UNMOVED FOR AGES SAT THE SPHINX OF STONE TILL WAKED TO MUSIC BY THE GRAPHOPHONE
“DE-LIGHTED”

That's what they say when they hear the INDIAN RECORD of

“THE INAUGURATION MARCH”

as played by the United States Marine Band last month at Washington, D. C.

We have others just as good a very attractive list of good sellers.

THE INDIAN RECORDS ARE ALL RIGHT.

Don't take our say so. Investigate for yourself. A few samples will convince you and you, too, will be “DE-LIGHTED.”

“A SQUARE DEAL FOR EVERY MAN.”

AMERICAN RECORD COMPANY
HAWTHORNE, SHEBLE AND PRESCOTT
SALES MANAGERS
SPRINGFIELD, - - MASS.
Export Department: 241-243 WEST 23d STREET, NEW YORK, N. Y.
THE TELEGRAPHPHONE — A MARVELOUS APPARATUS.

Records the Human Voice on a Simple Wire or Thin Sheet of Steel Without Indentation, Pin Scratch or Mark, the Only Agency Being Electromagnetism—Fulfills a Hope That Telephone and Talking Machine Will Work Hand in Hand.

The Poulsen "Telegraphone," brief mention of which was made in last month's Talking Machine World, is spoken of by its enthusiastic promoters as an "instrument which supersedes the phonograph." According to an authoritative description of this certainly marvelous apparatus, "by the telegraphone the human voice is recorded and stored on a simple wire, or thin sheet of steel—without wax, without indentation, without a pin-scratch or mark, without the use of any agency other than the invisible influence of electro-magnetism. The sound waves, even to the minutest whisper or respiration, are electrically projected into the molecules of the metal—there to remain and be reproduced until a simple magnet wipes them off—as permanent as the poles and as infallible as the marvelous exactness of electricity can make them. It is the perfect talk-

A Popular Line of

DISK AND CYLINDER

RECORD CABINETS

Write for Booklets and Prices. They will interest you.

THE UDELL WORKS

Indianapolis Indiana

transmitter, produce corresponding sound waves at the other end of the wire, which are most distinctly reproduced by the electromagnet in waves of similar period to those of the original record. Rust has no effect on it. The invisible message is there, and remains there until a heavier magnet is drawn over the surface, when it is wiped off. To reproduce the sound, the same magnet which recorded the sounds on the steel wire or disk runs a second time over the track it first traveled. As it travels over the steel surface, creating the same magnetic vibrations as were created by the sound waves entering the telephone transmitter, the same sounds are reproduced through the telephone receiver and may be heard with the utmost distinctness. With the telegraphone it is easy to erase a record as it is to make it, and it is as easy to make a record as it is to reproduce the sound.

In a telegraphone of the wire-type, illustrated in Fig. 1, the wire runs between two pairs of magnets, placed horizontally on each side of it, at a speed of about 10 feet a second. The driving magnetism remained isolated at the spot where the contact occurred. In other words, very delicate electromagnetism could be localized. This discovery was immediately applied to the reproduction of sound waves—or the recording of sound waves by a magnet on a steel plate.

A very delicate needle magnet, attached at the end of a telephone wire to the diaphragm of a minute telephone receiver, is made to run over the surface of a steel disk or wire. "The sound waves, going into the telephone machine fully revealed which was feebly shadowed when the ingenious brain of Edison discovered the phonograph's power of doing a few of the things on cumbersome wax records that the telegraphone, with the lightning dexterity of dimoremd the Phonogmnit'e Power of doing a few shadowed when the Ingenious brain of Edison rug machine fully remitted which was feebly fore.

Without indentation, pin scratch or mark, the only agency other than the invisible influence of electricity, the telegraphone the human voice is recorded and stored on a simple wire or thin sheet of steel without wax, without indentation, without a pin-scratch or mark, without the use of any agency other than the invisible influence of electro-magnetism. The sound waves, even to the minutest whisper or respiration, are electrically projected into the molecules of the metal—there to remain and be reproduced until a simple magnet wipes them off—as permanent as the poles and as infallible as the marvelous exactness of electricity can make them. It is the perfect talk-

FIG. 1. WIRE TYPE OF TELEGRAPHONE.

FIG. 2. DISK TYPE OF TELEGRAPHONE.

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There is a man in Unity, Mr., who has enjoyed a reckless life with cats as his family. He is getting records of their utterances by means of a talking machine.

He says he has worked out their system, and he goes out nights when his cats are particularly musical, and talks with them, in their own language. We will be interested to learn what they say to him.
NOVELTY IN TALKING DOLLS.

Utilization of Small Disk Machine in Body Will, with Use of Small Disk, Enable a Conversation To Be Carried on.

Novelties for the Christmas holidays are now in course of preparation in the great toy centers of France, Germany and the United States. One of the most striking of these will take the shape of a real talking doll. In the past doll’s vocabulary has been limited to such phrases as “Da-da” or “Ma-ma,” sounds produced by a reed and a pair of bellows. All that is to be changed, and dollly will be able to say quite a number of nice things and carry on little conversations of a hundred words or more, and, if necessary, sing the very latest song.

The idea is of German origin, and is really an adaptation of the principle upon which the talking machine is based. Briefly, it is this: Secreted somewhere in the doll’s interior will be a disk machine, which will carry a record about two inches in diameter. When the doll has been made presentable, and feels equal to taking part in the conversation, the little nurse will simply have to place a disk in a crevice somewhere in dollly’s back, an operation as simple as putting a penny in a slot, and the doll will do the rest. Two dolls, with suitable records, may easily be made to carry on quite intelligible conversations.

DUPLEXPHONE CO. TO ORGANIZE

And Build Plant in Lincoln, Using the Hill Patents.

(Special to The Talking Machine World.)

Lincoln, Neb., April 10, 1905.

The Duplexphone Co., which are expected soon to incorporate, will build a talking machine factory in this city, with a capacity to turn out 150 dolls a day. The capital stock will be $1,000,000, of which Charles E. Hill, of this city, says 60 per cent. is paid. The company will make both cylinder and disk machines, and will be the first factory west of Ohio. The Hill patents will be utilized by this company. They claim them great superiority.

TRADE IN THE TWIN CITIES


(Special to The Talking Machine World.)

St. Paul and Minneapolis, April 12, 1905.

A slight improvement in the trade was reported during the month of March. The demand for talking machines continues steady, however, with increases reported. It is believed this will be even greater from now on.

W. J. Dyer & Bro. report that their talking machine department has been increased to increase its force of floor salesmen to take care of the increased trade, which was such as to practically clean out the stock in several popular records. An entertainment was given in their concert hall last Tuesday evening. The April records were played to an audience that packed the hall.

The New England Furniture & Carpet Co. reported trade for March about the same as during February. There was a slight increase in the call for records, but the demand for machines remained the same. Quite a good call was reported for Caruso, Melba and Nordica records, owing to the grand opera season just closed here. This company jobs and retails the Victor exclusively.

The sale of expensive outfits is the particular feature reported at W. S. Donaldson & Co.’s talking machine department. The manager stated it was quite an ordinary thing to supply outfits running from $100 up to $250. Columbia, Victor, Edison and Zenophone machines are handled here.

The Columbia Phonograph Co. report a good increase over a year ago at the branches in both cities.

T. C. Heugh, jobber and dealer in the Edison, with stores in both cities, also reports a very satisfactory trade, with a big increase over last year.

TALKING MACHINE NOTES FROM ST. LOUIS

(Special to The Talking Machine World.)

St. Louis, Mo., April 11, 1905.

The talking machine business for the past month has been quite satisfactory and shows a steady increase in volume.

The principal note in this line of trade during the past few weeks was the removal of the St. Louis Talking Machine Co. to their handsome new store at 316 Olive street. This company have just closed their fiscal year and report an increase of about 40 per cent. in business over the preceding year.

The Columbia Phonograph Co. will move into their new store at 1115 Olive street some time this week, a description of which will be given later.

The Conroy Piano Co. completed their removal to the new location at the southwest corner of Olive and Eleventh streets. They will use one entire floor for their talking machine interests.

The Val A. Lyons Piano Co. report that they are having a nice trade on the Talkaphone, and they are pushing it vigorously.

RECOGNIZED AS A MUSICAL INDUSTRY.

The phonograph and talking machine industry has now been regarded by the Music Trade Review, of New York City, as of sufficient importance to warrant the publication of a paper entirely devoted to this rapidly growing business. This new publication is called the Talkaphone World. It makes its first appearance in January, and, its third issue was published on March 15. It includes twenty-four large pages, full of interesting trade notes, and its modest subscription price of fifteen cents a year makes it possible for every dealer to become a subscriber. Its publication office is 1 Madison avenue, New York—Edison Phonograph Monthly.

A few words regarding Talking Machine Horns

We believe we can with all modesty judge the merits of Talking Machine horns, as we were first to make Paper Horns. Fiber Horns, Steel Body Horns and Sawn Bell Horns, and first to advocate large Throat Horns and the use of large size horns on Talking Machines.

The result of ten years’ experience in manufacturing and handling horns for Talking Machines leads us to two conclusions. Nothing but steel or brass will give a natural tone. Counter vibration in a horn must be eliminated to get musical results.

Silk Finish Horns are of natural tone because they are made of steel and brass; musical because counter vibration is absorbed. In appearance they are by far the handsomest Talking Machine horns ever produced.

Don’t use Paper or Fiber Horns if you want clear, brilliant reproductions. They all sound woody and diffuse, not natural. Nothing but metal will give a natural tone.

Don’t be confused regarding sound vibration. Horns are made of hard metal material, and cannot vibrate in unison with them, consequently, if they vibrate at all, the vibrations conflict, the result being diffuse.

Patents on Silk Finish Horns have been granted, but before they were allowed the patent examiners made a show by comparison with horns not Silk Finished, that when a horn was Silk Finished the results produced would be louder, clearer and more musical. The tests were made with the examiners’ backs to the instrument, making the hardest possible demonstration.

Trade opinions and recommendations can sometimes be purchased, but the good opinion of the United States Government is not for sale and can only be won by superior merit.

If you are not already handling Silk Finish Horns, now is the time to start. We make them in various sizes as well as all the popular sizes. Our Catalogue Matter, mailed on request, will give you full information regarding all style Talking Machine Supplies.

HAWTHORNE & SHEBLE MFG. CO.

MASCHER AND OXFORD STREETS

PHILADELPHIA
In due time Pete arrived with the phonograph, and the concert commenced. The wonders of the machine were gone over carefully. Selection after selection was played, greatly to the delight of all, but particularly of old Jim. You can hear that feller talkin' jest as plain as if he was in this room. Hold on a minute, Pete, while I go see about them calves." The old gentleman fumbled around for his boots, which had mysteriously disappeared.

"I'll go," announced Frank with suspicious alacrity.

"Well, they ain't no use of me goin', anyhow," said the old man, as he settled back in his chair.

"Give us a good one, Pete, and then you can play it over when Frank comes back."
A REMARKABLE DEVELOPMENT


Boston, Mass., April 9, 1895.

There is no doubt in Boston to-day that such a remarkable development or such a satisfactory prospect for future growth, as that of the talking machines. The last year has seen a great boom here, and the "branching out" of several department stores into the handling of machines. One important aspect of the trade conditions is the demand for a higher grade of instrument than ever before. Customers are no longer satisfied with the quality of music produced by the cheaper machines. They want to get rid of the harsh, rasping, metallic noise and realize that to do so they must spend more money for a better machine and are willing to do it.

Hustle is evident in all of the talking machine stores, but in none is it quite such a factor as in the Boston Talking Machine Exchange on Summer Street, Manager J. H. Ormsby, one of the greatest hustlers in the business. He is a little better than up-to-date—he is ahead of the procession. This is evidenced by the fact that he has just bought 100,000 disk records which he is to put out under the name of "Tito. That be has Just bought 100,000 disk records in the procession.

The new talking machine department at the C. E. Gossco Co. has developed into an excellent business proposition and trade in it is increasing daily.

EMMA EAMES SINGS

For the Victor Co.—Some Superb Records Made of Famous Compositions.

Mme. Emma Eames, the distinguished operatic soprano was a visitor to the laboratory of the Victor Talking Machine Co., in New York, last week, where she sang many famous songs and arias. She consented to sing in order that in the years to come her voice may be heard in all its brilliancy of to-day and that many persons who are now unable to afford opera prices will be able to listen to her. This latter point had much to do with her decision.

In order that the voice reproduction might be perfect it was necessary that she sing the long passages in sustained-legato style; of which she is a mistress, so that the volume of sound should be as even as possible throughout. And not content, as many singers might be, to sing the selections once and "let that do," she sang some of the numbers two and three times.

The result is that all the beauties of her singing have been reproduced, and Mme. Eames has been highly complimented by experts, who say that her voice has afforded the best results in reproduction of any great singer they have heard.

Some of the numbers Mme. Eames sang before the cylinders are an air from "Tosca," Puccini; "Still Wie Die Nacht," by Bohm; "Good-by," by Tosti; the jewel song from "Frau," the visits from "Roman et Juliette;" Gounod's Ave Maria; "Who Is Sylvia?" by Schubert; "The Star Spangled Banner," and "Dixie."

INDIA A GREAT MARKET

For Talking Machines and Records—A Chat with Mr. Porter.

Strange as it may sound to American ears, it is said India is the best talking machine country in the world. At least, this is the information vouchsafed by S. Porter, who is known everywhere almost as a maker of master records, his experience running back to the days when the moulded process was unknown. He has been abroad for a long time, staying in England for quite a while, but also visiting all the continental countries, and getting into India, of which he says:

"It may appear queer, but India is the best place on earth for talking machines. The masters must be made on the spot, and be native music, as there is very little call for talking records. To be sure, the selections are weird, if not altogether grand, gory and peculiar, but they sell like hot cakes. American records are absolutely unknown, the entire business is vast, being in the hands of British manufacturers. Orchestral records are also little in demand. I have made records in Russia, Sweden, Norway, in fact, all the principal countries of Europe, but India tops them all, and appears to me a great field for American enterprise in this line."

NEEDLES "VICTOR" GOODS FOR SATISFACTION

The Name Signifies the Kind

Our Three Styles

Perfect

MEDIUM

Quiet

For Use on All Disc Machines

No Needles

Our needles are made from the best English steel. A sample 1000 furnished for 30 cents sold in bulk or packed.

American Talking Machine Company

Wholesale Distributors of "Victor Machines—Records—Supplies."

586 Fulton Street, (Brooklyn) N. Y. City

You can "See the Point" by Ordering Samples

A Sample 1000 Furnished for 30 Cents

Sold in Bulk or Packed

Quantity Lots Furnished with Your Imprint

You Can "See the Point" by Ordering Samples

VICTOR TALKING MACHINES AND RECORDS ARE THE BEST

Send Us That Record Order

Give Us a Chance to Prove Our Statements

We occupy an entire building in the heart of the city. Our time is devoted exclusively to the sale of Victor Talking Machines, Records, and their accessories. Our stock is large and most complete, and our facilities for handling out-of-town business are unsurpassed. We want you to know that we shall delight in seeing your order and delivering the goods.

Send us your name, so that we can keep you up-to-date in the Victor Line. Send us your orders as well.
HERE'S A WONDERFUL DEVICE.
An Automatic Salesman Who Will Do Everything But Run Up Hotel Bills—Where the Talking Machine Comes In.

A story too good to keep was sprung on The Talking Machine World the other day, by one of the many bright men who go to make up this great progressive industry of ours. It is about an automatic salesman, who is destined to be a great factor as soon as the trusts become so powerful as to make brains absolutely useless in the traveling business, and when a merchant has to buy at one place or go without any goods.

"Thus, you see," said the speaker, "an idiot can sell goods and take an order just as well as a man of superior intelligence, so cut down expenses, this genius has devised this phonogram.

As mode of paper-mache, and represents a traveling salesman sitting on a sample trunk. The whole thing is about eight inches high, and is boxed up and sent to the retail merchants by express. When it arrives the business man sets it on his desk, touches a spring, which releases a phonographic cylinder inside the trunk, and the salesman begins to talk. "Good day, sir," says he. It is the famous method of selling—sell with the goods, and with that the machine reels off the latest quotations of whatever it happens to represent.

"At the other end of the trunk is a hole connecting with a receiving cylinder, and the merchant speaks his order into it. "Thank you," says the manikin, when he gets through. "I am now to tell you two comical stories and sing you a selection from the latest operas." If the merchant doesn't care for that part of it, all he has to do is to turn a switch. Then he returns the automation to its box and expresses it back to the house, C. O. D. There the order record is taken out, the fresh one put in and the machine sent to another place, and the process repeated over and over.

"It's a wonderful device, and its advantages over a live salesman are too numerous to mention. It doesn't eat anything, it has no hotel bills, it runs up no expenses, and never draws on the house. Then again, think of the enormous saving in railroad fares! I look to see the day when the patent attorney is the salesman begins to talk. The whole thing is about eight inches high, and the traveling salesman sitting on a trunk. The trunk is capable of holding a great many of these phony salesmen."

"THE TALK-O-PHONE CO.

Some Changes in Office and Outside Staff—Business Reported as Unusually Satisfactory.

A few changes have been made in the selling staff of the Record Cabinets Co., New York, namely, S. H. Stearns has retired and been succeeded by B. P. Pingel, for several years with Hawthorne & Shehle Mfg. Co., of Philadelphia. L. H. Banker now looks after a portion of the city trade, in place of Paul Hayes.

The company is reported as doing a thriving business, and a new plant for the manufacture of cylinders is to be erected at Toledo, O., now being run double shift. A three-car order from San Francisco recently rushed the New York end of its banner record business; the general manager, who came East on special business recently, closed a deal of magnitude in Boston recently, returning to New York afterwards, where he will remain probably a fortnight, making side trips to Philadelphia, Baltimore and Washington, D. C., meanwhile.

TALKING MACHINE MEN WHO WIN
Are Those Who Are Broadening Out Their Business, Adding the Latest Novelties in All Lines—The Supply End Most Profitable and Worthy Due Consideration.

Talking machine dealers can be placed in two distinct classes. In one class the dealer confines his attention to selling just the machines and records, while the other class embodies the dealer who keeps his eyes open for novelties, carries a full line of supplies, always has something new in store for his customers, and he sells a machine keeps everlastingly at the new customer, bringing new ideas constantly to his attention.

In the former class dealer who first feels business depression, and begins to fear that the talking machine business is a fad. Such a dealer confines his attention strictly to drumming up new trade without properly working the trade which is already in his hands. He figures on the occasional large sale, and lets the ever-present small one go to his more progressive neighbors. Just stop a moment and figure out to which class you belong. It will pay to settle this point definitely in your own mind.

The supply end of the talking business is one to be most careful things to command, a progressive dealer's constant attention. In a recent interview with Mr. Shehle of the Hawthorne & Shehle Mfg. Co., Philadelphia, Pa., whose business is devoted to manufacturing talking machine supplies, Mr. Shehle states that dealers generally are beginning to see the value of pushing the supply end of the business, and are now ordering all kinds of talking machine supplies in much larger quantities than was formerly the case, showing thereby that progressive dealers are waking up to the big possibilities in the supply line. Mr. Shehle further states that in order to meet the demand for all kinds of talking machine supplies, they have been obliged to largely increase their facilities, and still find it difficult to ship as promptly as they desire. A further increase they are now making, will enable them to ship all orders promptly.

NEW OFFICERS Elected.
At a Meeting of the Victor Distributing & Export Co.—Business To Be Greatly Developed.

On the 1st Henry B. Batson was elected president of the Victor Distributing & Export Co., New York, and Daniel Mitchell, recently head of the Universal Talking Machine Mfg. Co.'s sales department, became general manager, vice C. B. Scudder, resigned. W. H. Howe, former president of V. D. & E. Co., is also a member, with Miss L. S. Lenox, his secretary. Fred C. McLeod, the dean of the company's traveling force, will remain in his old position. No further changes in the office staff were made. A new trunk has been announced, but under Mr. Mitchell's energetic management the business will be systematized on up-to-date lines and greatly strengthened.

L. F. DOUGLAS GOES WEST.

Monday L. F. Douglas, vice-president and manager of the Victor Talking Machine Co., Cleveland, Ohio, who recently returned from Florida, left for California on an indefinite vacation, to recoup his shattered health.

NEW CONCERN INCORPORATED.

Among the incorporations filed with the secretary of the State of New Jersey on Tuesday last was that of the Electric Novelty and Talking Machine Co., Jersey City, capital, $200,000. Incorporators—Walter P. Phillips, Thaddeus R. McCarrie, and George R. Beach. This concern is going to figure prominently in the trade. The formal organization will occur to day.

FREE Language Lessons

To the Edison Trade

Mr. Edison Dealer—Suppose a customer should inquire: "Is it practicable to learn a language on the Edison Phonograph?" There are no talking records on the market like the I. C. S. Language Records, so your customer would not appreciate a substitute or a mere description. The best way to answer is to let an I. C. S. Record talk—then the salesman can step aside for the professor himself. The talking and so successfully that anyone really interested in learning a foreign tongue will buy on hearing one lesson by this famous method—the I. C. S. LANGUAGE SYSTEM.

Will you try to sell a Language Outfit if we provide the materials FREE OF CHARGE? Think of some one who would like to learn FRENCH, GERMAN or SPANISH, then use the coupon below to write down their name and address and mail it to us at once. Upon receipt, we will send you a (1) Edison Gold Mould Language Record with I. C. S. textbook, fine literature, particulars regarding discounts and our best information how to sell the goods. All of this will not cost you a cent, and you will be started as "Double Service" agent.

CUT OUT MAIL TO-DAY. (Not Good After May 30, 1905.)

I. C. S. LANGUAGE DEPT.
Sewickley, Pa.

Please send me free of any expense one complete language lesson as advertised, which I will use in trying to sell the following person.

Name
Address

Interested in the ______________ language. I am an Edison dealer in good standing.

Name
Address

FEIGE DECK CO.

2083 Genesee Ave., Saginaw, Mich., U. S. A.
PRACCTICAL SUGGESTIONS AND COMMENTS.

It will be the attempt of the editor of this department to answer various questions in reference to rough troubles as come up to bother the dealer and user of talking machines. We do not mean merely the more complicated repairs, but also those that are really too trivial to take to the expert. Before starting to make any explanations, we would like to say that comparatively few of the dealers know the names of the parts of the various machines, and do not seem to make any effort to learn them, although the various companies furnish lists of parts. The frequency of the request for some "little thing that goes under the top", or "the little wheel that goes into the next to the last wheel", causes jobbers at times to throw up their hands in utter despair. The only resource is to get the machine in question and have the part pointed out, and many times this is for a single screw that is a probable gross profit of one-quarter of a cent.

The Spring and Its Care.

A subscriber asks: "Why is my machine (Edison) after running about two months not good at all, and gives so many troubles?"

The trouble is due to the fact that when the spring is tightly wound all its coils touch each other, and when the belt has been run for some time so that it has been a little elongated, the tension becomes great enough to pull them apart; then they separate very suddenly, causing the "explosion" mentioned above. The best method to remedy this is to take the machine out of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squirt benzine in the spring barrel 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side of the cabinet, stand it on one end and squirt benzine in the spring barrel through the opening in the side of the cabinet, stand it on one end and squat...
to the air, setting up sound waves, and these striking the ear cause the sensation we call sound. A vibrating rod will sound, although it is thick and solid, and a tightly stretched membrane also will make sounds when it is struck and so made to vibrate. But the membrane, from its form and proportions is capable of creating a greater force and amplitude than a solid bar or rod of equal mass. Hence it is that we employ diaphragms in telephones and musical machines, and that the human ear drum is in the same form.

"Now when we place a record on a talking machine and play it over, the diaphragm is made to vibrate in a certain manner, and these vibrations being amplified and reinforced by the horn, we hear the sounds in great volume. Now take off the horn and play over the record. There will be heard the same sounds but in greatly diminished volume. Now take the same record and put it on a duplicating machine. Here there is no diaphragm whatever, yet the same sounds and their sonic effects are produced.

If the duplicating machine were operated at the same speed as the ordinary reproducing instrument, it should be possible to follow these sounds and so reproduce them by any mechanical means. But the usual practice is to run duplicating machines at a very low speed. Consequently the record may give out, which will very properly be done by the record itself, and perfectly audible, are usually unintelligible."

This description of the process has been introduced to add the dealers to overcome technical difficulties of all kinds, and to adjust his machine so as to give his customers the best possible results. The writer hopes that the dealers will give the advantage of this opinion of sending in whatever questions he may care to have answered. Be sure to have all inquiries so written as to be perfectly comprehended. If your trouble may be, we will do everything in our power to "put you wise."

A. E. THOMAS' INVENTION

For Controlling the Volume of Sound in Talking Machines—Innovates Conservatory Class to Hear Celebrated Artists

(Special to the Talking Machine World.)

Milwaukee, Wis., April 4, 1905.

A very important contrivance has been invented and patented by A. E. Thomas, the enterprising manager of the Columbia Phonograph Co.'s establishment in this city, which may be applied to a disk machine for the purpose of softening, or making a disk of a more quiet tone of the sound to be reproduced. He has named this attachment the "Dolcer." A demonstration of its possibilities was made last week, and it proved to be a most promising success. It was also shown that the record on the disk was greatly lessened by its use.

Mr. Thomas is doing quite some work in bringing the talking machine to the attention of our leading people. Last week he invited the vocal class of the Wisconsin Conservatory of Music to the display rooms of the Columbia Phonograph Co., where records by Madame Hettich and other titled artists were reproduced on the disk graphophone. The possibilities in the way of aiding to popularize—especially in demonstrating the correct method of breathing—were dilated on most interestingly by Miss Owens, the instructor. The entire affair was a most delightful one, and future dates will be given if they are needed, of the way in which dealers can bring the talking machines before people.

MACNABB WILL BE GENERAL MANAGER

Hereafter J. A. MacNabb, vice-president and manager, will be the general manager of the Universal Talking Machine Mfg. Co., New York. Mr. Babson will make his headquarters in Camden, N. J., at the factory of the Victor Talking Machine Co.

THE FRENCH COPYRIGHT SITUATION.

Exhaustive Review of the Present Status of Affairs in France as Well as of the Laws Which Lead up to the Recent Litigation—Why Makers of Records Were Forced to Settle With Publishers—The Position of Mr. Clark Defined by a Prominent Member of the Trade.

In 1895 the French Government passed a law making it illegal for anyone to reproduce copyrighted music or matter other than the right to control the publication of such works in any form whatever. This law remained in effect until 1896, when France, wishing to make a commercial treaty with the Swiss Republic, one of the chief experts of which latter country being musical boxes, amended the ancient law of 1795 to release all mechanically-produced musical airs from copyright restriction. This included the music box, the hand-organ, etc., but, unfortunately for that generation, the talking machine was not then even thought of, and still more unfortunately for this generation (of talking machine men) it was not included in that category.

Three years ago, when talking machines were rapidly coming into prominence in the music world of France, a Frenchman, named Vives, conceived the idea that while mechanical reproductions of musical airs did not come under copyright, such reproductions, when in the form of records or monologues, did. He thereupon formed an alliance with many of the most prominent publishers of copyrighted works in France, under which arrangement and no doubt for certain valuable compensations, he in the event of success in his contention, he agreed to furnish the necessary funds to bring suit against the makers and dealers in talking machine records and to carry the fight to a finish. His object was not only to compel makers of records to pay royalty to the owners of the copyright on all records of or containing songs or monologues, but to collect a very large amount of back damages from the time the talking machine record was first marketed in France.

Vives' suit in the lower court was decided against him and in favor of the record makers. This was about two years ago, but unadvised by that set-back, and bent on carrying the fight to its finish or his, he took the case up to the Court of Appeals. There, after two years of conflict, and on Feb. 1, 1905, the decision of the lower court was reversed, and it was declared that the law of 1866 could be literally interpreted. This decision caused the record makers to immediately forthwith the copies of any such records placed on sale and forbade the making of them without copyright under penalty of $20 fine for each record so made or sold. With this decision in their favor the publishers (an association) decided among themselves that they had sustained damages in the past amounting to millions of francs, and practically refused to license any record makers until these extravagant back royalty claims had been settled in full.

There is another court where the Court of Appeals called the Cour de Cassation (of Dreyfus fame), but as this tribunal could not possibly review the decision for several years, with the Court of Appeal's decree operative meanwhile, the record makers were confronted with a serious problem, for without the reproductions of songs their business in France was practically paralyzed. They were literally forced to settle in peace or compromise with the publishers before being able to continue on a profitable basis.

A prominent member of the trade who has just returned from Europe, said to The Talking Machine World, in discussing this decision: "Most fortunately for the Cie Francaise du Gramophone, they possessed in their managing director, Alfred Clark (an American and well known throughout the talking machine world on both sides of the Atlantic) an able and far-sighted manager of affairs. When the struggle first began, and even before decision was rendered by the lower court in 1903, he foresaw the immense possibilities of the machine, and in spite of protests from his own board of directors and the entire lack of their support, at a time when everything seemed to be coming against him, he practically joined forces with Vives, and even furnished a portion of the funds necessary to carry on the fight.

Mr. Clark took the broad-minded view that the author or owner of a copyright was entitled to receive at least a part of the profits derived from the publication of his works in any form, that there was but right, and that to let the case drag on had ultimately conquered. Furthermore, he forewara
that even the borders of a royalty was but a blessing in disguise to all talking machine record makers who were in the field to stay, to keep it on a high plane, and to do business along clean-cut and white lines; and that a royalty would act as a curb and a deterrent only to unscrupulous tifiers and so-called "dubbers" who were seriously handicapped by the decision of February 1, 1905, and whose only delay was caused by the arrangement of the necessary details incident to the operation of a royalty plan.

Such is the situation in Pennsylvania, and judging from the agitation in other countries of Continental Europe, it is thought that many of these countries will make similar laws.

The highest authorities on copyrights in this country do not seem of the opinion that anything in our existing laws can be construed to bring talking machine records under copyright, but there are today more than one or two in the business who would welcome such a condition, and perhaps go even further and help bring it about, in the interest of equitable and just business principles alone, if for no other reason.

A REMARKABLE GRAPHOPHONE

Is the New Loud-Sounding Type BC, Made by the Columbia Phonograph Co., Which Marks a Marvelous Advance in Talking Machines.

Since coming to the New York office, more than six months ago, Manager W. L. Eckhardt has made many radical changes in extending the talking machine business at 353 Broadway—the well-known headquarters of the Columbia Phonograph Co.

Responding to his personal invitation, about one hundred of the principal talking machine dealers in Greater New York gathered at the Columbia Co. store on Monday evening of last week to witness a demonstration on the new loud-speaking type BC graphophone which is the latest and most perfect of the Columbia Co.'s product.

When the company had assembled Manager Eckhardt lined them up in easy chairs along the center line of the store, which is about 200 feet in depth, and placed the machines in the extreme rear. Side by side with it were set up the most perfect disc machine made by the Columbia Co., as well as the best machines of other makers.

On these machines records of the same nature were played simultaneously in order to test their relative deficiencies. It is gratifying to Mr. Eckhardt and to the publishers, too, rather than general that while the new loud-speaking graphophone was being played none of the other machines could be heard. This fact was commented upon very favorably by those who were assembled and who had brought records of their own for test purposes.

After the test had proceeded for about an hour, Manager Eckhardt made an address on which he thanked the dealers for assembling and promised that their orders for the new machine should receive his personal attention and be filled just as soon as the factory could begin to build enough machines to supply the demand. The unanimous verdict of the assembled was that the new type BC graphophone was the wonder of the talking machine business, and the opinion was expressed that the culmination of perfection in the talking machine trade had been attained April 1.

MEMORIES OF PAST GLORIES

Revived in Old German Colony by Playing on a Talking Machine of a Military March.

A. E. War, general manager of Joseph W. Stern & Co., made rather an interesting story in connection with one of their publications, the "Kaiser Friederich March." He was calling recently in the home of a lady who owns a talking machine, and who, during the evening, was playing some of the blue records of the American Record Co. Her father, an old gentleman over eighty years of age, was present. He was rather an indifferent listener, however, as he does not speak a word of English; German being his native tongue. During the recital his daughter put on a record called the "Kaiser Friederich March, played by the Reginald Band of the Republic." The effect on the old gentleman was dramatic.

As his ear caught the opening bars he started, straightened up, and listened intensely throughout the reproduction. When it was finished he asked eagerly to have it repeated. He leaned forward, all attention, anxious not to miss a tone. His daughter asked why that particular selection so pleased him, and he told her in German that it was an old regimental march he had known in his fatherland, and that the record was so perfect that he strains had carried him back to the days when he was a colonel in one of the most prominent German regiments, which was the personal bodyguard of the present Kaiser William's father; and that as he heard the clear tones from the instrument he could see himself once again on horseback proudly riding at the head of his regiment.

The lady was obliged to play the march for him a number of times that evening, and since then he calls for it frequently. Every time he hears it he seems to grow young again and be carried back to what he declares were the happiest years of his life.

AT LEWIS & CLARK EXPOSITION.

The National Phonograph Co. will have an exhibit for advertising purposes only at the Lewis & Clark Exposition to be held at Portland, Ore., June to November. It will be in charge of Peter Stoclaup, our San Francisco jobber.—Edison Phonograph Monthly.
JUST A MOMENT!

Do You Believe in Getting Big Value for Your Money?—Are You Willing to List Your Friends "In"—Why Not?

Hundreds of letters from delighted subscribers to The Talking Machine World prove conclusively that this journal is appreciated on account of the valuable services which it renders to every department of the industry. It is a benefit to manufacturers, dealers, importers and users of talking machines, and even the veriest amateur must be impressed with the fact that we are presenting a wonderful place for the subscription price asked. Fifty cents a year is, indeed, a trifle to ask for a journal which contains so many special features of interest. The practical pointers and suggestions, the patent department, the list of all records published, stories and scores of other special features go to make up a valuable medium, and every one who receives a copy of this issue who is not a subscriber must reco1ect that the only way that a second copy can be received will be by sending in a subscription. No orders are taken for less than a whole year, and no one who has received one copy can get the second one without paying for it.

We have started out on this enterprise to win, and we expect to accomplish it through the aid of an army of subscribers, whose support is necessary for the success of The World. If you are not already on the subscription list, see that your fifty cents is immediately forwarded, and every one who receives a copy can get the second one without paying for it.

A RACK THAT ENABLES YOU TO FIND ANY RECORD INSTANTANEOUSLY

SYRACUSE WIRE RECORD RACKS

Will save their cost many times over by saving your time and the time of your clerks: by keeping records free from dust and dirt; by protecting records from injury.

SYRACUSE WIRE WORKS

SYRACUSE, N. Y.
THOS. A. EDISON GUEST OF HONOR.

At a Dinner Given by the Magnetic Club—
Some Novel Features.

The Hotel Astor, Thursday evening, the
Magnetic Club gave a dinner in honor of Thomas A. Edison, whose connection with the organization and development of the talking machine is so familiar to readers of The Talking Machine World. In connection with the Edison Phonograph Works and the National Phonograph Co., as to need no special mention. Suffice it the distinguished guest of the club was showered with fresh proofs of his preeminence in the fields of original research and invention with which his name is indissolubly connected. The dinner, in fact, was one continued tribute to the "Wizard," whose achievements were instanced, although not catalogued, by the chairman of the evening, Col. A. B. Chandler. As he mentioned them one by one—the telegraph, the telephone, the telephone graph, the electric light—singers struck up appropriate tunes, the reference to the telephone, for example, serving to start them on "Hello, My Baby; Hello, My Honey; Hello, My Ragtime Girl." And as he was speaking of the electric lights every lamp in the room simultaneously went out, leaving the table dimly lit by red-shaded candles, while the tenor sang the melody from the "Yankee Corsair".

It was just the rise in the olden days,
Which have passed beyond recall.
In the rare old, fair old, golden days,
It was just like this, as Mr. Edison said:
Then we studied hard by the candle light,
With our visions of future gold—and
Some have realized all right
Since the days of old.

Another guest of honor and speaker was Fourth Assistant Postmaster General P. V. De Graw, who, as a Western Union telegrapher years ago, was one of the eight men picked by Mr. Edison to help him in certain experiments, the object of which was, in telegraphic parlance, "to get the bugs out of the wires." Mr. De Graw told, too, how he attended Mr. Edison's first experiment in public with the just-invented phonograph, two of those present being "Sam" Cox and the late Senator Beck. As the instrument worked off a popular tune, Senator Beck was heard to lean over to Cox and ask him what he thought, and the latter was heard to reply: "Oh, bugger man, he'sthrown his voice, the fellow is!"

Among some of the distinguished guests present who responded briefly to toasts were Walter P. Phillips, of the American Graphophone Co.; Col. A. R. Chandler, president of the Postal Telegraph and Cable Co.; Robert C. Clowry, president of the Western Union; John R. Van Wormer, vice-president of the Lincoln Safe Deposit Co.; W. D. Baldwin, president of the Otis Elevator Co.; E. N. Bethell, vice-president and general manager of the New York Telephone Co.; H. D. Estabrook, solicitor for the Western Union, and Patrick F. Murphy, president of the Mark W. Cross Co.

CARUSO AS A CARICATUREIST.

Caruso can not only sing like an angel, but he can draw like a Tesla. Nast, and is always happy when sketching his fellow artists or making comical caricatures of himself.

The sketch below was drawn by Signor Caruso for the manager of the Victor laboratory just after he had finished making records. It represents the great tenor singing into the recording horn. It will be noticed that he did not fail to include the famous Victor dog in the cartoon.

INCORPORATED IN NEW JERSEY.

The Multi-phonograph Operating Co., of Jersey City, was incorporated with the authorities of New Jersey on Tuesday last, with a capital of $100,000. Incorporators: Edward J. Kelley, Hoit, H. Miller, and A. A. Kelley.

Of the magnitude of the needle business, some conception may be gained from the fact that a number of prominent jobbing houses order a million a month. Therefore the successful introduction of a needle from which better and smoother service can be relied upon is a matter of no considerable moment.

"My daughter wants a talking machine," said the man.

"Ah!" said the dealer, "you want to buy one?"

"No, I don't," interrupted the man, hastily, "but it looks as if I'd have too."
THE TALKING MACHINE WORLD.

EDWARD LYMAN BILL, Editor and Proprietor.

THE TALKING MACHINE WORLD.

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ADVERTISEMENTS, 1/2d per inch, single column, per insertion, (quarterly, or yearly contracts, a special discount is allowed.) Advertising Pages, $5.00; opposite reading matter, $10.00.

NOTE: In all other than currency form, should be made payable to Edward Lyman Bill.

Long Distance Telephone—Number 1754 Gramercy.

NEW YORK, APRIL 15, 1905.

The talking machine has powers of attraction which are possessed by but few other manufactured products, and dealers should not overlook its splendid advertising possibilities.

The wide usefulness of the talking machine does not lie wholly in the power to amuse. There is still a broader field. It is generally recognized that the higher utility of the talking machine lies in the field not only of entertainment, but of education and instruction.

There are marvellous developments going on in the sound world, one of which is referred to in another portion of this paper, and it cannot be said that talking machines have reached as yet the high water mark of development. The public is now beginning to realize its importance in many ways, and the recent appearance of an invention illustrated in this paper opens the way for still further progress.

There are some who believe that a short time will have elapsed when a considerable portion of business in private communications through the mails will be sent on thin, convenient and inexpensive steel plates by pasting a magnet across may be used hundreds of times for the same purpose without any laborious process of planing off the original record.

The original cost of the steel disk is but little more than that of a postal card which, of course, can be used but once. When this reaches its destination, the disk is fitted on the portable instrument and the distortion is put away in the night before is repeated with perfect accuracy, retaining all of the delicate or strenuous inflection of the original speaker.

Then again, it faithfully records private telephone messages. To illustrate: If a business man is absent from his office, his private messages may be recorded so that when he appears at his desk, and turns on his instrument the next morning, or month, for that matter, he may listen to the spoken messages of the thirty or more people who may have had matters of importance to bring to him during his absence. The little wheel of the instrument on his desk turns automatically, winding a web-like wire from one spool to another. No part of the conversation may be overheard by those in the office, and still these communications are recorded for him during his absence. If his office is locked, the operator of the telephone system can turn on his machine by pressing a button at the station.

This is not fanciful imaginings, they are actualities, and the machines capable of performing these important functions are in daily use. Consider the wonderful invention which is going on in the sound world, it must be admitted that the methods of recording and reproducing sound go far beyond the pleasure and entertainment limit. The machine can be used today for amusement, educational work, for business and far away correspondence. It is now stated that Yale College will have a chair of phonography, so the beliefs of people who have looked upon the talking machine as a scientific toy must be shuffled. Thanks to the skill of our inventors and experimentalists, that time has long since passed.

A READER of The Talking Machine World asks: "Is not one of the chief shortcomings of the talking machine at present the limited duration of the music? The disk or cylinder runs today not more than from 2 to 5 minutes, or about the time consumed by the performance of an average two-step once or twice through.

The manufacturers have been experimenting in order to extend the duration of the music, and it seems that the largest experimental disk manufactured at the present time is something like 17 inches in diameter, but the cost of this which amounts to several dollars, is sufficient to prevent it from ever becoming popular. It may be that in the future records can be produced on a ribbon of suitable material, thus enabling the maker to record compositions of any length of duration. If this can be arranged, there need be no limitation to the length other than that of the composition itself since the ribbon form would admit equally of a short tune, a grand opera or symphony.

A suggestion is one of our talking machine dealers it would be a splendid idea to bring before some of their local boards of education the usefulness of the talking machine in the school room. We have seen its effect recently tested, and in a school room where the children were restless and impatient, the effect of the music from the talking machine was marvelous. It seemed at once to relieve the tension of application to their studies and restore minds and nerves to their normal state.

Furthermore, that these machines were used in our schools they would be the means of introducing to the children a good class of music, instrumental as well as vocal. Good bands and orchestras, fine soloists and vocalists are employed for record making; therefore it is obvious that this form of music, which would be inexpensive, could be used with splendid results in our schools throughout the land.

It is now four months since the first issue of The Talking Machine World appeared, and during that time the paper has made a splendid advance not only in this country, but we may say abroad as well, for it reaches every nation on earth. The World started out with a definite and an honorable purpose of existence, which is justified in every issue, and it is generally conceded by all readers that this publication is already a powerful factor in the advancement of the talking machine interests. It circulates not only news and information which is reliable, but it furnishes an opening for the expressions and views of those who have ideas and criticisms which may be of material benefit to the craft everywhere.

We have spared no expense in the creation of a journal which shall be helpful in its influence on every department of trade. We have cut out the "write-up" features which characterize many trade publications. It was intended at the outset that The World should be entirely different from any other publication now issued. We do not believe in inexcusable and out-of-date superlatives which often sound like the reprint of some salesmen's remarks.

These inculcative papers may be all right in some lines, but not for this industry. Every advertiser should state in his advertisement what he desires, and what he has to offer. We shall strive strictly to the technical, instructive and news features, believing that readers will scan the advertising columns more closely than if our reading columns were filled with puffs of the advertiser.

While the old form of journalism is perpetuated in some instances, and the same old line of bounteous words and exquisite phrases which become after a while as meaningless as the stock of honeyed phrases which some young men launch out at the head of every young woman they meet, they still may have their place, but this publication turns its back on that form, and we believe that by adhering to this line every advertiser will approve our position.

We propose to continue to supply matter of an interesting nature, and which will be appreciated by every reader and let the advertising pages speak their story. Suggestions made in a single issue are worth many times the cost of the paper. Every merchant should take his trade paper seriously. If well conducted it is a valuable aid to his business.

It shall be our aim to maintain a high standard of journalism in this industry, and not produce a paper which is a mere "jollier" but rather one which will cooperate in a healthy manner with every department and be fair and just to all.

REPORTS from various parts of the country indicate a spring of unusual activity in the talking machine business, and it will pay every dealer to improve his opportunities to the utmost.

A substantial business cannot be built up unless an aggressive, straightforward policy be adopted. The talking machine men of the country should conduct their business in up-to-date lines, and adopt wide-awake ideas in the exploitation of their product.

This, in truth, is the talking machine are, and in order to reap the best results, the attention of the public must be intelligently drawn to the marvelous developments which the talking machines under various names have undergone during the past few years.

ATTENTION is directed to an announcement appearing elsewhere in this publication of a proposed bulletin which shall appear monthly in The Talking Machine World, containing the names of new and experimental machines. The plan which we have outlined will save dealers from losses incident to lost, strayed or stolen machines.
CUT THIS OUT—Send Stamps or Cash.

EDWARD LYMAN BILL, Publisher
1 Madison Avenue, New York City

Enclosed find Fifty Cents—cash-stamps—for which please send me THE TALKING MACHINE WORLD for one year.

Foreign Subscriptions One Dollar, per year.

Name ____________________________
Street Address ____________________
Date _____________________________
Town _____________________________
State _____________________________

THE PHON0.0AZETTE.

"The Phon0.0AZETTE" is the name of a new publication which has just made its appearance in Paris, France, devoted to the interests of the talking machine trade. The editor and publisher, M. Edmond Benoit-Lévy, is well and favorably known. The publication is briefly and interestingly written and has received very encouraging support from the leading manufacturers and jobbers in France. We extend felicitations to our esteemed Parisian contemporary on the appearance of this publication, which demonstrates afresh the increasing position which the talking machine trade is winning throughout the world.

HEARD HIMSELF AS OTHERS HEAR HIM.

An amateur flutist once stopped in at a fair where a talking machine company had a claim exhibit, and showed such interest in the talking machines that the attendant thought a sale was imminent, and worked very hard to effect it.

"I see you have your flute with you," he said, finally. "Suppose you play a brief selection, and I will make a record of it, and you will then be able to hear the machine reproduce it exactly."

The suggestion pleased the amateur musician, and the idea was carried out.

"Is that an exact reproduction of my music?" he asked, when the tune was finished.

"It is," replied the attendant. "Do you wish to buy the talking machine?"

"No," said the other, sadly, as he slowly moved away. "But I'll sell the flute."—Popular Magazine.

INVENTIONS OF THE FUTURE.

"Faces and Handshakes Transmitted by Electricity Among the Latest."

A French artist with a fanciful imagination has created a number of striking pictures depicting the inventions of the future. He goes the late Jules Verne several points better, and by means of electricity not only transmits scenes and voices, but touch also. One of his creations is the telephoto. By the use of this future generations will be enabled to see and feel at a distance.

The telephoto is equipped with mirrors acting electrically and transmitting the features of the person at his/her end. There is also a hand by the transmitter which conveys the actual touch of the person one is talking to. The hand is on springs so delicately adjusted that they permit the hand to reproduce the actual grasp and shake of the person grasping the hand at the other end of the wire.

The pictures are the talk of Paris.

YOU MAY BE MAKING MONEY
AND LOTS OF IT—IN A SMALL WAY

handling Talking Machines—but why not make more? And make it in lumps—Big money—by also selling the

"HUNTER" COIN-OPERATED PIANO

THE GREATEST MONEY MAKER OF THE AGE

The "Hunter" is durable and compact in construction, positive in action, and cannot be operated by slugs.

IT IS MADE FOR USE WITH ANY SIZE AND DENOMINATION OF COIN DESIRED.

Some Good Territory Still Open

THE PIANORA CO., 41 West 24th St., NEW YORK

E. D. ACKERMAN, PRESIDENT
TALKING MACHINES FOR A JUSTICE.

William A. Hart Will Make Experiment in His Court in Milwaukee.

(Special to The Talking Machine World.)

Milwaukee, Wis., April 4, 1905.

Stenographer in Justice William A. Hart's office may be replaced with a talking machine. Mr. Hart has the question under serious consideration. The talking machine is not a new idea in dictating correspondence. Whether it will prove serviceable in taking court proceedings is the problem. Many of the largest offices in the country have talking machines into which the clerk correpondence is dictated, to be transcribed at the leisure of the typewriter. Once recorded on a talking machine there is no question regarding the accuracy of the dictation. Will it work for court proceedings? This is the question which Justice Hart is weighing and the outcome of the experiment, if it is put into effect, will be watched with considerable interest, as the machine undoubtedly will be adopted in other offices if the experiment proves successful. It will do the work for some cases, but whether it will be useful in all cases, is the rub. If it works the evidence can afterward be taken off at leisure by Justice Hart.

O. K. HOUCK CO.'S NEW MOVE.

To Add Talking Machine Department to Their Vast Business—Arrange for Edison Line.

(Special to The Talking Machine World.)

Memphis, Tenn., April 19, 1905.

The O. K. Houck Piano Co. is getting bigger all the time. It seems but a short time ago that the Memphis store occupied larger quarters. Then came Little Rock, St. Louis and Nashville stores, and now come to the scope of the business. Then came a widely-extended out-of-town business through traveling salesmen—and now come the addition of a genuine jobbing department for Edison phonographs, records and all accessories. When seen at the Gayoso Hotel, Frank E. Madison, the special representative of the National (Edison) Phonograph Co., expressed his pleasure that he had consummated an order for machines, records and supplies which far exceeds any ever placed in the South. He said that the Houck firm would have a vastly larger and much more complete stock of records and machines than has ever been carried by any Southern house. The great trouble has heretofore been lack of ability to fill orders completely. This trouble has been remedied by the order placed by Houck's for tens of thousands of best records. Mr. Houck, when seen, confirmed the report, as to the jobbing business and stated that a manager had been secured, in the person of one who has been for twenty years connected with active wholesale business in Memphis. Details as to location and the name of its manager will be divulged later.

THAT FOREIGN AMBASSADOR STORY.

The story is told with a great deal of gusto by those familiar with the details of an every extraordinary of a prominent concern supposed to be traveling in foreign lands on special business, but in reality very much alive to the domestic situation. On one pretext or another this mysterious personage has gained entrance to the works of several competitors, and like the Scotch "Thie," made notes of what he saw. The visited were inclined to say things when the truth errant of their guest became known, but subsequently regarded the incident, which they referred to as the "gumshoe" call, as "one of them."

THE ENGLISH VIEWPOINT.

England, April 30, 1905.

The English viewpoint has been afforded us to hear at first hand. The story is told with a great deal of interest, and the writing is well written. It is probably due to the singler's voice being reproduced gracefully, and due to the bad machine when the singer's voice is unsatisfactory. Our own opinion is that the talking machine is a distinctly valuable invention with infinite possibilities. We have heard the rendering of certain songs by certain singers, by means of a reproducing instrument which opportunities have not been afforded us to hear at first hand. In the case of Methe, Caruso, Bon Davies, and other singers with whose names and methods we are fairly familiar, the given tones are what the critics are pleased to call "convincing." In other words, they are the tones of the singers who have sung into the mouthpiece of the machine, making allowances for the distortion of sound which brass or aluminum occasions. One cannot expect the perfected talking machine to reproduce exactly the timbre of the human voice. It may be even doubtful if it can ever give forth the true quality of string, wind, or brass instruments. Nevertheless, the recording machine—"we do so want an everyday form for it.—Is an invention very great interest—practicability, and an one claims the keenest attention of our trade readers.—(End.)

THE TALKING MACHINE WORLD

OFFICE, 1 MADISON AVENUE, NEW YORK

You wish to trace a lost, stolen or stolen machine, test our

BULLETIN OF MISSING MACHINES.

It is not infrequently the misfortune of dealers to lose track of machines sold on the installment plan, either through the buyer leaving for parts unknown, change of address, or other cause. To be sure, the lease requires that the seller be notified of such happenings; but when it is the evident intention to avoid further payment the machine is usually given up as lost. Here-tofore there has been no means of securing information that may lead to the recovering of the property, and at the solicitation of a large number of the trade the TALKING MACHINE WORLD proposes establishing a special department to contain a brief description of the missing goods, so that when a machine "lost, stolen or stolen" is brought in anywhere it can be matched and the claim sustained until the rightful owner may be notified. For example, the description should state the make, style and specific name, as designated in the manufacturer's catalogue; the number, the seller and his or her address; as well, perhaps, as the date of sale. This would possibly be sufficient; and should not exceed three lines of type, for which a charge of twenty-five cents a line will be made for each and every insertion. No order will be taken for less than two lines.

As The World appears from month to month dealers should cut out this list, and place it in a conspicuous position for easy reference.
CHOICE HEBREW RECORDS.

Surprises will probably never cease in the record-making line, and in this reference we properly include the product of the United Hebrew Disk & Cylinder Record Co., 261 Grand street, New York. Their first catalogue has made an appearance, and contains upward of twenty vocal selections. The "talent" or singers includes, it is said, the best voices known in Hebrew. Artistic critics, among which may be mentioned Mrs. Regina Prager, dramatic soprano; David Kessler, a famous tenor; K. Jueffer, another tenor of note; Moses Rosenblatt, Pshokstid and Shmulents, the latter also a popular song writer; and Cantors Minkowsky and Gershon, whose sacred music is spoken of as "fine examples of perfection in sound reproductions." All of the records in the list are ten inches only.

NEW AMPLIFYING HORN.

A new amplifying horn, the invention of a New York man of strong German type, is less than a foot long, is peculiar of shape, with a flare or about six inches, and its developing power is so remarkable that it is said to equal the regulation 36-inch trumpet. The new horn, now in the process of being patented, is made of a material the composition of which is kept a profound secret by its inventor.

KAISER'S HANDY PACK.

One of the most convenient and useful specialties for talking machine dealers on the market is Kaiser's Handy Pack, of which an illustration appears herewith. It contains thirty small bottles labeled blank for contents. It occupies a very small space, the dimensions being 12x11x3 inches.

No better means for holding needed supplies for repair parts for the reproducer and recorder can be imagined, and the inventor, L. Kaiser, 32 East 14th street, New York, is receiving many appreciative letters from dealers regarding it.

TRADE NOVELTY.

Talking machine men are naturally interested in all kinds of novelties with which it is possible to increase their income. The coin-operated machines seem to open up wide possibilities. There is the automatic piano, manufactured by Roth & Engelhardt, New York, which has demonstrated its money-making possibilities. These instruments are made in the upright style, shown in the illustration herewith, and in the ordinary piano case. Where they have been located in public places they have been found to be enormous money-makers, and in fact the firm very cleverly states, there is a constant procession of nickels which is marching into the pockets of the man who puts in one of these instruments.

The makers are also getting out some very attractive advertising cards in colors, which are supplied to dealers for distribution among their prospective customers. The Peerless coin-operated pianos are worthy of investigation. They have devices with which it is possible to produce mandolin and guitar effects.

A well-known and popular baritone singer, who is engaged to make records for the talking machine is the possessor of a bright little girl who was taken by her mother to hear the records made by her father. After a few measures were rolled off the most amiable expression came into her face and she began to cry bitterly. When asked by her mother what was the cause of the sudden outbreak she said, "I want my papa. He is in that box and can't get out."

PEERLESS AUTOMATIC, Style 44.
NEW VICTOR RECORDS.

NEW COLUMBIA "XP" CYLINDER RECORDS.

NEW EDISON GOLD MOULDED RECORDS.

FAMES RECORDS.

NEW COLUMBIA DISC RECORDS.

AMERICAN RECORD CO.'S SUPPLEMENT.

THE COMMERCIAL GRAPHOPHONE.
New York fora trip through New York State
optimistic of the felon. ootiook.
eieased space to talking machine. 11101
Month his .1880011011 into one of ids leadets.
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In on a very small line of talking machine, lost
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ferd & Co.'s Miklos machine department in their
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live circniar has been supplied the rompany's
-tier No. 32.70n.A 8110111111111 illustrated and dem-rile
featuring this month ,The Preacher and
tray.
now nine weeks old, and as fine an example as
complete his happiness along Gimes a baby boy,
Manley. Wu mat -nines In one window. and
chandise and the full line, but tanking a spetial
original Edison phonograph that used the
hibition In one of WS more show W1101088 an
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The Columbia Phonograph Co. general, are
featuring this month “The Preacher and the
Bear,” coming in 16-inch disk No. 3,146 and cylin-
der No. 32,729. A special illustrated and descrip-
tive circularly was issued which supplied the company's
dealers for local distribution. The accompanying
cartoon is one of Swimwetten’s hits. It is a
new departure in connection with the issue of the
company’s monthly bulletin, and is a commend-
able one.

A. T. Whitbeck, manager of Simpson, Craw-
ford & Co.’s talking machine department in their
New York store, and which is under the sole
control of Sd. Bloom, the well-known music
publisher, is a gentleman evidently of high re-
pute in the life. For many years he was with the
Victor Talking Machine Co., Philadelphia, Pa., as a special representative, and is consid-
ered one of the most influential men in the busi-
ness, which is further proved by the successful
manner in which the above department is being
evoked and handled by the company’s
-sellmen. As a result, he has not only split his
business and has a number of influential men
assigned to him, but he is also the general
manager of the company’s New York office.

May I the Blackman Talking Machine Co. will
remove from 81 street to 37 Chamber-
new York, where the store and business
has been leased. This is decidedly a better loca-
tion, and the new premises will be fitted up and
arranged in a suitable manner, as Mr. Black-
man’s experience dates back to the time the
business was opened.

Geo. L. Ackerman, of Ackerman & Co., the
music dealer in Scranton, Pa., reports business
is at an all-time peak. He has been called upon
to enlarge their quarters, and they are
again cramped for room. The jobbing end is
particularly strong. Mr. Ackerman has acquired
an automobile, and is quite an expert chauffeur.

Paul Heffler, who has a store in New York
and another in Brooklyn, will open a third in
Philadelphia, at the present time. The store will
be ready in the spring, and will be

The reorganization of the Bettina Phonograph
Co. was completed this week. They will move
from 80 Chambers street to 156 West 23rd street,
New York, where the entire building has been
leased for a term of years. The company will be
under the active management of Guy B. War-
er, a leading stockholder and president, who
owns two stores in Brooklyn, N. Y. Dealers in
this vicinity own the majority of stock. A job-
ing and retail business will be carried on, their
machine specialties being the “Phonopan” and
the “Phonograph,” one of which they and the
other, a German invention. They will be ready for
business about May 1. The company will also
handle the Edison machines.

Within the past two weeks three suits for al-
leged infringement of their patents covering
material for making cylinder records were in-
stituted, by the American Graphophone Co.
against the National Phonograph Co. The bills of
complaint were filed in the United States Cir-
cuit Court, Trenton, N. J., the last five
weeks, the three relating to different patents.

The three-for-one exchange proposition of the
National Phonograph Co. terminated March 15.
As they truly say: “It has been a popular move
on the part of this company and has furnished an
additional value to the trade and many of
its customers are relying upon our taking care of
them in the best possible manner.”

An American Branch of Pathe Frenes, the
celebrated record makers of Paris, France, will
be ready for business in New York next
month. The cylinders will continue to be imported,
and several exclusive specialties—will be handled
by the new company.

Mr. Ackerman has acquired

RegardIng coin slot phonographs, the Na-
tional Phonograph Co. reports that they have
executed many orders, and can handle

The Talking Machine Co., Rochester, N. Y.
have removed from 29 Clinton avenue to 97 Main
street, E., where larger and more suitable quar-
ties are secured. The store has been elegantly
equipped as to furnishings and attractive stock.

The American Record Co., New York, have
booked orders for 30,000 records of “Pride of

ONE DOLLAR!
Send me a dollar and get a good
Talking Machine or Musical Goods
ad.
A good one—or your money back.

R. E. GRANDFIELD, Fall River, Mass.

E. HAGENBUCKLE, 84, 86 Marion St.
Manufacturer of Paper Boxes.

PHONOGRAPH RECORD BOXES
A SPECIALTY WRITE FOR PRICES
"MOULDED RECORD" LITIGATION.

Judge Hands Down Interesting Opinion in Suit of National Phonograph Co. Against American Graphophone Co.—Complaints Dismissed and Appeal Taken.

A decision in the suit of the National Phonograph Co. against the American Graphophone Co., known as the "moulded record" case, which has been pending since last June, was handed down March 17 by Judge Platt, of United States Circuit Court, district of Connecticut. The defendant was charged with infringing two patents of the complainants; the final hearing was on the merits, and the court dismissed the bills in both cases, without an opinion. The plaintiff at once filed a motion of appeal in the United States Circuit Court of Appeals. The essential points of the opinions, which is quite lengthy, are as follows:

"The alleged infringement arises in both cases (Nos. 1076 and 1103) from the use by the defendant of the same process of moulding. The cases in each case are exactly the same, and the two patents (657,662 and 715,292) are so closely related that our burdens will be lessened by considering them together. When we turn to the art to be treated the earlier application as the first approach.

"It is believed that the most searching analysis will fail to discover any defense to the disclaimer of defendant's counsel. The cases undoubtedly involved such treatment, but the court is content to merely suggest that the defendant's cases were in both instances tried.

"The origin of the phonograph art may be said to have fairly begun with Mr. John W. Tainter, patent No. 241,214, dated May 4, 1884. This taught the public how to produce the musical sound by means of a long mold and wax; the wax was caused to congeal in the mold, thereby taking the form of the record. In the slightest by the foregoing decision, nor have these raised any imputation against the complainant's patents. The above is believed that the eleven claims of the priority of "Ideal's" records are literally the same as those of the patents of the defendant. It is believed that the defects of the patent as indicating anything except the expanding process; and if this be so, it is conceded that defendant's casting process does not infringe. As a result of this decision, the court held that the defendant's patents are invalid, and the complainant seeks to dominate the art of producing moulded duplicates, no matter how they are made.

Comparison of Moulding Processes.

Relative to Edison patent No. 657,662 and claims 1, 2, 4, and 5 in issue, the court observed that "to introduce molten metal into a mold, and to remove it from the mold, is the ancient art of casting, and is the foundation of this process in suit. If there is any amutation here it must be contained within a very narrow scope. My view of the art, which includes therein the casting of cylinder blanks, narrows the matter to the point of the 'ideal' method. A moulded record is made by pouring molten metal into a mold, and the complainant contends that the method is required to have the metal removed from the mold, the connection of the inner surface of the mold, and then to remove it from the mold, is the ancient art of casting, and is the foundation of this process.

A store and basement have been leased by the National Phonograph Co. at 461 and 252 West Broadway, New York, which will be utilized as a warehouse and shipping depot for their expert department. The new premises, ready for occupancy May 1, will greatly facilitate this rapidly-expanding branch of the company's business.

The Columbia Phonograph Co., general, has absorbed the Newark (N. J.) Talking Machine Co., and consolidated the two plants.

JOINS AMERICAN RECORD CO. FORCES.

The American Record Co.'s sales department has been reinforced by the addition of Wm. Mac-Ardo, recently with the Universal Talking Machine Mfg. Co., having headquaters at the St. Louis World's Fair. He will cover the Atlantic States for the present, making Springfield, Mass., his headquarters. Malcolm Hinson, of the Cincinnati (O.) Talking Machine Co., is also now with the firm turning out "Indian records," and will tour Ohio and Middle Southern States, traveling out of the Buckeye metropolis. The American Record Co. is making important enlargements to its pressing plant in Springfield, nearly, if not quite, doubling its capacity. Business with the company is of the gilt edge.

DEFINING THE WORD "PHONOGRAPH." (Special to The Talking Machine World.)

New Haven, Conn., April 12, 1895.

Attorney Blaker, who appeared before the Judiciary Committee in Hartford to-day relative to the use of the word "phonograph" as a musical instrument. In his defense Mr. Blaker produced two such instruments and one not. Mr. Blaker asked that he be made a law that the words "phonographs" and "golds" be placed in all advertisements, on which $10,000 worth of these goods are sold in the State every year.

WILموت OPENS BRANCH IN FLINT.

(Special to The Talking Machine World.)

Flint, Mich., April 12, 1895.

W. D. Wilmut, the popular dealer in sporting goods and talking machines, has decided to open a branch store in Flint village, at the corner of Flint and Pleasant streets. Mr. Wilmot will have his opening next Saturday, a special feature of which will be an exhibition of the new talking machine invented by Daniel Hingham, the rights of which have been secured by the Columbia Co.

An authority declares that last year 5,000,000 disk records were sold and that the sale of cylinder records also ran into the millions. The same vernacular chronicle also states that no one of the leading manufacturing companies made less than $300,000 profits during the same time. Of course, these golden facts are given in the prospectus of a new machine now being exploited from the stock-selling end. With all this stupendous sale of records, all of the companies in good order, their leading manufacturing companies, being credited with 1,500,000 in arrears. It is possible this company will be unable to keep up with the enormous demand for its records. It is feared this is the case, as no word has been received on the subject. The public are in suspense as to the plans which are being prepared, Vis-a-vis.
TRADE ON THE PACIFIC SLOPE.

Demand for Records by Great Singers—Talking Machine as a Press Agent—Comments on This Subject—Chat From Here and There.

(Special to The Review.)
San Francisco, Cal., March 25, 1905.

One remarkable feature of the talking machine industry in San Francisco is its tremendous demand for records of the great singers. Instead of referring to newspaper articles and quoting criticisms of an artist the people nowadays depend almost exclusively upon the talking machine records. Ever since it was announced that Caruso was to appear here with the Coronet Metropolitan Opera Company, thousands of people have asked me whether I heard the great tenor's voice on the Victor talking machine record. They continued that they heard him, and it was simply wonderful. That on the strength of this magnificent showing on the talking machine record they cannot afford to miss him, and have put aside money to attend the performance whenever he appears.

The question has now presented itself to me as to whether or not the time will come when it is possible to use the talking machine as an advertisement for concert or operatic artists. The records, in a great many instances are so perfect that one can easily obtain a most accurate idea of an artist's capabilities. Say, for instance, a manager purchased a series of records of the artists whom he represents and sends them ahead in lieu of a press agent or in conjunction with a press agent. It is hardly possible that any one would claim that having heard the artist in the phonograph he did not need to visit the concert. On the contrary, having heard the artist on a record he will become so much interested in his work, provided he is worthy of it, that he simply does not want to miss any of his concerts. As proof of this contention is in the fact that the talking machine record of Caruso's voice increased the demand to hear Caruso so far greater than any advertisement could have done.

"The talking machine as a press agent" is by no means so futile a subject as may be imagined at a first glance. The world is becoming more and more skeptical and the "you-have-to-show-me" policy is becoming more and more pronounced. So it seems to me if an advance agent, for instance, instead of crowding the newspaper columns with a good deal of shifty about his artists, which no one believes any more, could simply take you by the arm, lead you to a prominent music house and say: "Here I want you to hear this artist of mine!" you can contentiously go to your friend and say: "I have heard so-and-so sing, and I know that you will enjoy the experience.

Of course, there arises one difficulty. The press agent who is in the habit of lying in the newspaper can also lie in his talking machine, and might substitute the voice of a great artist for that of an inferior one, and thus the value of this sort of advertisement would soon diminish. But if there could be some sort of a self-respect imprinted in the managers and the agents so that they may substitute an already worked out scheme for an ingenious new proposition the value would be certainly considerable. If this idea would be successful it would increase the demand for talking machines as well as lighten the burden of the manager, who would save the expenses for a trial concert. In San Francisco, for instance, a great many people stay away from the first night concert because they wait for their friends who want to attend to ask them what they thought of the artists. If the talking machine could ever be utilized for an advertisement, as set forth in the preceding lines, all this trial business would be done away with, and every concert goer could convince himself of the ability of the artist he is about to hear.

Peter Bachupit is enthusiastic over business conditions. He is selling an enormous number of Edison phonographs and records, as well as supplies of all kinds. H. W. Mosler, of Stockton, and A. A. Gardner, of Napa, were recent visitors.

A very attractive window display is being made in the talking machine Department at Drueen's establishment on Sutter street. Quite some shipments are being made to Honolulu.

The Victor red seal records are in great demand at Sherman, Clay & Co.'s, owing to the recent visit of the grand opera artists.

The Columbia Phonograph Co., which is under the management of Mr. Gray, is well pleased with the general condition of trade.

The Nevada Music Co., of Reno, Nev., have secured the agency for the Zonophone, through Kohler & Chase.

A. J. Carrigan has opened a talking machine store on Jones street, near Ellis.

The business of Joseph Pernold, in Alameda, has been purchased by Mr. Davidson.

AN AID TO ARCHEOLOGY.

Value of the Talking Machine as a Means of Perpetuating the Language and Songs of the Sandwich Islanders.

The interest which most of the citizens of the United States have taken in the Hawalian islands has been so largely commercial that we seldom regard our mid-Pacific possessions in any other light. It is not generally known that the native race of this group of islands is fast dying out, and that at the present time there are probably less than one thousand full-blooded Hawaiians in the world. Particular interest attaches to these people because they present many racial characteristics totally different from other savages of the South Sea Islands. They have inherited a love for music that is unique, and there is a melody and sweetness to their songs that many Asiatic nations, advanced in arts and literature, have never attained. The music, for instance, of China is still barbaric and discordant to Western ears, while that of the Hawaiians is most pleasing.

Recently the American Record Co. have been

100,000 RECORDS ALWAYS IN STOCK

**Douglas Phonograph Company**

**MANUFACTURERS "PERFECTION" SUPPLIES, ETC.**

**RETAIL—WHOLESALE—EXPORT**

**JOBBERS**

**EDISON**

**PHONOGRAPH RECORDS, ETC.**

**GENERAL SUPPLIES**

**FOR CYLINDER MACHINES**

**Salesroom, 89 Chambers Street**

**Cable Address: Douphonics, N. Y.**

**New York**

**Largest "Exclusive" Talking Machine Jobbers in the World.**

**"EXCELSIOR"**

is the name of our New Medium Tone Needle. If you can order a quantity we will quote very interesting prices. State how many you want.

The "Perfection" Needle is meeting with the success it deserves. Our sales for the past month have exceeded 4,000,000, and were shipped all over the United States.

**"Record Cabinets"**

We shall have ready in about 2 weeks, a line of 40 Cabinets for Disc and Cylinder Records. Send us your name and address and we will send you catalogue as soon as ready.
fortunate in securing a number of records made by native Hawaiians, at present in this country on an educational tour. Their music is entirely original and consists of the soft, plaintive melodies of a people who have lived a life of isolation and contentment. Their songs, sung in a low, plaintive glee, tell of love for their country and their Queen, the birds and flowers, the sunshine and the tropical moon, the flight of the seagull, the echoes on the billowy waves as they break on the sands of Waikiki. One of the selections was written by Queen Liliuokalani, previous to her overthrow.

A Columbia Phonograph Co. has opened a very handsome branch store, which they call the Temple of Music, at 54 Central street, Lewelly, Mass. It is under the management of A. S. Hayes.

Most of them, the lecturer stated, were the works of one sudden and very unexpected inspiration. Some of the results rival the carefully-planned and laboriously-executed work of the greatest artists. A repetition of the same note, with the same intensity, was as a rule the same picture. The slightest variation, however, reveals itself. An expert can name the picture which will be produced. Flowers are favorite subjects and it is possible to say not only that a flower will be the result, but to name the particular variety. An experienced experimenter can almost predict what flowers will produce buttercups and chrysanthemums, but the lecturer admitted that it is very difficult to "sing a daisy."
AID TO VOCAL TEACHERS.

The Talking Machine Brings to Light Errors and Enables Singers to Hear Themselves as Others Hear Them.

Last month reference was made in The Talking Machine World to the value of the talking machine to the musician, particularly the vocal teacher, and the immense possibilities in connection therewith. We notice some very pertinent remarks on this subject in a recent Sunday-paper which further elaborate our contentions. "All of us," says the writer, "cherish fond illusions concerning our personal qualities. We may even be too modest. Let the teacher sing into his talking machine, and then listen to the result—preferably at a future time. He may feel surprise. Dispassionately he will be able to recognize himself,--or rather, hear him, rather. All his own perfections and imperfections will he be in a position to set in a notebook, cut, and hear by rote. And all the while his conscience will not permit him to deny the identity of what he hears with the tones and recents of his own voice. This is no sligh test service. So distinguished a man as Saint-Saens admits that by means of the talking machine he made the discovery that he was in the habit of playing incorrectly a passage in his "Valse Carminite." In consequence he advises musicians to make use of it. If the talking machine reveals the teacher to himself, it is obvious it may be used in a similar manner for the pupil's benefit. A student listening to his own voice as if it were the voice of some one other will be able to perceive its defects when the teacher draws attention to them. Thus language and argument (to which some pupils are prone) may be avoided. Further, the gradual progress of a pupil from his first feeble efforts to his final state of perfection may be recorded with precision, for the encouragement of his successors in their moments of despondency."

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., April 13, 1905.

Manufacturers and dealers in talking machines will doubtless be interested in the figures showing the shipments of this kind of merchandise for the five weeks just ended from the port of New York.

March 13---Auckland, 29 pkgs., $1,328; Berlin, 8 pkgs., $173; Buenos Ayres, 13 pkgs., $140; Cardenas, 21 pkgs., $171; Calcutta, 7 pkgs., $78; Callao, 12 pkgs., $192; Gibraltar, 7 pkgs., $143; Hamburg, 2 pkgs., $175; Havana, 7 pkgs., $214; Harve, 3 pkgs., $217; Liverpool, 6 pkgs., $117; London, 2 pkgs., $552, 900 pkgs., $7,292; Manchester, 51 pkgs., $529; Montevideo, 27 pkgs., $2,505; Mauritius, 2 pkgs., $142; Rio Janeiro, 13 pkgs., $1,286; Santos, 4 pkgs., $127; Sydney, 22 pkgs., $129; Valparaiso, 2 pkgs., $113; Wiza, 23 pkgs., $1,422.

March 18---Alexandria, 2 pkgs., $355; Berlin, 269 pkgs., $5,081; Brussels, 5 pkgs., $131; Bombay, 4 pkgs., $197, 151 pkgs., $2,645; Buenos Ayres, 108 pkgs., $1,655; Callao, 4 pkgs., $107; Ceylon, 8 pkgs., $158; Glasgow, 2 pkgs., $114; Hamburg, 29 pkgs., $687; Havana, 49 pkgs., $1,572; Harve, 12 pkgs., $580; Hong Kong, 11(pkgs., $522; Kobe, 83 pkgs., $2,126; Liverpool, 5 pkgs., $101, 10 pkgs., $118; London, 33 pkgs., $128; Montevideo, 4 pkgs., $145; Melbourne, 12 pkgs., $368; Paro, 10 pkgs., $511; Santos, 22 pkgs., $371; Rand, 4 pkgs., $131; RDETAILS, 2 pkgs., $127; St. Petersburg, 34 pkgs., $142; Valparaiso, 4 pkgs., $119; Vienna, 4 pkgs., $235; Warsaw, 2 pkgs., $402; Worn, 16 pkgs., $541.

March 23---Auckland, 36 pkgs., $657; Bangkok, 3 pkgs., $116; Brussels, 28 pkgs., $779; Buenos Ayres, 20 pkgs., $559; Cardiff, 10 pkgs., $221; Dublin, 5 pkgs., $96; Havana, 14 pkgs., $150; Hambro, 33 pkgs., $115; La Guaya, 13 pkgs., $392; London, 8 pkgs., $146, 823 pkgs., $3,177; Manchester, 18 pkgs., $411; Manilla, 9 pkgs., $296; Para, 38 pkgs., $614; Vera Cruz, 7 pkgs., $392; Yokohama, 36 pkgs., $2,479.

April 5---Berlin, 321 pkgs., $4,908; Bombay, 39 pkgs., $565; Callao, 10 pkgs., $277; Calcutta, 9 pkgs., $231; Cape Town, 26 pkgs., $181; Glasgow, 7 pkgs., $119; Havana, 4 pkgs., $195; Liverpool, 53 pkgs., $1,423, 507 pkgs., $3,256, London, 12 pkgs., $236; 530 pkgs., $5,788; Manchester, 37 pkgs., $1,425; Paris 5 pkgs., $115; Rio de Janeiro, 1 pkg., $174; St. John's, 1 pkg., $117; St. Petersburg, 26 pkgs., $1,075; Vienna, 36 pkgs., $1,568; Wellington, 9 pkgs., $354.

$117; La Guaya, 13 pkgs., $392; London, 8 pkgs., $432; Dnhlln, 5 pkgs., $119; Buenos Ayres, 20 pkgs., $559; Cardiff, 10 pkgs., $221; Dublin, 5 pkgs., $96; Havana, 14 pkgs., $150; Hambro, 33 pkgs., $115; La Guaya, 13 pkgs., $392; London, 8 pkgs., $146.

DIAMOND NOVELTY CO. TO EXPAND.

(Special to The Talking Machine World.)

SYRACUSE, N. Y., April 13, 1905.

Steps are being taken to incorporate the Diamond Novelty Co., which manufactures and controls coin-operating machines with a capital of $20,000, with headquarters in this city. Among the machines manufactured and controlled by this company are automatic pianos, picture machines, phonographs and talking machines. The purpose is to expand the business.

DROOP'S TALKING MACHINE DEPARTMENT.

(Special to The Talking Machine World.)

WASHINGTON, D. C., April 9, 1905.

E. F. Droop & Sons Co., who are agents for the Steinway piano in this city, have opened a large department in their well-equipped establishment for the sale of all styles of talking machines and records, both of the cylinder and disk patterns, under the efficient management of Percival Wilson. They have placed a large order for American records. It may be a matter of interest to the talking machine public to know that Mr. Droop composed the Inauguration March for President Roosevelt's inauguration, and it was played with great effect by the United States Marine Band. The American Record Co. have arranged with Mr. Droop to make a band record of this march.

DEVELOPING A SPECIAL FIELD.

Howard Taylor Middleton, whose clever little poem entitled "A Phonographic Legend," which appears in this issue of The World, makes a specialty of preparing phonographic record material, which is placed in the advent of

McGREGOR'S QUADRUPLATE BUSINESS.

(Special to The Talking Machine World.)

Milwaukee, Wis., April 11, 1905.

In a chat yesterday with Mr. McGregor, of McGregor Bros., the well-known jobbers in Edison and Victor talking machines, he said: "Our business, particularly in the Edison line, has increased daily, and we are putting out four times the quantity of machines and records that we were a year ago. The exchange proposition offered by the National Phonograph Co. acted as a big boon to this line with us. It gave the dealers confidence in the Edison line, and they are now ordering twice as much stuff as they had been ordering theretofore. "Our premium proposition has also developed into quite a large business, and we are now supplying jobbers and dealers in talking machines all over the country with jewelry outlets."

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 specialties—best goods, at lowest prices.

FACTORY

JEFFERSON AND CHESTNUT STREETS

NEWARK, N. J.

NEW YORK OFFICE, 10 WARREN STREET
INFRINGEMENT OF REPRODUCERS.

Equity Suit of the National Phonograph Co. Against the American Graphophone Co. for Preliminary Injunction. Refused—The Case Has Been Appealed.

The motion for a preliminary injunction and counter-motions to vacate indemnity bond and for other relief in the equity case of National Phonograph Co. against the American Graphophone Co., and Columbia Phonograph Co. general, were denied by Judge Platt, United States Circuit Court, Hartford, Conn., March 28. Argument was heard November last, the contention involving an alleged infringement of improved reproducers, claimed to be covered by complainants, patents Nos. 357,280 and 430,278. The decision follows:

"It is my impression that the license agreement of December 7, 1896, was intended to maintain the status quo ante of the parties thereto, to the extent that their special types of machines should remain distinct. A license under the earlier patent No. 357,280 (lyric reproducer) was positively refused and deliberately omitted. If I am wrong, it is impossible that the defendant failed to take advantage of claims 15, 16, 18 and 20 of patent No. 430,278 (folding weight reproducer) under which patent it claims to have held since the date of that contract as absolute right to use every feature found in any of its claims, waiting patiently until the American patent became public property by reason of the expiration of foreign patents for the same construction.

"It appears to be generally conceded that the construction now adopted by the defendants is the better one, and mingles the types, which have, in fact, been hereafter kept distinct. It is also conceded that said construction in Chinese copy of the improvements suggested by the complainants, which has been made in an attempt to put in issue. Such a bargain, however, in its very nature, could not oust the life of the patent, and if its construction is open to the world, then all persons have the right to make and sell reproducer which does not infringe. This is not a case of intention to infringe, but a case of the defendants' own construction as distinct from the one protected by the patent claims. The order for preliminary injunction is refused."

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.

27 CHAMBERS STREET, NEW YORK

THE "VICTOR" Always in the Lead

All of Sembrich's Celebrated Selections; also Violin Records by Maud Powell which are GEMS.

Perfect Records of SOPRANO VOICES and of the VIOLIN are Rare enough to interest you. Orders filled complete within 24 hours.

THE SOFTERTONE ATTACHMENTS AND NEEDLES

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

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

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

SOFTERTONE NEEDLES reduce the volume but bring out every detail and shade of tone in the record.

PLAYS SIX RECORDS

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

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


LYON & HEALY CHICAGO

For sale by the TALKING MACHINE WORLD.

Another addition to printed talk is the TALKING MACHINE WORLD. It is of periodical size, and consists of twenty-four pages of interesting matter on its subject and a good showing of advertising. Mr. Bill is publisher of the Music Trade Review, which has been very successful. He feels that the talking machine trade has now grown to such proportions that it will support a technical journal run on a business basis—Publisher and Retailer, New York.

Alfred Weiss, New York, was created an Edison jobber Thursday of last week.
LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS

(Special to The Talking Machine World.)
Washington, D. C., April 19, 1905.

PRODUCTIONS OR SOUND RECORDS.

This invention relates to the production of cylindrical sound-records by the nurling process; and it consists in the features hereinafter pointed out and claimed. The inventors first produce an original sound-record upon the inner wall or bore of a hollow cylinder. They next produce upon this record surface an electro-plate which is a unitary and seamless metallic cylinder having the sound-record in reverse deposited directly upon its external surface; and they finally remove this metal cylinder and roll or nurl it record-surface against the external surface of a blank cylinder capable of receiving impressions thereon.

The invention will best be understood by reference to the accompanying drawings, in which Fig. 1 is a longitudinal section of the original cylinder while being engraved. Fig. 2 is a similar view of the same while in the plating bath. Fig. 3 is a perspective of the electro-plate, and Fig. 4 is a plan indicating the final step of nurling. In connection with this patent three claims are made.

Fig. 1, 2, 3, 4.

This invention relates to the production of metallic cylindrical sound-records which are primarily intended for use in nurling commercial sound-records, but which may be used for other purposes.

The present application is a division of the Priorus patent application, Serial No. 291,233, filed April 14, 1901. In that application the present patentees described and claimed the method of producing commercial sound-records in quantities, which, in brief, consisted in first making an original sound-record upon the inner wall or bore of a hollow cylinder, next depositing an electro-plate upon this interior surface, and finally removing this electroplated cylinder from the original record, after which this metal record is ready for nurling or other use.

In the accompanying drawings, Fig. 1 is a longitudinally sectional view representing the formation of the original record upon the interior of a cylinder. Fig. 2 is a similar representation of the cylinder while in a plating-bath, and Fig. 3 is a perspective of a metallic sound-record forming the subject matter of the present application.


This invention relates to certain improvements in talking machines, and more particularly to the manner in which the flat record disks are employed. The objects of the invention are to generally improve the construction of this class of machine, with the view of obtaining clearer and more perfect reproductions and increasing or simplifying the manner in which sound waves are transmitted from the sound-box or reproducing device.

With these objects in view this invention resides mainly in providing a rigidly-mounted behalf reproducing arm capable of a lateral movement, having the sound-box rigidly secured to the free end of said arm and having a sound-transmitting tube secured to the other end of the arm, which is connected with a rigidly-mounted horn, the said horn being supported independently of the reproducing arm, thereby taking the weight of the same off of the reproducer and its styli.

This invention further resides in providing improved mechanism for yieldingly mounting the turn-table and record-support and in providing means for throwing and keeping the record-tablet in yielding contact with the styli during the reproduction, also in providing means for removing the said record from its contact with the styli and simultaneously stopping the operation of the machine.

In machines of this character where the horn is secured directly to the sound-box and supported by the sound-box carrying arm, a portion of the weight of said horn is thrown on the stylus-point, which, unless the arm and horn are very nicely adjusted, will hurt the quality of the reproduction by causing harsh and grating sounds. This increased weight also causes the record groove to wear out more quickly, and thus lose their effectiveness, and, further, in such a construction if it is desired to use a larger horn, a larger reproducer arm must be provided, and consequently a heavier supporting bracket. In the improved construction as herein set forth, these difficulties are entirely obviated, as the weight of the horn is entirely upon the bracket which supports the reproducer arm, and any sized horn may be used without in any manner affecting the operation of the reproducing mechanism. Twelve claims are made in connection with this invention.


This important invention has reference to certain improvements in talking machines of the flat record type, and has for its object to generally improve and simplify the construction of devices of this character in such manner as to increase both the volume and character of the reproductions and render the tones clearer, sweeter, and more distinct.

Referring to the accompanying drawings, which form a part of this specification, Fig. 1 is a side elevation of a talking machine embodying the improvements. Fig. 2 is a sectional plan taken longitudinally through the reproducing arm. Fig. 3 is a cross-section through the forward end of the arm, showing the connection with the sound-box; and Fig. 4 is a cross-section through the secret joint at the other end of the arm, showing a modified form of means for holding the two sections together. Eight claims are filed in connection with this invention.


This invention relates to an improved mold for making duplicate phonograph records. The essential object is to provide a mold in which the core will, during the cooling of the material, be maintained exactly concentric to the mold.

Six claims are made in connection with this invention.


This invention is relative to improvements in gramophones of the type shown and described in Letters Patent No. 692,502, granted to Emil Berliner on Feb. 1, 1902. The gramophone of that Letters Patent was designed to greatly magnify the recorded sounds and was based upon the exact similitude of the commercial form of gramophone records. The essential improvement of this invention was to provide a gramophone reproducer machines coupled together and to a common motor for simultaneous and synchronous action, so that the reproductions of several records (all shown in the patent) were merged to have the effect of a single reproduction of greatly increased intensity. The multiple gramophone or "multichord" of the aforementioned Letters Patent occupied a floor space of considerable extent, since the several record-supporting tables were each individually mounted upon a common base-plate. Also since the removal of reproduced record tablets and the plac...
Two claims are filed in connection with this invention.

The annexed drawings illustrate one embodiment of this invention. Fig. 1 is a side view, partly broken away, showing the improved speaker in operative relation to the record cylinder; and Fig. 2 is a side view of the speaker. Two claims are made in connection with this patent.

One main idea of Mr. Emerson's invention consists in providing a floating weight instead of a "pull." away from it. This invention relates to an improved trumpet for talking machines, and the object is to provide a speaker which will give better audible reproductions and which will not wear out the sound record to any appreciable extent.

The Improved trumpet is preferably made throughout of wood; it acts in the nature of a sounding-board and transmits the sounds spoken into the same毫无损伤比金属的或铜制的喇叭.
A Constant Procession of Nickels

is marching steadily into the till of the man wise enough to put a Peerless Automatic Piano in his cafe. A nickel is five cents, and enough of them will equal any fortune you may name. You can buy the Peerless on the installment plan, and its daily earnings will equal more than what you are paying for it. When we say this we are not guessing. We are quoting from accurate, carefully proved-up statistics. It is almost giving you the money. This is the only successful piano, coin operated, which plays from perforated music. Unlimited changes and no expensive discs.

This is a first-class upright piano and can always be played by hand in the usual way.

Peerless Electric Pneumatic Piano

WITH COIN SLOT BOX AND ENDLESS MUSIC ROLL

SPECIFICATIONS

Height, 3 ft. 3 in. Width, 5 ft. 5 in. Depth, 5 ft. 7 3/4 in.

Roth & Engelhardt Action.


Peerless Automatic Piano

SIZE

2 ft. 10 inches wide
1 ft. 11 inches deep
and about 5 ft. high

Complete with Mandoline Effect and Guitar Device

Roth & ENGELHARDT, WINDSOR ARCADE FIFTH AVENUE NEW YORK

Proprietors Peerless Piano Player Co.
Be An Edison Phonograph Dealer

Edison Phonographs and Gold Moulded Records make a most profitable side line for any dealer in musical merchandise. It is a line that pays well of itself and attracts a desirable class of new customers to the store. Backed by the great name Edison, and by aggressive advertising, the Goods Are Half-Sold When Put in Stock.

If you already sell other talking machines, your line lacks its leader until you add Edison Phonographs, which are supreme in brilliancy and musical quality of tone reproduction. Edison Gold Moulded Records are unequalled in quality and popular variety.

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—A. H. Reynolds.
MONTGOMERY—E. L. Pedrick.

CALIFORNIA.
SAN FRANCISCO—Peter Hartung.

COLORADO.
DENVER—Denver Dry Goods Co.

CONNECTICUT.
MIDDLETOWN—C Sands & Post Co.
HARTFORD—Harry Jackson.
NEW HAVEN—Pallos-Elmberger Co.

DISTRICT OF COLUMBIA.
WASHINGTON—J. F. Bass & Sons.

ILLINOIS.
CHICAGO—James A. Lyons.

INDIANA.
INDIANAPOLIS—E. K. King.

IOWA.
DES MOINES—Hopkins Bros. Co.

KENTUCKY.
LOUISVILLE—The Ray Co.

LOUISIANA.
NEW ORLEANS—William Ittner; National Automatic Fire Alarm Co.

MAINE.
RANGE—S. L. Grady Co.
PORTLAND—W. H. Bass & Son.

MASSACHUSETTS.

MICHIGAN.
DETROIT—American Phone Co.; Grinnell Bros.

MINNESOTA.
MINNEAPOLIS—Thomas C. Hough.

MISOURI.
KANSAS CITY—J. W. Jenkins' Sons.

NEBRASKA.
LINCOLN—C. B. Hough Cycle Co.; Omaha Bicycle Co.; Nebraska Cycle Co.

NEVADA.
HOGAN—Edison Phone Co.
NEWARK—A. O. Pate.
TRENTON—Moo Black Book and Stationery Co.

NEW JERSEY.
HOBOKEN—Edison Phone Co.

NEW MEXICO.
OMAHA—Omaha Bicycle Co.; Nebraska Cycle Co.

NEW YORK.
ALBANY—D. H. & Hanks.


OHIO.
CANTON—Klin & Heilman Co.
CLEVELAND—W. J. Roberts, Jr.
COLUMBUS—E. E. Whitall Co.
DAYTON—Michaele & Debow.
EASTERTER—Smith & Phillips.
TOLEDO—Hayes Music Co.

PENNSYLVANIA.
ALLENTOWN—A. H. Reynolds.
ALLENTOWN—G. G. Arnold.
BATH—William Werner.
HARRISBURG—S. N. House.
PHILADELPHIA—C. J. Hoep & Son; L. Broc; Penn Phonograph Co.; John W. Miller.

RHODE ISLAND.

TENNESSEE.
KNOXVILLE—Knoxville Typewriter and Phonograph Co.

TEXAS.
DALLAS—Bennett Talking Machine Co.
FORT WORTH—Crawford, Shepherd & Co.
HOUSTON—J. H. L. Co.

VIRGINIA.
RICHMOND—McCall & Hanks.

WISCONSIN.
MILWAUKEE—E. R. Williams & Bros.

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