

The TALKING MACHINE WORLD

AND NOVELTY NEWS

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



UNMOVED FOR AGES SAT THE SPHINX OF STONE
TILL WAKED TO MUSIC BY THE GRAPHOPHONE

GRAND PRIZE, PARIS, 1900 DOUBLE GRAND PRIZE AND THREE GOLD MEDALS, ST. LOUIS, 1904

For Sale by dealers everywhere and by
COLUMBIA PHONOGRAPH CO., General

NEW YORK: 252 and 272 Broadway.

CHICAGO: 88 Wabash Avenue.
And in all the principal cities of the world.

SAN FRANCISCO: No. 125 Geary Street.

"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
"DELIGHTED."

"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 TELEPHONE—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 Electro-Magnetism—Fulfills a Hope That Telephone and Talking Machine Will Work Hand in Hand.

The Poulson "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-

group including the kindred discoveries—the telephone, electric light, trolley motor, talking-machine and wireless telegraph—the telegraphone is as distinct as a cameo in its principles. Because it is a contradiction of scientific principles heretofore accepted, it has first attracted the world-wide attention of scientists. While the talking machine has confined its work almost altogether to amusement purposes, the telegraphone far exceeds all the wax-record talking machines in this particular province. In the matter of reproducing music, there is little comparison between the telegraphone and any other machine, for the reason that there are no rasping or 'screeching' sounds accompanying the delivery of musical productions from magnetic records. The process being electrical and not mechanical, none of the disagreeable mechanical effects so noticeable in the other talking machines are present in the productions of the telegraphone.

"By accident it was discovered by Vlademar Poulson, a Danish scientist residing in Copenhagen, that if magnetism was conveyed to a steel plate by an electro-magnet of sufficient delicacy, the magnetism remained isolated at the spot where the contact occurred. In other words, very delicate electro-magnetism 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

transmitter, produce corresponding sound waves at the other end of the wire, which are most delicately reproduced by the electro-magnet in waves of magnetism on the steel. These magnetic waves are permanently localized where they occur on the steel surface. They will last for years. The steel may be polished without disturbing the magnetic record. Rust has no effect on it. The invisible magnet 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

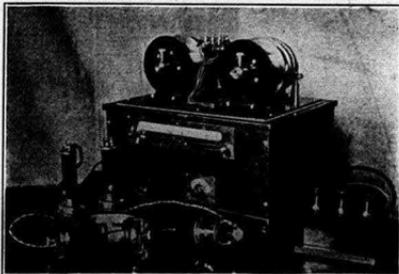


FIG. 1. WIRE TYPE OF TELEGRAPHONE.

ing machine fully revealed which was feebly foreshadowed 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 magnetism, accomplishes with that simplicity, ease, and grace which mark scientific perfection. It fulfills a hope of scientists that in some way the telephone and talking machine would be made to work hand in hand.

"Standing separate and apart from all other inventions of recent years, except the wonderful

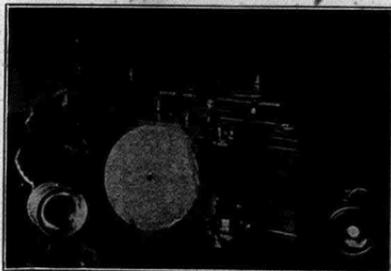


FIG. 2. DISK STYLE OF TELEGRAPHONE.

steel wire or disk runs a second time over the path 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 as 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 apparatus is a small electric motor, 110 volts, D. C., contained in the box. The record is effected by the action of the left-hand pair of magnets, the other pair of magnets being used for erasing. The switch-box shown on the side is fitted with three press buttons, by which the recording wire can be run forward or backward or stopped.

As the erasing magnet is in operation when the wire is run forward, any portion bearing a record which is no longer required can be utilized for a fresh record, the wire being cleaned by the erasing magnets immediately before entering the field of the recording magnets. It will be seen from this that the mere fact of making a record wipes out or erases any previous record on that part of the wire; this enables one, when speaking or singing, to correct an error. The machine is set in motion by the depression of the forward button in the switch-box, and the speaker or singer having finished, the stop button is pressed.

On the disk-style of telegraphone (Fig. 2) steel disks about 4½ inches in diameter and about 1-20 of an inch in thickness are used. The portability and malleability of these disks, the susceptibility of receiving records on both sides, the instantaneous erasure of records at will, lead one to believe in the great future of this apparatus. In both machines the reproductions are true to the human voice, either conversational or in song; and in this respect, while the sounds are perfect, they lack strength and resonance, attributes now in the process of rapid development.

COMMUNES WITH CATS.

There is a man in Unity, Me., who has chosen a reclusive 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 felines are particularly musical, and talks with them, in their own language. We will be interested to learn what they say to him.

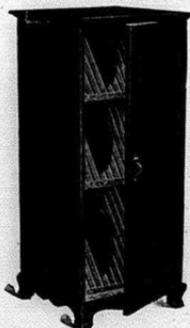
A Popular Line

OF

DISK
AND
CYLINDER
RECORD CABINETS

Write for Booklets and Prices.
They will interest you.

THE UDELL WORKS
Indianapolis Indiana



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 doll 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 tiny 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, her little nurse will simply have to place a disk in a crevice somewhere in penny's back, an operation as simple as putting a dolly 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.

DUPLIXAPHONE CO. TO ORGANIZE

And Build Plant in Lincoln, Using the Hill Patents.

(Special to The Talking Machine World.)
Lincoln, Neb., April 10, 1905.

The Duplexaphone Co., which are expected soon to incorporate, will build a talking machine factory in this city, with a capacity to turn out 150 machines 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 for them great superiority.

TRADE IN THE TWIN CITIES

Continues Steady—Dyer Increases Force—Donaldson Reports Sale of Expensive Outfit.

(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 compelled to increase its force of floor salesmen to take care of the increased trade, which was such as to practically clear 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 Camus, 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 Zon-o-phone machines are handled here.

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

T. C. Hough, 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 event 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 916 Olive street. This company have just closed their fiscal year and report an increase of 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. Byls 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 Talking Machine World. It made 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 fifty 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, Fibre Horns, Steel Body Horns and Spun 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 Fibre Horns if you want clear, brilliant reproductions. They all sound woody and hollow, not natural. Nothing but metal will give a natural tone.

Don't be confused regarding sound vibration. Horns are made of heavier material than diaphragms, and cannot vibrate in unison with them, consequently, if they vibrate at all, the vibrations conflict, the result being discord.

Patents on SILK FINISH Horns have been granted, but before they were allowed the patent examiners made us show by comparison with horns not SILK FINISH that when a horn was SILK FINISH 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 Flower Shapes as well as all the regular styles. Our Catalogue Matter, mailed on request, will give you full information regarding all style Talking Machine Supplies.

HAWTHORNE & SHEBLE M'FG CO.

MASCHER AND OXFORD STREETS PHILADELPHIA

THE BETRAYAL OF CUSSIN' JIM

BY C. MARION MOORE.

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

(CONTINUED FROM LAST MONTH.)

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, so he settled back in his chair. "Give us a good one, Pete, and then you can play it over when Frank comes back."



THE LEANED FORWARD AND ENQUIRED IF WITH ADMIRATION NOT UNMIXED WITH AWE.

Pete looked carefully over his collection, and finally brought forth a record which he placed upon the table while he wound up the machine. He also made some other changes, which the old gentleman didn't notice.

"For the land's sakes, if I don't believe Frank has let them calves out, and they're makin' for the back pasture as hard as they can go," said Jim, who was standing by the window.

"You must be mistaken," said the old man unasily. "I expect them pesky mule colts has got the bulge on him somehow."

"No, it's the calves," shouted Jim, "for there goes Frank efter 'em."

The old man arose, peered out into the darkness, and then began to search for his footgear.

"Jim, Clarissy, what in thunder hev you done with them boots?" he stormed as he paced up and down the room searching in every conceivable place for the missing articles.

Jim and Clarissa, who were anxious to avoid any suspicion of complicity, joined eagerly in the search, and in an overzealous moment the programme was carried just a little farther than was intended by Jim setting his heavy cow-hide boot upon his august sire's toe.

For a moment there was silence. Then the old man subsided into a chair and began to exercise a vocabulary so wonderful and terrific in its profanity that it caused a smile of joy to illuminate the countenance of Pete, who was carefully recapturing the speed of the whirling little machine.

He commenced upon the calves as the author of his woes; passed over the mule colts with a few blood-curdling adjectives; vituperated Frank as a niny who didn't know enough to pound sand in a rat hole; passed down the list methodically, and finally wound up with a stringing enlopy upon Jim and Clarissa as a couple of blanked chuckleheads who needed a whole forty-acre field to turn around in.

"Did you get 'em, Frank?" inquired Jim as his brother appeared in the doorway.

"You bet!" responded Frank. "There ain't no

mule colt this'a goin' to run fur from a warm barn a night like this."

"I thought it was them pesky critters," said old Jim as he still nursed his toe, "but Jim would have it that the calves had got out. Pete, what was that you's a playin' while I was a huntin' fer my boots?"

"Nothin'," responded Pete, truthfully.

"I thought I heard the thing a-whizzin'." Play some more," he demanded.

The concert was soon finished and young Saunders began preparing his phonograph for removal.

"I s'pose all you folks is a-comin' over to Bradley's to the grand taffy pullin' and funny-graph concert?" he asked.

"Didn't know there was one, but I'm a comin'," said old Jim, who, never missed an opportunity to be with the Widow Saunders.

"Well, I s'pose if Pa goes the rest of us'll come," said Frank.

"You all want to come," advised Pete, "for I wouldn't wonder if somethin' out of the ordinary wasn't a goin' to happen. Good-night, all."

"Good-night, Pete," they responded in chorus.

A few evenings later, at the grand taffy-pullin' and phonograph concert, there was to be distinguished among the merry young folk in the kitchen, the young people of the Campbell and Saunders families, while in the front room with the older people sat the Widow Saunders, stiff in her black silk, and on a near-by chair was James Campbell, Sr., the gray having miraculously disappeared from his hair and with his trousers pulled over his boot tops, which gave him somewhat the appearance as if a joint of stove-pipe had been inserted in each leg of the garment.

After a period of conversation, the young folk were called in and the concert commenced. Maud, the only one of the Saunders family who was loyal to her mother, had been detailed to run the machine, and arrayed in a new dress in honor of the occasion, she took her position by the instrument and the concert commenced.

"There ain't no name on this one," said Maud, some time later, with a perplexed frown, as she examined a record. "Where's Pete?"

No one seemed to have any knowledge of that young gentleman's actions.

"Let's have it, anyhow," spoke up a bluff old farmer. "We ain't a keefin' fer names. The music is what we want."

This being the general verdict, the record was adjusted and the machine started. The audience waited in silence for the announcement, but none came. Only the steady singing whirr of the machine. Then, at last, when everybody had begun to think that there was something wrong with the machinery, it demanded in stentorian tones, "Jim, Clarissy, what in thunder hev you done with them boots?"

The audience was too surprised to laugh. One corpulent old lady who was resting her ponderous weight upon a settee, seemed to think the remark was addressed to her personally, by the furtive manner in which she felt under the article of furniture she was seated upon.

Then the machine began to curse. One mirthfully inclined farmer started to laugh, but was immediately squelched by his wife, and one-who after he bore the guilty, cowed look of one that had laughed in church. Mrs. Bradley, the hostess, arose to remonstrate against such language, but suddenly changed her mind and sat down without a word.

Old Jim met his fate like a man and a soldier. The demand for boots brought a few drops of perspiration to his brow, succeeded by a look of sullen anger; but when the machine really warmed to its work, he leaned forward with his hands on his knees and regarded it with admiration, not unmixed with awe, at the thorough manner in which every intonation of his voice had been registered.

"Well, I'll be dinged," he uttered as the record came to a close, a remark which brought forth a roar of laughter.

"You'll be worse than dinged, Jim Campbell," said the irate Widow Saunders, her whole form shaking with rage and mortification as she pointed an accusing finger at her erstwhile lover. "You'll be worse than dinged for tryin' to impose on an innocent widder. I shall thank the Lord this night fer snatchin' me out o' the clutches of such as you," she added devoutly.

"Ma'am," said Cussin' Jim, as he arose and made the low a courtly bow, "the Lord didn't have nothin' to do with this business. It all originated in the head of that snub-nosed son o' yourn. Good-night, one and all." And he made another courtly bow. Then as he reached the door he turned to the corner where the young folks were seated.

"Boys," he said, "you needn't look fer the mangled corpse of your poor dead dad strung along the roadside anywhere, fer he's a goin' to be in bed soonish."

With this parting shot, Cussin' Jim went out into the night.

The following morning the Campbells sat down to breakfast amid a stiffness so dense that it gathered on things. At last the old gentleman turned to Jim with a premonitory clearing of his throat.

"Young feller, you and Maud had better get married in the spring, for your Pa is a goin' back to Indianny, and there's no tellin' how long he'll be gone."

"And you," turning to Frank and Silas, "don't let me hear no more of this fakoty business. Jim'll need you here to help work the farm. Between hollygagin' around and doin' the chores, he won't be able to do nothin'."

"But I'd advise him not to have one of them funny-graphs around," he added dryly.

THE END.

PRICE CUTTING CONDEMNED.

Special Committee Appointed to Investigate Certain Cases.

At the regular monthly meeting of the Retail Talking Machine Dealers' Association, at Maennerchor Hall, New York, March 25, only routine business was transacted. Price cutters came in for an excoriation, and a special committee of five was appointed to investigate certain cases mentioned and to report at the next meeting of April 20. The gentlemen selected by President Weiss to serve are: Wm. Erhardt, Sol. Lazarus, Sig. Waldeck, L. Silverstein and M. Landau.

To the native population of India Lord Curzon is sending a message in the form of a talking machine record, with a translation of his words into the provincial dialects.

Henry Blank has opened a talking machine establishment at Broad and Winding streets, Lancaster, O.

A REMARKABLE DEVELOPMENT

Of the Talking Machine Business in Boston and Vicinity Notes—High Grade Instruments in Demand—The Boston Talking Machine Exchange Buy One Hundred Thousand Disk Records—Fight Against Misleading Ads—Columbia Company Publicity—Osgood's New Department.

(Special to The Talking Machine World.)

Boston, Mass., April 8, 1906.

There is no business in Boston to-day that shows such a remarkable development or such a satisfactory prospect for future growth as does 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.

Haste 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 is 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 "The Ormsby Record," and sell for \$5 a dozen. This is a cut of 50 cents each from the present rate. He has arranged his basement salesroom with filing cases for these disks and intends to envision things about town. Mr. Ormsbee has just opened a musical instrument department under the management of Miss Alice Grover, a popular violinist, who was with the Fadette Woman's Orchestra for five years. He is also carrying a

line of McPhail, Starr, Howard and Richmond pianos.

"No misleading ads" is the battle cry of the Eastern Talking Machine Co., where a rushing business is being done and constantly increasing. This company is pushing the Edison records of great advantage and does an enormous jobbing trade throughout New England. The window "fixings" have been remodeled and add much to the attractiveness of the store.

At the Columbia Phonograph Co. the salesmen are taking advantage of the warm weather to keep the door open and crowds surround it all day, listening to the music. It is a great advertising scheme. Business here is very brisk, both retail and wholesale. A demand for a better grade of instrument is particularly noticeable.

The new talking machine department at the C. E. Osgood 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 "Faust," the waltz from "Romeo 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 said:

"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, gloomy and peculiar, but they sell like hot cakes. American records are absolutely unknown, the entire business, which 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

FOR USE ON ALL DISC MACHINES

THE NAME SIGNIFIES THE KIND

OUR THREE STYLES
PERFECT

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

MEDIUM

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

QUIET

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

MADE FROM BEST ENGLISH STEEL

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" GOODS

FOR SATISFACTION

WE KNOW—YOU KNOW—AND EVERYONE WILL
EVENTUALLY KNOW THAT

VICTOR TALKING MACHINES AND RECORDS
ARE THE BEST

SEND US
THAT
RECORD
ORDER



GIVE US
A
CHANGE
TO
PROVE OUR
STATEMENTS

WE occupy AN ENTIRE building in the heart of the city. Our time is devoted exclusively to pushing 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

SOLICIT YOUR PATRONAGE
AND DELIVER 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.

AMERICAN TALKING MACHINE COMPANY

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

586 FULTON STREET,

(BROOKLYN) N. Y. CITY

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 to cut down expenses, this genius has devised this phonofatoman.

It is made of papier-mâché, 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; "the following are our list prices on so-and-so," and with that the machine recites off the latest quotations of whatever trust 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 will now tell you two comic stories and sing you a selection from the latest opera.' 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 automaton to its box and expresses it back to the house, C. O. D. There the order record is taken out, a fresh one put in and the machine sent to another customer.

"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 expense account, and never drows on the house. Then, again, think of the enormous saving in railroad fares! I look to see the day when the patent automaton salesman will run every salesman out of the business."

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 Talk-o-phone Co.'s New York office, namely, S. H. Stearns has retired and been succeeded by B. Feinberg, for several years with Hawthorne & Sheble 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 thrashing business, and is 9,000 machines behind on orders, the plant at Toledo, O., now being run double shift. A three-car order from San Francisco recently robbed the New York end of its banner record. E. P. Hubbell, 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 prob-

ably 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 Air 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 to show a customer, and once he sells a machine keeps everlastingly at the new customer, bringing late ideas constantly to his attention.

It is the former dealer who first feels business depression, and begins to figure 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 neighbor. 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 machine business is one of the most profitable things to command a progressive dealer's constant attention. In a recent interview with Mr. Sheble, of the Hawthorne & Sheble Mfg. Co., Philadelphia, Pa., whose business is devoted to manufacturing talking machine supplies, Mr. Sheble states that jobbers 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. Sheble 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, however, will enable them to ship all goods promptly.

NEW OFFICERS ELECTED.

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

On the 1st Henry B. Babson 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. Sealbary, resigned. W. B. Howe, former president of V. D. & E. Co., is also a resignee, with Miss L. S. Lemox, his secretary. Fred C. MacLean, the dean of the company's traveling force, will remain in his old position. No further changes in the office staff have yet 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., Philadelphia, Pa., who recently returned from Florida, left for California on an indefinite vacation, to recruit 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. McCarty, and George H. 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 does 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

WITH
Thomas A. Edison
PHONOGRAPH

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 one (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.
Scranton, 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

Our
Record Cabinets

make money for you,
hold

100 to 250
Cylinder Records,
80 to 144
Disc Records.

Write for Booklet and
PRICES

FEIGE DESK CO.,

2063 Genesee Ave., Saginaw, Mich., U. S. A.

PRACTICAL SUGGESTIONS AND COMMENTS.

It will be the attempt of the editor of this department to answer various questions in reference to such 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 price-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 at a probable gross profit of one-quarter of a cent. Dealers, study your machines. Take one apart and put it together again, and you will learn more in an hour than you dream possible, which will be a source of profit to you in the future.

THE SPRING AND ITS CARE.

A subscriber asks us: "Why is it my machine (Edison) after running about two records suddenly sounds as if something exploded inside?"—The trouble is due to the fact that when the spring is tightly wound all its coils touch each other and one or two of them will stick together until 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 barrel. (For squirting the benzine nothing is better than an oil can.) This washes out any gummed oil that may cause the sticking of the spring coils. After this washing, let it stand for half an hour, to allow the benzine to evaporate. Then wind up the machine about half, stand it on end again and put about three tablespoonfuls of the best powdered graphite on the spring coils, allowing the machine to unwind while so doing. We do not advocate the use of oil in the spring barrel, as this tends to gum up, and causes the very difficulty we are trying to avoid. The graphite may be put in with a small, flat stick, but the nicest method is to use an insect-powder blower, which seems to send it in the smallest cracks.

RECORDS AND LENGTH OF RUNNING.

Another question that we are often asked is "Why can I only get two or three records off of one winding when I ought to get seven or eight." The answer to this is not quite so simple as it may seem, as the trouble is due to various causes.

No. 1. A loose belt or one that has become

soaked with oil. The remedy is obvious—get a new one. They are cheap.

No. 2. "The belt tightening arm pulley" or "idler pulley" may not revolve on its shaft. This is the small pulley beneath the top plate, and rests on the belt and takes up the slack, and by the way, see that it does rest on the upper surface of the belt, and not on the belt driving pulley.

No. 3. The driving pulley may be loose on its shaft. (The driving pulley is the underneath belt wheel.) If this should be loose, tighten up on the set-screw that screws into the hub of wheel. Don't use a big, coarse screwdriver. It is very easy to twist off these small screws.

No. 4. Not enough oil on "main shaft" (Home or Triumph) or feed shaft, or oil may have become gummed on same. This very fine screw thread (100 to the inch) should be treated with great care. It should be kept clean and well oiled. The best method of cleaning this is to use an old toothbrush dipped in benzine.

No. 5. The centers which hold the above main shaft must not be adjusted too tightly. Test this by taping off the belt and spinning by hand. It should run very freely.

No. 6. Some of the ends of the various shafts may have been ruffed up from lack of oiling or may have become bent.

The only way to decide about this is to take the machine apart and try each shaft in its own bearing by spinning it around. We would like to say in connection with this trouble that oil is a very necessary article to insure the best results from the talking machine. Every bearing should be well oiled, but by this we do not mean filling the machine a bath. The best oil for talking machines generally is one that does not gum readily and will not evaporate. The oils are much better than thick or heavy oils.

No. 7. A poor feed nut or one that is not properly set on the feed thread. This nut or portion of a nut is set 100 threads to the inch, and if set too far forward to exactly match into the threads of feed shaft (commonly called the main shaft) it will bind and cause a great reduction of the power of the motor. In connection with this it is well to call attention to the fact that the nut is not reversible, and if put on "hind part before" it will lift out of the thread and repeat the same line over and over.

No. 8. The feed nut spring may have become bent down, causing too much tension on the feed-screw. (The feed-nut spring is the blue steel spring or arm that holds the nut mentioned in Cause No. 7.) Of course, if this happens, it must be bent up again, but bend it carefully or you may overdo it, which will cause the reproducer to repeat.

WHY THE RECORD REPEATS THE NOTE.

Another question we frequently have to answer

is "Why does my phonograph run about two-thirds of the record all right and then repeat the same note over and over again?"—This is caused by one of the following: Dirt or some small substance may have collected at this point on the main shaft or feed thread. Clean the thread with a toothbrush and benzine.

The feed nut may be worn out. If this is the case a new nut is the only remedy.

The feed nut spring may have been bent up. Of course, this must be bent down again, but bend very slightly, or you will cause too much pressure on the thread and reduce the power of the machine. (Read Cause No. 8 of the preceding question.)

"WHAT IS THE CAUSE OF THE GRINDING NOISE."

"What is the cause of a grinding noise like a buzz saw in my machine?"—The reason for this is generally in the governor shaft. If the noise is so great as to be noticeable when machine is playing, our advice is to let the repair man give the machine an overhauling. We would also suggest putting in the new motor suspension springs, which, if properly adjusted, make the machine nearly noiseless.

PRODUCING A GOOD RECORD.

In answer to a correspondent, we may say that theoretically there is no difficulty in producing a good record; practically, the difficulties to be overcome are many. In the first place, the recorder must be a good one, with a good sharp agate cut to a proper angle. Secondly, the blank must be of suitable composition, not too hard, and turned and polished perfectly true. The room in which the record is made should be at such a temperature that the surface of the blank is soft enough to take a deep impression. Thirdly, the horn or trumpet should be long and of wide diameter, nearly conical, and not recurved. It should, especially for voice reproduction, be made of papier-mâché, so as to avoid the resonant effect due to a metal horn. Fourthly, in speaking or singing, the performer must be close to the bell of the horn, and must articulate very clearly and distinctly, and about as loudly as if speaking to a person at the further end of a room fifty feet long, but modulating the voice when high notes are taken, otherwise the record will "blare" when reproducing those notes.

CAUSE OF DUPLICATING ECHOES.

In answer to the inquiry as to what causes a duplicating machine echoing when it is making a record, the expert of the Talking Machine News says:

"When one record is being duplicated from another on an improved double-mandrel duplicating machine, although no diaphragm is employed, the ear detects sounds given out during the process. They are sharp and shrill, but of small volume. They can scarcely be called musical, and yet they proceed from the master record which is being duplicated.

"To understand, let us go to the very elementary principles of acoustics. There we learn that any vibrating body communicates its vibrations



Mr Dealer:

Do you know that 75% of all
RECORD AND MUSIC CABINETS
on the Market

are the **HERZOG** make?

We make the most complete line,
both for Cylinder and Disc Records.
Our Cabinets are up to the Standard
in every particular.

Write for Catalog.

HERZOG ART FURNITURE CO.
SAGINAW, MICH., . . . U. S. A.



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 sound waves of greater force and amplitude than a solid bar or rod of equal mass. Hence it is that we employ diaphragms in telephones and talking 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 reproduced 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 sapphire ball, traveling in the sound grooves of the record, sets up vibrations in the solid weight to which it and the recording stylus are attached, and this gives out sounds discernible by the ear. If the duplicating machine were operated at the same speed as the ordinary reproducing instrument, it should be possible to follow these sounds and to recognize that record as being duplicated. But the usual practice is to run duplicating machines at a very low speed. Consequently the sounds they give out, while made by the master record itself, and perfectly audible, are usually unintelligible."

This department of the paper has been introduced to aid the dealers to overcome technical difficulties of all kinds, and to help adjust his machines so as to give his customers the best possible results. The writer hopes that the dealer will take advantage of this opportunity of sending in whatever questions he may care to have answered. He sure to get all possible replies written that we may clearly comprehend what your trouble may be, and we will do everything in our power to "put you wise."

A. E. THOMAS' INVENTION

For Controlling the Volume of Sound in Talking Machines—Invites 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 reducing the volume of sound to any pitch desired. He has named this attachment the "Dolce." A demonstration of its possibilities was made last week and it proved to be a tremendous success. It was also shown that the wear 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 songs by Schumann-Heink and other celebrated artists were reproduced on the disk graphophone. The possibilities in the way of aiding voice culture—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 furnished further evidence, if it were needed, of the way in which dealers can bring the talking machine 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 Led 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 1793 the French Government passed a law granting to authors or owners of copyrighted music or other matter the right to control the publication of such works in any form whatsoever. This law remained in effect until 1866, when France, wishing to make a commercial treaty with the Swiss Republic, one of the chief exports of which latter country being musical boxes, amended the ancient law of 1793, 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.

About 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 songs 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 concessions to be made him 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 undaunted by that setback, 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 decreed that the law of 1866 should be literally interpreted. This exempted from copyright restriction all records of bands, orchestras and other purely instrumental selections, but placed all songs, speeches or monologues, whether musically accompanied or

not, under the absolute control of the owner of the copyright.

The court further assessed the record makers at a nominal sum for back royalties; final assessment of damages to be named after examination of their books. It also ordered the seizure of any such records placed on sale and forbade the making of them without copyright under penalty of \$20 fine 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 above the Court of Appeals called the Cour de Cassation (of Dreyfus fame), but as this tribunal could not possibly review the case for several years, with the Court of Appeals' decree operative meanwhile, the record makers were confronted with a very serious problem, for without the reproductions of songs their business in France was practically paralyzed. They were literally forced to settle 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 their 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 situation, 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 their way, 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 this was but right, and that the right would ultimately conquer; furthermore, he foresaw

Phono-Record Post-Cards

GREATEST NOVELTY OF THE AGE

New Development of the Postal Card Craze
Wonderful Advancement in Talking Machine Discs
Songs, Band and Orchestra Music to Perfection



This article consists of a thin transparent Disc Record, through which the picture on the postal card is clearly visible. Can be played on any style Talking Machine loud enough to dance by.

Can be played over 100 times and are

INDESTRUCTIBLE

NOVEL ADVERTISING MEDIUM—ASSORTMENT CONSISTS OF 80 NUMBERS

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

Import Novelty Co. 1265-1269 Broadway
Department NEW YORK

that even the burden 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 club and a deterrent only to unscrupulous infringers and so-called "dubbers" whose lives depended on the capital, labor and brain of others at little or no cost to themselves, and who, under guise of cheapening cost to the public, merely robbed Peter to pay Paul, and then paid poor Paul (the public) in counterfeit at that. As a result of Mr. Clark's long-headedness his company was the only concern in France which was not seriously hampered 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 France to-day, and judging from the agitation in other countries of Continental Europe, it is thought that many of them have similar laws which may be enforced.

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 to-day more than one or two in the business who would welcome such a condition, and perhaps go even farther 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 355 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.'s store on Thursday 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 machine in the extreme rear. Side by side with it were set up the most perfect disk 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 talking machine trade in 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 in 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 assemblage 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 Colonel by the Playing on a Talking Machine of a Military March.

A. E. Wier, general manager of Joseph W. Stern & Co., music publishers, tells rather an interesting story in connection with one of their publications, the "Kaiser Frederick 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 Frederick March," played by the Regimental 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 intently 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 the fatherland, and that the record was so perfect that its strains had car-

ried 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 he carried back to what he declares were the happiest years of his life.

AT LEWIS & CLARK EXPOSITION.

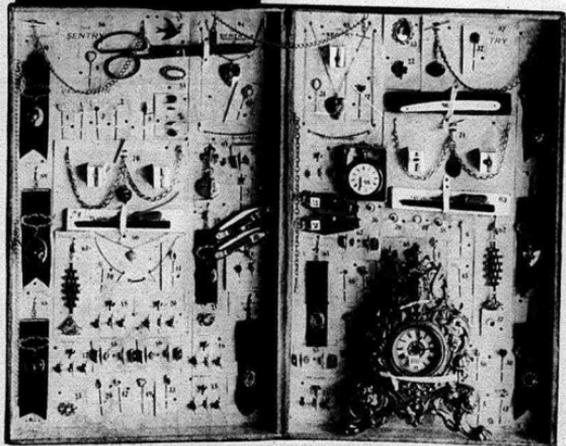
The National Phonograph Co. will have an exhibit for advertising purposes only at the Lewis & Clark Exposition to be held at Portland, Ore., June to November. It will be in charge of Peter J. Galuppi, our San Francisco jobber—Edison Phonograph Monthly.

Mr. Talking Machine Man:

You can make money with our jewelry premium outfit. We have put out over a thousand in Wisconsin since January 1st., and can now supply dealers with case complete for about one half the price we paid for them two months ago. You won't have to invest \$2. dollar. Our way of doing it will bring 100% profit within ten days.

Write Us

McGreal Bros.,
Exclusive Manufacturers
and Distributors
Milwaukee
Wis.



Notes about "Double Service"



TRICKS IN ALL TRADES.

"Know it All" had just heard a language lesson. "Twenty-five of those records in a course? Nonsense! Why, all you need is one record to a language—just one—giving the principal sounds, with a book of rules, and you can pronounce any foreign word you see. Nobody knew much about it, but the out-town dealer suggested it might be a good idea to teach the customers a musical scale on the phonograph and let them produce their own music.

"You see, it's this way," went on K. I. A.: "Some looked at their watches, and just as the party promised to get busy and break up, Jones, the proprietor, came hustling down the store, carrying a machine and calling for the fellow who knew about languages. 'You'd know almost any language if you heard it—wouldn't you?' said Jones.

"Certainly, because—"

Jones cut him short. "Listen to this language record, made by a chap we couldn't understand last night in the store. Now, what language is that?"

K. I. A.'s face was a study. The record sounded like a Jap and a Russian settling the war. It was ever so soon, and when the man who "gave it up" was outside, I said to Jones: "How did you ever get such sounds together?"

"Pretty good wrinkle," laughed the proprietor. "I work that on all the know-it-alls that come in."

"Why, it's nothing but a regular I. C. S. record run backward. Take off the belt on the machine, put a piece of twine in its place, crossed to reverse the motion, and let the record talk from the back to the front!" That was a new one on me. "Ever hear of it?"

WHY BUSINESS KEEPS UP.

The Edison trade wants to know when business will let up. Mr. Hearst, in the New York Journal, gives us an idea, in one of his editorials, but evidently he has not heard the modern phonograph nor witnessed the demand. Read this; it'll make you glad you are selling music for \$1 down and a promise:

"When will public spirit and business enterprise combined—or, better still, the will of the whole people—supply good music for all of those that want to hear it?"

"This country is full of human beings—women and girls especially—with souls starving for music, with its great inspiration and consolation.

"The soul starves, as the body does. And in many a poor, drudging American body there is a soul half dead, or dead from spiritual starvation, always waiting for the body to die and set it free.

"These are millionaires that give us libraries—without books. Others give us fine stone buildings for our universities—on condition that new thoughts shall not be taught in the new buildings. Others give hospitals, where the sick can be cured and nursed. Others—all honor to them, and to J. Pierpont Morgan among them—establish maternity homes, where the poor mother can bear her child in comfort.

"These are all good deeds; they rank in kindness of intention with the act of the man who gives away food or shoes.

"What very rich man or acute business man will realize the people's craving for music? What one among them will undertake, by the distribution of music to all of the people, to feed the human soul?"

WHEN A MAN DOES HIS BEST.

Ever see a professional record made? Respiration, Inspiration and Perspiration enter largely into the results. The manager says if we're satisfied with your trial we will book you for an engagement. It's so with the singer, the monologist, musician, or language teacher; for the modern Gold Mould Process is too expensive and the type of phonograph experts too much taken up to bother with "talent" that don't size up right. Find the artist with the physique, the "phonograph sense," and then watch him work. Over and over again the record is made and passed upon by experts. Talk about "good music," "perfect pronunciation"; here is a star performance caught in gold moulds that would surely bring encores from any New York audience. And when you stop to think, the records do get the encores; seldom does one playing suffice the listener—generally it is heard dozens of times. Small wonder you can learn a language with a phonograph when a musical air is learned in one or two playings.

TRUTHS VS. IDLE JESTS.

Overheard.—"You see this I. C. S. hearing tube reaches both ears through a tube from the language record. Most students, when they listen to a living language teacher, let the pronunciation in one ear and out the other. Now, this method lets nothing escape. The pronunciation circulates. Some of it's bound to stick! There's an emergency canvass for you; but it wasn't half bad, at that."

To obtain much-needed room in their plant, Leeds & Catlin, New York, have removed their executive offices to the second floor of the building. They have been appropriately appointed, affording privacy heretofore impossible in the old space allotted to that purpose. The pressing room is now removed from on the ground floor, with the record plant in the rear. Notwithstanding these changes their factory still lacks adequate accommodations, and the firm have quarters in view entirely to remove this branch of their rapidly increasing business, in which event the present premises will be retained for recording only.

One of the toasts that evoked a great deal of enthusiasm at the recent annual banquet in London, Eng., of the talking machine trade, was that proposed by the chairman, when he announced, "To President Roosevelt, the Chief Magistrate of that great country where the talking machine came from." It was coupled with the honors to the royal family.

BUSY TIMES IN PITTSBURG.

The Approach of Spring Seems to Have Stimulated Trade in Talking Machines—Mr. Bental in His New Home—Kleber & Bro. Enlarge Talking Machine Department—So Do the Columbia Co.—Henderson's Move.

(Special to The Talking Machine World.)

Pittsburg, Pa., April 9, 1905.

Trade conditions continue favorable throughout this section. The approach of spring seems, if anything, to have stimulated the demand for talking machines. Although April is the month when movings are effected in this section of the country there have been comparatively few changes of base. The only dealer of note to change his location is Theodore F. Bental, who took possession of his handsome new store on Liberty avenue about the first instant. He was not in when the representative of the Talking Machine World called, and his manager said that he was recuperating at Atlantic City for a week, recovering from the effects of the "strenuous life" as exemplified by "moving."

H. Kleber & Bro. have enlarged and beautified their talking machine department on the second floor of their Fifth avenue store, and are better prepared than ever to handle their trade. We hope to be able to present a picture of their department to the readers of the World in the near future.

Manager Henry, of the Columbia Co., has been obliged to lease an additional room on the second floor of the Blyden Building to accommodate his bookkeeping force. He has also moved his private office to this room, and here the Commercial Graphophone Department finds quarters. The furnishings of the new offices are in hard wood and present a fine appearance.

George Breisacher, one of the oldest talking machine dealers in Altoona, and, incidentally, in this section, has sold his business to his cousin, W. G. Breisacher, who will carry on the business in his own name. The elder Breisacher will embark in a larger business venture in New York.

Charles Henderson, of Bradford, has just opened a talking machine store in the heart of that bustling oil town at 63 Main street. He has put in a full line of Columbia goods, and will sell the goods on the popular plan of "a dollar down, and a dollar a week."

Louis E. Scheader, Clerk of the Senate of West Virginia, has just adopted the Commercial Graphophone for getting out his daily transcript of the sessions of the Senate. He is enabled to get out the complete transcript in this manner within an hour of the close of the session.

WE ARE ALWAYS IN THE MARKET

FOR

**Anything New in the Phonograph
or Talking Machine Line**

Machines, Records, Horns, Sound Boxes, Novelties,
Specialties of any kind and Improvements of all kinds.

Correspondence Invited. Address

SIMPSON, CRAWFORD CO.

Talking Machine Dept. 307 SIXTH AVE., NEW YORK

JUST A MOMENT!

Do You Believe in Getting Big Value for Your Money?—Are You Willing to Let 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, jobbers, dealers and users of talking machines, and even the veriest amateur must be impressed with the fact that we are presenting a wonderful value for the subscription price asked. Fifty cents a year is, indeed, but 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 reflect that the only way that a second copy can be received will be by sending on 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 you can render us considerable assistance by showing this copy to your friends. There must be in every community a number of people who would be glad to subscribe to just such a publication as this if they knew of its existence. Help the good work along by subscribing for The Talking Machine World and by showing a sample copy to your friends and neighbors. Don't delay, but act now.

THE TALKING POST CARD.

Not Generally Known That One of Edison's First Ideas Was to Use the Phonograph for Correspondence.

A wide publicity has attended the placing of a "talking post card" on the market. The process consists of a thin disc on which the sender speaks what he has to communicate to his correspondent. The plate is then fixed to a post card of ordinary size, and it is claimed that the material employed is sufficiently hard and strong to resist deterioration during transit.

It is interesting to note that this was one of the earliest and chief ideas to which it was proposed that the talking machine should be put. "Among the more important uses of the phonograph," writes Edison, in describing his then new invention, "may be mentioned letter-writing." He then proceeds to enumerate others. But, "the main utility," he goes on, "is letter-writing and other forms of dictation." This is how he proposed to put his idea into practice. The italics are Edison's.

The practical application of this form of phonograph for communications is very simple. A sheet of foil is placed in the phonograph, the clockwork set in motion, and the matter dictated into the mouth-piece without other effort than when dictating to a stenographer. It is then removed, placed in a suitable form of envelope and sent through the ordinary channels to the correspondent for whom intended. He, placing it upon his phonograph, starts his clockwork and listens to what his correspondent has to say. Inasmuch as it gives the tone of voice of his correspondent, it is identified. As it may be filed away as other letters, and at any subsequent time reproduced, it is a perfect record. As two sheets of foil have been indented with the same facility as a single sheet, the writer may thus keep a duplicate of his communication. As the principal of a business house, or his partners, now dictate important business communications to clerks, to be written out, they are required to

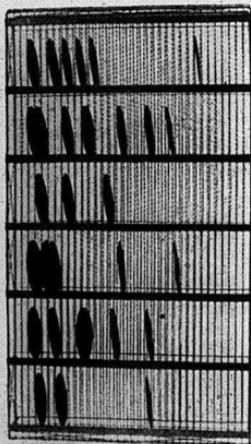
do so no more by the phonographic method, and do thereby dispense with the clerk, and maintain perfect privacy in their communications. The phonograph letters may be dictated at home, or in the office of a friend, the presence of a stenographer not being required. In the early days of the phonograph, ere it has become universally adopted, a correspondent in Hong Kong may possibly not be supplied with an apparatus, thus necessitating a written letter of the old fashioned sort. In that case, the writer would use his phonograph simply as a dictation machine, his clerk writing it out from the phonograph at leisure, causing as many words to be uttered as his memory was capable of retaining until he had written them down. This clerk need not be a stenographer, nor need he have been present when the letter was dictated.

Edison went so far with his idea, says The Talking Machine News, as to experiment with the particular form and construction of an envelope which could be regarded as satisfactory for transmitting through the post these phonographic letters. Although he had in mind the use of the phonograph as a stenographer's substitute in writing letters, yet it is interesting, at this date when the talking machine is widely used for this purpose, to note that his idea was to make use of it in this manner only as a last resort. In case the man in Hong Kong should not have a machine, then the spoken matter would have to be written out on paper and an "old-fashioned" letter sent him. But when talking machines should have been generally adopted, there would be few written communications, the common form being spoken words transmitted through the medium of the magic foil to the person addressed.

Lind & Wolf Mfg. Co., manufacturers of sound modifiers for gramophones and disk machines, and other specialties, will remove their New York office, 12 Chambers street, to the company's store and factory, 283 Fulton street, Brooklyn, N. Y. The change will take place May 1.

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.

CONVENIENCE AND CLEANLINESS ARE HANDMAIDENS TO PROFIT

And the convenience and cleanly features of Syracuse Wire Record Racks are beyond dispute. The rack shown here is our No. 2 B for disc records, and is sold for \$15.00. Has a capacity of 1890 Records and yet occupies but little space.

Send for complete list of sizes and prices on both Cylinder Record and Disc Record Racks.

WE MAKE LIBERAL TERMS WITH AGGRESSIVE JOBBERS.

SYRACUSE WIRE WORKS SYRACUSE, N. Y.
Dept. W.

W. S. SIMPSON'S STOCK SOLD.

The stock and other assets of Walter S. Simpson, mail order business and dealer in phonographs at 7 and 19 Warren street, New York, were sold at auction Tuesday by Charles Shngood, auctioneer, under the direction of Judson B. Wilds, receiver in bankruptcy. Augustus H. Skillin, attorney for the receiver, said that the sale realized \$5,600. The liabilities are \$49,000.

Notice to Jobbers Cylinder or Disk.

The New Jersey Metal Co. offer a line of metal flower horns, beautifully colored and in two sizes for both cylinder and disk machines which are worthy your investigation. Write for quotations.

L. KAISER, Mrs. Agent,

32 East 14th Street, New York.

Also Mrs. Agent for E. A. & A. G. Schoettel, Mrs. of the famous "MEGA" Horn.

2000 GUMMED
STICKERS \$1.

This Size Only—Asst. Colors.
W. L. WILLIAMS,
Metropolitan Life Building,
Room 10620, NEW YORK.

Cash must accompany each order. These stickers can be used on every machine and disc record, as well as every package leaving the store. The less reading the better they look.

RUSH & BUSY,

The Hustling
Talking Machine
Men,
PROSPERITY, H. O.

SACRIFICE

10,000 NINE INCH RECORDS

All new and up to date. No Seconds. For particulars address, stating how many you can handle,

GEO. LYNCH,

20 New Street, Newark, N. J.

Chance for Manufacturers of Slot Machines

We desire catalogues and prices of Penny and Nickel-in-the-Slot machines.

Unique Talking Machine Parlor
1010 Prairie Avenue, HOUSTON, TEXAS

FOR SALE.—A good paying phonograph business established five years, Borough of Brooklyn. Will sell reasonable. Parties interested in other business. Address "L. K.", care of The Talking Machine World, 1 Madison Avenue, New York.

FOR SALE.—A Phonograph store in city of 500,000, well established trade, low rent and elegant location. Address A. B. Wahl Co., 304 Main St., Lafayette, Ind.; 119 S. Illinois St., Indianapolis, Ind.; 805 Vine St., Cincinnati, Ohio.

THOS. A. EDISON GUEST OF HONOR.

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

At 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 phonograph, 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 Rastmone-Girl." And as he was speaking of the electric lights every lamp in the room suddenly went out, leaving the table dimly lit by red-shaded candles, while the tenor sang the melody from the "Yankee Consul":

It was just like this in the olden days,
Which have passed beyond recall;
In the rare old, fair old, golden days,
It was just like this, that's all;
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 reeled 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, begorra, man, he's throwin' 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.; Clarence Mackay, president of the Postal Tele-

graph 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.; U. 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 CARICATURIST.

Caruso can not only sing like an angel, but he can draw like a "Tos. 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. Selley, Robt. 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 inconsiderable 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 to."



The United Hebrew Disc Record Co.

wish to announce for the benefit of the trade that it has been organized to meet the great and unlimited demand for Hebrew Records. After overcoming immense difficulties

we are now in a position to supply this demand with the finest and clearest Disc record ever offered to the public. Our catalogue will be sent upon application, and supplements will be sent every month.

Regardless of expense, we make it a point to include in our catalogue selections of the best and most popular Hebrew talent only.

Send For Catalogue and Particulars.

The United Hebrew Disc Record Co.

257-61 Grand Street, New York.

(Grand Theatre Building.)



EDWARD LYMAN BILL, - Editor and Proprietor.

B. SPILLANE, Managing Editor.

Trade Representative: GEO. B. KELLER.

Boston Office: ERNEST L. WAITT, 255 Washington St.

Chicago Office: E. P. VAN HANDELING, 26 La Salle St.

Philadelphia Office: Minneapolis and St. Paul:

J. W. KAPFFMAN.

St. Louis Office: E. C. TERRY.

San Francisco Office: San Francisco Office:

CHAS. N. VAN BUREN, ALFRED METZGER, 425-427 Front St.

Published the 15th of every month at 1 Madison Ave., N. Y.

SUBSCRIPTION (including postage), United States, Mexico and Canada, 50 cents per year; all other countries, \$1.00.

ADVERTISEMENTS, \$2.00 per inch, single column, per insertion. On quarterly or yearly contracts a special discount is allowed. Advertising Pages, \$50.00; opposite reading matter, \$75.00.

REMITTANCES, in other than currency form, should be made payable to Edward Lyman Bill.

Long Distance Telephone—Number 1745 Gramercy.

NEW YORK, APRIL 15, 1905.

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.

THESE are not fanciful imaginations, they are pre-actual realities, and the machines capable of performing these important functions are in evidence to-day, so when we consider the wonderful inventions which are 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 to-day for amusement, educational work, for business and for local 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 shattered. 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 to-day not more than from 2½ 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 disc 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.

AS a suggestion to some 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, if the talking 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 con-

ceded 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 in 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 the pleasant and happy superlatives which often sound like the reprint of some salesman's remarks.

These laudatory 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 adhere 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 banal words and exquisite phrases which become after a while as meaningless as the stock of homely phrases which some young men launch out of the head of every young woman they meet, they still may have their place, but this publication carefully avoids 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 "jolliter" but rather one which will co-operate 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 on up-to-date lines, and adopt wide-awake ideas in the exploitation of their product.

This, in truth, is the talking machine age, 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 World, containing information of missing 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 _____

Town _____

Date _____

State _____

"THE PHONO-GAZETTE."

"The Phono-Gazette" 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-Levy, is well and favorably known. The publication is breezily 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 an elaborate exhibit, and showed such an 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.

USED FOR DANCING.

According to the daily papers, teachers of dancing throughout the country are installing talking machines for the use of their classes and doing away with orchestras. Here's a tip for dealers reading The Talking Machine World.

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 generation 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 other 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.

WILL SAIL FOR EUROPE.

Mr. and Mrs. Edward D. Easton are arranging to sail for Europe, accompanied by their daughter Helen, on the steamer Kronprinz Wilhelm, May 2. Mr. Easton is starting for Europe rather earlier this year than has been his previous custom, on account of the installation of the London factory. He and his wife and daughter expect to sail for home on the Kaiser Wilhelm the Second, leaving Bremen on May 30.

RECORDS OF GREAT SINGERS.

Under the trade-mark of "Pantophone," M. A. Morhange, 38 Rue Vivienne, Paris, is the manufacturer of records of many of the most distinguished operatic artists in France. His repertoire is a large and interesting one.

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

Write for Catalogue B and mention TALKING MACHINE WORLD, and we will quote you a special price.

LONDON
PARIS
BERLIN
LEIPSC

THE PIANORA CO.,

E. D. ACKERMAN, PRESIDENT

41 West 24th St.
NEW YORK

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 12, 1905.

Stenographers 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 day's correspondence 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 this 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 10, 1905.

The O. K. Houck Piano Co. is getting bigger all the time. It seems but a short time ago that the Memphis store secured larger quarters. Then came Little Rock, St. Louis and Nashville stores to add to the scope of the business. Then came a widely-extended out-of-town business through traveling salesmen—and now comes 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 envoy 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 "Dille," made notes of what he saw. The visitors were inclined to say things when the true regard of their guest became known, but subsequently regarded the incident, which they referred to as the "gum-shoe" call, as "one on them."

THE ENGLISH VIEWPOINT.

Now it can be said that the voice of the talking machine is heard in the land. The phonograph, gramophone, or whatever name the marvelous invention of Edison and his imitators may be given, is a product of the age which fulfills

many useful purposes. The talking machine does not only talk, it sings, it records, it is a witness. It may be laid under contribution for all sorts of business or private uses. It is a force, and, being so, commands the attention of our readers. The recent law case in Paris will be read with interest, but the judgment, though it may for a time disturb the phonograph trade in France, is scarcely likely to be confirmed by a higher court, although sympathy may be felt with composers and publishers whose works are reproduced without a "by your leave!" or any payment whatsoever.

So far as Great Britain is concerned, any complaint on this score must be ineffectual, the publishers having agreed to the abolition of fees for performing rights. It is a moot point whether the talking machine vulgarizes or helps to popularize a song or piece. It is probably due to the apparatus when a good singer's voice is reproduced gracefully, and due to a bad machine when the singer's voice is unsatisfactory. Our own opinion is that the talking machine is a distinctly valuable invention with infinite potentialities. 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 Melba, Caruso, Ben Davies, and other singers with whose tones and methods we are quite familiar, the re-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 term for it—is an invention of very great interest and practicality, and as such claims the keenest attention of our trade readers.—Music.

DID YOU EVER LOSE A TALKING MACHINE, MR. DEALER?



If you wish to trace a lost, strayed or stolen machine, test our

BULLETIN OF MISSING & MACHINES.

It is not infrequently the misfortune of dealers to lose track of talking 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. Heretofore 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, strayed or stolen" is brought in anywhere for repair it can be retained 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.

THE TALKING MACHINE WORLD

OFFICE, 1 MADISON AVENUE, NEW YORK

CHOICE HEBREW RECORDS.

Surprises will probably never cease in the record-making line, and in this reference may properly be included the product of the United Hebrew Disk & Cylinder Record Co., 261 Grand street, New York. Their first catalogue has made its appearance, and contains upward of seventy vocal selections. The "talent" or singers included, it is said, the best voices known in Hebrew. Artistic critics, among which may be mentioned Mme. Regina Prager, dramatic soprano, David Kessler, a famous tenor; K. Javeller, another tenor of note; Messrs. Rosenzweig, Fishkind and Shmulentz, the latter also a popular song writer; also Cantors Minkowsky and Gershon, whose sacred music is spoken of as "fine examples of perfection in sound reproduction." All of the records in the list are ten inch only.

NEW AMPLIFYING HORN.

A new amplifying horn, the invention of a New York man of strong German type, is to stand a foot long, is of peculiar shape, with a flare of about six inches, and its developing power is so remarkable that it is said to equal the regulation 36-inch trumpet. The new arrival, now in the process of being patented, is not only a wonder, but it 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 12x14 inches.

No better means for holding needful supplies for repair parts for the reproducer and recorder

can be imagined, and the inventor, I. 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 also in the ordinary piano case.

Where they have been located in public places they have been found to be enormous money-



Better than Classroom Instruction

LEARN AT HOME IN SPARE MOMENTS
TO SPEAK

French, German, Spanish or Italian

You Learn Quickly, Easily, Pleasantly, and at Little Expense

A Marvellous Twentieth Century Achievement, by which the Greatest Linguist of the day will PERSONALLY instruct you. No longer unnecessary memorizing of words, declensions, or inflections. You HEAR the exact pronunciation of each word and phrase thousands of times if you like. It requires but a few minutes' practice in spare moments to acquire a thorough mastery of conversational FRENCH, GERMAN, SPANISH, or ITALIAN. College professors all over this and other countries, and the press generally, endorse this perfect and natural system of teaching languages.

LANGUAGE PHONE METHOD

Combining Three Great Helpers in One

Some of Its Surprising Features

1. You have the LIVING, SPEAKING VOICE of the professor, with ease and purity of utterance, gives you the foreign sounds clearly, distinctly, and correctly.
2. He will speak slowly, syllable by syllable, or rapidly and continuously, just as you wish; and will repeat twice, ten times, a hundred times, if necessary, until you have mastered the lesson.
3. He will never tire never become impatient or fretful.

The Ear, the Tongue, the Eye, the Mind, are trained simultaneously, and pleasantly acquire conversational fluency in the language of their choice.

Some of Its Surprising Features

1. DR. RICHARD S. ROSENTHAL, Whom Binnet called "the foremost teacher of his age."
2. PRACTICAL LINGUISTY. A Complete Set of Ten Text Books which the New York Times says is "the simplest, quickest and most practical method of language study in existence."
3. THE LANGUAGE PHONE. A marvelous invention by which you can hear your instructor at any time. It is a new development of Graphophone and the Phonograph.

Some of Its Surprising Features

4. You may have ten minutes or ten hours, one lesson or a hundred, all at the same small cost.
5. You may have this oral instruction all to yourself, or you may share it with a whole family or class at the same time.
6. You can even REWRITE ALPHABET, following the professor, and compare your own words with the pronunciation of the professor as heard on the phone—a wonderful advantage.

the busiest people can quickly and

Professor FREDERIC L. LUQUER, Public School No. 126, Brooklyn, says:

"I take pleasure in commending your method of teaching languages, using the phonograph as an efficient aid. I was skeptical at first as to the amount of ground covered by the phonograph recording method. But you have indeed given a surprising amount. The explanation is very clear. It makes the words set and LIVE in the memory. I wish you were increasing success your method deserves. Very truly yours,
FREDERIC L. LUQUER."

JOHN HOPKINS UNIVERSITY, Baltimore, October 11, 1902.

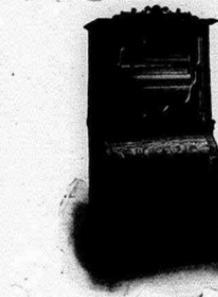
THE INTERNATIONAL LANGUAGE LANGUAGE METHOD, Metropolitan Bldg., New York City.
"I consider the records very satisfactory, and generally much prefer them in place of a living teacher. I am most heartily of both students and teachers of your method. I have been most successful in my studies since I have used your method. I refer to you in my last letter. Yours very truly,
C. W. E. MILLER."

Professor WALTER H. NICHOLS, University of Colorado, says:

"I have looked into nearly every device yet put on the market for assisting students in colloquial language, and while some of them have some merit, your Language Records furnish precisely the most complete lack in other systems. For what price can you furnish records for the French language, and do you also have records for Latin? Thanking you, I remain, Very truly yours,
WALTER H. NICHOLS."

Information concerning this most useful, helpful, and interesting educational proposition will be forwarded on request. It may be of value to you and others in whose success you are interested.

INTERNATIONAL LANGUAGE PHONE METHOD
1169 Metropolitan Building, Broadway and 16th St., New York City.



PEERLESS AUTOMATIC, STYLE 44.

makers, and in fact the firm very cleverly state, 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 putting 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 enamored 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 agonized 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 wagt my papa. He is in that box and can't get out."

A. A. Anderson, a prominent artist of Oakland, Cal., has just completed the only portrait that Thos. A. Edison has ever sat for. One day it will be historic, for the reason that it represents Mr. Edison listening to his first perfected phonograph. He had been successful after seventy-two hours work in producing the sounds "a" and "p."

RECORD BULLETINS FOR MAY, 1905.

NEW VICTOR RECORDS.

- Numbers beginning with 4 are in 10-inch size. Numbers beginning with 31 are in 12-inch size.
- 4-2728 King Cotton March..... Sousa
- 4-2729 Laguna.....Latta
- 4-2730 The Purple Dutchman Fandango.....Wagner
- 4-2731 The Purple Sousa's Band.....
- 31329 Harwell.....Rossini
- 31338 Hawthorn.....Moret
- 4-2732 Hyslop.....
- 4-2733 My College Glimp Waltz.....Tobani
- 4-2734 Kiss You.....Latta
- Trombone Solo by Arthur Furr with orch. accom.
- 4-2735 Son K' Yee.....The Not Two.....Mattel
- Violin Solo by Charles F. Almaine.....
- 4-2736 Taddy Wholly Horripupe Melody.....
- Soprano Solo by Miss Florence Hayward with violin obblig.
- 4-2737 Flage.....Massemer
- 4-2738 Solo by Miss Edith Helena with orch. accom.
- 4-2739 Laughing Song (Lemon Luscious).....Other
- Contralto Solo, Miss Corinne Morgan with violin oblig.
- 4-2740 In Street Killary.....Loughnan and Thomas
- 31374 Ben Bolt.....Kneiss
- 31375 Lepentation.....Gounod
- 31376 Star of Love.....Robaudi
- Contralto Tenor Solo by Richard Joss with orch. accom.
- 4-2741 Bonnie Elizabeth.....
- Tenor Solo by Harry Macdonough with orch. accom.
- 4-2742 The Troubadour.....Dowell
- 4-2743 I Can't Tell Why I Love You But I Do.....Lato and Edwards
- Tenor Solo by Billy Murray with orch. accom.
- 4-2744 Have You Seen Maggie.....Van Meter
- Haritone Solo by E. J. Myers with orch. accom.
- 4-2745 Marching Through Georgia.....
- 4-2746 Solo by Frank Sinatra with orch. accom.
- 4-2747 Hilda.....
- 4-2748 I'll Be Home Again.....
- 4-2749 The Whistling Bowyer Boy.....Petrici
- Violin Solo by Frank Kermit with orch. accom.
- 4-2750 The Whistling Bowyer Boy.....
- 4-2751 Tammany (Burlesque "Indian" Song).....
- Comedic Song by Arthur Collins with orch. accom.
- 4-2752 Kalamazoo No Place for a Fool on Tiltzer Comed Song by Bob Roberts with orch. accom.
- 4-2753 Never.....Boyers
- German Parody by Frank Wilson.....
- 4-2754 Back to Baltimore—Parody.....
- 4-2755 The Music of Miss Hayward and Mr. Macdonough with orch. accom.
- 4-2756 31273 Estudiantina.....Diagnon
- Duet by Collins and Harlan with orch. accom.
- 4-2757 Jasper, Don't You Hear Me Calling You?.....Frauentzen
- Duet by Roberts and Murray with orch. accom.
- 4-2758 No, You Fiddle Me.....Foley
- Duet by Miss Jones and Mr. Spencer with orch. accom.
- 4-2759 Reuben and Cynthia.....
- 4-2760 Descriptive Sonnet by Collins with orch. accom.
- 4-2761 A Fiddler from Way Down East.....
- 4-2762 The Goods by Terry Carter with orch. accom.
- 4-2763 I Love to Tell the Story.....Fischer
- 4-2764 The Quartette by Collins and Harlan.....
- 4-2765 31277 Blue Medley.....

SPECIAL LIST OF SPANISH SONGS.

- Haritone Solo in Spanish by Emilio de Gogorza.....
- 4-2766 Teresita Mia.....Spanish Folk Song with orch. accom.
- 4-2767 Linda Mia.....Spanish Folk Song
- 4-2768 Mexican National Hymn.....
- Haritone Solo in Spanish by Sig. Francisco Nino.....
- 4-2769 Tango del Cafe.....Mammì Nello
- 4-2770 Callejón Gracioso (La Gran Via) Valverde.....
- Marcel Jorgens—Bass—with orch. accom.
- 4-2771 The Echo Song.....
- 81659 Koanig's Gebet (King's Prayer) in German.....
- 4-2772 Lohengrin.....
- 81660 Canzone del Porter (Porter's Song) in Italian.....
- 4-2773 (March).....
- 81661 Romanca Jovene (Dans un delire extreme) in French.....
- 4-2774 Twelve- Inch Records.....
- 81662 The Blue Records.....
- 81663 Aria Don Carlos (Ella me in fine) in Italian.....
- 4-2775 Verdi.....

NEW COLUMBIA RECORDS.

- 81002 Birdland (Ten- Inch Song) in Italian (Cava) with orch. accom.
- 81003 The Blue Records.....
- 81004 Romanca.....
- 81005 Romanca de la Berg (Carmen).....
- 81006 Romanca—C'he e' un Re (Heaven and Ocean).....
- 81007 Glacioso.....
- 81008 Romanca—Gli Egioniti (Les Huguenots).....

FAMES RECORDS.

- 85059 Viole d'ore (Fame).....Tosoni
- 85062 Still wie die Nacht (Calm as the Night) in German.....
- 85063 Air des Bijoux (Jewel Song) (Faust) in French.....
- 85064 Ave Maria.....
- 85065 Good Bye.....
- 85066 (Le) L'Étréclaire in French.....
- (b) The Years at the Spring.....

NEW COLUMBIA DISC RECORDS.

- Star 41 preceding numbers are 10-inch size. New selections not so marked are furnished in both 7-in. and 10-inch.
- *4057 Ja La Tipica (Miss Characteristic).....
- *4058 Ja La Tipica (Miss Characteristic).....
- *4059 Ja La Tipica (Miss Characteristic).....
- *4060 Ja La Tipica (Miss Characteristic).....
- *4061 Ja La Tipica (Miss Characteristic).....
- *4062 Ja La Tipica (Miss Characteristic).....
- *4063 Ja La Tipica (Miss Characteristic).....
- *4064 Ja La Tipica (Miss Characteristic).....
- *4065 Ja La Tipica (Miss Characteristic).....
- *4066 Ja La Tipica (Miss Characteristic).....
- *4067 Ja La Tipica (Miss Characteristic).....
- *4068 Ja La Tipica (Miss Characteristic).....
- *4069 Ja La Tipica (Miss Characteristic).....
- *4070 Ja La Tipica (Miss Characteristic).....
- *4071 Ja La Tipica (Miss Characteristic).....
- *4072 Ja La Tipica (Miss Characteristic).....
- *4073 Ja La Tipica (Miss Characteristic).....
- *4074 Ja La Tipica (Miss Characteristic).....
- *4075 Ja La Tipica (Miss Characteristic).....
- *4076 Ja La Tipica (Miss Characteristic).....
- *4077 Ja La Tipica (Miss Characteristic).....
- *4078 Ja La Tipica (Miss Characteristic).....
- *4079 Ja La Tipica (Miss Characteristic).....
- *4080 Ja La Tipica (Miss Characteristic).....
- *4081 Ja La Tipica (Miss Characteristic).....
- *4082 Ja La Tipica (Miss Characteristic).....
- *4083 Ja La Tipica (Miss Characteristic).....
- *4084 Ja La Tipica (Miss Characteristic).....
- *4085 Ja La Tipica (Miss Characteristic).....
- *4086 Ja La Tipica (Miss Characteristic).....
- *4087 Ja La Tipica (Miss Characteristic).....
- *4088 Ja La Tipica (Miss Characteristic).....
- *4089 Ja La Tipica (Miss Characteristic).....
- *4090 Ja La Tipica (Miss Characteristic).....
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- *4092 Ja La Tipica (Miss Characteristic).....
- *4093 Ja La Tipica (Miss Characteristic).....
- *4094 Ja La Tipica (Miss Characteristic).....
- *4095 Ja La Tipica (Miss Characteristic).....
- *4096 Ja La Tipica (Miss Characteristic).....
- *4097 Ja La Tipica (Miss Characteristic).....
- *4098 Ja La Tipica (Miss Characteristic).....
- *4099 Ja La Tipica (Miss Characteristic).....
- *4100 Ja La Tipica (Miss Characteristic).....

- *3101 Can't You See My Heart Beats All for You.....
- *3102 Can't You See My Heart Beats All for You.....
- 3103 Hunker Hill.....
- *3104 The He Me Pal.....
- *3105 The He Me Pal.....
- *3106 The He Me Pal.....
- *3107 Musical Congress of the Nation.....
- *3108 Mr. and Mrs. Murphy.....
- *3109 Ermani—Infelice (Italian Song).....
- *3110 Dancing Sunrays (Orchestra Belles).....
- *3111 Parson Pinkney (Dances on Adam and Eve).....
- *3112 Uncle Josh at the White House (Laughing Story).....
- *3113 Japanese National March (with Japanese Vocal chorus).....

NEW COLUMBIA "XP" CYLINDER RECORDS.

- 25563 Heig Get Brandenburg (Brandenburg Hitche).....
- 4113 Giltwhürchen Idyll (Glow wren Idyll).....
- 32092 Polly Prim (Two Steps).....
- 32093 Columbian-Toradore Song (Italian Solo).....
- 32094 Faust—Soldiers' Chorus.....
- 32095 Tomast—Tell Me Time.....
- 32096 Amore (Italian Solo).....
- 32097 Hosanna (Graviter).....
- 32098 La Centenaria (Italian Solo).....
- 32099 Hurrah Boys (Two-Step).....
- 32100 Musical Congress of the Nation.....
- 32101 The He Me Pal.....
- 32102 Lewis and Clarke Centennial March.....
- 32103 Tell Me with Your Eyes.....
- 32104 Nellie Was a Lady.....
- 32105 Parson Pinkney Discourses on Adam and Eve.....
- 32106 Marching Sunrays.....
- 32107 Uncle Josh and Aunt Nancy.....
- 32108 Laughing Story.....
- 32109 English for You.....

NEW EDISON GOLD MOULDED RECORDS.

- Edison Gold Moulded Records are made up in standard form. Both standard and concert records may be ordered from this list, order by number, not title. If concert records are wanted, give the number and letter.
- 8278 Always Forward March.....
- 8279 Tammany (Edward).....
- 8280 Just Like the Fly (Fly).....
- 8281 Selection from Woodland.....
- 8282 Heine.....
- 8283 Taitel de Kind of Grub (I've Been Grub).....
- 8284 Professor and the Musical Trump.....
- 8285 Excelsior (Heaven).....
- 8286 I've Got My Heart Set on Longfellow's Song.....
- 8287 Bell.....
- 8288 Two Rubles.....
- 8289 You'll Be a Little Money and I've Saved It All.....
- 8290 Marjory.....
- 8291 The He Me Pal.....
- 8292 Marjory.....
- 8293 The He Me Pal.....
- 8294 The He Me Pal.....
- 8295 The He Me Pal.....
- 8296 The He Me Pal.....
- 8297 The He Me Pal.....
- 8298 The He Me Pal.....
- 8299 The He Me Pal.....
- 8300 The He Me Pal.....
- 8301 The He Me Pal.....
- 8302 The He Me Pal.....
- 8303 The He Me Pal.....
- 8304 The He Me Pal.....
- 8305 The He Me Pal.....
- 8306 The He Me Pal.....
- 8307 The He Me Pal.....
- 8308 The He Me Pal.....
- 8309 The He Me Pal.....
- 8310 The He Me Pal.....

- Contralto and baritone duet from the musical comedy "The Chaser".....
- 8309 When Father Laid the Carpet on the Stairs.....
- 8310 I'm Coming, I'm Coming.....
- 8311 Yankee Land (Hoffman).....
- 8312 Preacher and the Bear (Arizona).....
- 8313 Oh, Oh, Nellie Mollie.....
- 8314 Yankee Land (Hoffman).....
- 8315 Preacher and the Bear (Arizona).....

AMERICAN RECORD CO.'S SUPPLEMENT No. 4.

- 62148 The Chaser.....
- 62149 The Chaser.....
- 62150 The Chaser.....
- 62151 The Chaser.....
- 62152 The Chaser.....
- 62153 The Chaser.....
- 62154 The Chaser.....
- 62155 The Chaser.....
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- 62210 The Chaser.....
- 62211 The Chaser.....
- 62212 The Chaser.....
- 62213 The Chaser.....
- 62214 The Chaser.....
- 62215 The Chaser.....
- 62216 The Chaser.....
- 62217 The Chaser.....
- 62218 The Chaser.....
- 62219 The Chaser.....
- 62220 The Chaser.....

THE COMMERCIAL GRAPHOPHONE.

Will Be Used on Trade Excursion of Merchants and Manufacturers Association.

(Special to The Talking Machine World.)

Pittsburg, Pa., April 15, 1905.

Perhaps the most unique and original use that has ever been made of the commercial graphophone is that to which it will be put on the occasion of the coming trade excursion of the Merchants' and Manufacturers' Association, which will leave the city on the first Monday in May. The Graphophone had for a long time been a recognized factor in expediting business in many of the largest concerns of the country. Giving instruction to it on a moving train, however, and having letters transcribed while the operator and his machine are being whirled through space at a rate of sixty miles per hour, is decidedly new. That it will be appreciated by the members of the association who are making the trip, goes without saying.

The placing of the Graphophone on the train is the outcome of the joint efforts of Manager J. W. Wardron, of the Merchants' and Manufacturers' Association, and of W. B. Binder, the manager of the Commercial Graphophone Department of the Columbia Graphophone Company. The latter, together with Mr. J. M. Lee, one of the most expert operators in the city on the graphophone and typewriter, will be the guests of the association during the trip. One session will be reserved for them, and this will be fitted up with Graphophones and typewriter. Any member of the association, or any guest, will be privileged to dictate their letters, orders, memoranda, etc., to the Graphophone. These will be speedily transcribed and handed to their writers for signature. Specially designed stationery, hand-carried on the train, transcribed while the stationery will be provided for free use of the members.

For the entertainment of the party, Manager W. R. Henry, of the Columbia Co. of Pittsburg store, has kindly loaned one of the finest instruments made by his concern, and on route and during the progress of lunquets, which will be a feature of the trip, concerts will be given. The programmes will include some of the finest operatic selections, and lighter music, of course.

The list of new foreign Zonophone records, the first complete foreign issue, is very complete and comprehensive. The selections are in Italian, Spanish, French, German, Hungarian and Hebrew. Additions will be made monthly.

TRADE NEWS FROM ALL POINTS OF THE COMPASS

George C. Ashbach, a leading music dealer of Allentown, Pa., who reports a big increase in his talking machine business, recently had an exhibition in one of his store show windows an original Edison phonograph that used the tin-foil record. The machine, which was displayed alongside an Edison 1905 model, is considered a great curiosity, as few are in existence, consequently it attracted a great deal of attention.

Samuel Landau, a well-known jeweler of Wilkes-Barre, Pa., started in the talking machine line in a small way two years ago, and within the last year the business has increased to such a magnitude that six months since he opened a fully-equipped music store, handling pianos, merchandise and the full line, but making a special feature of talking machines. For instance, he displays 100 machines in one window, and is rated one of the largest dealers in the State. He handles Victor goods exclusively. Then to complete his happiness along comes a baby boy, now nine weeks old, and as fine an example as can be found in seven States. Last week, at the conservation banquet, a splendid affair, by the way, Mr. Landau was the pleased recipient of hearty congratulations at the hands of a host of friends, for he is a popular citizen as well as a successful merchant.

The Columbia Phonograph Co. general, are featuring this month "The Preacher and the Bear," coming in 10-inch disk No. 3,116 and cylinder No. 32,720. A special illustrated and descriptive circular has been supplied the company's dealers for local distribution. The accompanying cartoon is one of Skinner's hits. It is a new departure in connection with the issue of the company's monthly bulletin, and is a commendable one.

A. T. Whitbeck, manager of Simpson, Crawford & Co.'s talking machine department in their New York store, and which is under the sole control of Sol Bloom, the widely-known music publisher, is a gentleman evidently of high repute in the line. For many years he has been with the Victor Talking Machine Co., Philadelphia, Pa., as a special representative, and is considered one of the best equipped men in the business, which is further proven by the successful manner in which the above department is being conducted. Mr. Bloom, by the way, will be heard of in no uncertain way in connection with the merchandizing of talking machines, not only in New York, but elsewhere, before many months elapse.

John Rawlings, a prominent sporting goods dealer of Scranton, Pa., two years ago started in on a very small line of talking machines; but early in the game saw the possibilities of the business, and from simply a side line this branch has developed into one of his leaders. He has lately renovated his store, giving much increased space to talking machines, and is very optimistic of the future outlook.

Monday Fred C. MacLean, chief of the Victor Distributing & Export Co.'s traveling force, left New York for a trip through New York State.

SOMETHING ENTIRELY NEW The Standard Phonograph Repeater

Exceedingly simple, small and satisfactory apparatus. Anyone can attach in five minutes.

Made of brass and steel, nickel plated and polished.

Everyone guaranteed. Discount same as on Edison Phonographs.

PRICE, \$5.00

Portland Phonograph Agency
PORTLAND, OREGON

Mac never fails to bring back a well-filled order book.

Fred F. Kramer, one of the largest music dealers of Allentown, Pa., has recently bought the building he has occupied for many years, and devoted one large room upstairs entirely to talking machines. The result has been his business is increased many times.

Charles B. Seabury, manager of the Victor Distributing & Export Co. for a number of years, and a gentleman of unusual ability and capacity in the line, will next week take charge of the Enders Musical Co., 29 W. 32d street, New York, in like capacity. This company has kept to the front right along, scoring not a few hit-or-miss sales, the latest one, only a few days since, of a \$600 outfit to E. H. Harriman, the railroad magnate and capitalist.

S. P. Michlosky, formerly manager for S. Landau, Wilkes-Barre, Pa., has opened a store at 395 Lackawanna avenue, Scranton, Pa.—a really handsome talking machine parlor. He is said to have a record of \$12,000 a year as a retail salesman, and from all reports he is duplicating his success since starting in business on his own account.

J. R. Schermerhorn, assistant general manager of the National Phonograph Co., returned on March 29 from a six-weeks' tour of the branch offices of the company at London, Paris, Berlin and Brussels. Edgar W. Donnison, of Orange, N. J., has been elected secretary of the company.

Shaw D. Mitchell became general manager of the Victor Distributing & Export Co. his export business at the Universal Talking Machine Mfg. Co., New York, is being looked after by F. Long, General Manager MacNab has the domestic sales under his personal supervision.

Wm. Harry Owen is reported as permanently retired from the Gramophone & Typewriters, Ltd., London, Eng., on a pension of \$5,000 yearly for life, with the proviso that he shall not engage in the talking machine business. Mr. Owen is living in comfortable leisure, on his estate at Martha's Vineyard. At the recent national poultry show in New York, he paid \$1,500 for a dozen Plymouth Rocks, for he is an admirer of fancy fowls.

May 1 the Blackman Talking Machine Co. will remove from 19 Beekman street to 97 Chambers street, New York, where the store and basement has been leased. This is decidedly a better location, and the new premises will be fitted up and arranged in a suitable manner, as Mr. Blackman's experience dates back to when the business first commenced to assume commercial importance.

Geo. L. Ackerman, of Ackerman & Co., the music dealer in Scranton, Pa., reports business picking up to such an extent that he was 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 Hefers, who has a store in New York and another in Brooklyn, will open a third in Manhattan, at 2213 Eighth avenue, which will be occupied May 1. Mr. Hefers is also an expert electrician.

Russell Hunting, one of the oldest record makers in the business, being especially well known in this country, has established the Russell Hunting Record Co., Ltd., 81 City Road, London, E. C. Eng. They are making the "Sterling

Record," and Mr. Hunting is superintendent of the record department. The firm claim to be the "largest factory in Great Britain, devoted exclusively to the manufacture of cylinder records."

The reorganization of the Bettini Phonograph Co. was completed this week. They will remove from 80 Chambers street to 156 West 23d 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. Warner, a leading stockholder and president, who owns two stores in Brooklyn, N. Y. Dealers in this vicinity owe the majority of stock. A jobbing and retail business will be carried on, their machine specialties being the "Phonophor" and the "Hymnophor," one an English and the other a German invention. They will be ready for business about May 1. The company will also handle the Otton machines.

Within the past two weeks three suits for alleged infringement of their patents covering material for making cylinder records, were instituted by the American Graphophone Co. against the National Phonograph Co. The bills of complaint were filed in the United States Circuit Court, Trenton, N. J., the final case last week, 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 evidence that the trade may always rely upon our taking care of them in the best possible manner."

An American branch of Pathe Freres, 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.

Col. Fred Meyers, a character of some note in New York's complex politico-social life, is the reputed inventor of a perpetual motion talking machine, which is said will run on forever un- less stopped. As one veracious witness states: "The Meyers' perpetual motion phonograph is at once the delight and insomnia of the neighbors."

Regarding coin slot phonographs, the National Phonograph Co. have repeatedly advised the trade that unless machines are bought in quantities they cannot be handled to advantage. Therefore they have organized a special department for that purpose, which will manage the business direct, installing the machines, and see that they are started in a proper manner.

The Talking Machine Co., Rochester, N. Y., have removed from 25 Clinton avenue to 97 Main street, E., where larger and more suitable quarters are secured. The store has been elegantly equipped as to furnishings and attractive stock.

The American Record Co., New York, have booked orders for 20,000 records of "Pride of the

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, 87, 84, 86 Marion St. NEW YORK
Manufacturer of Paper Boxes
PHONOGRAPH RECORD BOXES
A SPECIALTY WRITE FOR PRICES

Nation" (No. 621,947), the inauguration march, written by E. F. Droop, of E. F. Droop & Sons, music dealers, Washington, D. C. The selection is full of snap and vigor, and the company is pushing its sale energetically.

Victor H. Kapke is now the owner of four establishments, two retail and one jobbing house in New York, and a wholesale store in Newark, N. J. Besides, he is an inventor of standing, and not a few specialties and improvements are products of his ingenuity and skill. No more enthusiastic talking machine man exists than Mr. Kapke, his name being specially well known in connection with his "new pumbers (with or without titles) for Edison's gold-molded records," his new style record shelving, and his latest "sound distributor," a device which he believes has a great future.

A store and basement have been leased by the National Phonograph Co. at 361 and 253 West Broadway, New York, which will be utilized as a warehouse and shipping depot for their export department. The new premises, ready for occupancy May 1, will greatly facilitate this rapidly-expanding branch of the company's business.

Following are new Edison jobbers qualifying in March: Frank E. Bolway, Oswego, N. Y.; Household Furnishing Co., New Bedford, Mass.; C. E. Osgood Co., Boston; R. L. Penick, Montgomery, Ala.

M. L. Kertz, Newark, N. J., formerly in the experimental department of the Edison Phonograph Works, and an expert repairer, is making great strides as a dealer.

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

Wm. Spanier, Brooklyn, N. Y., has put in the VI for line.

JOINS AMERICAN RECORD CO. FORCES.

The American Record Co.'s sales department has been reinforced by the addition of Wm. MacArdie, recently with the Universal Talking Machine Mfg. Co., having had charge of their exhibit at the St. Louis World's Fair. He will cover the Atlantic States for the present, making Springfield, Mass., his headquarters. Malcolm Henry, with the Cincinnati (O.) Talking Machine Co., is also now with the firm forming 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 order.

DEFINING THE WORD "PHONOGRAPH."

(Special to The Talking Machine World.)

New Haven, Conn., April 12, 1905.
Attorney Bierkan appeared before the Judiciary Committee in Hartford to-day relative to the use of the word "phonograph" as a musical instrument. By several decisions the word has been deemed both a musical instrument and not one. Mr. Bierkan asked that it be made a law that the words "phonographs" and "goods" be placed in all bills of sale. About \$180,000 worth of these goods are sold in the State every year.

WILMOT OPENS BRANCH IN FLINT.

(Special to The Talking Machine World.)

Fall River, Mass., April 10, 1905.
W. D. Wilmot, 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 Higham, the rights of which have been secured by the Columbia Co.

"MOULDED RECORD" LITIGATION.

Judge Hands Down Interesting Opinion in Suit of National Phonograph Co. Against the 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," and which has been pending since last June, was handed down March 17 by Judge Platt, of the United States Circuit Court, district of Connecticut. The defendant was charged with infringing two patents of the complainant; the final hearing was on the merits, and the court dismissed the bills in both cases, this decree standing unless reversed on review. The plaintiffs at once filed a motion of appeal in the United States Circuit Court of Appeals. The essential points of the opinion, which is quite lengthy, are as follows:

"The alleged infringement arises in both cases (Nos. 1076 and 1803) from the use by the defendant of the same process of manufacture. The issues in each case are practically the same, and the two patents (667,662 and 713,299) are closely related so that our burdens will be lessened by considering them together, and when they enter the art to treat the earlier application as the first approach. . . . It is believed that the most searching analysis will fail to discover any defense which has been neglected by defendant's counsel. The cases undoubtedly invited such treatment, but the court is content to merely suggest some of the considerations which seem to warrant the conclusion finally reached.

Beginning of Phonographic Art.

"The graphophonic art may be said to have fairly begun with the invention of Bell and Tainter, patent No. 241,214, dated May 4, 1886. This taught the public how to produce the commercial and transferable sound record. It led at once to an anxious search for a mold and material and method for producing a large quantity of satisfactory duplicate records of unvarying and excellent quality. . . . To cast others kinds of materials in molds was a long understood practice, and it was obvious that if the ancient art of casting could be made serviceable in the matter of producing good records, the ideal method would be reached. . . . It will be conceded, I think, that casting waxlike materials in continuous molds to obtain blanks, which, after shrinking, could be withdrawn lengthwise, was not a very difficult matter, and was thoroughly developed long before either patent in suit. Such was the state of affairs when the search for the 'ideal' in the matter of duplicating sound records was taken up."

After commenting on Mr. Edison's "split mold" patent, and reviewing the inventions of Lioret, Young, Appelt and Day, in connection with the state of the art, Judge Platt remarked: "Long prior to the application of March 5, 1888, Mr. Edison had set the casting process aside and was using the expanding process, throwing now and then. It is true, a longing glance at his 'ideal' method. . . . I can find nothing in the specifications which even hints at the soundness of the proposition that the words found in claims 2 and 3 (No. 713,299), 'forming a hollow cylindrical plaster phonogram' covers the casting process. At the outset it is admitted that it cannot be found in any other of the eighteen claims. . . . It strikes me as impossible to construe this patent as indicating anything except the expanding process; and if this be so, it is conceded that defendant's casting process does not infringe. And this is the alleged broad patent under which the complainant seeks to dominate the art of producing molded duplicates, no matter how they are produced."

Comparison of Moulding Processes.

Relative to Edison patent No. 667,662 and claims 1, 2, 4 and 5 in issue, the court observed that "to introduce molten material into a mold, to allow it to congeal therein, thereby taking the impression 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 pa-

tent in suit. If there is any imitation 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 still more. . . . Air bubbles in the melted material drive Mr. Edison away from casting for many years, but in this patent he reverts to casting and avoids air bubbles by introducing the melted wax from the bottom upwardly into a very cold mold, so as to produce an almost instantaneous chilling of the wax. Defendant undertakes to get rid of the air bubbles by superheating the melted wax after it has been poured into the mold at the top, and then proceeds to suddenly chill it down from its high temperature. . . .

The superheating and sudden-chilling produced a very hard surface, not suitable for blanks, but excellent duplicate records, and this led to the defendant's patents. . . . The presumption of novelty in defendant's patents is exceptionally forceful. . . . Mr. Edison eliminates air bubbles by one process, and the defendant eliminates them by another and distinctly novel process.

Complaints Dismissed and Appeal Filed.

"If you have a material which, after cooling, contracts radially and longitudinally, thus becoming detached and separated from the mold without breaking, it is a simple and obvious art to lift directly and safely out. Before this can be done, however, you must have the right material, and the indentations imprinted by the mold must be to a certain kind. So it follows that if after lifting it out the product is a commercial failure, the fault must be either in the material or in the impression; and it appears that these difficulties were evaded by other brains than the patentee's (Edison)."

In conclusion, the court said: "The foregoing is an imperfect sketch. . . . but it is believed that it contains at least a faint suggestion of the reasons which have forced me to my conclusion. A considerable portion of the mine remains, from which much value can be extracted to aid the defendant. It has been explained, but I refrain from further exploitation. Let the bills in both cases be dismissed."

Practically the same issues are now pending on appeal from a decision of Judge Kohlsaat, Chicago, who held that Mr. Edison had forfeited his rights in not applying for a patent at an earlier date; but the validity of the patents were not in controversy. The business or operation of this National Phonograph Co. is not interfered with in the slightest by the foregoing decision, nor will it be in the future, whichever way the matter is finally adjudicated.

8,000,000 DISK RECORDS SOLD.

An authority declares that last year 8,000,000 disk records were sold and that the sale of cylinder records also ran into the millions. The same venerable chronicler also states that not one of the leading manufacturing companies made less than \$200,000 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 are behind on orders, the National Phonograph Co. 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 until their greatly enlarged plant, for which plans are being prepared, is completed.

Following the decision of the French Court of Appeals as to the music privileges in connection with talking machine and similar records in France, Pathé Frères have made arrangements with the legal owners of the copyrights. It is estimated that the rights and damages payable under the verdict by Messrs. Pathé and the Gramophone & Typewriters, Ltd., of London, Eng., will exceed 1,000,000 francs (\$200,000).

Ed. Merritt, formerly with the Bettini Phonograph Co., is now with the Douglas Phonograph Co., New York.

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 Corried Metropolitan Opera House Company hundreds 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 wherein 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 concert. A sufficient 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 great deal of slush 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 listen to this artist of mine!" you can conscientiously go to your friend and say: "I have heard so-and-so sing, and I know that you will enjoy the concert."

Of course, there arises one difficulty. The press agent who is in the habit of lying in the newspapers 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 implanted 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 attend to ask them what they thought of the artist. 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 Bacigalupi 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 Nappa, were recent visitors.

A very attractive window display is being made in the talking machine department at Bruenn'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 Fernald, 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 Hawaiian 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 in-born 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

JOBBERS EDISON PHONOGRAPHS RECORDS, ETC. GENERAL SUPPLIES FOR CYLINDER MACHINES	Douglas Phonograph Company MANUFACTURERS "PERFECTION" SUPPLIES, ETC. RETAIL—WHOLESALE—EXPORT <u>Salesroom, 39 Chambers Street</u> Cable Address, Doughphine, N. Y. New York Largest "Exclusive" Talking Machine Jobbers in the World.	DISTRIBUTORS VICTOR TALKING MACHINES RECORDS, ETC. GENERAL SUPPLIES FOR DISC MACHINES
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"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.

fortunes 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 indolence and contentment. Their songs, sung in a low, plaintive croon, tell of love for their country and their Queen, the birds and flowers, the sunshine and the tropical moon, the flight of the sea swallows and the soft, murmuring of the waves as they break on the sands of Waikiki. One of the selections was written by Queen Liliuokalani previous to her overthrow.

A collection of these records has been presented by the American Record Co. to the Smithsonian Institution of Washington. In a comparatively short time, with the advance of civilization, this native Sandwich Island people will have ceased to exist as a race. Hence the value of these records to perpetuate the folk-lore songs of this sweet-bannered race, these children of the tropical seas.

A PHONOGRAPHIC LEGEND.

(Written for The Talking Machine World.)

On a far-off verdant island
Set in a southern sea,
And loved by the birds and subjects
Ruled old King Jamboree.

On a stormy summer morning
A ship that passed that way,
Struck a rock and foundered,
Her ghost is there to-day.

Among the shipwrecked articles
That washed upon the sand,
Was a fanny instrument
Quite hard to understand.

They gathered round it on the shore,
The old king and his band,
Leath to touch this mystery
Sent from a foreign land.

Then up spake the aged monarch,
"Come, open up, quoth he."
"Let's look into this puzzle
The waves have brought to me."

With trembling hands they carried it
Up to their master's throne,
Set it down and then, "Go whine!"
They almost turned to stone.

From the depths of the magic box
With vibrant tone and clear,
A foreign voice was speaking,
They bowed their heads to hear.

They did not understand the words,
But felt that it must be
A command from their deity
To pray on beaded knees.

But ere they prostrated themselves,
The old King Jamboree
Found that the sound was coming
As far as he could see.

From something that was round and black
And looked right good to eat,
A new janken, don't you know?
An appetizing treat.

He took a piece between his teeth,
It tasted mighty fine,
"Come," he cried, "take one on me,
I ask you all to dine."

No sooner had they eaten it
And started for a walk,
Than with stirring eloquence,
They all began to talk.

Not in the savage guttural,
But in old S. A. A.
The kind you hear in Boston,
And that is swell, they say.

If you are near this verdant isle
And call on Jamboree,
You will notice, I am sure,
His volatility.

Now, if you wish to know it all,
I'll tell you what to do,
Profit by this narrative,
And cut a record too.

—Howard Taylor.

Court stenographers in all the leading cities are now using the commercial talking machines as assistants in their business, with very gratifying results. In the great mercantile establishments throughout the United States, as already recorded in The Talking Machine World, the commercial machine is being utilized more every day, while railroads, such as the Union Pacific and Southern Railway, are among the latest to adopt them. It is worthy of note that these machines are not displacing stenographers, but simply assisting them and their employers.

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



(Special to The Talking Machine World.)

London, Eng., April 4, 1905.

At the recent dinner of the talking machine traders which was reported in your last issue, the Earl of DeLiffing, who presided, related a very excellent story of the reception by Emperor Menek of a phonographic message of high diplomatic importance from Queen Victoria. Colonel Harrington, who carried the record to Abyssinia, was received by the Emperor and his Court in full regalia. The Emperor first heard the message through the trumpet, and was so greatly impressed that he immediately ordered a military salute to be fired.

He then heard the message through the ear-tubes, and ordered another salute. Afterwards he carried the machine and the record to the Emperor, and heard the message again, through the trumpet, and a third salute was fired.

The recent incorporation of the British Phonograph Industries, Ltd., marks a move of considerable importance in the talking machine field. This concern takes over several interests, including the Electric Record Co., the Clifton-Oakford patents upon reproducers, Axten patented phonographs, processes for ruby stylus records, and other specialties.

At present the British Phonograph Industries, Ltd., is operating at four different factories in London, but arrangements will soon be made for a large plant outside of the city, with a warehouse in London. The present office is at 37 Bowling Green Walk, Shoreditch, E. C.

William E. Scott is managing director of the new company; Thomas Hough is works manager; William Ditcham has the recording department under his control, and G. H. Smart, late of the Gramophone Co., is the sales manager.

The recent decision of the French Court of Appeals, which virtually compels record manufacturers to pay royalty to the music publishers of France if they desire to continue in business, has caused considerable talk among the publishers of this city. Much is heard regarding action being taken by English publishers on lines similar to those taken by their confreres in the French capital.

It is very doubtful whether anything will come of this. The music publishers of London are not antagonistic to the record makers, and it is generally admitted that the use of records in talking machines has been most effective in promoting a wider knowledge of music and musical publications of all kinds. One of our leading trade papers put the matter very concisely as follows: "If they (the publishers) are contemplating action—well, a word in their ear. What if the record manufacturers went into business as music publishers? They have exceptional facilities for doing it, and, for obvious reasons, they could buy much more cheaply than the music publishers. No our advice to the music publisher is to—let sleeping dogs lie."

A method of photographing the human voice was explained last week before the London Spiritualistic Alliance, by Mrs. Page Parry. The instrument used to catch and materialize the voice is called an eidophone. It is in the shape of a trumpet, the small end being closed by a thin membrane of India rubber, coated with a semi-liquid medium. Beautiful pictures and elaborate geometrical designs, it was stated, are produced on this medium by singing into the eidophone. Some of these sound pictures, about 200 of which were thrown on a screen, depicted wonderful scenes of trees, jagged rocks, storm-beaten coasts and noble caverns.

Most of them, the lecturer stated, were the work of one sudden note of a few seconds' duration. 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, will always produce the same picture. The slightest variation, however, reveals itself. An expert can name the picture which will be produced. Flowers are favorite studies, 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 produce perfect pictures of pansies, roses, buttercups and chrysanthemums, but the lecturer admitted that it is very difficult to "sing a daisy."

COLUMBIA PHONOGRAPH CO. NEWS.

Exhibition of New Loud-Sounding Graphophone in Philadelphia—Large Store in Washington and Pittsburg—Business in New York Expanding.

An interesting exhibition of the Columbia Phonograph Co.'s "BC" or "relay graphophone," the new loud-sounding instrument, was given in Philadelphia, Pa., at headquarters on Chestnut St., Monday, the 2d. The audience was composed of local jobbers and dealers handling all lines of talking machines, to whom this remarkable device was a revelation. It was voted a great success, and a large number of orders were booked in consequence of the demonstration.

The new store of the Columbia Co., at Trenton, N. J., was opened April 1, the grand opening occurring Saturday last. The establishment, handsomely fitted up and equipped in the best possible manner, is under the management of Robert MacNabb, late New York City salesman for the Universal Talking Machine Mfg. Co.

E. L. Eckhardt, manager of the Columbia Phonograph Co. general, in charge of a large section of the eastern territory, with headquarters at 253 Broadway, New York, is busy evolving plans for larger and better stores in Washington, D. C., and Pittsburg, Pa. It is expected something very handsome and entirely appropriate will result from Mr. Eckhardt's cogitations, as he has a reputation second to no other talking machine man in the country for this class of work, as the company's famous Cincinnati premises, designed in toto by this clever and capable gentleman, fully attest. Further, the present places of the company in New York are not altogether to his liking, and it is probable more suitable quarters as to size, location and arrangement is another project which Manager Eckhardt will carry through successfully and satisfactorily in the near future. In fact, according to his estimate, five stores, properly located, instead of two, as now, more nearly represent his company's capacity in a business way in New York. Besides, he has ideas of a "sound-proof pit" in connection with the fitting up of a talking machine establishment that would not prove otherwise than a vast improvement.

At the recent professional matinee in New York, of "It Happened in Nordland," Lew Fields was recalled time and time again. It is well known that the comedian has never made a speech, and this tradition has not broken, for he stepped to the footlights and said that although he could not comply with the audience's request, he had something that would. Immediately there was a speech, not from Mr. Fields, but from a talking machine that he had brought on the stage.

That time-worn yersie which commences "Mary Had a Little Lamb," is said to be the first ever recorded by Thomas A. Edison, by the phonograph.

A woman in town has taught her dog to do his tricks to her commands issued from the talking machine. In speaking the orders into the machine she allowed enough time after each for the performance of the trick asked for.

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 London 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 about them. 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 regard himself from the outside—as others see him, or hear him, rather. All his own perfections and imperfections will be in a position to set in a notebook, con, and learn by rote. And all the while his conscience will not permit him to deny the identity of what he hears with the tones and accents of his own voice. This is no slight 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 Capricieuse.' 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 else can hardly fail 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 pupil's own gratification and 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 exports of talking machines for the five weeks just ended from the port of New York.

March 13.—Auckland, 39 pkgs., \$1,328; Berlin, 8 pkgs., \$372; Buenos Ayres, 13 pkgs., \$440; Cardenas, 21 pkgs., \$429; Calcutta, 22 pkgs., \$710, 12 pkgs., \$192; Gibraltar, 7 pkgs., \$143; Hamburg, 3 pkgs., \$175; Havana, 7 pkgs., \$236; Havre, 8 pkgs., \$297; Liverpool, 6 pkgs., \$477; London, 2 pkgs., \$555, 586 pkgs., \$7,529; Manchester, 51 pkgs., \$529; Montevideo, 27 pkgs., \$2,958; Mauritius, 2 pkgs., \$142; Rio Janeiro, 19 pkgs., \$1,286; Santiago, 6 pkgs., \$127; Sydney, 22 pkgs., \$429; Valparaiso, 2 pkgs., \$119; Wina, 23 pkgs., \$1,422.

March 18.—Alexandria, 2 pkgs., \$355; Berlin, 265 pkgs., \$5,001; Brussels, 5 pkgs., \$143; Bombay, 4 pkgs., \$197, 154 pkgs., \$2,545; Buenos Ayres, 168 pkgs., \$4,855; Callao, 4 pkgs., \$197; Curacao, 8 pkgs., \$158; Glasgow, 22 pkgs., \$1,145; Hamburg, 29 pkgs., \$687; Havana, 49 pkgs., \$1,572; Havre, 13 pkgs., \$580; Hong Kong, 11 pkgs., \$932; Kobe, 83 pkgs., \$2,126; Liverpool, 5 pkgs., \$310; Manchester, 19 pkgs., \$528; Maracaibo, 4 pkgs., \$145; Melbourne, 13 pkgs., \$368; Para, 10 pkgs., \$541; Santos, 22 pkgs., \$371; Santiago, 4 pkgs., \$134; Sheffield, 24 pkgs., \$127; St. Petersburg, 34 pkgs., \$1,462; Valparaiso, 14 pkgs., \$419; Vienna, 4 pkgs., \$288; Warwick, 3 pkgs., \$402; Warsaw, 19 pkgs., \$541.

March 27.—Auckland, 26 pkgs., \$657; Bangkok, 3 pkgs., \$116; Brussels, 2 pkgs., \$272; Buenos Ayres, 20 pkgs., \$559; Cardiff, 10 pkgs., \$321; Dublin, 5 pkgs., \$166; Havana, 14 pkgs., \$630; Havre, 35 pkgs., \$2,387; Iquitos, 7 pkgs., \$117; La Guayra, 13 pkgs., \$392; London, 8 pkgs.,

\$146, 282 pkgs., \$3,177; Manchester, 18 pkgs., \$641; Mazatlan, 9 pkgs., \$200; Para, 38 pkgs., \$614; Vera Cruz, 7 pkgs., \$302; Yokohama, 36 pkgs., \$2,479.

April 3.—Berlin, 324 pkgs., \$6,998; Bombay, 39 pkgs., \$555; Callao, 10 pkgs., \$757; Calcutta, 9 pkgs., \$251; Cape Town, 28 pkgs., \$181; Glasgow, 7 pkgs., \$139; Hamburg, 4 pkgs., \$119; Havana, 4 pkgs., \$195; Liverpool, 93 pkgs., \$1,433, 207 pkgs., \$4,656; London, 13 pkgs., \$236, 530 pkgs., \$5,788; Manchester, 97 pkgs., \$1,425; Para 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., \$384.

Ap. 10.—Adelaide, 24 pkgs., \$704; Antwerp, 2 pkgs., \$123; Berlin, 441 pkgs., \$5,935; Bergen, 17 pkgs., \$359; Bombay, 35 pkgs., \$636; Guayaquil, 3 pkgs., \$165; Havana, 16 pkgs., \$174; Havre, 18 pkgs., \$1,906; Hong Kong, 16 pkgs., \$262; 2 pkgs., \$290; La Guayra, 18 pkgs., \$540; London, 4 pkgs., \$250; Liverpool, 21 pkgs., \$366; Matanzas, 25 pkgs., \$750; Manchester, 10 pkgs., \$182; Melbourne, 45 pkgs., \$998; Milan, 13 pkgs., \$447; Shanghai, 10 pkgs., \$150; Sheffield, 5 pkgs., \$250; Singapore, 14 pkgs., \$270; Sourabaya, 4 pkgs., \$377; St. Petersburg, 23 pkgs., \$1,032; Vera Cruz, 6 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, microscopes 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 10, 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 hand 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 with the different



HOWARD TAYLOR MIDDLETON.

companies. His first selection was "Our National Airs," the second, "Musical Congress of Nations," which will shortly be issued. Mr. Middleton has decided ability and is developing a special field in this particular, which promises to be of large interest to manufacturers.

McGREAL BROS.' QUADRUPEL BUSINESS.

(Special to The Talking Machine World.)
Milwaukee, Wis., April 11, 1905.
In a chat yesterday with Mr. McGreal, of McGreal 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 boom 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 outfits."

STANDARD METAL MFG. CO.

We make a

SPECIALTY OF HORNS AND STANDS

made of

SHEET METAL OF VARIOUS KINDS

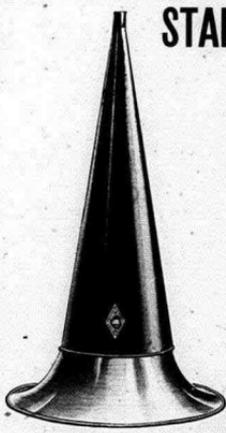
—brass—black and gold, crystal and gold, aluminum, and new patterns in flower design.

Will be pleased to hear from you when in the market. Our specialty—best goods, at lowest prices.

FACTORY

JEFFERSON AND CHESTNUT STREETS
NEWARK, N. J.

NEW YORK OFFICE, 10 WARREN STREET



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, was denied by Judge Platt, United States Circuit Court, Hartford, Conn., March 29. 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 agree-

ment 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 inexplicable that the defendant failed to take advantage of claims 15, 16, 18 and 20 of patent No. 430,278 (floating weight reproducer) under which patent it claims to have held since the date of that contract an 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 heretofore kept distinct. It

is also conceded that said construction is a Chinese copy of the improvements suggested by the claims of the later patent, which there has been an attempt to put in issue. Such a bargain, however, in its very nature, could not outlast the life of the patent, and if its construction is open to the world, the defendants cannot be the only ones restricted from using it. The real question at issue is, whether the earlier patent No. 357,280 so controls the situation that no one except the complainant is at liberty to use the special features involved in claim 15, 16, 18 and 20 of the expired patent No. 430,278. This matter cannot be determined on affidavits. Indeed, it is not apparent that counsel for complainant can hope for such action, since they deemed it important to base their demand for relief upon a conjoint use by defendants of the claims of both patents. The order for preliminary injunction is refused.

"I am unable to accept the belief that a malicious motive inspired the action which was taken.

"The indemnity bond may be vacated, and let the proper order be issued directing the complainant to pay the defendants, within thirty days, the sum of \$500, as compensation for the damage and expense caused to defendants by procuring the issuance of the restraining order, and the hearing on preliminary injunction. The matter of contempt may remain in abeyance awaiting the outcome of the above order."

"Notice of appeal was filed by the complainants in the United States Circuit Court of Appeals April 6.

WURLITZER CO. PUBLICITY

Companion to "His Master's Voice"—To Enlarge Talking Machine Department—Columbia Co.'s Big Trade.

(Special to The Talking Machine World.)
Cincinnati, O., April 12, 1905.

The Rudolph Wurlitzer Co. of this city, are preparing a companion to the famous drawing of "His Master's Voice," which will be utilized in their advertising. It will be entitled "Listening to His Mother's Voice." The design shows a young man seated before a Victor, while in the distance appear shadowy outlines of the figure of his mother as he remembers her.

This concern, by the way, intend to enlarge their talking machine department when they take possession of their new building, late this summer. Manager Strief reports that they have had to increase their force fifty per cent, since the first of the year. They just received one order of twenty thousand Edison records.

The Columbia Phonograph Co.'s branch store in this city is doing an immense business. It is safe to say they are transacting four times as much business to-day as a year ago.

LIT BROS. TALKING MACHINE OFFICE.

(Special to The Talking Machine World.)
Philadelphia, Pa., April 12, 1905.

The talking machine department of Lit Bros., which is under the management of Mr. Munchweiller, offers to ship machines as any part of the United States, as well as its foreign possessions, on receipt of one dollar, balance on time. As a result, many orders have come in from Porto Rico, the Philippine Islands and as far away as New Zealand.

COMPLIMENTS THE 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. Hill 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.

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 GRAND PRIZE FOR TALKING MACHINES

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

Awarded to the Victor Talking Machine Co.

THE VICTOR DISTRIBUTING AND EXPORT CO.

77 CHAMBERS STREET, NEW YORK

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 injury 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

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

FOR SALE BY

LYON & HEALY CHICAGO



LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS

(Special to The Talking Machine World.)

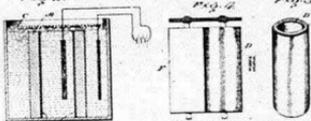
Washington, D. C., April 10, 1905.

PRODUCTION OF SOUND RECORDS. Geo. A. Manwaring, Victor H. Emerson, Eugene E. Norton and Frank L. Capps, assignors to American Graphophone Co., Bridgeport, Conn. Patent No. 785,316.

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 its



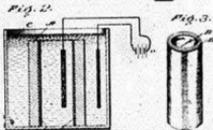
record-surface against the external surface of a blank cylinder capable of receiving impressions therefrom.

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.

SOUND RECORDS. Geo. A. Manwaring, Victor H. Emerson, Eugene E. Norton and Frank L. Capps, assignors to the American Graphophone Co., Bridgeport, Conn. Patent No. 785,317.

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 pending application, Serial No. 203,233, filed April 14, 1904. In that application the present



patentes described and claimed the method of producing commercial sound-records in quantities, which, in brief, consists 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 electro-plated cylinder from the original record, after which this metal record is ready for nurling or other use.

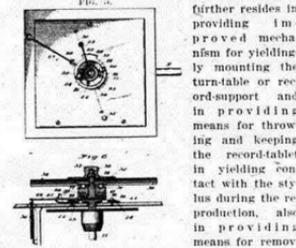
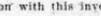
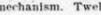
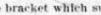
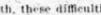
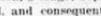
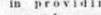
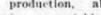
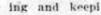
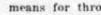
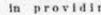
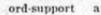
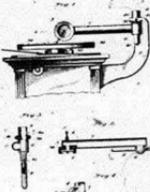
In the accompanying drawings, Fig. 1 is a lon-

gitudinal 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.

TALKING MACHINES. Eldridge R. Johnson, Philadelphia, Pa., assignor to the Victor Talking Machine Co., of New Jersey. Patent No. 785,262.

This invention relates to certain improvements in talking machines, and more particularly to the type wherein 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 amplifying the sound-waves transmitted from the sound-box or reproducing device.

With these objects in view this invention resides mainly in providing a rigidly-mounted hollow reproducing arm capable of a lateral movement, having the sound-box rigidly secured to the free end of said arm and having a sound-conveying 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 stylus.



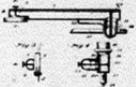
ging the said record from its contact with the stylus and simultaneously stopping the operation of the machine.

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 be very nicely adjusted, will hurt the quality of the reproduction by causing harsh and grating sounds. This increased weight also causes the record-grooves 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 longer reproducer arm must be provided, and consequently a longer supporting bracket. In the improved construction as herein set forth, these difficulties are entirely obviated, as the weight of the horn is supported 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.

TALKING MACHINE. Eldridge R. Johnson, Philadelphia, Pa., assignor to the Victor Talking Machine Co., of New Jersey. Patent



No. 785,363. 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.



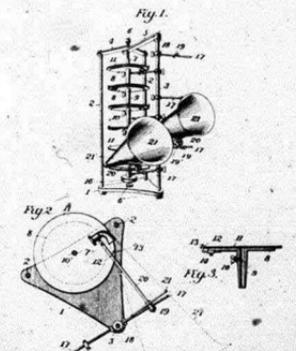
Referring to the accompanying drawings, which form a part of this specification, Fig. 1 is a side elevation of a talking machine embodying the improvements. Fig. 2 is a sectional plan taken longitudinally through the reproducer arm. Fig. 3 is a cross-section through the forward end of the arm, showing the connection with the sound-box; and Fig. 4 is a cross-section through the swivel-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.

MOULD FOR DUPLICATING PHONOGRAPH RECORDS. Walter H. Miller, of Orange, N. J., Alex. N. Pierman, of Newark, assignors to New Jersey Patent Co., West Orange, N. J. Patent No. 785,510.

This invention relates to an improved mould for making duplicate phonograph records. The essential object is to provide a mould in which the core will, during the setting or cooling of the material, be maintained exactly concentric to the mould. Six claims are made in connection with this invention.

GRAMOPHONES. Joseph Sanders, Washington, D. C. Patent No. 785,756.

This invention has reference to improvements in gramophones of the type shown and described in Letters Patent No. 692,502, granted to Emile Berliner on Feb. 4, 1902. The gramophone of the Letters Patent was designed to greatly magnify the recorded sounds and was based upon the exact similitude of the commercial form of gramophone-record duplicates. It consisted of a number of gramophone reproducer machines coupled together and to a common motor for simultaneous and synchronous action, so that the reproductions of several records (six being shown in the patent)



were merged to have the effect of a single reproduction of greatly increased intensity. The multiple gramophone or "multiphone" of the aforesaid 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-

ing of others in the machine of the patent took considerable time, long periods of silence would elapse between the reproductions of records. In addition to this the multiplication of bearing necessary to drive several individual rotary tables was found to be prohibitive because of the noise produced, so that finally a flexible belt was adopted because of its easy and noiseless running. This, however, introduced a new difficulty in that absolute synchronism, so necessary to the perfect merging of the several reproductions, was sometimes lost, owing to the slight elasticity of a flexible belt and the consequent running of the record tablets out of step.

It is the object of the present invention, first, to greatly reduce the floor-space occupied by the machine; second, to so arrange the record-tablet supports that both the record tablets and their supporting tables may be removed from and replaced in the machine bodily; and that while one set of records is being reproduced another set may be prepared for insertion, and when desired may be inserted into the machine with the same facility and in practically the same time required to place one record tablet upon a non-removable tablet-supporting table, and, third, to provide means whereby all the tables are in rigid and unyielding connection with the common motor and must therefore rotate in absolute synchronism.

Fig. 1 is a perspective view of the improved multi-phonograph with the driving mechanism and some of the reproducer heads and amplifying horns omitted for the sake of clearness of illustration. Fig. 2 is a cross-sectional plan view with parts omitted. Fig. 3 is a vertical section of one of the record-supporting tables with a record tablet in place. Twelve claims are filed in connection with this patent.

GRAPHOPHONE REPRODUCER. THOS. H. MacDONALD, Bridgeport, Conn., assignor to American Graphophone Co., same place. Patent No. 785,716.

This invention relates to a reproducer of the

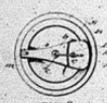


FIG. 2.

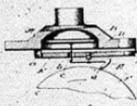


FIG. 1.

type employing a "floating weight," upon which the stylus lever is pivoted; and the invention consists in so proportioning this floating weight that its center of gravity shall be practically coincident with the fulcrum of the stylus lever.



FIG. 3.

In the annexed drawings are illustrated embodiments of this invention. Fig. 1 is a side view, partly broken away, of one embodiment. Fig. 2 is a bottom view of a modified form, and Fig. 3 is a section of another modification. Two claims are filed in connection with this invention.

GRAPHOPHONE REPRODUCER. VICTOR H. EMERSON,

of Newark, N. J., assignor to American Graphophone Co. Patent No. 785,723.

This invention relates to floating-weight reproducers or "speakers" for graphophones or other 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.



FIG. 1.



FIG. 2.

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 bottom view of the speaker. Two claims are made in connection with this patent.

One main idea of Mr. Emerson's invention consists in pivoting the floating weight at a point beyond its periphery, and of course this may be accomplished in many ways. Another idea consists in having the "thrust" (caused by the rotation of the cylinder) toward the pivot of the floating weight instead of a "pull" away from it. This has been found to render the device equally sensitive to the normal irregularities of the record-groove, and the fact that in this construction this floating weight responds to impulses more sensitively means that its reaction upon the record surface is less violent than heretofore. Hence the record is not worn away.

DISK RECORD. HERBERT S. BERLINER, Washington, D. C. Patent No. 785,191.

This invention has reference to improvements in disk records, and is designed to overcome the gradual weakening and muffling of the reproduction from any individual record as the reproduction proceeds from one end of the record-groove to the other. It is a common experience that when the reproduction from a disk-record is started the sounds emitted by the reproducer are full, clear and loud; and that as the reproduction continues, whereby the reproducing stylus engages successive portions of the record-groove, the reproduction becomes weaker and ever weaker as the end of the record is more and more approached. It is found that this lack of uniformity of the loudness and clearness of reproduction is due to two causes: First, the reproducing begins near the edge of the disk and ends near the center; second, it is found that the reproduction stylus or point is ground off, and the reproduction becomes thinner, whereby lost motion of the stylus and diaphragm follow. It is proposed with this invention to reverse the

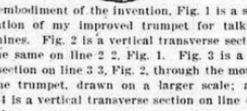
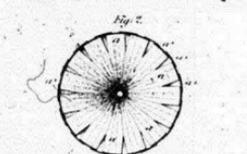
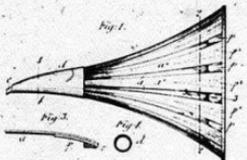


modus operandi, beginning with the inner end of the spiral and propelling the stylus outwardly so that the reproduction not only becomes uniform, but the inventor states, is uniformly good. The accompanying drawing shows a diagram illustrating the improved construction of the disk-record, and for which six claims of invention were allowed.

TRUMPET FOR TALKING MACHINES. A. R. CUNNINGHAM, assignor of one-half to Lipman Kaiser, of New York. Patent No. 784,385.

This invention relates to an improved trumpet for talking machines of all kinds which combines lightness with strength and resistance against injury by being dropped or from other causes, always preserving its original shape and appearance; and the invention consists of a trumpet for talking machines comprising a conically-tapering body composed of a number of layers, the outer layer being composed of tapering strips separated by spaces tapering inwardly from the larger end of said body, a reinforcing rim surrounding the body at said larger end, and filling-pieces retained by said rim and extending inwardly into said tapering spaces.

In the accompanying drawings, illustrative of



one embodiment of the invention, Fig. 1 is a side elevation of my improved trumpet for talking machines. Fig. 2 is a vertical transverse section of the same on line 2-2, Fig. 1. Fig. 3 is a detail section on line 3-3, Fig. 2, through the mouth of the trumpet, drawn on a larger scale; and Fig. 4 is a vertical transverse section on line 4-4, Fig. 1.

As the trumpet is preferably made throughout of wood, it accords in the nature of a sounding-board and transmits the sounds spoken into the same in a better manner than the hard-rubber or other trumpets used heretofore for talking machines and the like. Besides, the trumpet is more durable, as it can be dropped without injury or denting of the same.

TRADE IN BALTIMORE BOOMING.

(Special to The Talking Machine World.)

Baltimore, Md., April 12, 1905.

The disk talking machine business has taken a wonderful spurt in this section, as it has throughout other portions of the country.

C. S. Smith & Co., 619 West Baltimore street, have extended their disk record department, and are now actively engaged in jobbing American "Blue" Records, and are extending their field of operations throughout Virginia and Maryland.

William Wigley, of Baltimore, Md., who, since the fire, has been at 240 South Broadway, is making arrangements to return to his new store on West Baltimore street, as soon as it is completed. In his new quarters he will have a special department devoted to disk and cylinder talking machines, American records and supplies.

Something entirely new in repeating attachments for the Standard phonograph is advertised elsewhere in this issue by the Portland Phonograph Agency, E. B. Hyatt, Port, Portland, Ore. They have received very enthusiastic letters regarding the satisfaction which this repeater has given.

ALLEN'S PAPER LACQUERED PHONOGRAPH HORN

No Metallic or brassy sound
No brass to clean

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

Price, \$10.00

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

Also PACIFIC COAST JOBBER FOR EDISON PHONOGRAPHS, RECORDS AND ACCESSORIES



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

SAMPLE OF ADVERTISING CARDS

With cuts and done in colors, which are supplied to Dealers for distribution among their prospects on
PEERLESS COIN OPERATED PIANOS

Peerless Electric Pneumatic Piano

WITH COIN SLOT BOX AND ENDLESS MUSIC ROLL

SPECIFICATIONS

Height, 1 ft. 2 in. Width, 5 ft. 2 1/2 in.
Depth, 2 ft. 2 1/4 in.
Roth & Engelhardt Action.
2 1/2 Octaves.
Full Iron Frame (Covering Waxed Plank).
Three Venues on Waxed Plank.
Fall Strings to Bass, Imported Hammer Fall.
Nickel Action Brackets.
German Silver Action Rail.

Double Dampers. Nickel Plated Fold Guard.
Nickel Plated Pressure Bar.
Rich Design of Case Boston Fall, Etc.
Beautiful Carved Trusses.
Handsome Design.
Glass Panels.
Fall Dust Front.
German Silver Continuous Hinges.
The Harmonic Thrill or Middle Pedal.
Case Double Veneered.



STYLE D—Mahogany, Walnut or Oak

The 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



STYLE 44

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.

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MOBILE—W. H. Reynolds.
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- CALIFORNIA.**
SAN FRANCISCO—Peter Bacligapoli.
- COLORADO.**
DENVER—Denver Dry Goods Co.
- CONNECTICUT.**
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HARTFORD—Harry Jackson.
NEW HAVEN—Pardee-Elienberg Co.
- DISTRICT OF COLUMBIA.**
WASHINGTON—E. F. Troop & Sons Co.; S. Kann Sons & Co.
- GEORGIA.**
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WABASS—George B. Youmans.
- ILLINOIS.**
CHICAGO—James I. Lyons; Siegel Cooper Co.; Talking Machine Co. The Vin Co.; Montgomery Ward & Co.; Rudolph Wurtzler Co.
PEORIA—Peoria Phonograph Co.
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- IOWA.**
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- KENTUCKY.**
LOUISVILLE—The Ray Co.
- LOUISIANA.**
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- MAINE.**
BANGOR—S. L. Crosby Co.
PORTLAND—W. H. Ross & Son.
- MASSACHUSETTS.**
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WOICESTER—Ives Johnson Sporting Goods Co.
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ELMHURST—Emita Arms Co.
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OSWEGO—Frank E. Holway.
POUGHKEEPSIE—Price Phonograph Co.
ROCHESTER—A. J. Deninger; Mackie Piano, O. & M. Co.; Giles B. Miller; Talking Machine Co.
SCHENECTADY—Finch & Hahn; Jay & Richard.
SYRACUSE—W. H. Andrews.
TROY—J. H. & Hahn; Troy Automatic Exchange.
UTICA—Clark Horrocks Co.; Arthur F. Ferris; William Harrison; Utica Cycle Co.
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CINCINNATI—Horn & Co.; A. B. Wahl & Co.; Rudolph Wurtzler Co.
CLEVELAND—W. J. Roberts, Jr.
COLUMBUS—Perry H. Whitall Co.
DAYTON—Nielsen & Dohse.
EAST LIVERPOOL—Stamm & Phillips' Music Co.
NEWARK—Hovey-Hall Co., Inc.
TOLEDO—Hayes Music Co.
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