 24 " " 20 " "	Enameled throughout black, handsomely gold striped.	F 2220 E 22 " " 20 " "
F 3122 E 31 " " 22 " "	Enameled red or blue, gold striped outside, inside touched up to accentuate flower effect.	F 2922 E 29 " " 22 " "

Any Victor Tapering Arm Horn can be used on a Tapering Arm Zonophone if used with our No. 610 Elbow. Our catalogue matter will give full information regarding all Talking Machine Supplies which we manufacture. Write for Prices.

**HAWTHORNE & SHEBLE MFG. CO.** PASCHER and OXFORD STS. PHILADELPHIA, PA.

100,000 RECORDS ALWAYS IN STOCK

<p>JOBBER'S <b>EDISON</b> PHONOGRAPHS RECORDS, ETC.</p> <p>GENERAL SUPPLIES FOR CYLINDER MACHINES</p>	<p><b>Douglas Phonograph Company</b></p> <p>MANUFACTURERS "PERFECTION" SUPPLIES, ETC. RETAIL—WHOLESALE—EXPORT</p> <p>Salesroom, 89 Chambers Street Cable Address—Douglphone, N. Y.</p> <p><b>New York</b></p> <p>Largest "Exclusive" Talking Machine Jobbers in the World.</p>	<p>DISTRIBUTORS <b>VICTOR</b> TALKING MACHINES RECORDS, ETC.</p> <p>GENERAL SUPPLIES FOR DISC MACHINES</p>
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## We Are Making Extensive Alterations

which when completed will double our stock and shipping facilities. Send us your name and address, and we will inform you of anything new that may be of interest to a dealer.

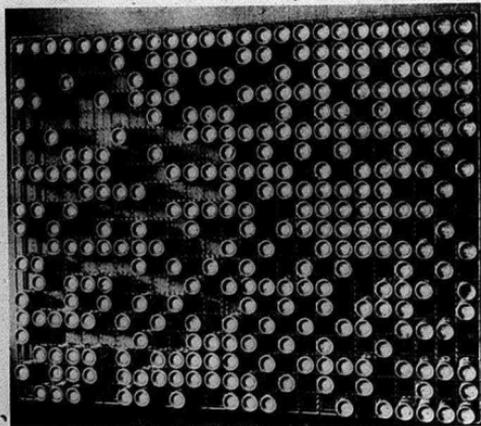
## The PERFECTION NEEDLE for Disc Records

*Quality and Tone Production Unequaled*

We guarantee this needle to make a record last longer and give better results than any needle made. Send for Sample and prove our statement. x x x x x

Syracuse Wire Record Racks provide "a place for every record, every record in its place."

## Keep Your Records Right—They Will "Keep" You



RECORD RACK 123—HOLDS 500 CYLINDER RECORDS

Time and trouble are saved in the handling and selling of records if you own one of these racks. If your business warrants it buy more—they'll pay for themselves in the work they save and the convenience afforded.

Keep records away from dust  
Keep records in best condition  
Save much in store space  
Save customer's time and yours  
The public appreciates such conveniences

## Syracuse Wire Record Racks For Either Disc or Cylinder Records

In stock in usual sizes—special sizes made to order. Send postal card for circulars and particulars and mention this paper

# Syracuse Wire Works

Department "R"

SYRACUSE, N. Y.

We invite correspondence from jobbers and dealers, and have interesting propositions for both.

## WILL REPLACE CHEAP PIANO.

This is the Mission of the Talking Machine—Its Wonderful Progress and Possibilities.

By H. SHANLEY JONES, LONDON, ENG.

Is the talking machine a nine days' wonder, or is it to take a permanent place as a means of providing music in houses where that of any other kind is impossible? The question is one which is frequently asked, not only by members of the public, but even—perhaps it would be true to say especially—by those engaged in the talking machine trade. The answers given by different people vary considerably, and although probably the general opinion is that the talking machine has come to stay, there are not wanting those who believe that, in a few years' time, its popularity will, practically speaking, be a thing of the past.

There can be little doubt that, rapid as has been the progress of the graphophone during the past few years, we are on the eve of still greater developments in the near future. It is not to be expected that we are yet anywhere near finality in the recording and reproduction of sounds; in all probability the next few years will see as great an advance as has been achieved during the past decade. The graphophone of to-day, far ahead as it is of earlier crude efforts, is probably just as far behind the machines which will be selling ten or fifteen years hence. One of the main obstacles to the introduction of the graphophone into many homes is, no doubt, the popular impression that the talking machine is still only a scientific toy, and that anything to which the generic name of "phonograph" can be applied is something capable of emitting only weird screeches and scratchings without the slightest pretensions to musical quality of tone. People who hold this idea are familiar to everyone engaged in the talking machine trade, and if there is one thing more amusing than their ignorance it is their wonder and astonishment when they hear for the first time a really up-to-date graphophone. The work of converting this large section of the community is progressing, but much yet remains to be done.

I believe that in the near future the graphophone is destined to replace, to a very great extent, the cheap piano which is to-day so common a feature in the homes of the lower middle and upper working classes. Anyone engaged in selling talking machines on instalment terms is aware that one of the commonest (and best) guarantees of the bona fides of a would-be purchaser is the production of a file of receipts from some other house dealing on instalment terms. A frequent purchase in this manner is a piano running to £15 or so, which, probably, is incapable of affording anything approaching music and will never be played on by any single member of the family to which it belongs.

In view of the possibilities latent in the graphophone, I do not believe this kind of thing is likely to go on. The music to be obtained from the graphophone is better than could be obtained from a piano of the type I have just mentioned, even if there were anyone in the house who could play it, and the selection of available music is, of course, infinitely greater. Even the addition to the fifteen guinea piano of one of the numerous types of automatic player will not give the variety of results to be obtained from a high class graphophone. In the absence of the automatic player, to attain even very moderate proficiency demands an amount of time and hard work which can only be rarely devoted to the study of music by those who have to work hard for their daily bread.

In the vast bulk of middle class homes, moreover, the gift of musical executive ability is either absent or circumstances render it certain that it can never be developed. The graphophone, on the other hand, affords to such homes as these an inexhaustible supply of music of any kind without the necessity of constant study or practice. It is not to be supposed that this point will be overlooked, and it is beyond question one which will have a potent influence on the future of the talking machine.—Columbia Record.

## BUSY TIMES IN PHILADELPHIA.

Victor Co. to Remove Their Offices to Camden—Many New Records Now Under Way—Some Distinguished Owners of Victor Machines.

(Special to The Talking Machine World.)

Philadelphia, Pa., March 12, 1905.

The Victor Talking Machine Co. have their plant in Camden running as good as before the fire. They are able to do more work now than ever before, as they have installed ten additional presses. They are a little back in their orders, but expect, by the end of this month, to be in excellent shape. By the first of April, and thereafter, they will turn out more records than they have ever done before. The business of the firm has been growing with great rapidity, and it will facilitate matters very much when they will be ready to install their offices in connection with the factory in Camden, removing from the Commonwealth Trust building, this city. This move will be made the last Saturday in April, and the firm will be ready to do business in Camden on the 1st day of May.

Eldridge R. Johnson, president of the Victor Co., is at present in St. Augustine, Fla., as well as A. C. Middleton, secretary of the company. Mr. Johnson has been down for some weeks, but Mr. Middleton only joined him last week. They will both remain for five or six weeks.

The firm are branching out considerably. They are establishing new agencies all the time. One of their most recent is the firm of W. H. & L. C. Wolf, of Altoona, Pa., who have been ordering heavily.

When the firm move their offices to Camden they will also remove their laboratory at present located at 1421 South 19th street. This is where their record laboratory is located.

They have been getting out new records rapidly. Among these new ones are a number representing Arthur Pryor's Orchestra in classic selections. It may interest owners of Victors to know that the following rulers possess Victor talking machines and a collection of records: Queen Alexandra of England, King Carlos of Portugal, King Alfonso of Spain, King George of Greece, Pope Pius X., the Sultan of Turkey and President Diaz of Mexico. For the last named ruler the firm have just completed the finest machine ever built, and President Diaz's appreciation of it is shown by an autograph letter which the firm have received.

Among the recent great singers who have sung to the Victor machine are the following: M. Pol Plancon, bass; Mme. Louise Homer, contralto;

Sig. Antonio Scotti, baritone; M. Marcel Journet, bass, and M. Francisco Nulbo, tenor.

## THE TALKING MACHINE ALARM CLOCK.

Judging by the alacrity with which the average possessor of a talking machine is willing to exhibit, and to the persistency with which he will operate the machine from early morning to late at night, it seems quite probable that the inventor of the graphophone alarm clock will have no difficulty in finding a ready market for his device among devotees of the talking machine. It is a comparatively easy matter to control a talking machine record by means of an alarm clock register, and to amplify the functions of the alarm to indicate the hours, thus obviating the striking clock or the use of a night lamp to indicate the time. There is something modern about being called by a voice in the morning instead of being aroused by the mechanical bell. Moreover the phonographic record that is set in action can be arranged so that any number of alarms can be given at intervals.

## COMBINATION TALKING MACHINE AND MUSIC BOX.

The Miraphone, which is a combination talking machine and music box is one of the novelties which is rapidly becoming popular. It combines the variety obtained from the talking machine with the musical tones of the music box, and appeals to the most varied tastes for music



and entertainment. Its nice mechanism is noiseless and runs with perfect regularity.

To use the Miraphone as a talking machine only requires the removal of the steel tune sheet, adjusting turn-table, on revolving cone, and setting up the metal arm supporting the horn and soundbox. The cabinets are of oak, or mahogany and highly polished. Talking machine dealers will find it is a valuable acquisition to their stock. The Miraphone is manufactured by the Jacot Music Box Co., 29 Union Square, New York.

## THE HORN THAT PROVES ITS WORTH

## THE "MEGA"



"MEGA" TRUMPET.  
PURE, SWEET, SONOROUS.  
SAMPLE DISPLAY ROOM,  
32 EAST 14th STREET  
NEW YORK CITY  
In charge of L. KAISER, Local Representative.

## IT'S PAPER

THE IDEAL HORN for the true music lover and for the discriminating purchaser.

## A HIGH GRADE, DISTINCTIVE PRODUCT

Built on correct acoustic principles and possessing a rare timbre not found in other horns.



"MEGA" FLOWER.  
GRACEFUL IN SHAPE,  
RICH IN COLORING,  
SUBSTANTIAL BAKED GLASS FINISH.  
GUARANTEED TO STAND IN ANY CLIMATE.



REGISTERED

Prices on all "Mega" horns are restricted. The "Mega" does not tarnish, dent, or become spurious. There is an appreciation in value in carrying a stock of "Megs."

If you cannot obtain the "Mega" from your jobber, write us direct and forward your jobber's name.

DO THESE ADVANTAGES APPEAL TO YOU?

Makers, E. A. & A. G. SCHOETTEL  
BROAD STREET, MASPETH, QUEENS CO., N. Y.

**DOUBLE**  
**GRAND**  
**PRIZE**



**THREE  
 GOLD  
 MEDALS**

**ST. LOUIS  
 1904**

These Awards Following the *Grand Prix Paris, 1900*  
 Won in competition with the world conclusively demonstrate that the

**Graphophone & Columbia Records**  
**ARE WITHOUT EQUAL**

FOR SALE BY DEALERS EVERYWHERE AND BY THE  
**COLUMBIA PHONOGRAPH COMPANY**  
 GENERAL STORES IN ALL PRINCIPAL CITIES





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ADVERTISEMENTS, \$2.00 per inch (single column, per insertion). On quarterly or yearly contracts a special discount is allowed. Advertising Pages, \$30.00; opposite reading matter, \$15.00.  
 REMITTANCES, in other than currency form, should be made payable to Edward Lyman Bill.

Long Distance Telephone—Numbr 1745 Gramercy.

NEW YORK, MARCH 15, 1905.

THERE is every reason why The World furnishes the largest value to both subscriber and advertiser. Every manufacturer who has something to sell to the trade should strike straight from the shoulder in his advertising space. He should tell all the whys and wherefores of his particular line of goods, show up all the good points that would convince the retailer that he could use the same points to advantage in his own line. Of course, trade journal advertising should be built from solid facts that the goods themselves will back up with credit. To override the proposition brings ready censure from the interested prospect, and a quick decision not to buy as he examines the goods. It pays in all advertising to stick close to the truth, say everything that can be said in favor of the wares advertised. State facts in the strongest possible language, but at the same time be conservative, because there is a danger in saying too much.

Trade journal advertising should be taken up seriously. It will be found to be well worth the money expended. Any wholesale jobber or manufacturer will find that an investment in a journal of this character will pay. This is the one medium between the different departments of this industry, and we desire to emphasize the fact that this publication is not given away. Anyone who receives a copy of this issue, who has not already subscribed, should distinctly understand that a second copy will not be sent unless the order for subscription is received. We do believe in a free system of distribution, and the present subscription for The World is but a trifling sum. The suggestions and points contained in a single issue are worth many times its annual cost, so if you have not already sent in your money as a subscriber lose no time in doing so, for if you desire The World you must pay for it. There are no free lists—no special favors with us. If you believe that the efforts that we are putting forth are worthy of support, then show us tangible proof of your belief.

In recognition of his labors as a student and an authority on the sound or tone of the human voice, and his development of a comparatively new science, Yale College proposes erecting a chair of phonography for Prof. Scripture on his return from abroad. As is well known, the professor writes a yearly report, the printing expense of which, including many interesting engravings, is borne entirely by the college, containing his discoveries and deductions. The story is told of the professor's acumen in connection

with his hobby, that merely by the sound of the voice he can tell the owner's birth place and what educational advantages he enjoyed. Naturally he is an undisputed authority on talking machine records and is frequently consulted when the scientific aspects of sound reproductions are made discussions.

By their slipshod methods of sending in orders many dealers occasion annoyance and much trouble to the jobbers. The latter are also subject to the same criticism by manufacturers, one of whom registered his kick in the following trenchant fashion: "The sales department complains that it has recently received several orders for records from jobbers that were not signed and the only identifying mark has been the envelope containing the order. When the envelope has been lost before the omission was discovered it has been necessary to call in the Sherlock Holmes of the department. Even he found one order too much for him last month. This order called for 2,525 records and for the want of a clue the sales department was unable to acknowledge or execute it. The jobber sending it is asked to 'prove his property.' Others are asked to see that their signatures are affixed to all orders before mailing them." Some attention to method and the exercise of ordinary care—not to say common sense—would rectify what is commonly termed an evil that leads to endless confusion and the use of stonier language.

At one of the establishments where the records are made a visitor broke the customary routine of business and she stated her errand in a tone which would have cut the wax into hash, had it been within hearing distance. "What I want to know," she stated to the urbane gentleman behind the desk, "is whether this is the place that you make the plates that go into the talking machine?"

"It is, madame," was the respectful rejoinder. "Then," she said, "I want to know what you would charge to get a photograph of my voice on something that would be of benefit to mankind in general, and I should think that it ought to double your business in six months."

"I don't know that we care much about the philanthropic aspect of the case, but if you have anything which will double the business in that length of time, it ought certainly to be worth while."

"Well," continued the belle, "you see I have a boarding house, and it is simply impossible to get those people up in time for breakfast. If I can't stand in the halls all morning yelling, and if I do then the breakfast burns. Now, I have a talking machine, and I want to know why I couldn't get a record that would reel off for several minutes nothing but 'Get up! Breakfast is on the table! Get up! This is the last call! Breakfast will be spoiled! Do you hear me, breakfast is all ready! Aren't you up yet? Oh, what a laziness! Get up I say!'—and I don't know why that would not be a good idea."

"It would," said the aforementioned urbane gentleman, "but why wouldn't it do just as well to put in the record of Sousa's band, one in which the trombones and drum play so far better, and there would be something doing mighty soon, particularly if you ran it off on them at about 6.30 a. m."

"Good idea," said the lady, "I'll try it to-morrow morning and come back to you know." Up to the present she has not materialized, and only play on the part of her boarders is expected.

The educational value of the talking machine has become one of the principal "talking points" of the intelligent dealer who knows that certain people cannot be approached in the same manner as others. The attempt of the exploiters of these machines is to get the interest of the intelligent classes, such people in fact who could not be interested from the standpoint of a brass band selection or of a popular song, even those, indeed, who are still inclined not to take a Melba or a Caruso record seriously, and, of

course, there are many such. It is stated that one of the large record-making concerns is experimenting on vocal lessons which they believe can be accomplished successfully. Part of the record is given to tone work and following this upon the same record explanation by the teacher is made so that in no way there could be a mistaken idea on the part of the pupil. This is certainly a great scheme and the possibilities are beyond estimate particularly for those who live far from the cities where instruction is available, but it must never be forgotten that it is rife with many dangers, and poor tone production either of the machine or of the teacher would bring sad results. But with the proper care and with correct treatment this would be a gold mine for those interested since it would consist of a course of records and not an individual one, and there is no doubt that it would rival the records of the grand opera singers as to financial results. The name of one of the most prominent vocal teachers in this country is named in connection with the experiment.

Paul H. Cromelin, vice-president of the American Graphophone Co., and one of the most enthusiastic talking machine men in the country, in chatting of the present status of the trade, said to The World: "The improvements, in record making even in the last year, are marked and show a distinct advance in tone quality. The aim of the manufacturer now is to reproduce the fine shadings, expression and exquisite coloring, if you please, for home entertainment, rather than the loud, brilliant effects heretofore aimed to be accomplished. Especially is this true with violin records, difficult of attainment, to be sure, but meeting with success at last, and the results are not only gratifying, but really marvelous considering the natural obstacles to be overcome, not to mention the variety of true record-making talent in this particular branch of musical endeavor."

A well-known soprano, noted for the purity of her voice, was invited to sing for the American Record Co. Anyone who has ever sung down the throat of one of these horns knows that the feeling is rather unanny, to say the least. As encouragement, the gentleman who directed the operation said: "Now, I know that you will be nervous at first, everybody who sings before that horn gets considerably bothered not to say rattled."

"Oh, I guess I can stand it," she said, with a showing of confidence in her powers, "I have just left Wolfsohn, and everything else is mild in comparison."

Everyone who knows anything at all in connection with the trade will be pleased to hear that Thos. A. Edison, the distinguished inventor and scientist, who underwent a delicate operation of the ear, in close proximity to the brain, to improve his hearing, is so far recovered that he is about the laboratory of his vast plant at Orange, N. J., absorbed as ever in his numerous experiments and general work. The "Wizard" was confined to his bed for a month, and the bandages have not been removed yet. It was considered extra hazardous for a man of his age, fifty-seven years, to undergo such an ordeal, but he submitted to the surgeon's knife with philosophical calmness and resignation, confident the much-sought-for relief would follow. Happily his courage has been rewarded and the distinguished patient, it is hoped, has many years of usefulness before him.

Said an admirer of The Talking Machine World the other day: "I believe the paper has a great future, and the developments I see in my mind's eye are tremendous—tremendous in the world. For instance, there are talking machine cranks as well as kodak fiends, and the number is constantly increasing. On their favorite topic the discussion can never be too long or abstruse or technical—they absorb every word, and these people are simply crazy for information of any kind—they cannot get enough. Perhaps The

World is intended for trade consumption only but that makes no difference, the cranks are insatiable. Then next to the regular or entertainment line, you will surely have departments treating of the commercial machine, the language course, and perhaps other subjects pertinent to the business as a whole will receive the treatment which we all know will be given them by the talented gentlemen connected with its conduct and management. You have already the best journal of its kind—head and shoulders above any other—in the world. It is all right and we are all directly interested in its lasting success and the beneficial influence it is bound to wield in trade matters, whether considered from the manufacturing or distributing or selling point.

A new needle of foreign manufacture will shortly be introduced to the American trade by a well-known specialty firm, and its sponsors declare it will "create a sensation." Another announcement is to the effect, "on the quiet" as yet, that a needless disk record is nearly ripe. This will obviously abolish the trade's bete noir, the "scratchophone."

If a vibrating tuning-fork is placed in a flame, the sound is markedly reinforced. Starting with this fact, Rev. T. C. Porter of England, has devised a new form of talking machine, in which a flame takes the place of the horn ordinarily used. The sounds thus reinforced are easily heard throughout a large room. The explanation of the action of the flame is that the sound-waves falling upon it change its combustion from a continuous to an intermittent form, and the burning gas being thus thrown into a series of waves which are more powerful than the original sound-waves, reinforce them and magnify the sound.

J. S. Spitznogle, dealer in talking machines at Morgantown, W. Va., sends us the following suggestion to increase the sale of records: "Have the words of each song printed in small type on a small slip of paper to accompany each record. I have been selling records and machines for the last seven years and speak from experience, when I say the words accompanying each record will sell many that it is impossible to sell to a certain class of buyers without them. They say to me, 'I would buy that record if I could only understand what it says.' I know the records of to-day are much better than what they were

a few years back. But there is a word or two now and then that I cannot tell what they are myself, consequently I fail to sell the record. Then, those songs which contain more words than can be put on a record could thus be given in full. I believe it would increase the sale of sheet music. So I think the publishers of sheet music should co-operate with the makers of records to thus advertise themselves."

R. L. Thoma, former president of the Victor Distributing & Export Co. and latterly of the Universal Talking Machine Mfg. Co., and who subsequently went to South America in the interests of the Victor Talking Machine Co. reached New York on his return last week. He has been away about five months, and his relations with the trade while traveling in the Latin-American countries has been of a combined social and business nature. Nevertheless, he came home with a bunch of fine orders in his inside pocket and in prime physical condition, his health, which had been precarious, fully restored and weighing 180 pounds. Mr. Thoma expects to travel elsewhere for the same company and on a like basis before long.

A change of ownership in one of the leading New York jobbing houses was approaching successful negotiation this week, in which six prominent dealers are figuring, with Guy B. Warner, who owns two stores in Brooklyn, N. Y., as the leading spirit. Under the new management the concern will be removed to a more suitable site further uptown, not far from the Madison Square vicinage, where a wholesale and retail business will be carried on under greatly improved conditions. They will manufacture a record of their own, claimed to equal the famous Victor "red seals," and will exploit the "Plano-phon" as their machine. The move is considered an excellent one in every way, as the swing in the talking machine outlook is closely akin to a "bull" market. The reorganized company will continue the old name, one of the strongest in the trade, and expect to be ready about April 1.

Another announcement of equal moment, though not quite ripe for an official statement, relates to the advent of an entirely new concern, but of foreign origination. Plans to launch the American Distributing Company are now under way, and will be in a position to "talk turkey" and offer their line—famous the world over—in

the late spring. Their location is now being arranged for and the premises put in shape for the transaction of what those directly interested declare, without reservation, will be a business that cannot help but "astonish the natives."

When it comes to sizing up the situation very few are better qualified to speak than C. H. Wilson, manager sales department of the National Phonograph Co., who had this to say to The Talking Machine World recently: "This will be the biggest year in the history of the trade. Business is steady, not spasmodic, and the talking machine has long ceased to be a novelty and is now as staple a line of goods as strictly musical instruments or even more substantial commercial lines. Perhaps our particular trade may deem us a trifle arbitrary at times but we nevertheless take good care of our jobbers and dealers, and this is probably recognized and doubtless appreciated."

**OUR FOREIGN CUSTOMERS.**

Amount and Value of Talking Machines Shipped Abroad From the Port of New York.

(Special to The Talking Machine World.)

Washington, D. C., March 13, 1905.

Manufacturers and dealers in talking machines will doubtless be interested in the figures showing the exports of talking machines for the three weeks just ended from the port of New York.

**FEBRUARY 20.**

Berlin, 50 pkgs., \$2,129; 17 pkgs., \$1,200; Belize, 6 pkgs., \$175; Bombay, 20 pkgs., \$54; 28 pkgs., \$698; Bristol, 13 pkgs., \$417; Brussels, 12 pkgs., \$114; Buenos Ayres, 14 pkgs., \$485; Calcutta, 7 pkgs., \$275; Callao, 2 pkgs., \$275; Demerara, 4 pkgs., \$165; Dublin, 11 pkgs., \$219; Glasgow, 45 pkgs., \$7,046; Hong Kong, 15 pkgs., \$881; Havana, 22 pkgs., \$1,255; Havre, 12 pkgs., \$574; London, 4 pkgs., \$615; 273 pkgs., \$3,806; Liverpool, 75 pkgs., \$484; Manchester, 78 pkgs., \$552; Milan, 15 pkgs., \$220; Shanghai, 22 pkgs., \$2,288; Singapore, 5 pkgs., \$315; St. Johns, 9 pkgs., \$212; St. Petersburg, 16 pkgs., \$1,138; Valparaiso, 4 pkgs., \$100; Vienna, 6 pkgs., \$118; Yokohama, 34 pkgs., \$450.

**FEBRUARY 27.**

Acajutla, 6 pkgs., \$400; Belfast, 5 pkgs., \$232; Berlin, 87 pkgs., \$4,199; Bombay, 76 pkgs., \$1,578; Callao, 4 pkgs., \$259; Genoa, 2 pkgs., \$180; Havana, 15 pkgs., \$446; 4 pkgs., \$254; Havre, 6 pkgs., \$297; Hull, 8 pkgs., \$425; Manila, 21 pkgs., \$1,116; Manchester, 2 pkgs., \$114; Naples, 1 pkg., \$643; Para, 4 pkgs., \$170; Rio de Janeiro, 11 pkgs., \$733; Shanghai, 4 pkgs., \$249; St. Petersburg, 12 pkgs., \$402; Tampico, 3 pkgs., \$114; Trinidad, 5 pkgs., \$140; Vera Cruz, 4 pkgs., \$115; Vienna, 32 pkgs., \$894; Warsaw, 8 pkgs., \$383.

**MARCH 5.**

Berlin, 90 pkgs., \$2,594; Bombay, 51 pkgs., \$890; Bridgetown, 7 pkgs., \$121; Brussels, 12 pkgs., \$97; Buenos Ayres, 6 pkgs., \$648; Demerara, 5 pkgs., \$298; Glasgow, 76 pkgs., \$4,000; Hamburg, 5 pkgs., \$184; Havre, 11 pkgs., \$399; Havana, 18 pkgs., \$923; 13 pkgs., \$520; 4 pkgs., \$101; Liverpool, 11 pkgs., \$119; London, 851 pkgs., \$11,331; 1,331 pkgs., \$11,510; 5 pkgs., \$202; Manila, 9 pkgs., \$426; Maracibo, 3 pkgs., \$144; Melbourne, 80 pkgs., \$2,973; Panama, 3 pkgs., \$290; Para, 8 pkgs., \$316; Peru, 13 pkgs., \$323; Sourabaya, 6 pkgs., \$682; St. Petersburg, 10 pkgs., \$652; Valparaiso, 12 pkgs., \$287; Vera Cruz, 36 pkgs., \$951; Vienna, 8 pkgs., \$436; Yokohama, 53 pkgs., \$2,450.

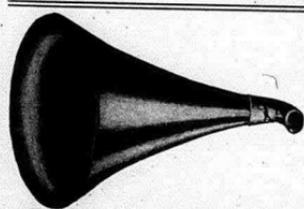
**SITUATION WANTED.**

By a young man as representative manager or assistant manager; is at present employed as book-keeper but desires a change; can come well recommended, bonds, if required; Talking Machine line desired. Address No. 105, Talking Machine World, No. 1 Madison Ave., New York.

**AN INTERESTING PROPOSITION.**

To worthy men of experience in the talking machine business who are now clerks, but would like to become proprietors, we have a most interesting proposition to offer. Address with references, The Ray Co., 648 Fourth Avenue, Louisville, Ky.

**The "VICTOR" Always in the Lead!**



"Cutting off the end of a Mega horn and attaching it to a Victor tapering arm machine, it is claimed the resonance is increased fully 50 per cent. The originator vows it is 'one of the best things ever!'—The Talking Machine World for January.

**FOR THE VICTOR TRUMPET  
A SYNCHRONIZING HORN**

The TRUMPET has a VOICE. The Best Horn for VOCAL RECORDS ever made—PRICE, \$5. CONCERT TRUMPET, \$9. Usual discounts. Descriptive pamphlet on application.

**THE GRAND PRIZE FOR TALKING MACHINES**

at the Louisiana Purchase Exposition, St. Louis, Mo., has been

**Awarded to the Victor Talking Machine Co.**

**THE VICTOR DISTRIBUTING  
AND EXPORT CO.**

77 CHAMBERS STREET,

NEW YORK

## TALKING OF ORGANIZATION

In Pittsburg—Conditions Healthy and the Outlook for the Talking Machine Business Good—Dealers' Views Invited.

(Special to The Talking Machine World.)  
Pittsburg, Pa., March 14, 1905.

The conditions covering the talking machine trade in the Pittsburg district are all favorable to the continuing of the big business which all dealers have been enjoying since the holidays. Those pessimists who feared that the talking machine was more or less of a fad and would die out, have been relegated to the "woods." The consensus of opinion of the dealers in the Pittsburg district—and there are none brighter or more progressive anywhere—is that instead of declining, the trade is as yet in its infancy.

This is eminently as it should be. A man who does not believe in any line of goods which he is handling is sure to be a "dead one" for that particular line. Consequently, a dealer who sees his sales of talking machines increasing from week to week cannot help but become enthused. This accomplished, the rest is easy.

In talking with a number of big dealers in this city a sentiment was discovered in the direction of a dealers' organization of a protective nature. One of them, H. P. Keely, said, speaking of such an organization: "This, it seems to me, is about the greatest need of the trade at this time. Such an organization covering the entire country, if possible, should aim to prevent irresponsible dealers from getting into the business; should get concessions from the manufacturers, and should aim to foster greater intelligence in the display and sale of talking machines generally. It will come, I firmly believe."

Other dealers, interviewed, spoke in much the same vein. All agreed that the columns of The Talking Machine World will be the proper place for discussing the subject at length. Let us hear from cultured Boston, phlegmatic Philadelphia, hustling Chicago and New York.

Manager W. E. Henry, of the Columbia interests, stated that he was very much gratified with the present condition of the trade. "We did

40 per cent. more business in the twenty-four business days in February, than we did in any one previous month excepting December last."

Theo. F. Bentel, of the Edison and Victor companies, said: "Although we have been more or less torn up during February, preparing to remove to our new store, our business has nevertheless shown a very gratifying (and satisfying) increase." Mr. Bentel has recently returned from a trip to the realms of Kaiser Wilhelm, and is brimful of energy for extending the business in his handsome new store.

Manager William Smith, of the talking machine department of the S. Hamilton Co., has introduced many new ideas into his department. His display of disk records is especially unique and attractive. "It pays," he said; "our business was never better."

The Commercial Graphophone is extending its field rapidly. J. W. Bluff, who has charge of this branch of the Columbia Co.'s business in the Pittsburg division, states that his February sales were larger than those of any previous month since the department was organized.

The Theo. Bentel Co. have just taken possession of their new quarters at 63 Liberty street. Their first floor will be 16x30 feet devoted entirely to the retail department, showing everything in talking machines and supplies. More than 20,000 to 30,000 Edison records and between 25,000 and 35,000 Victor records embracing every record up to grand opera are carried. In their wholesale department they will have a space covering about seventy-five thousand square feet. It will be conducted separately from the retail. This gives an excellent idea of the immensity of the business conducted by this institution.

## FAILURE TO APPEAR NULLIFIES PROTEST

(Special to The Talking Machine World.)  
Washington, D. C., March 13, 1905.

Evidently the Board of General Appraisers are not to be trifled with too long, as a case in which the Talking Machine Co., of Chicago, was protestant, was decided against them for dilatory practice. The matter was taken up and

decided February 27, Judge Fischer writing the following opinion:

"The question herein raised has been passed upon adversely to the contention of the importers in several decisions of the board, and the testimony in the present cases leads us to no different conclusion. At the last hearing on the cases thirty days were allowed to complete the testimony, and as the protests are about to be decided in default of this additional testimony, importers' counsel not having since appeared, we append hereto the history of the protests since they were filed, viz.: Docketed for hearing October 29, 1902, and continued at the request of the importers; docketed for hearing at Chicago, November 12, 1903, some testimony taken, and continued at request of importers; called at Chicago, June 13, 1904, set for hearing October 5, 1904; continued on last named date at request of importers; November 15, 1904, again continued at request of importers; December 29, 1904, thirty days allowed to complete testimony in New York. As has been stated, the importers did not appear on the date fixed in accordance with the stipulation mentioned, and there is nothing in the evidence previously offered to warrant any disturbance of the decisions of the collector, which are hereby affirmed, the protests being overruled."

## TALKING MACHINE EXPERT WITNESS.

"Did I ever say all that?" he asked despondently, as she replaced the talking machine on the corner of the mantelpiece.

"You did."

"And you can grind it out of that machine whenever you choose?"

"Certainly."

"And your father is a lawyer?"

"Yes."

"Mabel, when can I place the ring on your finger and call you my wife?"

This last month the Douglas Phonograph Co., New York, placed an order for 3,200 records, reported the largest single sale to date.

# The MIRAPHONE

TWO INSTRUMENTS IN ONE. Combines the

MIRA MUSIC BOX and VICTOR TALKING MACHINE



This is something that should appeal to all dealers in Talking Machines, and opens a new field for them.

WRITE FOR CATALOGUE

JACOT MUSIC BOX CO., 39 Union Square, NEW YORK

The Oldest Music Box House in the United States.

**LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS**

(Special to The Talking Machine World.)

Washington, D. C. March 13, 1905.

PRODUCTION OF QUASI-ORIGINAL SOUND-RECORDS. Frank L. Capps, Bridgeport, Conn., and Victor H. Emerson, Newark, N. J., assignors to American Graphophone Co., a corporation of West Virginia. Patent No. 783,126.

This invention relates to disk sound-records, particularly those of the type wherein the record-groove is of uniform depth and with lateral undulations corresponding to sound-waves, commonly known as "zig-zag" disk sound-records, though it may be applied to other disk records.

The invention consists in procuring from a matrix already obtained from a genuine "original" sound-record "quasi-original," from which



FIG. 1. FIG. 2.

other matrices may be obtained. The ordinary method of producing disk records is as follows: An original sound-record is made in a tablet of wax-like material by the direct action of the recording stylus. This original record is then given a graphite coating to render its surface electroconductive. It is next placed in an electroplating bath and a copper plate is deposited

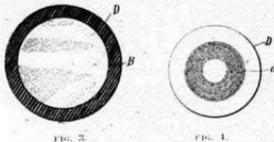


FIG. 3. FIG. 4. FIG. 5.

thereon by electrolysis. This copper plate is then separated from the wax-like original record, when it is found to contain a counterpart or reverse of the original record, having an elevated ridge instead of the depressed groove of the original. Finally, this matrix is employed as a stamp or die to impress the record upon the hard disk.

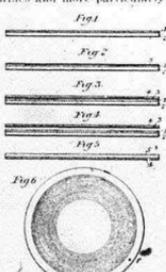
The object of the present invention then is the production of additional matrices by first producing a quasi-original record from a matrix already on hand.

Figure 1 is a plan showing the matrix in a pan into which the molten material is to be poured. Fig. 2 represents in perspective the hardened cake emptied therefrom. Fig. 3 is a bottom view of the cake with its backing removed to expose the back of the matrix, and Fig. 4 shows the wax-like counterpart of the matrix constituting our quasi-original sound-record.

PROCESS OF DUPLICATING MATRICES. George K. Cheney, New York, N. Y. Patent No. 783,176.

This invention relates generally to sound records for talking machines and more particularly to a new and improved process for duplicating the matrices employed in stamping up such records.

Hitherto it has been the practice in recording sound for reproduction to first make a master record in the form of a soft wax tablet and produce a metallic negative therefrom by a process of electrodeposition, the negative being subsequently



lacked and faced to serve as a die or matrix for use in stamping up commercial records, such as may be purchased in the open market. As the sale of these records is continually increasing and as the average life of a matrix is ordinarily limited to the production of a thousand or less clear sharp impressions, it is found necessary in meeting the demand to renew the matrix by providing a second, third, and oftentimes a fourth and fifth duplicate. The duplication of the matrix is attended with more or less difficulty and involves considerable time, labor, and expense, as the soft-wax master deteriorates rapidly and becomes hopelessly worn and unfit for further use after a second or possibly a third electrolysis has been made therefrom. It also requires great care in handling and storage to protect it from mutilation and atmospheric changes.

The life of the master record being thus limited, as above stated, it must sooner or later be reproduced if additional duplicates of the matrix are required, and it therefore becomes necessary to recall vocalists, musicians, or other artists to repeat the song, etc. Ordinarily considerable delay is experienced in securing the attendance of these artists, as they are usually traveling from place to place, and in addition to the expense for such services the second master may lack the spirit, tone quality, and merit of the original to such an extent as to prove wholly unsatisfactory to the buying public.

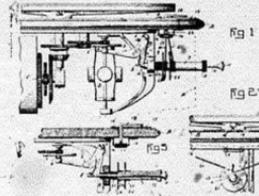
In view of the foregoing the present invention is designed to dispense with further use of the soft wax master after the first electrolyte is made therefrom and to employ such electrolyte or negative in making a positive electrolyte or permanent record, from which any number of negative matrices may be subsequently produced. The advantages of this method will be apparent, as in making a duplicate matrix from an electrolyte, which shall be termed the "positive," the electrolyte is not subjected to appreciable wear, or, in fact, any wear, as it serves merely for use as a form on which metal is deposited electrolytically—that is to say, for the production of negative electrolytes in any desired number, which after being separated from the positive and properly laced and faced, are employed as dies or matrices for stamping up commercial records.

Figure 1 is a sectional view of a matrix or duplicate original record with its backing; Fig. 2, a similar sectional view showing the conductive film or coating applied thereto; Fig. 3 is a similar sectional view to Fig. 2, but showing the electrodeposit thereon; Fig. 4 is a similar sectional view of the same parts as in Fig. 3, but showing the electrolyte or the last deposit separated from the duplicate original or matrix; Fig. 5, a similar sectional view showing the last electrolyte laced in the usual manner; and Fig. 6, a plan view of the duplicate original or matrix, said plan view also serving to indicate the lower surface of the electrolyte taken from the duplicate original or matrix.

SPEED AND TIME REGULATING DEVICE FOR USE UPON SOUND-REPRODUCING MACHINES. Edward B. Finch, Washington, D. C. Patent No. 783,512.

This present invention relates to improvements in speed and time regulating devices for use upon sound-reproducing machines; and the main object of the invention is the provision of a mechanism whereby sounds can be reproduced from a record in the same rate of speed as the same was recorded thereon, this being accomplished by means of a novel mechanism operably connected with the governing mechanism of the sound-reproducing machine.

It has therefore been the object to produce a simple mechanism which is readily controllable from the outside of the machine and which is provided with an indicator for indicating the rate of speed at which the record should be operated, the said time-setting mechanism being operated before the mechanism is set in operation, so that there is none of the disagreeable



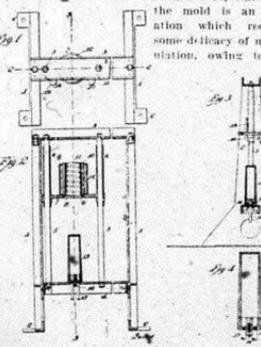
sounds or the guesswork of allowing the record to be revolved or rotated, and as the same is being revolved or rotated adjust the governing mechanism, so as to finally secure the proper rate of speed at which the record should be played. All that is absolutely necessary in connection with the mechanism is that when recording the music should be played in the proper tempo in which it is written, the said tempo being stamped upon the record, so that when placed upon a machine upon which my device is used all that is necessary is to operate the indicator so as to point to the proper figures representing the tempo indicated on the record, thus causing the mechanism of the machine to reproduce the music or sounds in the exact tempo in which it is recorded.

In putting this invention into practice it is found to be readily applicable to any of the machines now in use, but preferably use it in connection with the disk machines, the indicating device in this case slightly projecting through the upper surface of the machine, so as to be observable near the periphery of the disk support and be always in a position to be readily seen and quietly manipulated so as to indicate the time at which the regulating mechanism is set, the said regulating mechanism being directly operably connected with indicating mechanism.

Figure 1 is a side elevation of the operating and governing mechanism and disk sound-producing means with my device in operable connection therewith, the starting and stopping pin being in the position it assumes when the machine is in motion. Fig. 2 is an end view of a portion thereof. Fig. 3 is a longitudinal sectional view taken through the starting and stopping mechanism and my speed regulating mechanism, showing how the indicating mechanism is connected therewith, the starting and stopping pin being in the position it assumes when holding the mechanisms in an immovable position.

MACHINE FOR EXTRACTING DUPLICATE PHOTOGRAPH RECORDS. David A. Dodd, East Orange, N. J., assignor by mesne assignments to New Jersey Patent Co., of West Orange, N. J. Patent No. 783,544.

In the production of duplicate phonograph records from molds by suitable casting or allied processes the removal of a finished duplicate from the mold is an operation which requires some delicacy of manipulation, owing to the



frangible nature of the wax-like material and to the extremely minute character of the record surfaces. It is therefore desirable that after the

duplicate record has contracted sufficiently to clear the mold the separation of the two should be effected so as to not scratch the record in its withdrawal. It is also desirable in this art to effect a relatively rapid but uniform cooling of the duplicate record in order that it may not be warped or cracked.

The present invention presents a machine for extracting duplicate records from molds in a simple and expeditious manner; and the object is to provide a machine for the purpose by which duplicate records may be removed from the molds in which they are produced without scratching or injuring the record surface in any way and by which in addition a relatively rapid but uniform cooling of the record can be effected.

To this end the invention consists, broadly, in providing an artificially cooled mandrel or extractor over which the record, within the mold is introduced, by which it is held, and in combining therewith suitable appliances for effecting a relative longitudinal separation of the record and mold after the record has contracted sufficiently to enable it to be extracted from the mold.

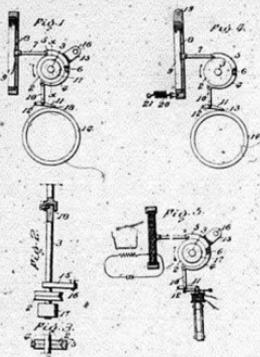
Figure 1 is a plan view of my improved apparatus; Fig. 2, a longitudinal sectional view on the line 2-2 of Fig. 1; Fig. 3, a vertical sectional view on the line 3-3 of Fig. 2; and Fig. 4 a sectional view of the mandrel or extractor on an enlarged scale.

PHONIC APPARATUS OR LOUD SOUNDING TALKING MACHINE. Daniel Higham, Bridgeport, Conn., assignor to Highamophone Co., Jersey City, N. J. Patent No. 782,750; issued, February 28, 1905.

This invention relates to a phonic or talking machine apparatus employing friction means for reproducing sound vibrations with increased energy. In such employment it has been found difficult to construct and adjust the same in such manner as to exert and maintain the desired amount of frictional force. It is the object of the present invention therefore to provide means whereby the friction means will automatically adjust the amount of pressure determining the frictional contact, and thereby maintain the fric-

tional force exerted at a practically uniform amount.

The invention can best be described in con-



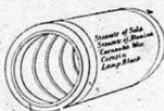
nection with the accompanying drawings, in which Fig. 1 diagrammatically represents the invention as applied to graphophone or talking machine reproducing means. Fig. 2 is a plan view of part of the apparatus shown in Fig. 1. Fig. 3 is a view in cross-section of the friction roller and shoe. Fig. 4 is a diagram illustrating another mode of carrying out the invention, and Fig. 5 represents the invention as applied to telephone reproducing means.

The invention, which is spoken of as a radical departure in talking machine devices, has been acquired by the American Graphophone Co., and has been exhibited in public with gratifying results.

COMPOSITION FOR MAKING DUPLICATE PHONOGRAPH RECORDS. Jonas W. Aylsworth, East Orange, N. J., assignor to New Jersey Patent Co.,

Orange, N. J. No. 782,375; filed, November 3, 1903; issued, February 14, 1905.

The invention relates to a new composition adapted particularly for making duplicate phonograph and cylinder records obtained by any suitable process from a matrix or mold. This composition is of excessively fine texture or grain, having a very smooth and polished surface, so as not to produce extraneous sounds when the reproducer rubs over it; and is very hard when set, so as to reduce wear as much as possible, due to the tracking of the reproducer. This material is therefore capable of shrinking away from the mold when quite hard by a reduction in its temperature, and is free from air and gas bubbles, which if present at the surface would destroy the commercial character of any duplicates containing them. It will shrink uniformly without warping, so as to be capable of effective use with standard talking machines, is not affected by moisture, so as to be preserved in damp climates, and it has a high melting point, so as to not to soften in hot localities. When



hot, it is capable of being cleanly cut in reaming without dragging or chipping, so as to present a smooth, clean surface on the bore of the duplicate. Preferably it should be of a very dark color to permit imperfections to be better observed.

Twenty-four claims have been allowed in this patent, covering the composition, the ingredients and process of manufacture. The invention is under the control of and is employed by the Edison Phonograph Works.

The Griggs Music House, Davenport, Ia., have fitted up a talking machine department.

## Now Ready For Cylinder Machines

# Rapke Sound Distributer

(PATENT APPLIED FOR)

THIS Tone Improving Device, by which the sound is uniformly reflected, evenly distributed and greatly purified, is supplied in two forms. In Model No. 1 the horn is suspended or held in a freely swinging position by means of a clamp attached to the outer edge of the bell. In Model No. 2 the horn is suspended within two circular rings, forming a universal joint, which enables the horn to travel with no perceptible friction. By the use of either of these appliances the horn cannot bend or sway from its vertical position on the machine.

Owing to the large number of orders already on file, I would suggest that dealers place orders with their jobbers at once. All orders from dealers will be invariably referred to the jobber. If your jobber does not handle my specialties, write me direct and same will receive prompt attention.

No progressive dealer can afford to be without Rapke's New Numbers (with or without titles) for Edison's Gold Mounted Records. Ask for **free samples** and try them.

For descriptive circular, prices, etc., address,

# VICTOR H. RAPKE

1661 Second Ave., New York City

Jobber in Edison Phonographs, Records and Talking Machine Specialties of Every Description

Ask for particulars about Rapke's Horn Connection.

## THE BETRAYAL OF CUSSIN' JIM

BY C. MARION MOORE.

By Courtesy of The Red Book Corporation. Copyright, 1904, by The Red Book Corporation.

"There ain't no fool like an old fool," remarked James Campbell, Jr., as he closed the Saunders' family album and returned it to its place under the center table, a feat which he had performed regularly for the last fifty-two consecutive Sunday evenings, "but I s'pose we'll have to let 'em go on."

Pretty Maud Saunders shifted her gaze from the carpet to the oil painting in the corner, then



"SHE WOULDN'T MARRY PA IF SHE KNEW HE SWORE."

let it wander slowly down the wall to the carpet again.

"Yes, I suppose so," she answered.

"It wouldn't hev been so bad if they'd a married when we was all kids," complained Jim, "but since we've all grown up and both places a-ruinin' as smooth as grease, it seems a pity."

"I think Ma has a right to git married if she wants to," responded Maud loyally.

"You're the only one that does," retorted Jim; "but I guess they'll go on in spite of all we kin do."

"I think that's the trouble," replied Maud, wisely; "you're all a-tryin' to do too much. If Nett and Pete would quit hectorin' Ma, and your folks would leave Pa alone, they wouldn't be half so keen to marry."

"But she wouldn't marry Pa if she knew he swore," said Jim, holding on to this comforting hope in much the same manner that the proverbial drowning man is supposed to clutch the straw.

"That's what she said, but when Pete told her, she said she'd have to hear his own voice 'fore she'd believe it."

"And you may make certain and sure that Pa is mighty particular of his language when in gunshot of her," responded Jim as he arose to depart.

"Good-night, Maud."

"Good-night, Jim," she replied as she held the lamp in the open door while Jim untied his horse.

"Shouldn't wonder if it snowed 'fore mornin'. Wind's in the east and awful bitter. Good-night."

"Good-night, Jim."

Standing in the doorway, she listened to the hoof-beats resounding from the frozen ground, until they halted at a farm house a half mile farther down the road, and then she turned and went into the house.

James Campbell, Sr., or "Cussin' Jim," as his friends and neighbors called him, stood at the window and looked out at the fastly falling snow. Although a man far along in the sixties, time had dealt gently with him, the only visible marks of age being a few gray hairs which had invaded his red beard and hair; and he stood as erect as he had in the years of his early manhood, part of which time he had spent as a mul-tier in the service of the Federal army, where he had acquired the vocabulary which had gained him his pseudonym. Passing over to the opposite side of the room, he stood before the little square mirror, ostensibly for the purpose of combing his hair, but in reality he was taking an inventory of those annoying "silver threads among the gold," and considering the advisability of purchasing a hair restorer the next time he was in town.

From the violent way in which the tinware rattled in the pantry, and the occasional tear which fell upon the table as Clarissa, the youngest, arranged the plates, it was evident that all was not well among the feminine portion of the household; and one glance at the sullen, overcast countenances of the boys as they lounged around the room in different positions, showed but a little better condition of affairs among the males.

After "old Jim" had settled the hair restorer question to his own satisfaction, he cast a glance of surprise which quickly changed to one of annoyance as he noted the time.

"What's the matter, Em?" he interrogated sharply. "Hain't the stove in working order this mornin'?"

"All take yer places," replied the recalcitrant Em, who forebore to show her displeasure in words. But the scorched biscuits, brittle bacon and overdone eggs told the story better than any vocal diatribe.

"Gittin' about time to try some of the Widder Saunders' cookin', ain't it, Dog?" inquired Frank as he winked at Jim on the opposite side of the table.

"Humph!" snorted Silas.

The old man glared around the table angrily. "I don't think anybody can say that I hev done anything but right by you children, and I hope I may never see the day I want to do anything but right; but if there is them here that can't put up with the Widder Saunders' cookin' they had better leave."

"I'm sorry, Dad," drawled Silas, Frank and I hev made up our minds to go to Dakoty in the spring. We kind 'o thought the house would be sort 'o crowded."

What would have undoubtedly terminated in a very sombre meal was interrupted by the appearance of Pete Saunders, who set his gun down in one corner, and shook the snow off his back like a big Newfoundland dog.

"Good mornin', Pete," called out his prospective step-father.

"Howdy, Mr. Campbell," replied Pete, as he swept a comprehensive glance around the table. "Bech havin' a Quaker meetin'?"

"You all look kind a solemn like."

"You'd look worse than that if you'd had to eat Em's cookin' this morn-

in," explained Frank as he held one of the scorched biscuits up for inspection. Pete surmised there was another reason, but held his peace.

"Say, Jim, want to go huntin'? The rabbits'll be runnin' thick this mornin'."

Jim, who was only too eager for some excuse to take him away from the house, hastily finished his breakfast, secured his gun and was ready to be off.

"Do you want me to hitch up the gray colts to bring the game home?" the old man called after them with an attempt at familiarity as they crossed the barn lot.

"You'd better hitch up somethin' steady," bantered Pete. "I wouldn't be surprised if we killed more 'than them gray colts could pull."

The two hunters continued on their way in silence through the cornfield; scrutinizing each shock of fodder closely, and were rewarded for their vigilance by securing three rabbits.

"Ever hear a funnygraph?" Pete asked casually as they climbed through the fence into the woods pasture.

"A funnygraph?" queried Jim.

"Yes. A talkin' machine," explained Peter; "ever heard one?"

"I heard 'em lots a' times."

"I thought one the other day," remarked Pete. "What are you a-join' to do with a talkin' machine?" asked Jim, scornfully.

"I'm a-join' to break up this marryin' business," Pete replied, coolly.

Jim laughed uproariously. "I gusses you'll find it'll take a soddier proposition than a cigar-box with a tin horn attached to it to do that, young feller."

"Just you wait. I'm a-join' to take a record of you Pa's swearin' when he gets in one of them tantrums of his'n. And I gusses when Ma hears that, they won't be any weddin'," he chuckled.

"But you can't take no record," replied Jim, incredulously.

"I can't, hey? All you got to do is put on the recorder and let her whizz."

After an argument which lasted during the entire hunt, Jim was at last converted, and he hurried home to inform his brothers and sisters of Pete's scheme.

(To be continued.)

The Lind & Wolf Mfg. Co., of New York, was incorporated with a capital stock of \$25,000 on Tuesday.



"A VOCABULARY WONDERFUL AND TERRIFIC IN ITS PROFANITY."

## THE PARROT AND TALKING MACHINE.

Amusing Case Which Recently Came Up in a Downtown Court Showing How the Parrot Can be Carrupted.

A funny case came up in one of the downtown courts the other day, and it furnished enough amusement for one morning's session. The principals in the performance were a talking machine and a parrot. It was pretty hard to get at what the trouble really was as both seemed to have the better of the argument. These were represented by two irate women and either one could doubtless discount either parrot or talking machine. It seems that Mrs. Mengen had a parrot when first she moved into the neighborhood that was noted for the elegance of its language, to say nothing of its manners, and all went well until Mrs. Frye moved into the flat next door with a few children and a talking machine. The children were all right, oh, yes, indeed. Mrs. Mengen would be the last one to complain over the innocent habits of children (she herself had a parrot, and she remembered the application of people who live in glass houses), but these children ever and anon kept that talking machine going and they kept reeling off what Mrs. Mengen was pleased to call "cheap nigger minstrel jokes and songs" that completely demoralized her parrot who soon began to develop tendencies that way. One bright morning when the windows were opened sounds emanated from Mrs. Mengen's flat that led Mrs. Frye into a state of fine frenzy since she did not reckon on the possibility of the parrot learning everything he heard but took the imitation of her pet talking machine to be "mud slinging from next door." The méléé grew more interesting since every time the talking machine began the parrot started up and the neighbors began heaping imprecations all around accusing Mrs. Mengen of owning a talking machine, while Mrs. Frye was denounced as possessing a parrot. "Would I own such a thing as a parrot!" said Mrs. Frye, with righteous indignation. "Would I turn my home into a cheap nigger minstrel show!" said Mrs. Mengen, "and my bird is perfectly ruined. He used to be a real little gentleman, he used, and now he just squawks all day like that box next door and what I want, please your honor, is damages for corruption of my bird's good tastes." Here Mrs. Frye broke in with her side of the question, saying, "Damages, is it she wants; she ought to pay me for teaching her bird new tricks. He's worth double the money that he was if she wanted to sell him." Here

Mrs. Mengen issued a hysterical shriek, "Sell my parrot, would I sell my parrot? Why not any more than that woman would sell one of her children." This proved too much for his honor, who said, "Now, see here, I'll tell you what we'll do for the present. We'll just throw this case out of court and if ever you bring it back, why you bring your talking machine and you bring your parrot and then we can judge of the merits of the case better," and both women went away vowing vengeance but marveling at the wisdom of the judge.

## DOUGLAS PHONOGRAPH CO.

The Establishment Completely Renovated—  
Handsomely Equipped and Arranged.

When completed the interior of the Douglas Phonograph Co.'s salesroom at 89 Chambers street, New York, will be so completely changed by the improvements now under way as to be scarcely recognizable. The executive offices will remain in the rear as before, but pretty nearly everything else has undergone remodeling. Racks for disk records, displacing entirely the old way of handling and climbing a ladder, are arranged on aisles, and every one is within reach from the floor. Two additional demonstrating booths or parlors of commodious size are also provided further forward, with a fine line of record cabinets displayed in front, at the entrance. An eight-foot gallery for stock is erected along the entire west side of the store. The basement—high, dry and light—is also rearranged, with one of the best systems devised for handling the Edison cylinder records. Each number has its compartment properly numbered, and the boxes are easily accessible. The surplus or extra stock is placed above. Each long aisle is brilliantly illuminated with electric lights. The record cabinets, in all styles and finishes, are also well placed for satisfactory inspection. Besides these material changes, the ideas of Charles V. Henkel, treasurer and manager of the company, special facilities and conveniences will be provided for visiting dealers, so that they can attend to their business with comfort and despatch, and a room has been set apart for the purpose.

The "Perfection" "flower horn" machine, manufactured by the Douglas Phonograph Co. here with illustrated, is offered to meet the demand for a satisfactory horn of this type, which has become so popular. It has numerous advantages, among which may be mentioned: Strong and durable—will stand hard usage; artistic—decor-



ated handsomely—tasteful but not saudy; acoustic qualities—a marked improvement over any metal horn; construction—special fiber material, segments joined by steel bands; impervious to weather or climatic conditions.

## A HANDSOME BULLETIN.

The American Record Co. are just issuing a new supplemental list of their "blue" records, which they call Bulletin No. 2. The cover is handsomely lithographed, decidedly original and one of the most artistic which has appeared in a long time. The body cover is light blue. On the front page is a deer skin spread out surrounded by eagle feathers, spears, arrows, Indian pipe, bull skin shield, and other Indian trappings. In the center of the deer skin sits the "charmed" Indian listening to the talking machine and smoking the pipe of peace, a picture which has become so well known as the trade-mark of the American Record Co.

Owing to poor health, due to overwork, A. R. Peit, head of the Douglas Phonograph Co.'s sales department, is contemplating a trip abroad.

The Victor line has been the latest addition to the complete talking machine stock of Henry Stande, Brooklyn, N. Y.

Beware of  
imitations.

**ALFRED WEISS,**

Get the  
Genuine.

EDISON MILITARY BAND

Coax Me Medley

Originator of

Combination

**8977**

Exact Size of Label.

title and number for both domestic and foreign selections as catalogued by the National Phonograph Co.

**FIRST IN THE FIELD.**

A large stock of records can only remain in perfect numerical order by using my title and combination label in connection with shelf boxes. Sample title and numbers furnished on application. Manufacturers' agent for peg boxes, small sundries, etc. Liberal discounts to large purchasers.

**Alfred Weiss,** 1525 1st Avenue,  
New York.

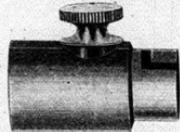
## WILMOT KNOWS!

Wilmot, of Fall River, knows how good my Talking Machine advertising is. Ask him! Then write me!

R. E. GRANDFIELD, Fall River, Mass.

## SOUND MODIFIERS

FOR  
CYLINDER AND  
DISK MACHINES

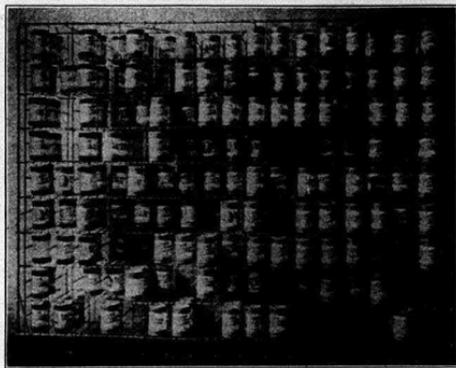


JUST OUT—The new style for Victor and tapering arm machines. Have to be heard to be appreciated. Send for sample. State what kind of machine.

**LIND & WOLF MFG. CO.**  
12 Chambers St., New York

**A SPECIALTY MUCH IN FAVOR.**

The wire record rack, made by the Syracuse Wire Works Co., Syracuse, N. Y., is one of the specialties which has won its way into great favor among enterprising talking machine dealers. This rack, illustrated herewith, is particularly designed for the larger dealer who carries



RECORD RACK MADE BY SYRACUSE WIRE WORKS CO.

a quantity of one number records. It possesses many admirable features. It is light, strong, durable and compact. It will be found to be a most useful adjunct to any dealer's store. It will not collect dust, and there are six openings to a square foot. In the rack illustrated herewith each opening will hold three records. Larger ones hold four and five records. This concern manufactures also racks for disk records. In fact they can supply anything wanted in that line.

**IMPROVED No. 5 HORN CRANE.**

In no trade is a good article more thoroughly appreciated than in the talking machine line. As an evidence of this fact, the Hawthorne & Sibley Mfg. Co., report that since they brought out their improved No. 5 Horn Crane, their business on it has grown by leaps and bounds, and their facilities to manufacture have been taxed to their utmost capacity. Even with a largely increased plant running at its full capacity, and working overtime they are still unable to keep up with current demands, but with an endeavor to always give their trade the most efficient service, they are making a further increase in their plant to turn out this useful and attractive article in larger quantities. This company further report they have applied for letters patent on the crane, and back claims have been allowed.

There seems to be no doubt that Flower Horns have come to stay, and are not a fad. Their attractive appearance and fine acoustic properties will certainly insure their permanency.

The Hawthorne & Sibley Mfg. Co. have placed a most complete line of these horns on the market, and report sales as taxing their resources.

James Conchlin, New York City, has just added a full line of Victor goods to his stock.

**UNIQUE NOVELTY IN RECORDS**

is the "Phono-Record Post Card" Just introduced in This Country by the Import Novelty Co.—Can be Used in All Kinds of Disk Machines.

Opening up an entirely new field as a novelty of unquestionable merit is the "Phono-Record Post Card," an illustration and other particulars appearing elsewhere. The article consists of an ordinary pictorial postal card, to which is affixed a very thin transparent disk. Upon this disk is impressed a perfect musical record with a hole placed through the center, and the same can be placed on any ordinary disk or talking machine, and played in the usual way over 100 times.

The practical application of these disks is unlimited—songs, band and orchestra music (each of which end artistically), are made a special feature, viz.: Photographs of great singers and artists will be accompanied by extracts of their works; pictures of national flags by the anthems of their respective countries; candidates for political honors, instead of sending merely their photographs to constituents, will be able to accompany them with the phonographic records of an election address, and so on in endless variety.

The disks being perfectly transparent, does not in any way interfere with the picture beneath, and the additional cost as compared with the other cards is very slight. Special attention is given to selection of the most popular pieces, and all orders will be delivered in nice assortment, of which a sample dozen will be sent to any dealer on receipt of \$1.50, by the Import Novelty Co., 1255-1269 Broadway, New York. In addition to the post-card, the disk separate can be furnished which can be affixed to any style card or advertisement desired.

Cummings, Shepherd & Co. have become Edison jobbers at Fort Worth, Tex., during February. They carry a fine stock, and already report good business.

DO YOU USE  
**NEEDLES**

SOLD IN  
BULK  
OR  
PACKED

MADE FROM THE BEST  
ENGLISH  
STEEL WIRE

THE NAME SIGNIFIES THE KIND

**OUR THREE STYLES**

**PERFECT**  
The ordinary size but not the ordinary quality. Excelled by none. Just the right taper to insure the best results.

**MEDIUM**  
Reduces scratch one-half, and gives you a pleasant reproduction between the two extremes—soft and loud.

**QUIET**  
A scratchless needle of superior sweetness of tone. Plays six records without changing and without injury to the records.

**FOR USE ON ALL DISC MACHINES**

QUALITY THE BEST

ORDER TODAY

SAMPLES OF ANY STYLE FORWARDED AT 30c. M.

**AMERICAN TALKING MACHINE COMPANY**

Distributors of "Victor Machines—Records—Supplies."

586 FULTON STREET,

(BROOKLYN) N. Y. CITY

RECORD BULLETINS FOR APRIL, 1905.

NEW VICTOR RECORDS.

- Numbers beginning with 4 are in 10-in. size, \$1.00 each; \$1.00 per dozen. Numbers beginning with 31 are in 12-in. size, \$1.50 each; \$15.00 per dozen.
- 31361 *Manuelito Overture*.....Anheer  
Cornet Solo by Herbert B. Clarke accompanied  
by Sousa's Band.
  - M. 4263 *Heads of the Waves*.....Clarke  
Piccolo Solo by Marshall J. Laury accom.  
panied by Sousa's Band.
  - M. 4266 *Klondike*.....Ocea  
Great Republican Band of France.
  - M. 4238 *Tout a l'heure*.....Fahrtbach  
Arthur Pryor's Band.
  - 31363 *My Dream Waltz (Mon Reve)*.....Waldteufel  
Pryor's Band.
  - M. 4270 *What the Pond Lilies Whispered*.....Hette  
Hette
  - M. 4274 *Wilhelmina Waltzes*.....Hette  
M. 4277 *31358 Valse de Stenandano*.....Medley  
31359 *Aida Selection (Diane Act II)*.....Verdi  
31358 *Mishmash Night Dream Overture*.....Mendelssohn  
.....Mendelssohn
  - M. 4269 *A Sa Ma*.....Van Alstyne  
Soprano Solo by Miss Florence Hayward  
with violin obbligato.
  - M. 4251 *Ave Maria*.....Bach-Gounod  
31364 *The Angels Serenade*.....Hraga  
Soprano Solo by Miss Edith Helena with  
orchestra accompaniment.
  - M. 4273 *Coming True*.....Scottish  
31362 *Caro Nome (Heaven Nona) Hippocrite*.....Vardi  
Cornet Tenor Solo by Richard Joad with  
orchestra accompaniment.
  - M. 4261 *She Fought on His Side*.....Hodney  
Tenor Solo by Byron G. Harlan; orch. acc.
  - M. 4254 *When the Harvest Moon is Shining on  
the River*.....Lubin  
4255 *If I Make Me Think of Home Sweet Home*  
Harlin
  - Harlin Solo by W. H. Myers with aitch orch.  
M. 4274 *Wearing of the Green*.....Old Irish Hit  
4275 *Neath the Plane of Vermont*.....Sirovas  
Harlin Solo by Emilio de Gogorza  
with orchestra accompaniment.
  - M. 4257 *The Palmes*.....Franz  
31369 *La Marseillaise (In French)*.....The Irish  
March song by Frank Stanton with orch. acc.
  - M. 4258 *Listen to the Big Brass Band Have Red, Jr.*  
Comie song by Bill Murray with orch. acc.
  - M. 4258 *Emeraldia McAnn*.....Heilmann  
March song by Bill Murray with orch. acc.
  - M. 4253 *Barber Hill*.....Von Trierter  
Cornet Duet by Roberts and Murray; orch. acc.  
M. 4276 *Oh, Oh! Belle*.....Lehman and Harlin  
Comie Duet by Collins and Harlin with  
orchestra accompaniment.
  - M. 4252 *The Bungalow Band*.....Billings  
Choir records by the Trinity Quartet with  
orchestra accompaniment.
  - M. 4271 *Safe in the Arms of Justice*.....W. H. Deane  
31357 *Sing Alleluia First (Opus 65)*.....Dudley Buck  
Comie song by Rob Roberts with orch. acc.
  - M. 4260 *Tennessee*.....Williams and Van Alstyne  
Parody by Frank Wilson.
  - M. 4268 *Teasing*.....German Parody  
Soprano and Tenor Duet by Miss Hayward and  
Mr. Macdonough with orch. accompaniment.
  - M. 4272 *You and I*.....Schindler  
Male quartet by Layton Quartet; orch. acc.
  - M. 4256 *The Holy City*.....Adams  
M. 4262 *Olden Time*.....Adams  
Tenor Solo and Quartet, Harry Macdonough  
and Haydn Quartet; orch. acc.
  - M. 4277 *Where the Southern Bells Grow*.....Morse

- NEW COLUMBIA "XP" CYLINDER RECORDS.**
- 40311 *Waltz of the Swallow (Valse de las  
Golondrinas)*.....Currie's Orchestra
  - 55089 *Medley March*.....Kaeuthner Songs  
(Kaeuthner Liedermarsch) Columbia Orchestra

- 37086 *The Two Little Fishes (Die beiden klein-  
en Finken)*.....Columbia Orchestra
- 32651 *Yankee-Coronet Selections*.....Columbia Orchestra
- 32652 *Scholen Alschern (Scholen) Solo*.....Clayton  
Acc. .... Frank Seiden
- 32653 *When the Bess Are in the Hay*.....Orch.  
Acc. .... Columbia Orchestra
- 32654 *Camp of the Heroes*.....Gaieteuse  
32655 *Krausmeyer and His Dog, Schneider*.....  
32656 *Skyark! Skyark! or the Boy's Message*.....  
Orch. Acc. .... Len Spencer & Alf. Holt  
32657 *From the Fourth*.....Willy J. Henney  
Orch. .... George Alexander
- 32658 *If I Make Me Think of Home Sweet Home*  
Orch. Acc. .... Byron G. Harlan
- 32659 *Oh, Oh! Hard*.....Harlan & Stanley  
Orch. ....
- 32660 *Maryland*.....Harlan & Stanley  
Orch. .... George Alexander
- 32661 *Fennoswe (Goon song)*.....Orch. Acc. .... Bob Roberts  
& G. S. Fata (Italian Solo).....Hiano
- 32662 *Parade Froqueuse*.....Taurino Paris  
Orch. ....
- 32663 *In the Shade of the Old Apple Tree*.....  
Orch. Acc. .... Albert Campbell  
Hambull Sam's Coon Song.....Orch. ....
- 32664 *Expp! (My Cliepatate) Banjo*.....Bob Roberts  
& G. S. Fata  
Hiano Acc. .... Len Spencer & Farmer
- 32667 *The Professor and the Musical Frump*.....  
Orch. Acc. .... Len Spencer & Farmer
- 32668 *Good Bye, Sis*.....Orch. Acc. .... Billy Murray
- 32667 *Tale of the Turtle Hoove (from "Wood  
Fantasy")*.....Orch. Acc. .... Harry Macdonough
- 32669 *Waltz Little (Incanto from the musical  
fantasy "Woodland")*.....Orch. Acc. ....
- 32688 *Just as I Am (Record)*.....Organ Acc. .... Henry Burr
- 32689 *Good Bye, Sis (Solo and Chorus)*.....Orch.  
32693 *Won't You Be My Little Birdie (from the  
musical fantasy "Woodland")*.....Orch. Acc. .... Harry Macdonough

NEW COLUMBIA DISK RECORDS.

- Star (\*) preceding disk number indicates 10-in. only.  
Dagger (†) preceding disk number indicates 7-in. only.
- 44108 *Medley of Viennese Songs (Wiener Lieder  
Potpourri)*.....(Record made in Vienna).
  - 44119 *Grinding, Heurigen Tanz, Instrumental  
Solo, with shouts*.....(Record made in  
Vienna).
  - 550447 *Stephanie Gavotte*.....(Record made in  
Paris).....Orchestra de la Gavotte Belleguine
  - 550496 *La Feligne (Mauzuka)*.....(Records made in  
Paris).....Orchestra de la Gavotte Belleguine
  - 550448 *Lamour tient a peu de chose (Mozza-  
Soprano Solo, Piano Acc.)*.....(Record  
made in Paris).....Mlle. Mary Boyer
  - 550425 *Jeans, Lover of My Soul—Organ Acc.*.....  
Henry Burr
  - 13048 *When the Cross Comes Around (Laugh-  
ing Song)*.....Piano Acc. .... Cal. Stewart
  - 55051 *Winter Song*.....Columbia Quartette
  - 55052 *Skyark! Skyark! or the Boy's Message*.....  
Orch. Acc. .... Willy J. Henney
  - 13074 *Humway March (at Home)*.....Billy Murray
  - 13075 *By the Old Oak Tree*.....Hiano Acc. .... Billy Murray
  - 13076 *Nobody Seems to Love Me Now*.....Orch.  
Acc. .... Len Spencer & Alf. Holt
  - 30776 *She's Just a Little Different From the  
Others*.....Len Spencer & Alf. Holt
  - 30777 *There's a Dark Man Coming with a  
Hundred*.....Orch. Acc. .... Arthur Collins
  - 30778 *Krausmeyer and His Dog Schneider*.....  
Orch. Acc. .... Albert Campbell
  - 30779 *Pugliese Froqueuse (Italian Solo)*.....Hiano  
Acc. .... Taurino Paris
  - 30800 *Ochdi! Mi! Fata (Italian Solo)*.....Hiano  
Acc. .... Taurino Paris

- \*3081 *It Makes Me Think of Home, Sweet Home*  
Orch. Acc. .... Byron G. Harlan
- 30901 *Fun Tring No Hard to Forget You*.....  
Orch. Acc. .... Harlan & Stanley
- 30902 *Maryland*.....Orch. Acc. .... Harlan & Stanley
- \*3093 *Hambull Sam (Coon Song)*.....George Alexander
- 3094 *Tennessee (Goon Song)*.....Orch. Acc. .... Bob Roberts
- 3095 *"Goon Me" Medley*.....Prince's Military Band  
(Introducing "The Tale of the Turtle Hoove,"  
"Back, Back, Back to Baltimore," "Good Bye,  
Sis.")

NEW EDISON GOLD MOULDED RECORDS.

- Records listed below will be ready for shipment as  
soon as they are received, but at what time jobbers  
should expect, if referred prior to March 10th, will be  
stocked.
- 8052 *A Fresco (Intermezzo)*.....Victor Herbert  
Edillon Concert Band
  - 8054 *If Mister Boston Lawton Has His Way*.....Cohan  
Victor Murray
  - A "Fruited Financier" original by the composer of  
"Yankee Doodle Boy".....Orch. accom.
  - 8053 *Jasper, Don't You Hear Me Calling You*.....Franzen  
Collins & Harlan
  - 8054 *A Summer Dream (Fantasy)*.....Brentler & Nesbit  
Hells and chimes duet, accompanied by the Edison  
Military Band.
  - 8057 *He's Me! Pa! (Edwards)*.....Miss Ada Jones
  - 8058 *In the Shade of the Old Apple Tree*.....Van Alstyne  
Iring Gillette, Descriptive song, Orch. accom.
  - 8059 *Dumma Rag*.....Seymour  
Edison Symphony Orchestra. A popular raxtime duet.
  - 8060 *Birds of the Forest*.....Schwartz  
Bob Roberts. Coon song, orch. acc.
  - 8061 *London Town*.....Harlan  
Sentimental song, orch. acc.
  - 8062 *Magnolia*.....Soprano Solo by Harry MacDonough  
8063 *Farwell, Mister Abner Hommingway*.....Schwartz  
Hurry & Roberts. Coon male duet.
  - 8064 *Billy (The Bird)*.....Harry MacDonough  
Serioco-comic song, orch. acc.
  - 8065 *Schuber's Serenade*.....Hans Kronold  
Lello solo, Piano accom.
  - 8066 *Thinker Hill*.....Harlan & Stanley  
Descriptive selection, introducing a realistic Battle  
of the Wilderness.
  - 8067 *Grandfather's Clock (Victor) Edison Male Quartette*  
The old well-known song, with orch. effect.
  - 8068 *How's the Love*.....Samuel Siegel  
Hambull Sam's Coon Song, with duet effect.
  - 8069 *My Little Birdie (Lemoner)*.....Schwartz  
Coon serenade, with Harlan accom. by  
Vess. Oesman.
  - 8070 *When the Swallows Homeword Fly*.....Abt  
MacDonough & Harding
  - 8071 *Yankee Patrol (Mocham)*.....Edillon Concert Band
  - 8072 *Love's Song (Mori)*.....Harry Anthony  
Sentimental song, orch. acc.
  - 8073 *Hambull Sam's Coon Song*.....Arthur Collins  
Coon song, introducing descriptive effect.
  - 8074 *Moonlight (Mayer)*.....Edillon Symphony Orchestra
  - 8075 *Francis Spenser's Discourse on Adam and Eve*.....  
Vess. Oesman
  - 8076 *Where the Southern Snows Grow*.....Morse  
Edillon Male Quartette; orch. acc.
  - 8077 *Comie Song*.....Edillon Military Band  
Introducing "Goon Me," "Won't You Fondle Me,"  
"Who's the Dark Man Coming with a Hundred,"  
"Can't You See My Heart Beats All For You," and  
"Males."

A POPULAR SPECIALTY

Is the Reginalpha, a Talking Machine and Music Box Combined.

What would seem to appeal to every wide-  
awake progressive dealer in talking machine  
goods is the Reginalpha, a music box and talk-  
ing machine combined. This article is one of  
superior worth, as is everything from the Re-  
gina, the manufacturers, Rahway, N. J.,  
whose music boxes have a world-wide celebrity.  
A Reginalpha can be almost instantly changed  
from a sweet-toned music box to a talking ma-  
chine or vice versa, and will play any standard  
disk record.

The greatest amount of fun and amusement  
can be had out of this combination instrument.  
If one wishes music for an evening's entertain-  
ment, it may be had in the Regina, and this mu-  
sic can be easily interspersed with songs,  
speeches, and other things from the talking ma-  
chine.

The chief cost of both instruments is covered  
by one payment. By adding a little more to  
what would pay for either a talking machine or  
a music box, the dealer gets both. Each Reginal-  
pha is equipped with swinging horn and latest  
improved needle holding device, also with the  
famous Regina long running spring motor. It is  
a good thing to handle—sales are quickly made  
and there is a double profit.

As an example of how the Reginalpha is ap-  
preciated, the following from an expert is ample  
testimony: "The music is simply charming. I  
have just purchased a dozen 10-inch records,  
and have tested the Reginalpha with the result  
that it is very satisfactory. In fact, one  
would hardly credit the difference in tone and  
expression of a record heard first in an ordinary  
talking machine and then in the Reginalpha."

Standard Metal Mfg. Co.

WE make a specialty of horns and stands,  
made of sheet metal of various kinds—  
brass—black and gold, crystal and gold,  
aluminum, and new patterns in flower design.  
Will be pleased to hear from you when in the  
market. Our specialty, best goods at lowest  
prices.

Factory, Jefferson and Chestnut Streets, Newark, N. J.  
New York Office, 10 Warren Street.

## PROSPERITY IN CHICAGO.

Advance Over Last Year—Columbia Exhibit at Business System Show—Victor Records—Mr. Babson Goes South—Wurlitzer-Engle.

(Special to The Talking Machine World.)

Chicago, Ill., March 13, 1905.

All of the large talking machine jobbers and dealers are more than pleased with the manner in which business is moving this year. Without exception, they report January and February as showing an increase over the corresponding months of last year.

"Usually sales drop off somewhat during February and the first part of March," remarked Manager A. H. Dorlan, of the Chicago branch of the Columbia Phonograph Co., "but this year they have kept up remarkably, and we have real difficulty in getting goods fast enough, which indicates, of course, that the same conditions exist in other sections as well. So far as I know, the other companies are having the same experience, and it simply reflects the wide and ever-increasing interest in the talking machine proposition by the general public.

"Locally we have had a remarkable experience. We have started three branch stores in Chicago this year: one at 864 Milwaukee avenue in January, and the stores at 260 Blue Island avenue and at 819 W. 63d street," in February, and all of them are already on a paying basis."

"Touching the wholesale trade, Mr. Dorlan said they were well pleased with the recently inaugurated proposition on quantity purchases of records, under which a liberal discount from list is given. This discount is extended only to jobbers who sign a price maintenance agreement on their own behalf, and who also agree to enforce contracts from the dealers to whom they sell.

An exceptionally interesting exhibit will be made by the Columbia people at Chicago's First Annual Office Appliance and Business System Show to be held in the Coliseum, March 15-22. It will be in charge of W. V. Parsons, manager of the commercial department of the Chicago branch. Booth 16 promises to be one the most heard of at the show. Arrangements have been made with the Stromberg-Carlson Telephone Co., who will have a complete system in operation with phones in every booth in the building, by which a complete switchboard will be erected in Columbia's booth, connecting with the company's commercial machines. As soon as a ring comes an attendant by pushing a button will make the connection with the mouth piece of a phonograph and a message exploiting the Columbia commercial machine will be sent over the wire. Cards

at every 'phone will invite visitors to call up Booth 16 and have a talk with the mechanical operator. At the Columbia's exhibit, the booth devoted to the commercial exhibit at the World's Fair has been removed bodily, and at considerable expense, to the Coliseum. A number of young women will, of course, be in attendance to demonstrate the machines wherever requested.

Lyon & Healy gave their second Victor invitation concert on March 2. Readers of the world will remember that the firm started the idea of a monthly concert in February, in order to give Victor machine buyers an opportunity to hear the new records as the supplementary bulletin is issued each month. The attendance at the first concert was so great that hundreds were turned away, even after an "overflow" was provided. As a result Steinway Hall was secured this month, and fully 500 people listened to the new records, and Manager C. E. Goodwin, of the talking machine department, says that the success of the concert has been so great, both in a "social" and trade sense, that they will unquestionably be continued at Steinway Hall, if, indeed, a larger hall does not become necessary.

Lyon & Healy are sending out the new monthly records to dealers on approval for 48 hours, giving the latter an opportunity to have buyers come in and hear them.

F. K. Babson, manager of the Talking Machine Co., Chicago, extensive jobbers of the Victor and Edison machines, has not been well for some time, and is taking a needed rest at his former home, Seward, Neb. He will return in about three weeks. His brother, G. Babson, is looking after things in his absence. The company was last week forced to greatly increase the quarters occupied by them at 105 Madison street, securing additional space on the second floor for their shipping room, and utilizing the space formerly occupied on the third floor for records.

The Chicago house of Rudolf Wurlitzer & Co. has greatly enlarged the talking machine branch of their business the past year. They are doing a larger retail business on the Victor than ever, and have the past year taken up the Edison machines and developed the business wonderfully, both in a wholesale and retail way. John Otto, who has the talking machine department in charge, has the record of putting the first talking machines in a department store in Chicago. When in the musical merchandise department at Siegel Cooper's some years ago, he bought two small machines and a half dozen records; ten days later he bought another machine and six dozen records. When he left them a year ago, to go with Wurlitzer, they had a stock of 8,000 records and 80 machines.

## A "WIRELESS" TALKING MACHINE

Is the Latest Specialty Talked of—P. S. Jones Chats With The World on the Subject—Another Invention for Reproducing Exact Tones of the Voice.

A "wireless" talking machine is now being promoted; rather, is in an experimental stage of development. P. S. Jones, a New York attorney, who is lauding the prospective merits of the new invention, said to The Talking Machine World recently: "This is the next step in the talking machine art, and, in my opinion, will eventually knock them all out. The device has been demonstrated as commercially practicable and will reproduce the sound of the human so as to be recognizable between such widely separated places as New York or San Francisco, or Paris. We commence where Marconi leaves off and every step so far taken is one of vast progress and advancement. Our sending stations, however, will not be equipped with masts or antennas, but properly attended instruments at the terminal answer for the transmission and receiving of messages, vocal or otherwise. The commercial end will be first looked after, with the entertainment possibilities to follow."

Another invention, known as the Poulsen patent, of Danish origin, also relates to the reproduction of the exact tones of the voice. As yet it is reported as being barely beyond the scientific stage, though the apparatus is said to be on exhibition. So far it is not of any particular commercial value, being quite expensive, but while the results are feeble, the sounds are perfect and the device represents a distinct advance in talking machine development that may be momentous some day. Its purpose aims to record and preserve the true voice sounds via the telephone in the absence of the party called. Stilson Hutchings, a well-known journalist, of Washington, D. C. controls the patent, which means if there is a dollar to be made by promoting the invention it will be heard from in no uncertain way. Owing to the issuance of the foreign patents before being covered here, a special act of Congress was required to make the American patent valid.

## THE BOSTON TALKING MACHINE EXCHANGE.

(Special to The Talking Machine World.)

Boston, Mass., March 12, 1905.

One of the latest and most talked-of enterprises here is the Boston Talking Machine Exchange at 95 Summer street. It is under the management of J. H. Ormsby, a recognized talking machine expert, who, for a number of years, was manager of the Boston store of the Columbia Phonograph Co., and who has a host of friends in this section. Mr. Ormsby, in his new store, has an opportunity to put into operation the original idea he has been nursing for some time. Chief among these is the scheme of having a number of small rooms with glass walls. By this means he is enabled to shut out all sounds from the outside and the instruments are heard to greater advantage. Mr. Ormsby has seven of these rooms and they are all in use during the day, for his trade has been enormous and he carries a full line of machines and records by all the leading makers. Over 5,000 square feet of floor space are given to his retail department, and he has ample room in which to expand. In addition to talking machines and pianos he carries a tremendous line of sheet music at cut rates, and this is a great trade bringer.

The American Graphophone Co., of which the Columbia Phonograph Co. is the sole sales agent, has paid its stockholders, in dividends, more than a million of dollars, and its surplus and reserve accounts now exceed one million of dollars of undivided profits.

Mrs. Wisely—John, I was just reading about a man who traded his wife for a talking machine. Now isn't that horrible?

Mr. Wisely—Not at all, Mary; a talking machine will not talk without windin'. He knew his business.

A Very Stylish Line

OF

CYLINDER

AND

DISK

RECORD CABINETS

Write for Booklets and Prices. They will interest you.

THE UDELL WORKS

INDIANAPOLIS INDIANA

## TALKING MACHINES AS ACTORS

Employed at the Imperial Dramatic Theatre—To Produce All Necessary Stage Effects—Doing Away with the "Supps"—Herr Grube's Enthusiasm.

Reference was made in The Talking Machine World for January to the utilization of talking machines by some theatre managers in Germany—notably at the Imperial Theatre, Berlin—to produce all those necessary stage noises and "effects" for which many stage hands are usually employed. We note that Herr Max Grube, chief stage manager, now contributes an interesting article to the German Phonographic Journal, in which he explains the difficulties, concealed from the eyes of the ordinary spectator, which have to be overcome in order to create the desired noises produced behind the scenes, upon which the author bases the effect and stage coloring of his production. And he emphatically affirms that in this respect the talking machine can be made of great help to the stage manager.

It is safe to say that if these difficulties are hard to manage on a stage as well equipped as that of the Imperial Theatre of Berlin, how much greater must they be on smaller stages lacking the necessary space and working staff. Sounds of distant battles, hunts, approaching mobs, or conversations behind the scenes are easier heard than effectively produced. Their difficult production, so necessary to create the desired effect, ought to be undertaken by competent actors, but they are generally managed by chorus people, who are not always competent, or by stage hands, likewise inefficient in producing artistic effects. The natural effect of several voices is sometimes spoiled for want of space, as it may cause certain single voices to be too loud. The talking machine does away with all these difficulties, and the chief stage manager writes enthusiastically as follows:

"I can only bless the hour, and later generations of stage managers will do the same, when my esteemed colleague, Herr Frz. Schonfeld, honored me with his visit and asked me to try a talking machine on which he had recorded different stage noises. These trials were quickly and carefully made and most brilliant results were obtained. I had feared the slight side noises of the machine might be disturbing, but fortunately these were not noticed in any part of the theater outside of the stage, where the voice and action of the actors drowned them entirely. I therefore ventured to use the talking machine at the repeated production of Henry the Fifth and in Goetz. In both dramas the battle noise plays an important part. My experiment met with marvelous success. Nobody could detect that an insensate machine acted the part of living people.

"In rehearsals this new colleague proved a most agreeable companion. Where in former times about thirty people were sandwiched in between the wings, obstructing the passage, there now stood a small table with an apparatus, which could easily be transported. How con-

scientiously such a 'dumb actor' works! It is always reliable, never indisposed or inattentive. What a relief for the chorus, whose hard work in rehearsing can never be appreciated by the general public. What a great convenience for scenes. Small theaters, having no orchestra or funds to pay for one would be enabled through the use of the talking machine to give operas, for the expense of the music forms one of the greatest factors of the theaters. All dealers in talking machines ought to interest the different directors of larger and smaller theaters, and prepare special disks and cylinders to be used behind the scenes."

For the benefit of our readers we will try and illustrate in the following how records giving the muffled sound of larger assemblies are manufactured. In the first place an ordinary record is made. One or two persons talk some suitable words in their proper tone of voice into the receiving horn. This manipulation does not complete the record. The same process is repeated five or six times, always using the same record. The result shows the desired effect—a confused and muffled sound of voices. The first records must be made in a rather loud voice, and the repetitions in a gradually lowering tone.

## TALKING MACHINE ENTERTAINMENT

In Nashville, Tenn., Scores Big Hit—Extended Press Comments.

(Special to The Talking Machine World.)

Nashville, Tenn., March 11, 1905.

Nearly four thousand people were present at the opening of the Davies Piano Co., 236 Fifth avenue, which occurred Monday. The talking machine played an important part in this opening. In a room splendidly fitted up, recitals were given on the talking machine for hours, and Nashville to-day has a greater respect and admiration for this wonderful creation than ever before. One of the papers came out with the headline, "Melba Heard Here. Sang in Nashville, Monday, Delighted Audiences." The Journal said:

"Melba was singing at the opening of the Davies Piano Co. through the Victor talking machine. Melba had at one time a prejudice against all phonographs, talking machines or any other contrivance for the reproduction of music. She was, however, asked to listen to the reproduction of the famous voice of the great Italian tenor, Tamagno. She was charmed and asked how much it would cost to make some records of her own voice privately so that she could send them to her people in Australia that they might hear her sing, even though she were herself half way around the world.

"They were ordered and Melba sang to please her own folks as she had never sung to please any audience, no matter how enthusiastic.

"It is needless to say that these records actually preserve Melba's voice at its most supreme moments. Finally, in deference to the persistent demands that she have her voice recorded, she

decided to permit the Victor Talking Machine Co. to make and sell these records to those who appreciated music. It was agreed that she should receive as a royalty a large percentage of the total selling price of the records."

## TO COUNTERACT BAD INFLUENCE

Of "Mushroom" Dealers, the Retail Talking Machine Dealers' Associations Take Action—Officers Elected—Other Business Transacted.

At the last meeting of the Retail Talking Machine Dealers' Association, held at Maenmerch Hall, room 2, 207 East 56th street, New York City, on Sunday, February 26, the constitution and by-laws were adopted and the following permanent officers elected: President, Adolph Weiss; vice-president, Sig. Waldeck; recording secretary, J. T. Coughlin, Jr.; financial secretary, Sol. Lazarus; treasurer, Alfred Weiss. The principal subject of discussion was concerning ways and means for eliminating from the recognized trade all dealers of a fake character, especially those advertising in the exchange columns of the daily papers.

It was proposed that in order to counteract the malign influence of those so-called "mushroom" dealers the minimum cost of an outfit should be raised from \$120 to \$500, but that this could be arranged only through co-operation with the jobbers, and not with the distributing company. It was finally decided to raise a special fund and appoint a committee to secure evidence against dealers charged with either violating their agreements or practices detrimental to the best interests of the trade, and present the evidence to the National Phonograph Co. for the purpose of having their names stricken from the regular list.

Six new members were admitted at this meeting, making a total of fifteen. Jobbers are barred. The meetings are held on the last Sunday of the month, the next falling on March 26, at 8 p. m. Application blanks for membership can be secured from the secretary, J. T. Coughlin, Jr., 544 Eighth avenue.

## TALKING MACHINE PROSPECTS.

Chances for Trade in Porto Rico—No Reason Why Business Should Not Be Excellent.

(Special to The Talking Machine World.)

San Juan, Porto Rico, March 1, 1905.

The general financial and business conditions of Porto Rico have materially improved during the past twelve months. I find here, as well as in Cuba, a steady advance in every line. There are few concerns on this island which, by the way, has a population of about a million, who have handled talking machines, and in fact, outside of San Juan and Ponce, there are no stores which deal in these instruments.

The Porto Ricans are having more money to spend than ever before, and there is no reason why they should not buy talking machines. I believe that a traveling man could take some good orders here for the instruments of moderate cost; the higher priced ones might sell readily to the planters and men of wealth who have had an exceptionally good season.

There is an excellent native band which plays at regular intervals upon the plaza in this city, and if records were made of some of the popular music of Porto Rico it would materially assist the sales of talking machines on this island. Take the Borinquen March, for instance. It holds a strong place in the affections of Porto Ricans.

## "HANDY PACK" FOR DEALERS.

Dealers are expressing themselves in the most complimentary terms regarding the "handy pack," invented by L. Kaiser, 32 East 14th street. For repair work it cannot be excelled, and it has proven a money maker and time saver for dealers who come across the usual "troubles" in their business. Be sure and write him.

# ALLEN'S PAPER LACQUERED PHONOGRAPH HORN

No Metallic or brassy sound  
No brass to clean

Manufactured in Japan from paper and lacquered to a fine finish  
Red inside, Black outside. Length, 38 inches; Bell, 15 inches

Price, \$10.00

PETER BAGICALUPI, Gen'l Agent, 786-788 Mission St., San Francisco, Cal.

Also PACIFIC COAST JOBBER FOR EDISON PHONOGRAPHS, RECORDS and ACCESSORIES

## TRADE ACTIVE IN THE NORTHWEST.

The Hartman Co., a Newcomer in the Field—Glass Black Increases Its Line—General Report Regarding Business is Satisfactory Notwithstanding An Unusually Dull Spell in Other Lines.

(Special to The Talking Machine World.)

Minneapolis and St. Paul, March 11, 1905. February was an extremely cold month in this "neck of the woods," but it did not affect the talking machine business materially. There may not have been as large a demand for the records, it aside from that "there was something doing" all along the line.

A new competitor enters the local field this week in Minneapolis. This is the Hartman Furniture & Carpet Co., who have taken hold of the Columbia and Talk-o-phone machines.

The Glass Black has also increased its line of Columbia, Victor and the Edison machines by adding the Zon-o-phone. It is understood, also, that they contemplate adding a line of music boxes.

The New England Furniture & Carpet Co. reports an AI trade for February. "The demand for Victrols was fully as good as during the holidays, with the exception of the number of records we sold."

W. J. Dyer & Bro. report an excellent month's business in their talking machine department during February, especially in the wholesale department.

## RATES BY WATER LOWER

On Talking Machines to the Coast, as Well as to the Orient Via San Francisco—Mr. Brown's Good Work.

(Special to The Talking Machine World.)

San Francisco, Cal., March 9, 1905. The shippers of talking machines to the coast will be interested to learn that the American-Hawaiian Steamship Co. have reduced the freight rates by water from \$2 to \$1.50 per one hundred. The freight rates on shipments from eastern points to China via San Francisco has been made the same as freight from the East to San Francisco. This is also a reduction.

This important concession must be attributed to the energetic work of Chas. E. Brown, who represents the Talk-o-Phone Co. in this city. In his efforts he has had the weighty support of President Irish and General Manager Hubbell.

Business with the Talk-o-Phone Co. in this city is excellent and they are receiving a carload of

machines a week. It is not improbable that they will be represented at the Lewis and Clark Exposition in Portland, and Manager Brown is making a trip to that city for the purpose of taking up the matter.

## VISITOR FROM NEW ORLEANS.

Wm. Bailey Speaks Glowingly of Conditions in South—Demand for French Songs—Enlarging Department—Comments for the World.

Among the callers to the sanctum of The Talking Machine World last week was William Bailey, a prominent jobber in Edison goods in New Orleans, La. He spoke enthusiastically about present and prospective conditions in the talking machine field in the Crescent City. Mr. Bailey has been visiting the Edison factory at Orange for the purpose of increasing his repertoire of French songs which are so popular in the South. As the Edison people have recently added many notable French singers to the list of artists singing for them, it is clear that Mr. Bailey's wants will be amply supplied.

Mr. Bailey expressed himself in the most complimentary terms regarding The Talking Machine World, and said: "It has been a God-send to the trade. It has brought the entire industry closer together, and we now have some idea of its importance and dignity. I have been calling on all the notable gentlemen mentioned in your columns during my stay in New York and locality, and have been received everywhere with exceeding kindness. I have as a result gleaned many ideas which will be of tremendous value to me, and all this would be impossible were it not for your paper, which cannot fail to be a great popular success."

"The talking machine business in New Orleans is steadily growing, and I believe that there is a tremendous future for it. Of course we have to cater to certain local tastes in our records, and in this way we specialize. So convinced am I as to the future of the business that I am giving greatly increased space to this department in my establishment for the purpose of carrying the fullest line of Edison machines."

## BOSTON TALKING MACHINE EXCHANGE.

The Boston Talking Machine Exchange of Boston, was incorporated with the Secretary of the State of Maine this week for the purpose of dealing in sound recording instruments. Capital, \$5,000. President, E. B. Poor; treasurer, E. B. Gilchrist; clerk, M. W. Lord, all of Belfast, Me.

## STIMULATES FOREIGN TRADE.

Letter to Mr. Baicalupis Shows How Talking Machines Acquire Foreigners with America's Greatness—Department of Commerce Should Take Note.

San Francisco, Feb. 25, 1905.

The Talking Machine World, 1 Madison Ave., New York City, N. Y.

Gentlemen:—I have just received No. 2 of your valuable publication and I am sure after reading its contents it has come to stay. Talking machine dealers and jobbers certainly need something of the kind for the exchange of ideas. I myself am and have been for many years past a firm believer in the Edison phonograph, and to show you that the phonograph is an assistant to other products of our American industry, I wish to quote you from a letter just received from one of our phonograph customers in Chili, as follows:

"Kindly send me catalogues that treat on the manufacture of soap and candles. I would also like to get books that treat on the manufacture of soap and candles and also soap that is made from salt water. It will make no difference if these books are published in English. You can send them to me with your next shipment of records and phonographs. Kindly obtain for me all the catalogues you can on this subject and lowest export prices on the same."

You may think this is a big jump from talking machines to soap making machines, but it goes to show the probability of the phonograph assisting in the introduction of other machines in the foreign countries. It is up to you now to publish this so that your friends who are in the soap and candle manufacturing business may get the benefit of the missionary work done by the Edison Phonograph in foreign countries.

YOURS TRULY, PETER BICALUPIS.

## "ONE ON ONE SIDE, AND ONE ON THE OTHER."

Mr. C. W. Noyes, western salesman for the American Record Co., is responsible for the following:

An American who was addicted to practical jokes was in London last summer, and one morning he went into a restaurant with his most dignified air, and proceeded to order breakfast. "I want two eggs," he said to the waiter. "I want one fried on one side, and the other fried on the other."

The waiter nodded and withdrew. Pretty soon he came back.

"Big pardon, sir," he said, "but I am afraid I didn't quite catch your order. Would you mind repeating it?"

"Not at all," said the American, solemnly. "I want two eggs, one of them fried on one side and the other on the other."

"Thank you, sir, thank you," said the waiter. "I thought that was what you said, but I wasn't quite sure, sir."

Five minutes later an apologetic waiter returned to the American's elbow.

"Big pardon, sir, but the cook and me 'as 'ad some words. Would you mind having those eggs scrambled, sir?"

Mr. Noyes says this is one of his most effective stories for introducing the American duplex record. "One on one side, and one on the other." It always makes a hit.

## TALKING MACHINE FOR VETERAN'S HOME

Harry H. Blair, one of the public-spirited citizens of Atlanta, Ga., writes to the Journal of that city offering to start a fund with \$250, the object in view being to raise \$50 with which to purchase a talking machine outfit to be presented to the Veterans' Home. He says: "It would be a source of happiness to him to know that the inmates as a whole were treated every evening to a concert such as would be within their reach if they possessed a talking machine and a good supply of records."

## THE SOFERTONE ATTACHMENTS AND NEEDLES

## FOR VICTOR EXHIBITION AND CONCERT, COLUMBIA, AND ZONOPHONE SOUND BOXES.



The SOFERTONE ATTACHMENT is an invention to hold a special needle known as the SOFERTONE. The purpose of this needle is to reduce the over-tone in the reproduction of Records.

SOFERTONE NEEDLES are particularly well adapted for use in homes and small apartments where the full volume of tone is not desirable.

SOFERTONE NEEDLES reduce the volume but bring out every detail and shade of tone in the Record.

## PLAYS SIX RECORDS

SOFERTONE NEEDLES may be played on the same or different Records at least six times without injury to the Record—in fact, a Record will last three times as long when a Sofertone Needle is used.

## IMPORTANT: When ordering mention Name and Style of your Sound Box

The attachment for the Victor Exhibition fits the Columbia and Zonophone Sound Boxes. Price, Sofertone Needles, in packages of 200, 25 cents. Price, Sofertone Attachments, each 25 cents. Dealers' discount same as on machines.

FOR SALE BY

LYON & HEALY CHICAGO



# Do You Handle Edison Phonographs and Edison Gold Moulded Records?

If you are one of the thousands of enterprising firms who sell the Edison line, then you do not need any further argument from us. You know full well how desirable and profitable Edison Phonographs and Edison Gold Moulded Records are, and we need only wish you continued success with them.

If you are a dealer in other talking machines, and do not handle those of Edison manufacture, you are only partially equipped for a successful business. Other makes have their merits, but an up-to-date business cannot be done with them alone. Edison Phonographs and Records not only bear a great name, but they are great in themselves, and you need them.

If you deal in musical instruments and musical merchandise, and have not yet added Edison Phonographs and Records, then you want to give the subject your careful attention. The Phonograph has come to stay. It has made rapid strides in popularity in the past few years, is growing better daily, and under Mr. Edison's personal guidance it will ever continue to improve. Many leading firms successfully sell Phonographs, along with pianos and other musical instruments, and you can do

The following are the Jobbers in Edison goods in the United States and Canada. If you want terms, discounts, conditions, etc., write to the one nearest you. Or write to us. We will supply you with the information, and put you in touch with a Jobber who can give you good service.

**ALABAMA.**  
BIRMINGHAM—Talking Machine Co.  
MOBILE—W. H. Reynolds.  
MONTGOMERY—E. L. Penick.

**CALIFORNIA.**  
SAN FRANCISCO—Peter Daegstrop.

**COLORADO.**  
DENVER—Denver Dry Goods Co.  
**CONNECTICUT.**  
MIDDLETOWN—Franklin & Post Co.  
HARTFORD—Harry Jackson.

**NEW HAVEN**—David Ellenberger Co.

**DISTRICT OF COLUMBIA.**  
WASHINGTON—E. P. Hrop & Sons  
Co.; S. Kann Sons & Co.

**GEORGIA.**  
ATLANTA—Atlanta Phonograph Co.

**ILLINOIS.**  
CHICAGO—James L. Lyons; Siegel  
Cooper Co.; Talking Machine Co.;  
The Vinn Co.; Montgomery Ward  
& Co.; Rudolph Wertheim Co.

**PEORIA**—Peoria Phonograph Co.

**INDIANA.**  
INDIANAPOLIS—Craig Jay Co.; Kipp  
Bro. Co.; A. B. Wahl Co.

**LAFAYETTE**—A. B. Wahl Co.

**IOWA.**  
DES MOINES—Hopkins Bros. Co.; The  
Vinn Co.

**FORT DODGE**—Early Music House.

**KENTUCKY.**  
LOUISVILLE—The Ray Co.

**LOUISIANA.**  
NEW ORLEANS—William Bailey; Na-  
tional Automatic Fire Alarm Co.

**MAINE.**  
BANGOR—S. L. Crosby Co.  
PORTLAND—W. H. Ross & Son.

**MASSACHUSETTS.**  
BOSTON—Boston Cycle & Sundry Co.;  
Eastern Talking Machine Co.; Ives  
Johnson Sporting Goods Co.; C. E.  
Osmond Co.; Reed & Bond.

**PLYMOUTH**—Ives Johnson Sporting  
Goods Co.

**WORCESTER**—Ives Johnson Sporting  
Goods Co.

**MICHIGAN.**  
DETROIT—American Phono. Co.;  
Edmond Bros.

**SAGINAW**—Morley Bros.

**MINNESOTA.**  
MINNEAPOLIS—Thomas & Hough.  
ST. PAUL—W. J. Iyer & Bro.; Thos.  
C. Hough; Minnesota Phonograph Co.

**MISSOURI.**  
KANSAS CITY—J. W. Jenkins' Sons  
Music Co.

**ST. LOUIS**—Conroy Co.; O. K. Honck  
Piano Co.

**NEBRASKA.**  
LINCOLN—H. E. Siles Cycle Co.  
OMAHA—Omaha Bicycle Co.; Nebras-  
ka Cycle Co.

**NEW JERSEY.**  
HOBOKEN—Eclipse Phono. Co.  
NEWARK—A. O. Pett.

**PATERSON**—James K. Otten.

**TRENTON**—Stoll Blank Book and Sta-  
tionery Co.

**NEW YORK.**  
ALBANY—Fisch & Hahn.  
BROOKLYN—Chapman & Co.; A. D.  
Matthews' Sons; Price Phono-  
graph Co.

**BUFFALO**—F. A. Powers.

**ELMHURST**—Fitzma Arms Co.  
**GLOVERSVILLE**—American Phono-  
graph Co.

**KINGSTON**—Foresth & Davis.  
**NEW YORK CITY**—Bertel Phono.  
Co.; Blackman Talking Machine  
Co.; F. Blackman & Son; L.  
Javega, Jr.; S. B. Davaga;

**Douglas Phono. Co.; H. S. Gordon;**  
**Harry Jackson; Jacob Muske Box**  
**Co.; Victor H. Tapke; Siegel-**  
**Cooper Co.; John Wannaker.**

**OSWEGO**—Frank E. Bolway.

**POUGHKEEPSIE**—Price Phonograph  
Co.

**ROCHESTER**—A. J. Henninger; Macke  
Piano, O. & M. Co.; Glen H. Mill-  
er; Talking Machine Co.

**SCHENECTADY**—Fisch & Hahn; Jay  
A. Rickard & Co.

**SYRACUSE**—W. D. Andrews.  
**THRO**—Fisch & Hahn; Troy Auto-  
mobile Co.

**UTICA**—Clark Horrocks Co.; Arthur  
E. Forties; William Harrison;  
Utica Cycle Co.

**OHIO.**  
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