Coin Coming Your Way

MOST men are desirous of increasing their income; are you? Then here is an invention which will please you. It is one of the best paying coin-operating devices on the market. It requires no attention except to change the music roll, which is usually done weekly. The instrument stops after each selection, and a coin is required to again start it, and it can be continued indefinitely.

Men who have had these out tell us that there is a steady stream of nickels going continually into this machine. It is handsomely gotten up, and makes an attractive instrument in any public resort, and talking machine dealers will find that it is one of the best paying agencies that they can secure. The loud and soft effects and the tempo changes in the music are all controlled automatically. The whole arrangement is so simple that there is no getting out of order. It can be run by direct or alternating current motor or storage battery. It is gotten up in fancy mahogany and quartered oak cases, and the size is only 5 feet 5 inches high, 2 feet 10 inches wide. The depth is less than 2 feet.
SACRED SONGS
With Real Organ Accompaniment

Have you ever heard any that were entirely satisfactory? We have made a number which critics of this class of music pronounce PERFECT.

They are sung slowly, in the right spirit, with feeling and expression. The tones of the organ are rich and melodious.

Just as a suggestion, here are a few of the titles:

031119—"Sun of My Soul."
031120—"Where Is My Wandering Boy To-night."
031121—"Coronation."
031122—"Come, Thou, Almighty King."
031123—"How Firm a Foundation."
031124—"He Leadeth Me."
031125—"One Sweetly Solemn Thought."
031126—"Just As I Am."

Send for the complete list. A trial order will convince you that there is value in them.

"Ask for the Blue Ones"

AMERICAN RECORD COMPANY
HAWTHORNE, SHEBLE & PRESCOTT
SPRINGFIELD, :: :: :: MASS.
TALKING MACHINE HELPS SINGERS.

The most curious innovation is largely due to Dr. W. S. Watson, whose practical use of the voice and an invention which, with practice, may be avoided.

The Talking Machine

Voices as Others Hear Them-More Unmeasured, More Unaffected.

The roll of the year little line for fame, filing fifteen names.

In London—Over 350,000 Sold Last Season by Barnett Samuel & Sons—Recent Orders.

The English market will very likely make things, and the advent of two new cylinder companies on this side of the water, the disk record companies, and you will find new developments.

MANY NAMES SUGGESTED.

The Columbia Phonograph Co. states in its report for the second half of 1905, that the names of special records for these machines be getting to

WALKER TALKER CO. INCORPORATED.

One of the big concerns chartered at the State Department of Dover, Del., last week is the Walker Talker Co. The concern is to manufacture a new and improved system of talking machines and make and sell appliances and apparatus necessary to talking machines.

VICTOR CO.'S EXPANSION.

Plans and specifications have been completed and estimates, invited for an additional story to the establishment of the Victor Talking Machine Co. in Camden, N. J. The addition will be 62 by 148 feet, and will be of fireproof construction, to conform to the present building.
THE LATE POPE LEO XIII.

ANNOUNCEMENT EXTRAORDINARY !!!

We are now prepared to supply the trade with two absorbingly interesting records of the voice of the late Pope Leo XIII. These records were made at the Vatican in Rome, February 5th, 1903, in the ninety-third year of his age. One record contains his Apostolic Benediction. On the other he intones the Ave Maria. Both records are in Latin. For use only on cylinder machines.

Though nothing remains of the great Pontiff save an undying memory, his voice lives and he will continue to convey his Benediction daily to thousands by means of these records.

A certificate of genuineness accompanies each record. Price $2.00 each. Liberal discounts to dealers.

Order by name The Benediction. The Ave Maria.

(All Rights Reserved)

COLUMBIA PHONOGRAPH CO., Gen'l

PIONEERS AND LEADERS IN THE TALKING MACHINE ART

Grand Prize, Paris, 1900. Double Grand Prize, Three Gold Medals, St. Louis, 1904.

NEW YORK, Wholesale, Retail, Export, 253 Broadway.

CHICAGO, 88 Wash Ave.

PHILADELPHIA, 1513 Market St.

BOSTON, 64 Tremont St.

BALTIMORE, 231 N. Howard St.

CLEVELAND, Euclid Ave. and Erie St.

BUFFALO, 444 Main St.

SAN FRANCISCO, 115 Geary St.

CINCINNATI, 1111 2d West Fourth St.

COLUMBUS, 111 E. Rich St.

NEW ORLEANS, 426 Carondelet St.

DETROIT, 575 Woodward Ave.

MILWAUKEE, 291 East Water St.

WASHINGTON, 37 F St., N. W.

TORONTO, Ont., 157 Yonge St.

LOUISVILLE, Ky., 344 Fourth Ave.

MINNEAPOLIS, 144 Fourth St., South.

INDIANAPOLIS, 45 N. Pennsylvania St.

CINCINNATI, 1111 2d West Fourth St.

CLEVELAND, Euclid Ave. and Erie St.

CHICAGO, 88 Wash Ave.

SOUTH BEND, 218 Wabash St.

NEW YORK, Wholesale, Retail, Export, 253 Broadway.

UP TOWN, Retail Only, 372 Broadway.

SCRANTON, 203 North Washington Ave.

PORTLAND, Ore., 271 Washington St.

ATLANTA, 23 Ponce de Leon Ave.

LIMA, Ohio, 1121 First Ave.

BREMEN, 15 New York St.

BRIDGEWATER, 644 E. Main St.

OAKLAND, Calif., 24111 12th St.

SPRINGFIELD, Mass., 212 Main St.

PEORIA, 415 Main St.

LENOX, 126 South, 11th St.

NASHVILLE, 25 Seventh St.

SACRAMENTO, 573 S. St.

LONDON, Wholesale, Retail, 86 Great Eastern St., E. C.

PARIS, 111 and 112 Rue, Montmartre.

BERLIN, 71 Reuterstrasse.

RETAIL BRANCH, 62 Friedrich-Straße.

ST. PETERSBURG, 22 Nevelskiy Prospect.

VIENNA, Schillerstrasse No. 14.

SYDNEY, N S.W., 35 Paling's Buildings, Ash St.
PRACTICAL SUGGESTIONS AND COMMENTS.

TAPE RECORD POSSIBILITIES.

We have a number of opinions regarding the manufacture of a tape record referred to in last month's World. The propounded is feasible. Its manufacture embodies no new scientific principle, but there is a difference in mechanical methods in order to change the form of records for either cylinder or disk to a strip of material wound on a reel. Suitable ma-

terial, that will be inexpensive and pliable, will, of course, necessitate much experimental re-

search, and it is not improbable that celluloid may form one of the elements to be employed.

HOW FAST A RECORD TRAVELS.

Discussing a somewhat similar topic, a writer in a London contemporary pertinently asks: "But supposing an ideal material is found and is at hand ready for use, what advantage does the strip record offer? Probably my readers will reply that a longer record could be made. That it would be possible to have an entire song instead of one verse and chorus. Let us see. How fast does a talking machine record of the present, day travel under the reproducer ball or sound-

box needle? Somewhere about twenty inches per second. To obtain the same quality and volume of sound from the strip record, it should be re-

produced at the same rate of speed. That means that to have a record to contain as much as the average high-speed cylinder record, the strip would have to be just about 200 feet long. To have it equal the average ten-inch disk it would be perhaps 275 feet in length. A cylindrical tape of that length would make rather a formidable sized wheel when wound on a drum. To get the whole of a song or band selection upon the strip would greatly add to its length, and consequently to its bulk when wound.

SAME DISADVANTAGES SET FORTH.

"To be sure, the strip record would be indir-

structible, but it is questionable whether the dis-

advantages of length of tape and bulk do not outbalance this. And then, like piano players, after a record has been reproduced the tape would have to be reeled back again on to its original spool. That would take a longer time than is now required by its existing cylinders and disks. I am not asserting that there never will be tape records. I only point out one or two obvious ob-

jections to them which must be overcome before they can be put on the market.

VELOCITY INSURES TRUER TONE.

"The greater the surface velocity of the record, the truer the tone in reproduction. If the thread were made finer, more than at present, the side walls would be so thin as quickly to break down and thereby ruin the record. So the only outlet seems to be to make the cylinders longer and the disk larger. Already 15-inch and 14-inch disk records are on the market. At a speed of 40 per minute these records will play for four or five minutes.

LONGER RECORDS BOUND TO COME.

"But longer records are bound to come. The demand for them is clamorous and insistent. What form will they take? There are just three ways of lengthening a record. It can be run at a slower speed so that more can be recorded on it within the time limit. The grooves of the spiral track can be cut nearer to each other by using a feeler gauge with a finer thread. Or, thirdly, that cylinder can be made longer or the disk of a larger diameter. The first and second methods have been tried in the past and abandoned. We are not likely to see a return to 200-foot records or to a 200-inch thread.

LONGER CYLINDER RECORDS.

"In answer to an inquiry we may say that in connection with the new loud-speaking graphophone just being marketed, a new line of gold-
molded cylindrical records, very much longer than any heretofore made will be added to the product of the Columbia Phonograph Co. The new cylin-
ders are half a foot in length, and capable of containing all of an ordinary composition, with-

out its being cut. The low loud-speaking ma-

chine, which is made with a very long mandrel, affords splendid possibilities in the way of a larger cylinder record. About twelve of the new records have already been made and additions will be listed from month to month.

MAKING DISK RECORDS AT HOME.

Judging from letters from correspondents there seems to be quite some anxiety on the part of a number of subscribers to The World to try their hand at making disk records at home. In this connection several ask: "Is there any machine manufactured in this country that will do the job?"

"We believe there is not. The Neophone Co., of London, are, however, at work on a machine which they expect to have ready in a very short time which will enable the amateur to solve in part, if not wholly, the problem of disk recording at home. The recorder can be used for the manu-

facture of either nine-inch (for work), or twelve-inch disks which are furnished in blank with the machine. More about this later.

POINTERS ABOUT CYLINDER RECORDS.

Some observations by an amateur maker of re-

cords supplied to The Talking Machine News of London on this subject. "Your record making it essential that the blank cylin-
der should be as perfect as possible. It is a great mistake to purchase inferior blanks, as the slight extortion of a good blank is compensated by the vastly better results obtained. The making vocal records with piano accompaniment, it is, in my opinion, advisable to employ a two-

way reproducing horn, that is a fairly loud piano effect is desired. If only one horn is used, the distance it will have to be placed from the piano to enable the vocalist to draw back at high notes will cause the piano to be al-

most inaudible when the record is reproduced. In using a horizontal piano for accompaniment, I place the horn on a box about a foot high, on the piano, with one horn pointing down toward the treble end of the keyboard, and the other pointing slightly away from the piano. For the vocalist excellent results can be obtained by these means."

RECORDING THE BANJO AND MANDOLIN.

"Recording the banjo, mandolin, etc., I obtain good results by placing the machine on a cabinet or the top of the height main, the horn being put in the horn to point downward at a sharp angle. The performer should sit so as to bring his instrument under the mouth of the horn, and as close as possible to it. Unless the down-

ward position of the horn is employed, a large amount of sound is lost. Finally, when recording, see that the blank cylinder is only on to the mandrel, so that the chances of its slipping are minimized as far as possible. It is somewhat annoying to discover that an otherwise good rec-

ord has been entirely ruined by the fact that it has slipped on the mandrel."

SOUND VOLUME AND QUALITY DISCUSSED.

"Don't you think the tendency among manu-

facturers to produce machines notable for their tremendous volume is a danger; insomuch as tone quality, color and other essentials are necessarily overlooked?"

No; we do not. Moreover, the closing words of your inquiry are not correct, for the modern recording of any day are giving more attention than ever before to not only producing more volume, but controlling that volume in regard to quality, and making it as perfect a reproduction of the original of the record as possible, and whether it be a band, a noted instrumental or vocal soloist, or a speak-

ing number, every effort is bent toward making the reproduction real and true. When both vol-

ume and quality are combined you have the ideal record. But, then, volume, and even quality, are always matters of personal taste. There are people, you know, who prefer the old spinet to the modern grand piano. One, they say, has refine-

tment of tone; the other, the tone of a hand made and bland. People will differ regarding talking ma-

chines and records as they will about pianos. There are certainly devices enough on the market claiming to control the tone to satisfy our cor-

respondent.

POSITION IN MAKING RECORDS.

1. In making a record, how close should one record? When both volume and quality are combined you have the ideal record. But, then, volume, and even quality, are always matters of personal taste. There are people, you know, who prefer the old spinet to the modern grand piano. One, they say, has refine-

tment of tone; the other, the tone of a hand made and bland. People will differ regarding talking ma-

chines and records as they will about pianos. There are certainly devices enough on the market claiming to control the tone to satisfy our cor-

respondent.

2. How do you handle the machine in any way after making them? I notice that blank records are of a lighter color than moulded records. I both should stand as close to the horn as possible without causing the high notes to blast. Professionals who have been making records for years have to experiment for distances with every
master record made, and you must do likewise to get the exact information. 2. Yes, to get the best results. 3. This is done in professional record making, but unless you have had considerable experience with recorders you will probably do as well with your regular recorder. 4. 100 revolutions a minute. 5. We do not harden the master records. We use them to make molds, and from these molds we manufacture the Edison gold-molded record. This is made of a harder, darker-colored composition, says The Edison Phonograph.

GETTING RID OF THE ECHO.

It is said that the echo, so much complained of in the reproduction of records, can be obviated by altering the angle at which the reproducer is adjusted. Ordinarily the reproducer should be level with the record, but by putting it slightly out of adjustment the echo will disappear. The same informant states that in case of a disk made out of adjustment the echo will appear. The correct adjustment of the horn on the stand of horn stand has a great deal to do with the reproduction. The idea being to set the horn at such an angle that the rubber connection shall balance as near the mouth of the reproducer as possible; thereby lessening its tension on the machine; otherwise it either makes it drag by pressure against the reproducer or draws back, in which latter case it is liable to cause repeating.

Each customer who buys records has a taste for a particular style of music. One who might enjoy classical selections would be bored by popular or ragtime music. The salesman therefore should watch carefully and choose records accordingly. If he has the stock at his finger tips he will not only be able to get what is wanted quickly, but also can suggest many which the customer will like, and thereby often double the sale.

NEVER USE A NEEDLE MORE THAN ONCE.

The question of the advisability of using a needle more than once is often asked of the dealer. In using an old needle over, the person not only gets an inferior result, but actually damages his disk. As these run from fifty cents a piece up, while the needles are sold at the rate of about ten to fifteen for a cent, this is poor policy. The needle is made with a tapering point, which, when worn, becomes broader for blunt. If used ever, this not only wears off the impressions made by the recorder, but is liable to break the threads, in which case the disk is useless, as the needle will not feed past the break.

SHOULD KNOW HIS STOCK.

The amount of trade a talking machine dealer does depend a great deal on his ability to give perfect satisfaction. This does not mean be polite and obliging alone. He should have more than a general knowledge of his stock (which, by the way, should always be complete and kept in perfect order), and be able to give aid to a customer in any difficulty which might arise. After disposing of a machine he should take care to explain carefully all parts of the mechanism.

SIZE UP THE CUSTOMER'S TASTE.

The proper setting up of an instrument is also very important, as a customer who has adjusted his machine wrongly often gets the impression, through no fault of the instrument, that he has a poor article thrown off on him. The correct adjustment of the horn on the stand of horn stand has a great deal to do with the reproduction. The idea being to set the horn at such an angle that the rubber connection shall balance as near the mouth of the reproducer as possible; thereby lessening its tension on the machine; otherwise it either makes it drag by pressure against the reproducer or draws back, in which latter case it is liable to cause repeating.

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NEW DEMONSTRATING ROOMS.

Three new commodious demonstrating parlors or booths were completed this week on the west floor of the Victor Distributing & Export Co., 77 Chambers street, New York. The partitions of solid oak and plate glass, extend from the floor to the ceiling, and the sound-producing possibilities of these roomsy and comfortable compartments are thereby greatly augmented. The equipment represents the finished products of the company in point of machines and records.
Some interesting additions have been made to the phonographic archives of the Austrian Academy of Sciences, the aim of which is to obtain records of all the languages and dialects in the world that are spoken by natives. A German explorer in New Guinea, Dr. Rudolf Foh, has just sent a record of a description of a wild bear hunt in the Papuan trumpet language, which is a complete means of communication between these people quite distinct from their ordinary spoken language. It consists entirely of trumpet blasts of different pitch and length.

Other records illustrate the peculiarities of the Papuan spoken language, which has five genders—masculine, feminine, neuter, infantile and imaginary—and different words for walking according to the direction of the compass. On the other hand their numerals are only from one to nine. Dr. Exner, the director of the phonographic archives, is collecting records in India, and has recently sent home some of the dialects of the hill tribes which are interesting as possessing about one hundred and fifty separate consonants.

They have made some very progressive talking machine dealers in the Emerald Isle. One of the leading stores in Belfast has a large talking machine which is played through twenty-six feet of gun-barrel tubing right into the street.

The trade in talking machines throughout Great Britain is steadily growing, and in Ireland and Wales there seems to be an increasing demand. At outings, concerts and almost every conceivable affair the talking machine figures.

During the recent journey from the States of Frank Doran, European general manager, and Thomas H. Macdonald, expert and factory manager of the Columbia Phonograph Co., they had as fellow-passenger Mme. Melba. At the concert for the Seaman's Fund Mme. Melba was invited to sing, but as usual with artists of her rank, she declined; but gave a signed photograph of herself to be sold. It was secured by Mr. Macdonald and was subsequently raffled for the purpose of raising a further sum for the Fund. Although Mr. Macdonald took twenty chances at 11 each on the Melba photograph, which he so generously donated, he did not win it back. If he was excessively gratified, however, the next day to be invited by Mme. Melba to her private dining room, where she presented him with another photograph of herself signed in his presence. She had been informed of the circumstances, and evidently must have been flattered.

Speaking of the Columbia gentlemen brings to mind that the new factory at Wandsworth is fast approaching completion and they expect to be able to turn out cylinder and disk records early in the autumn. The factory will have a floor area of 5,000 square feet, with plenty of adjoining land for the purpose of expansion.

A rather novel feature has been introduced here by the Nicole Co., who offer to make disk records for amateurs. They offer this at an inclusive fee, that is to say, the amount includes the cost of six copies of the record. If these private records should be suitable for public sale, the Nicole Co. will catalogue them at the customer's option. If catalogued, the fee will be returned in full. They offer to make all classes of private records.

A capital device is to be found in the stock rooms of Barnett SAMuels & Sons, Ltd., which they utilize to prevent shortage in filling orders. They have a number of card-boxes holding exactly one, two and three dozen records. The records are sent to the packers in these, and by comparison with the order it can be seen at a glance if the order is complete.

The editor of the News, our very interesting local publication, makes a very good suggestion, as follows: "It is customary for some music dealers to employ a pianist who plays over pieces to customers so that they may taste and try before they buy. We have no wish to disparage the average pianist; in fact, the request addressed to visitors in a saloon in the wild and woolly West—"Do not fire at the man at the piano, he is doing his best," always had our sympathy. But we think, all the same, that some dealers would sell more music if they employed a talking machine instead of a piano. We have not seen it tried; we should be glad to hear from anyone who has done so."

Traveling commissions in the service of the Gramophone Co. has the Japanese from a tour in Siam, Japan, Persia, China, Russia and other countries, on the termination of a successful hunt for new "records." The resultant "bag" is varied and weird in the extreme.

The first item on the programme is a comic song by the leading comedian in Siam," explained the gramophone expert to a little party which assembled at the company's offices yesterday afternoon. Then, having apologized for an instantaneous attempt to pronounce the name of "the Dan Legend of Bangkok," the operator fixed the disk and switched on the machine.

Presently the company was listening to a song, that was a collection of music, playing in a Rangoon temple to an audience of school boys. Then, a wonderful voice of Bobbitt flooded the room with pure, tender melody.

What is Solidini? To-day he is a common soldier lying in the Russian trenches somewhere north, with a rifle at his shoulder. But a month ago he was pouring this same passionate song—a Russian war song—into the ears of St. Petersburg society. Solidini is the greatest singer in the Czar's dominions. He is, besides, a guitarist, and when his turn came he went willingly to Manchuria.

In Port Arthur and Mukden—In every Russian hospital of the front—Solidini's comrades, as they are on their weary marches, listen to the captivating song that delighted yesterday's audience.

Solidini received £2,000 for singing to our representative," again interjected the matter-of-fact operator. He further explained that 12,000 talking machine records and hundreds of machines have been sent to the Japanese and Russian hospitals in war-ruined Manchuria.

"The Japanese wounded," he added, "love to hear the next piece, and dream of home and comfort.

And the magic-working machine began to emit a slow, measured, and rather mournful tune, in which the broken instruments, the rattle of munitions, the thundered. It was the Japanese national anthem, performed by a skilful band of Geishas in Tokio.

A violent and vigorous war song by the Mikado's leading tenor was not so much appreciated by his London audience.

"It sounds as if he were baring high words with female relatives," was the appropriate single of a listener.

PREACHING FUNERAL SERMONS.

The preaching of funeral sermons through the talking machine is now becoming an established custom in all parts of the country. It is now the fashion for some gentlemen who wish to immortalize themselves to say their final farewells into the talking machine and have the message preserved, and after death heard by relatives and friends.

H. F. Goodell, of Ashmond, Erie County, O., has taken this step, believing that no one can speak better of him than himself. With this idea he wrote an address which contains his views upon many topics, as well as a final message to his friends, and is now ready for the final call whenever it may come.

This seems to be robbing death of much of its horrors. Anyway, it is becoming the fashion, and it is hard to offset that.

PIESTS AND TALKING MACHINES.

It will be of interest to many who are taking up the serious study of plain chant to learn that the services of the talking machines have been enlisted in order to disseminate the correct method of rendering the chant, says The Tablet.

No doubt it will be found a very useful ally, especially by those priests and chantmasters who are working to train choirs in the chant, but have no means of studying its rendering in any of the great schools of its exponents.

Will Conveniently Hold All Sizes of Records

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<tr>
<th>DISK</th>
<th>CYLINDER</th>
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<td>RECORD CABINETS</td>
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Write for Booklets and Prices.

Those who will interest you.

THE UDELL WORKS

Indianapolis, Indiana
THE TALKING MACHINE WORLD.

THE TALKING MACHINE & COMFORT.

How it Brings Joy to Those Far Away from the Fatherland—Who Dare Question Its Influence for Good?

According to a small paper published by a Worcestershire, Mass., church, an architect, following his profession in Jamaica, W. I., writes as follows: "Eight bands around—forward and back—right and left! These are the sounds tonight, for one of the painters who arrived to-day bought a large talking machine with him, and the men are all gathered in a room, directly over me, to enjoy it. A record has just been started, playing "Miss McLeod's Reel," and instantly they formed a set. One is dancing off. It is a roughing dance, I can tell you, and the shuffling of feet on the tile floor, the shouts of laughter, the shrill shrill of the piccolo; the air, old-time, carefree combination. I am glad to hear. Tired muscles, lazy negroes, longings for home are forgotten by the men. They are happy tonight.

"Now it is 'Good Old Summer Time,' and they are singing with the machine. Some of them have very good voices. Every one knows that old melody, and sings it with a will. Ah! here is one that brings me to my feet; I can hear him rising, too, 'The Star-Spangled Banner.' God bless it. Who says we are 1,500 miles from home? Not while that air is ringing in our ears. There it comes, I expected it. One of our carpenters has a beautiful high tenor; he is singing clear and sweet: his voice rings out; now every one is singing with him; and as the last note dies away, one or calls out for 'three cheers for it, boys, it's ours.' Do they give them? Well!"

"And now is it an accident or fate that selects the next tune, 'Lead, Kindly Light.' In Smyrna he found a store making 'Sousa's March' and 'Band of the Lehigh.' From there to Naples, Alexandria and Cairo. The trip was entirely for pleasure, but nevertheless a gentleman of Mr. Gregory's keen perceptions could not overlook certain trade developments in every section visited.

One thing that particularly impressed him was that no matter where he journeyed or how far away from civilization he found Victor talking machines, 1,000 miles as far as the Aswan Dam. In Smyrna he bought a store making a specialty of Victor talking machines, which were purchased in London, while in other far off places he found abundant evidence of the helpful influence of the talking machine in bringing nations closer together and disseminating a love for music and literature.

EDISON'S INTERESTING THEORY

As to the Reasons for the Early Death of Popular Music.

In a recent interview Thomas A. Edison, in talking of the reasons for the early death of popular music, had the following to say: "In working on the perfection of the phonograph, I incidentally discovered a strange thing—the reason why the popular air dies out so soon, and can never be revived in public favor. I got out a nice waltz, one which I like exceedingly myself, from among the records and said: 'Now, we will use this in our experiments. You may not understand that in order to get the finest shades of alteration it is necessary in experiments always to have the same piece of music, for by hearing it over and over again the same thing often the ear is trained to a wonderful degree of delicacy. We played that waltz all day long. The next day it began to pall on us a little. At the end of the fourth day the men began to get dreadfully irritable; at the end of the week they could not stay in the room. I firmly believe that it is this question of repetition which makes it possible for you to hear Beethoven and Wagner over and over again without getting tired. The music of these great composers is so complicated that it does not weary the nerve centers, while the simple melody, however tuneful, at last induces dislike and disgust!"

BETTINI CO. INCORPORATED.

Among the incorporations held with the secretary of the State of New York on June 12, was that of the Bettini Phonograph Co., Ltd., of New York, for the purpose of manufacturing talking machines, records, etc. Capital, $20,000. Incorporators: Fred G. Luedtke, Union, N. J.; B. G. Warner, Brooklyn; Sol. Lazarus, New York.

COMPETITION AT THE FERRY HOUSES.

The talking machines in the ferry houses have in the past aroused many looking passengers, but now they are put to a use which never fails to bring a smile to the countenance of even the most phlegmatic: "It's a certain room two rooms of these instruments are placed back to back. A seat is dropped in each at the same time, both start together, and the notes of "Under the Old Apple Tree" and "My Pal" vie with each other in trying to make themselves distinguishable.

The Douglas Scratchless Needle for Disc Records

The Douglas Scratchless Needle for Disc Records

Has created a sensation—An original idea and welcome improvement for Disc machines.

Will play 100 or more disc records without changing needle.

Does away with the scratch which so often spoils the effect of a finely recorded selection.

Improves the tone and brings out the most delicate effects.

Does away with all blasting.

Will not tear or wear out records. A most desirable feature to owners of high-priced records.

Retail at 25 cents each. Regular discount to dealers and jobbers.

Our Perfection Needle

The only Loud Tone Needle made. For Large Rooms, Halls and Exhibition purposes. Will not wear records as much as sharp needles. Can be left on the machine at any time.

Our Excelsior Needle


We have ready for delivery the largest and most complete line of Record Cabinets ever shown. Over 40 styles for both Cylinder and Disc Records. Send for catalogue, ready July 1st.

Send Postal Card at once and have your name placed on our mailing list. We have on hand and in preparation many articles you should be posted on.
TIMELY TALKS ON TIMELY TOPICS.

Notwithstanding the approach of the dullest which many believe is now here in full force, the management of a few companies and progressive families of houses, with goods the trade needs, continue to transact a business beyond all precedent. In fact, not a few firms in this class claim that trade, as compared with last year's, is at the same time, is marvelous and continues to be heavy. The volume of business for the fall is expected to be tremendous, and every preparation is being made in the enlargement of plants and increase of facilities to meet this anticipated demand.

One of the leading daily papers within the past ten days, published conspicuously this "special cable dispatch" from Paris, France: "A French inventor will soon put on the market talking post cards. You introduce a card into an apparatus of the nature of a phonograph, talk a message and drop the card as a postal. There is a similar apparatus at the other end, and when the card is introduced it gives the message in a natural reproduction. Talking post cards will hold just three times the quantity of words that can be written on one." The daily press is now expected to be either exact or accurate in their knowledge of technical matters or progressions in inventors. What they do not know about such things would fill several bulky volumes. The "cable" is only another and fresh instance of their ridiculous ignorance in matters of this kind. The so-called "phono-record" postals are of German origin, have been well known in all European countries for upward of a year, and in the United States were articles of novelty for at least six months—perhaps longer. The World's advertising pages have contained a full description and illustration of these miniature celluloid cards for several months, and immense quantities have been sold.

A novel theory is being advanced by a gentleman of some recent prominence in the trade, that in a scientific sense there exists a code of musical waves, fixed and rigid. He holds that by a method, which he only suggests rather than reduces to a practical basis, these tones of sound waves are capable of being utilized in connection with sound reproduction in talking-machine records direct, thereby superseding either the ordinary vocal or instrumental recording process. In other words, this means of record making is to be accomplished the same as a composer composes his musical inspirations to paper by the standard staff notation. This being established, according to this original thinker, the services of the intermediary artist, or orchestra, etc., will be superfluous, and consequently the dance of any kind music produced cannot be protected under the law. The idea is flimsy and hazy, and smacks strongly of sophistry, which the poorly informed or one jumping to quick conclusions in the hope of making a new discovery. Plainly speaking, the party dispensing such thoughts has evidently forgotten to close his "hot air valve." Many complaints are heard that the manner in which apartment-stores are rated by manufacturers is an injustice to the regular and legitimate jobber. Because the former may pay in quantities to come within the jobbing rule, still they are relatively only, and never pretend to sell to other dealers, consequently the recognized jobber and dealer are placed at a disadvantage in selling. As it may, in some instances, hinder the jobber of the fact that he has 10 per cent, advantage of the dealer, and is placed on an equality with the jobber at the same time. Legitimate jobbers and dealers are equally discussing this phase of the business, which they state is eating into their trade at a rapid rate, and therefore their only salvation is a combination among themselves in the form of cooperative or mate jobbers.

There is evidently not much attention being given the good accomplished by effective organization. Let alone direct advantage in trade matters, there is, too much to be learned by the open minded business man from conferences with those engaged in similar pursuits. The interchange of experience and opinion, the description of methods which have been found advantageous, the frank acknowledgment of even difficulties which are encountered, are all suggestive, instructive and stimulating to those who are studying the tendencies of talking-machine trade and are on the lookout for desirable modifications of plan or method in connection with the prosecution of business. The members of any live association, who are all open to suggestion on influence of this character, agree with substantial unanimity as to the advantages of this contact with their associates which they are thus permitted to enjoy. Nowhere is this more needed than in the talking-machine business today.

Dr. Emilie Javal, an eminent French oculist, who lost his sight suddenly at the age of sixty-two, has written an extraordinary book in which he aims to direct the blind as to how they can make the best use of their remaining sense of hearing. He recommends the talking machine as being invaluable to the blind man engaged in the business of literature, and he advises dictating his correspondence into it and even sending mail by the records thus made. Dr. Javal is honorary director of the Ophthalmological Institute of the Ecole des Hautes Etudes, and a member of the French Academy of Medicine. He has not been able to keep up much of his scientific work since he lost his sight, but has devoted most of his time to a study of blindness, and his present work is free as possible from dependence upon others.

We have always maintained that the talking machine was a mental stimulator, and it is proven by the following, which we clip from a Hagerstown (Ind.) paper: "Alphonso Helferster, the well-known pianist and composer, who lost his sight in his cozy parlor some weeks ago, and he gazed upon the rhythmical form of his talking machine, for which he has 1,917 records; he toyed morn-time with a bit of silk that flowed from his tie. He betook himself to himself, if I stay that 'jarring,' that brassiness that once in a while scratches the ear; but I put in my ear and felt it was well done, and in that creative moment there came the inspiration. So he arose, sent 61 good dollars in subscription to some one connected with the machine, and was soon the happy owner of a bit of paper that stated that the United States Government had registered his idea, and would defend it against armons from Halifa in the Philippines. This is not much, said Mr. Helferster, until the other day the Edison people offered him $2,000 for the right to use the machine. The latter companies are yet to be heard from."

The suggestion, if matured, made in the April issue of The World, namely, "that thin metal disks be used in matters of commercial and private correspondence," would fill a long-felt want in that line. The many advantages this system would have over the common typewritten form of letters of today will mark this as one of the greatest steps in the talking-machine world. Not only will business be speeded by its adoption, but the stenographer and delicate inflections of the original speaker will be retained, thereby doing away with all the inaccuracies which may arise through the fault or inability of the stenographer to grasp the ideas accentuated in the dictation. In regard to filing away such disks as one may wish to retain for future use, the disks themselves would be superior to typewritten letters for compactness and durability, as letters are easily torn or made illegible by handling. Besides these many advantages this system the end would be far less, as it would not only lessen the staff of stenographers, but the disks themselves could, with little trouble, be cleaned and used over.

Before leaving the talking machine's usefulness to the medical profession alone, we have to show its desirability in hospitals as simply a quietue of nerves. Among that profession to-day a rather crude method is in vogue, neither normal and abnormal action of the human heart: an instrument called the phonograph is used, at the wrist to the pulse; this records the action of the heart by transferring to a smoked disk the waves of the pulse. Now the pulse at best is an irregular guide, influenced by sleep, excitement, exercise, and even eating, and at certain times. The physician in listening to the heart uses an instrument called the stethoscope. This reproduces the heart sounds themselves and is used at any time. The objection is that it is only a temporary record and not a permanent one. The latter is most desirable, as by comparing sound records a doctor would then be able to ascertain more accurately whether or not his medicine was helping the patient. Now, could a Bowles stethoscope (the common instru-
A WELL EQUIPPED TALKING MACHINE ESTABLISHMENT.

In no line of business in this country, perhaps, are there better appointed establishments or more modernly equipped than those devoted to talking machines and accessories. Take, for instance, the new showroom recently occupied by the Theo. F. Bentel Co., in Pittsburg, Pa. The interior view which we present herewith affords an excellent idea of its completeness. The length of the retail department, as shown in the photograph, is 90 x 16 feet, with a 15-foot ceiling. In this department they have wall space sufficient and are now showing 28,800 Edison gold-molded records on one side, and on the other the 25,000 Victor, Zonophone and American disk records in the 16-inch and 12-inch size only. The disk side is fitted up with wire racks made to order especially by the Syracuse Wire Works to meet Mr. Bentel's own ideas and requirements.

The second floor is devoted entirely to the catalogue in November, 1904." The publication is 22 pages and cover, and these full of machines, accessories and accessories are adequately illustrated and described.

Copies of the spring "Catalogue and Price List of Odeon Disk Talking Machines and Supplies," as well as two supplementary weekly lists of "Odeon Double Sided Records" have been received from the International Talking Machine Co., m. b. h., Berlin, Neuwiesensee, Loeder-Strasse 22-23. The former makes an interesting presentation of their standard goods and specialties, some quite novel to the American trade. The record catalogues contain quite an extensive repertoire in English, French, Dutch, Bohemian, Polish, Flemish, German, Hungarisan, Turkish, Austrian, Greek and Hebrew, many rendered by famous artists and musical organizations in those respective languages.

The cover of the new record catalogue issued by the Universal Talking Machine Co., 25 Warren street, New York, is a facsimile reproduction of a disk record as to shape and colors, and is therefore strikingly unique and original. Their music catalogue also entirely new in conception and execution, also shows each machine in their colorings and finishes, true in every detail.

COMMISSIONER BILL HONORED.

Edward Lyman Bill, treasurer of the New York World's Fair Commission, has received a notice from President David R. Francis, under date of June 1, that by direction of the Louisiana Purchase Exposition Co., a commemorative diploma and a commemorative medal was conferred upon Commissioner Bill in special recognition of his active interest and efficient cooperation in the Universal Exposition of 1904.

CUT THIS OUT—Send Stamps or Cash.

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

Enclosed find Fiftv 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
COLUMBIA MEN ORGANIZE

Enjoy a Pleasant Dinner and Friendly Chat
With the Result That Monthly Reunions
Will be Held—A Suggestion Worth Following
by the Trade at Large.

(Special to The Talking Machine World.)

Chicago, Ill., June 10, 1905.

One of the features that has always disinguished the Chicago branch of the service of the Columbia Phonograph Co., and contributed more than all other influences combined to the success of that office, has been the magnificent spirit of corps shown by the force. This was very pleasantly and elaborately recognized by a dinner and business meeting of the local sub-managers and department managers of the office, which was held recently at the Tip Top Inn in the Pullman building. Covers were laid for thirty-two, including the wives of many of the department and sub-managers, and the gathering partook rather of the nature of a family reunion than a business men's supper. After the repast a purely informal discussion was inaugurated by Manager J. H. Huxton, designed to bring out criticisms of local methods and conditions, and suggestions for the betterment of the Chicago end of the service, with the result that the meeting has already paid for itself many times over in improved service and an increased alertness and cooperation in the company's interest. Formal speeches were tabled, but many helpful suggestions were made (and recorded for attention) by almost every employee present. Among these especially valuable criticisms and suggestions were secured from Assistant Manager Wilson, Retail Manager Device, Installment Manager Claus, and Sub-Managers Parker, Denison and Hembree.

Arrangements have been made by the Chicago management to hold these meetings monthly, and some mutual benefit has been obtained through the first meeting that there can be no doubt the movement as a whole will be beneficial to this particular branch of the service. One result of the meeting is the contemplated formation of a Columbia Phonograph Co. Club, on the general lines of the organization existing in the great Mail Order House of Sears, Roebuck & Co., this club to include all the employees of the Chicago office and its branches, and to have for its object the development of company interests and the elimination, through united effort, as far as possible, of every element that interferes with the proper development of this particular part of the service. In other words, the Chicago force has decided, collectively and individually, that its connection is one to be proud of and to make the most of; and the new organization will bend every energy to that end. It has been suggested that an organization of this kind, of a national or even international character would be in the interest of harmony and growth.

At the June meeting permanent organization will be effected and officers elected.

THE TALKING MACHINE IN CHINA.

Almost a Riot When It Wouldn't Work in One Up-Country Village.

"Those who have reviled the talking machine," said Henry Blackwell, a famous engineer, "would have been properly reprimanded if they witnessed a scene that attested its popularity with the beggared Chinese.

"Three years ago I was with a small company of surveyors who were laying out the line of the railroad between Harlow and Canton, and one day found us at Chunkow, a small but populous village. A talking machine happened to be a part of our equipment, as it had proved more efficient in placating the constables than a squad of soldiers.

"Though our party had taken a long jump into Chunkow, it was evident from the extraordinary news that travels from mouth to mouth as quickly as by telegraph, for a crowd of several hundred chattering Chinamen gathered outside of our quarters and awaited a concert. They didn't make any request; they simply waited for what they considered theirs.

"One of our military experts told us what his companions wanted. We then unveiled the talking machine with great ceremony it received more reverence than an ancestor's tomb. But the machine kicked and refused to play. Whereupon we informed our self-invited guests, through the interpreter, that the entertainment was off.

"Muttering arose from the crowd and a spokesman addressed the interpreter, declaring that there had been unfair discrimination and that if their sovereign rights were withheld, they would 'get back.' When the little flag of soldiers at attempt to dispel them the uproar became deafening and the engineers rushed out to find an incident Boxer outbreak.

"Several cediles made a hostile move toward the house, probably to take the machine apart and extract the foreign songs from it. The Chinese soldiers kept their heels, strange to say, and when they did begin to evaporate, they dispersed the rioters and bailed off several ringleaders to the lockup.

"No primates indeed was the tribute paid to that weatherbeaten talking machine. We sat up half the night tinkering around the mechanism until it rasped on the records of 'song' songs and domestic trivia.

"The next morning a larger crowd was present at the concert and departed grateful, awestruck and satisfied." This musical event was unattend ed, however, by three of the observers who were being detained in the calaboose, as the magistrate had sentenced them to be suspended by the wrists. Every innovation is bound to have its martyrs.

HOW $50,000 WERE MADE.


Johnston & Co., of Toronto, have organized a company to provide additional capital for their talking machines business. The new organization has issued a prospectus which contains a great deal of interesting and instructive news. Space will not permit us to go into the matter at great length, but some of the most important work of the new organization is one to be proud of and to make the service.

A year ago last October I added talking machines to my other lines and this has turned out the best thing I ever did. The first quarter of 1905 my cash receipts in talking machines alone were $3,141.28. For the last quarter of 1904 they amounted to no less than $17,812.73. For the first quarter of 1904 the cash receipts totaled $10,559.56, and for the first quarter of 1905 $25,177.92. For the six months, October, 1904, to March, 1905, receipts totaled $49,953.07, a gain of 178 per cent. It is evident that activity is increasing, and I doubt if there is any parallel to be found, except in ventures such as mining, which are largely of a speculative character.

Then considered in one important respect, talking machines differ from any other kind of musical instrument. You may pay $40 for a piano, and in the course of several years not more than ten or fifteen dollars for repairs. But the talking machine, on an average, two or three times more is paid for records, in the first year alone, than for the instrument itself. One customer of mine paid $45 for an instrument eight months ago, and so far has bought records to the amount of $300. A medical man in this city (a customer of ours), has over 1,100 records, and numerous instances could be cited of people whose collection of records represent an investment of between two and three thousand dollars. What this means to the dealer you can imagine.

WHAT'S WHAT IN SOUND REPRODUCTION.

Victor Trumpets (Two Models)

Sound Perfection Realized

VICTOR TRUMPETS (Two Models)

ADVANTAGES

Clear Reproduction, Sweet Tone, Natural Reproduction, Reliability, Rich in Coloration, Durability, Sound, No Rattle, No Buzz, No Shrillness, Don't Tarnish or Dent.

WHY

Made of Specially Prepared Fibre, Free from Resin, Built by Hand, Acoustically Perfect, Color and Pitch in Oven-Baked, Expert Finishers use Similar Horns to make, Ribs and Creases aren't they Best to Reproduce them.

MAKES REPRODUCTIONS NATURAL HELPS HILL RECORDS.

WHAT'S WHAT IN SOUND REPRODUCTION.

CONCERT TRUMPET, 4' long, with 22" bell.

$19.99

Citiccat Trumpet, 4' long, with 17" bell.

$9.99

SILENT TRUMPETS.

600 Made in Two Colors. Green and Red.

$9.99 each.

To avoid confusion, our Patents serve as our Warranties.

RITE TO WRITE FOR NEW QUOTATIONS.

WHAT'S WHAT IN SOUND REPRODUCTION.

CONCERT TRUMPET, 4' long, with 22" bell. $19.99

Citiccat Trumpet, 4' long, with 17" bell. $9.99

SILENT TRUMPETS.

600 Made in Two Colors, Green and Red. $9.99 each.

To avoid confusion, our Patents serve as our Warranties.

RITE TO WRITE FOR NEW QUOTATIONS.

NO. E. EASTON RETURNS.

From His European Trip—Business Very brisk in All Departments.

E. D. Easton, president of the Columbia Phonograph Co., general, who has been in Europe for a month, has arrived. N. Y. for a month, and his report is that his general health has been greatly improved by the trip, and his enthusiasm is placed at a higher notch than ever. He is much interested in the future, and is in advance for discussion. Many matters of importance to the company awaiting his personal atten tion will now be brought forward for early action. The business of the Columbia Co. is far ahead of last year, and the hands of both wholesale and retail departments believe the fall trade will exceed anything in the history of the trade.
New Victor Records for July

Here is the list of the latest *Victor* records:

**Arthur Pryor’s Band**
- M. 4148 Record Connecticut March, by Dessy.
- M. 4149 Peter Piper, by Henry.

**Irish Song by Arthur Collins**
- M. 4371 My Irish Molly O., by Schwartz.

**Comin’ Song by Bob Roberts**
- M. 4364 I Want Some Oil to Call Me Honey, by Poster.

**Harry Macdonogh and Haydn Quartet**
- M. 4367 Don’t Land, by Sowby.

**Billy Murray and Haydn Quartet**
- M. 4360 Meet Me Honey at Home, by Callow.

**Comin’ Duet by Collins and Harlan**
- M. 4313 Trummary, by Edwards.

**Choir Record by the Trinity Choir**
- M. 4328 “Praise the Lord” with organ accompaniment.

**Tragedy Burlesque by Miss Jones and Mr. Spencer**
- M. 4332 Jesu, by Adie Chapman.

**Bell Solo by Charles PLalmale**
- M. 4334 Spring Song, by Mendelsdohn.

**Supreme Solo by Miss Ada Jones**
- M. 4350 Just Across the Bridge of Gold, by Yon Title.

**Central Solo by Miss Corinne Morgan**
- M. 3198 Lullaby from Ernestie, by Jacobowki.

**Tenor Solo by Harry Macdonogh**
- M. 4329 Hark, by Hark, by Macdonogh.

**Bell Solo by Charlie Chapman**
- M. 4332 When I was Young, by Macdonogh.

**Tenor Solo by Byron G. Harlan**
- M. 3135 The Message of the Old Church Bell, by Adie Chapman.

**Tenor Solo by Joseph Natus**
- M. 3161 By-Gone Days in Belle, by Shankford.

**Tenor Solo by James McCool**
- M. 4302 The Brown Bird of Sharon, by Sullivain.

**Tenor Solo by Robert E. Lannon**
- M. 3194 My Wild Irish Rose, by O’Hara.

**Toto Solo by Frank C. Stanley**
- M. 3130 By the Waters of Babylon, by Bowell.

**Sextet by Stanley and Macdonogh**
- M. 3130 G. Morning Prayer, by Phelps.

**Duet by Dudley and Macdonogh**
- M. 4352 Farewell, Sweetheart Mine, by Harris.

**Duet by Roberts and Murray**
- M. 4368 We Got a Little Money and I Saved It All for You, by Silver.

**Order as many as you choose; but let us give you this pointer: The dealer who has the most complete line is the one who does the most business and makes the most money.**

Victor Talking Machine Company,
Camden, N. J.
TALKING MACHINES A NECESSITY.

This is Apparent from the Immense Business Which is Being Transacted in Pittsburg and Locality—A Sketch of Trade News Which Is of Interest to Readers.

(To the Talking Machine World.)

Pittsburg, Pa., June 10, 1905.

The advent of the hot weather seems to have had no appreciable effect upon the talking machine business of the leaders throughout the city; for the sales of apparatus must necessarily have become a necessity at all seasons of the year.

What better companion could there be than a good machine and complement of records to take away with the tired traveler to his vacation haunts? If there is any time when the best music can be enjoyed, it certainly is when one’s mind is relieved from all the strain and care of business, as it ought to be when the desk is closed and a vacation trip undertaken.

The Talking Machine Co. is the name of a new comer in the retail business of Pittsburg. It has opened a very prettily furnished and equipped store at 423 Smithfield street, in the very heart of the business district. The men who are at its head are of a character such as will make the business a success from the start. The store handles only Columbia goods.

The phonograph department of the C. C. Mellor Co., in charge of C. F. Olenhausen, is making a very creditable display of Edison goods. The manager is a progressive and up-to-date man, and his methods of doing business have won for his house a very large and constantly increasing share of the talking machine trade of the city.

Mr. P. Keeley, the bustling East End dealer, has just closed his eighth sale for the month of the new E. C. machine which the Columbia Co. have recently put on the market. Mr. Keeley wants it understood that he is selling some other machines and records, too.

The telephone department recently installed by the Brownell Co. has been placed in charge of Miss Ada Pruden, an experienced sales lady. Miss Pruden reports that her first month’s business was very gratifying, both to herself and the house.

Adam G. Collins, a talking machine man well known in Pittsburg trade circles, died in the General Hospital at Erie during the past month from an operation for appendicitis. At the time of his death Mr. Collins was in charge of the talking machine department in the large stores of Track, Prescott and Richardson, of that city.

A well-known society lady of the East End has put her cylinder machine to an odd use. She is the proud possessor of a dog of rare breed. Notwithstanding its pedigree, however, or perhaps, in spite of it, the canine will wander from its fastness. Where it comes time for the dog cartier to ring the incognia lady turns loose a cylinder through the side door on which has been recorded a series of dog calls, which are always effective in bringing its dogship to heel, long before the middle of the cylinder is reached. The lady denies that the device has been patented.

Manager W. E. Henry, of the Columbia Co.’s store, reports that his May business has exceeded that of any previous May in the history of the store. He states that although the Pope Leo records have been on sale only a very few days, the demand for them is something unprecedented. A very successful prize contest has just been closed. Four Columbia graphophones, ranging from type A to an AY were offered for the best poem of 100 words embodying the merits of the Columbia graphophone. The following poets, written by A. Baldwin, general secretary of the Y. M. C. A. of East Liberty, won first prize:

A PHONOGRAPHIC ROMANCE.

In Greater Pittsburgh lived a maid loved and very young, etc.

In doing so, she asked the aid of all her kin and class, etc.

The Graphophone, they all did say, Will do the business surely;

She bought a new Columbia, Responded on its party.

She made it bark and sing and roll, of love and Cupid’s sporting;

And sing and cry everything.

He said when he came courting And when he almost took her away;

The question that would win her; And then he asked her, of his own talk—the thinner.

TRADE NEWS FROM BOSTON.


(Special to The Talking Machine World.)

Boston, Mass., June 9, 1905.

Extension and progress have been the watchwords with J. H. Ormsby ever since he started in his present place of business as the Boston Talking Machine Exchange on Summer Street. So fast has been the progress and so greatly has the business extended that it has been found desirable to change the name of the corporation to one more inclusive. As a result the corporation name has been changed to the Boston Musical Instrument House, which will bring, with this advance, the company has secured the agency for Baus & Co. & Co.’s line of mandolins and guitars and the S. S. Stewart banjos. A contract has just been entered into with the Columbia Phonograph Co. by which the Boston Musical Instrument House will handle the Columbia instruments exclusively in Boston, Providence, Pawtucket, Holyoke and Burlington.

This contract will greatly increase the business of the house, which already does a phenomenal mail order business, and particularly good for some

The corporation, in view of the capital required, because of the new Columbia contract, has decided to issue common stock, and $50,000 shares, par value $1, with guaranteed profit per cent. dividends, are now being sold to customers, who recognize the good business investment it is.

Trade among the talking machine dealers of Boston has been particularly good for some months. The mail order business is proving to be a big factor with the local men, and this branch of the business is being rapidly developed. The advantages afforded by a talking machine in a home in the country have come to be realized by the farmer and village dweller, with the result that they are steady customers and buy the most popular up-to-date records. The rural free delivery in country places is a great factor in the development of this trade.

At the Oliver Ditson Co. a feature is being made of the new Victor trumpet horn, made of paper mache and dried by artificial means. Two sizes are used, the trumpet and the concert trumpet, and the new horn is distinctly a success, in that the metallic sound, so long the bête noir of the talking machine business, is entirely done away with. Business with the Eastern Talking Machine Co. is especially good.

Mr. Edison’s Guarantee:

From the Laboratory of
THOMAS A. EDISON, ORANGE, NEW JERSEY.

“In your efforts to secure a perfect language record for instruction purposes, I am pleased to state that the master phonograph records, approved by authorities and submitted to me, will be reproduced at the laboratory by my Gold Mould Process, which insure a accurate and unchangeable product for any number of duplicates, virtually placing the language in a standard form. Furthermore, these special records will reproduce the human voicings in the most perfect and natural manner.”

Our New Proposition to the Edison Trade:

“Guaranteed pronunciation” is the latest thing. The leading linguists pronounced the masters perfect and Mr. Edison made the gold mounds to standardize the languages. To make it easy to sell and demonstrate I. C. S. language outfits, we offer the trade a free sample record containing extracts from four foreign tongues, French, German, Spanish and English. One record demonstrates all the necessary language, saves time and proves the perfection of Edison apparatus. Do not delay in making the request; we make you our representative and supply all literature and advice.

MAIL THIS TO-DAY

Not Good After August 1, 1905.


Please send me the sample record for languages free of any expense to me. I am an Edison dealer in good standing.

Name..............................................................

Address..........................................................

C. RAY

Louisville, Ky.

Edison Phonographs

Records and Supplies

WHOLESALE ONLY

I believe I am the only exclusive wholesale of Edison Phonographs in America. I solicit your business, no matter where you are located, and a trial will prove me. I will give you the very best vocal record.

The Ray Concertos, Lindorff Horn is a Perfect Login. Send for sample horn at special price.

If it is not the very best you ever used return at my expense.

C. RAY, Louisville, Ky.
Edward Lyman Bill - Editor and Proprietor.

J. B. Spillane Managing Editor.

Trade Representatives: Geo. B. Keller.
Boston Office: Edward L. Watts, 920 Washington St.
Chicago Office: E. P. Van Horningen, 20 La Salle St.
St. Louis Office: San Francisco Office: C. N. Van Buren.

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Remittances, in other than currency form, should be in United States Postage Stamps or United States Bank Notes.

Long Distance Telephone Number: 1745 Groomey.

New York, June 15, 1905.

Dealshill should understand that while business is usually dull through the summer, if the talking machine be properly exploited, it can be made the means to materially assist trade activity. The entertainment features of the talking machines should be exploited fully. For social gatherings, outings, yachting cruises, lawn parties, and the thousand and one occasions where happiness is sought, the talking machine may play an important factor in entertaining and amusing.

A service we have urged in former issues, great care should be exercised in regulating the speed of the various instruments. Dealers cannot take this suggestion too seriously, for people may be easily turned away from talking machines by establishments that play too rapidly, squeaking machines, a condition caused wholly by the lack of attention paid to speed regulating and other details when displaying them.

A number of clever little programs have been sent to The World from various subscribers showing how some dealers are getting up attractive concerts in their respective localities. This is certainly one of the most interesting ways to augment interest and cultivate friends. One dealer said that he has traced a great many sales direct to his concert work. He gets up a neat little program containing the names of some of the celebrated vocalists of the world who will sing that night. The cards are attractively gotten up, and many people attend the concerts, attracted largely through curiosity, and in many cases curiosity reaches a point of intense interest, which culminates in a purchase, so that a direct pecuniary result is the outcome of the investment.

Judging from the reports which have reached us, the field for talking machine exploitation is rapidly developing. Dealers who have gone into the handling of talking machines in a careful and progressive manner have been more than gratified with the results. Our observation tends to show that when there has been a genuine work of development, no parallel for which may be found in any other special lines of manufacture, when the sale of the machine is conclusively proved, does not cease there, because there is frequently paid on the average more for records even the first year than is paid for the instrument itself. One dealer states that a customer who paid fifty dollars for an instrument purchased less than nine months ago, has bought records to the extent of $275. The machines pay a fair profit, and do not take a large capital to start in the business, so many young men are afforded an opportunity to engage in the talking machine business who have not sufficient capital to embark in some of the larger enterprises.

The talking machine will be an enterprising wedge to many a distinguished business house, for getting the attention of a talking machine and other attractions will grip in until the end will be a fully equipped store with novelties of all kinds. We know of large concerns who have kept for many years engaged in the music business whose sales last year amounted to more in dollars in talking machines than in pianos and all other musical instruments combined. There is no reason to fear the future of the talking machine business; but there must be a certain progressive- ness exercised in its conduct which is necessary to achieve success in any business career.

A subscriber asks The World to recommend a machine of a particular make, and closes by asking the question: "Which one do you consider the best?" We most frankly decline to answer any such a question. We are not engaged in granting the machines, and this paper could not go on record as supporting any particular make of instrument to the disadvantage of any of the others. Our reply in this case, and in all other cases, has been to our subscribers to use their own intelligence and judgment in the selection of machines, and place confidence in the statement made by a reputable dealer. This paper has no interest in the product of any concern, but, is simply a medium for the distribution of useful, interesting information, and it cannot be used for the exploitation of one product against the exclusion of another, and as the World reaches today a goodly number of the users of talking machines, we wish this principle thoroughly understood and made use of to make no noises in any trade controversy. No paper can afford to which exercises that healthy degree of independence which should be inseparably associated with correct journalism.

We notice that a good many people handling talking machines today are interested in the bicycle business. They certainly must feel discouraged with the treatment which they have received at the hands of the American bicycle manufacturers. They have perverted the truth to big capital out of which it will be possible to resell it only through the mediumship of forceful and intelligent advertising. The bicycle dealers really have merited better treatment at the hands of the makers who advertise today, in such a weak manner that the attention of the public is rarely called to the product, wherever the bicycle as a useful and necessary means of conveyance is still a factor, and could be, with a fair amount of publicity, considerably more so.

Bicycle manufacturers, which means practically the trust, have dropped their advertising and cut down prices, so that we rarely ever see one of their announcements in the magazines or in the trade publications; hence the dealers who formerly sold wheels, and who are now selling talking machines, are not slow to express their feelings towards the men who control the bicycle output in this country.

See the difference! In England they have kept steadily advertising the wheel, and the demand for it amounts today to a veritable boom. The factories are all working overtime, and yet the leading firms find it impossible to meet the demand. The coming of the cheap bicycle revolutionized the market. A year ago bicycle trade was slow, but a manufacturer brought out and advertised in striking fashion a new first-class machine for forty dollars. His rivals followed suit. That was in the town of Coventry, and it involved eight thousand men and thousands of women and girls in the manufacture of wheels in that city. It only shows the value of advertising, and in this country, by simply dropping out of the periodicals and trade journals the bicycle manufacturers have drooped practically the entire business and put their manufacturers to the wall, and to look further for a practical lesson of what lessons may accrue from the withdrawal of advertising than may be found in the American bicycle situation of today.

The Talking Machine World will have its home in a new building, to be built on the Liberal Arts Building of the Louis and Clark Exposition, where all those who are interested in talking machines are invited to call, and where they will be assured of a hearty welcome. This paper and The Music Trade Review are the only trade journals which are sittingly represented in that Exposition, which so well portrays Western vision and energy. The Portland Exposition, while not as large as the Chicago or St. Louis fairs, ranks as one of great importance, because it is the largest exposition ever held in the Far West, and today its results must be far-reaching in a trade and industrial sense.

Business in every industry is made to grow and expand by using plenty of good advertising to cultivate new trade. The manufacturers of talking machines and accessories should not overlook the importance of reaching the dealer, because the dealer is the king, after all. He is the means of distribution to the public, and our observation of many years in trade journalistic work teaches us that the dealers can sell almost anything which possesses a reasonable amount of merit, provided they present its virtues intelligently and give them their own endorsement. They are known locally, and what they say goes a long way in convincing a customer. We know how to structure a campaign in every possible way, and many of them find that it is not necessary to sacrifice truth in order to gain a sales advantage.
IMPORTANT OF THE NEEDLE.

The Work It Has to do—Some Pointers Upon Being Needle Wise and Record Foolish.

By R. L. Tilford.

It is almost impossible to lay too much stress on the importance of using only the highest grade of points (or needles) on disk records, not only in order to obtain the best results, but to actually save expense. Few realize that in reproducing a single 10-inch record over 400 feet of its hard surface rubs under a needle point less than one-thousandth of an inch in diameter, yet such is the case, and it is a simple "sum" to figure that the needle point does therefore about 40,000 times more work than any like amount of surface on the record.

A needle point which is soft, improperly pointed, or badly polished, wears down quickly, does not fit the sound groove perfectly, and is sure to injure the record by spreading the groove or otherwise destroying some of the finer sound waves.

With high-grade needles at 89 cents per thousand retail, and like record disks at $1 each, the relative values average over 1,250 to one in favor of the record, and any one who tries to save money by purchasing inferior points (necessarily cheap), is doing far worse than "saving at the reef.

In trying to save five cents a package on needles, one takes great chances of ruining 10,000 to 20,000 times their value in records. Any one capable of thinking should give this heed. Even a dealer cannot afford to sell poor needles to the ultimate destruction of his trade, for a satisfied customer is the very best and strongest of advertisements, but the amount of damage done to trade by a disgruntled one is hard to calculate, especially if he has just cause for complaints.

While the phrase is by no means original with the writer, and is also old in the business, every user of or dealer in disk talking machines should paste in his hat, or in a more conspicuous place, and should both preach and practice the following doctrine for his own welfare: "Do not be needle wise and record foolish."

TRADE VERY ACTIVE IN CHICAGO.

Teamsters' Strike no Longer Adverse Factor. Says Goodwin—New Talking Machine Store One Promoted—Clergymen to Hear Pope Leo's Voice—E. C. Plume's Big Sales. (Special to The Talking Machine World.)

Chicago, Ill., June 16, 1903.

Alfred Atkinson, superintendent of the factory of the Victor Talking Machine Co., is expected in Chicago this week.

C. E. Goodwin, manager of the talking machine department of Lyon & Healy, reports business as very good indeed, considering the season. The teamsters' strike is now no longer an adverse factor, as they are making deliveries promptly, both in the city and to the transportation companies. One of the best selling records of the month of the popular type is "In the Shade of the Old Apple Tree," a quartette selection. It is reported that Carson, Pirie, Scott & Co. are to add a talking machine department, in charge of Mr. Wyatt, who now buys the photographic supplies.

J. H. Dorian, of the Chicago office of the Columbia Phonograph Co., started down town on his fine saddle horse Decoration Day morning. On Michigan avenue his steel shod at an auto and slipped, throwing the rider over his head. Mr. Dorian's left arm was severely fractured, but he skilfully remounted and drove home, guiding the horse with one hand. He has been at the office each day since with his arm in a plaster cast. No permanent injury of the member is expected.

Thomas Devine, who has been manager of the retail at the Chicago office of the Columbia Phonograph Co., has been made manager of the sub-office of the Chicago branch at Indianapolis, Vice J. H. Harrison, resigned. Mr. Devine is considered one of the coming men by Manager Dorian. Before coming to Chicago he was in charge of the Kansas City office under Mr. Furhri, of St. Louis, and did excellent work for the company at their exhibit at the St. Louis Fair. The Columbia Co.'s new Salt Lake City store will be opened about July 1.

Arrangements are being made by which the Catholic priesthood and members of Catholic societies will have an opportunity to hear the Columbia gold-mounted records of the living voice of the late Pope Leo XIII. In the Benediction and Ave Maria, at a recital to be given some time this month at the company's main warehouse at 45 Washington avenue. Of course, other records suited to the taste of the audience will be presented.

E. C. Plume, manager of the wholesale department of the Columbia's Chicago office, says that the business of his office is a record-breaker, it only having been exceeded once, and that by the London office. Mr. Plume owns up to personal sales of $40,000 in the first twenty days of last month.

PRIDE TALKS BY PHONOGRAPHE.

Ten-Thousand-Mile Greeting—She's in China, but the "Record" Speaks in New Jersey.

A talking machine record has been received from Hankow, China, by the Rev. Frederick B. Carter and Mrs. Carter of Church street, Montclair, N. J. It is from their daughter, Gertrude, who was married recently in Hankow to the Rev. Alfred A. Gilman, of North Platt, N. H. The record is one of remarkable charm and in it the young woman bids greetings to her family and friends, and relates some of the details of her marriage. Mr. Carter in speaking of it told of the pleasure and satisfaction it afforded them.

"When our daughter spoke to us she was in far off China, 660 miles from the sea coast, and 19,000 miles from Montclair, but as we listened we distinctly recognized not only our Gertrude's voice, but also the little nervous tremor and the joyous intonations so characteristic of herounds.

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RECORD CABINETS

We are just placing on the market an entirely new line of Record Cabinets. They are of neat design, nicely finished and have large record capacity.

We allow liberal discounts to Jobbers and Dealers.

Hawthorne & Sheble Mfg. Co.

Mascher & Oxford Streets.

PHILADELPHIA, PA.
A Word With You, Mr. Talking Machine Dealer!

You are anxious to increase your income without doubt, and we presume that you are interested in securing an article that will help make your store attractive and aid you materially in a business way.

Now, we have that article, and you have the store, and the possible outlet, therefore, there is mutual advantage in forming a business connection.

"What is it?" you ask.

It's the Regina Phono, or in other words, a talking machine incorporated in a Regina Music Box.

And that reminds us, you probably could sell some Regina Music Boxes as well as talking machines. The Regina is the acknowledged standard in the music box line.

The Regina Phono is an attractive product. Its sound, together with the discs for a Regina tone sheet is arranged to turn the discs of the talking machine.

It will take any standard talking disc records not exceeding fourteen inches in diameter.

Now, it will not take much figuring on your part to see the advantage of this combination music box and talking machine which occupies exactly the same space as either one alone.

There is not another talking machine on the market made with as good a motor as we put in the Regina Phono. It will run for a longer time and more evenly and naturally give better results than any other talking machine, I may add.

Then think what this means as a power of attraction for your store.

You will have something to show out of the ordinary, and it will be not only an attractive feature of your establishment, but a paying one as well, and the paying end of the business is where the emphasis should be placed.
LOVE, WAR AND A TALKING MACHINE.

A TALE OF THE JAPANESE-RUSSIAN WAR.

(Written specially for The Talking Machine World by Howard Taylor.)

In the shade of his hut of thatched straw a little yellow soldier of Japan was slipping his way from a dainty lacquered cup while he listened languidly to the incessant scream of shells as they soared over the hills to the left, ploughing their way through the fields of corn beyond, where the deceived Russians thought the Japa

nese were in hiding.

Oh! those Russians. They were so easily mis

led; it was becoming monotonous. The day be

tore, the Russian troops had agitated the tan

zon.o phone. Terms, 10 per cent. with

These records can be turned

rejoicings, more processions and endless happl.

prancing home on a milawhite charger at the

told her that when the o'er was over and he came

she song to him beneath the meet magnolia bins.

the eve of his departure for the front. and how

eyed maid of Japan: how well he remembered

Ching Ling.

contentedly.

Adwrous slumber—sung to sleep by the talking

life for his Mikado and Inc the honor of his

In honor of the brave young man who gave his

his father's house decked with garlands of flowers

Ile could picture the rejoicing, the procession,

ght could come to the son of the great San Toy!

fighting for his country.

that was sure to come would bring him the op.

sta.; It wae disgusting.

as willingly.

the golden sun climbed over the eastern m

ly as did the goldflsh In his father's garden from

Mg there, and the enemy took the bait as willing,0 ye gods! how he blessed the day that brought

stied stalks as though an army was matioeu

'mest were In hiding.

From a dainty lacquered cup while he listened

'red to hoar it many times since the

As the sweet notes of her rich soprano singing

the qualit Japanese love song came to his ears

so far from home, away in dreary Manchuria,

the Russian shells meanwhile shrieking an oblili
gate, he saw faintly through the grim picture of

war, floating like a summer mist on a moonlit

river, the face of Ching Ling. The longing for

her came over him with the intensity of a subtle

wine. Forgetting that he was a soldier, that the

shells were still screaming, and that to morrow

he hoped to die with honor, he felt into a dan

gerous slumber—sung to sleep by the talking

machine.

He awoke amid the battle of the approaching

engagement, the call of the bugle and the tramp

of marching men.

As the first beams of the morning sun painted

the landscape with a brush of gold, the army of

Japan was on the man-h.

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THE EUROPEAN VIEWPOINT.

The Editor Talking Machine World.

Dear Sir:—I agree with pleasure on page 16 of your May issue some comments regarding the statements made by me to you, and which appear on page 12, this same number.

I consider an interchange of ideas a very wholesome thing, and, while comparisons may be odious, they are sometimes very useful in showing up two sides of a question. Notwithstanding what your readers say, I still think that the trade throughout Europe generally and in Great Britain, particularly, is on a lower basis than in the United States, and while we over here constitute all that is good which comes from America, we in the same manner eliminate all that we deem inferior.

It is quite true that we have several large lines of cheap goods, but in these times such are only regarded as educators of the people, who almost invariably trade their cheap purchases for something better. Thus a desire for a dearer outfit results in business for the dealer, and greater satisfaction to the purchaser.

I do not doubt that every one admits that when the trade was taken hold of by London firms that they lifted the entire talking machine from a low level and placed it in its present pinnacle of perfection; this attitude especially to records, and even yet manufacturers will tell you that in this respect what will pass in America, in many instances will not be looked at in England. The whole trend of popular taste is towards high-class goods, and nowadays the people are most discriminating to the class of records they buy.

The European catalogues contain vast reproductions, and one resultant in the man in the street who knew and cared little about music is becoming well acquainted with all that is worth acquiring. The talking machine has certainly brought the great composers into the homes of the people in a manner which no other means have achieved.

I beg again to compliment you on your sterling publication and hope that amongst its other features it will inaugurate a column in which various views will find publicity, such as this, in which there is no doubt that while competition is the soul of business, a little friendly rivalry is a good second. Yours very truly,

HENRY COXON.


OPEN BRANCH IN ATLANTIC CITY.

Louis Silverman, formerly in charge of the Victor Distributing & Export Co.'s city department, has accepted the management of a new Atlantic City (N. J.) concern, one of a chain of stores just being established in the East.

THE TALKING MACHINE WORLD.

The Editor Talking Machine World.

HENRY COWEN.

SOME TRADE NOTES FROM ST. LOUIS.

(Special to The Talking Machine World.)

St. Louis, Mo., June 14, 1915.

The talking machine trade for the month of May has been very good; the last two weeks of the month in particular have been brisk. The general reports in this line are very favorable, and, though there may be a lull during the summer months, a splendid trade is predicted for this fall.

E. S. Rammell, vice-president of the St. Louis Talking Machine Co., reports a large increase in their time payment trade, and looks for a big year's business. This concern have a talking machine rental in their salesrooms on Wednesday evening, May 23, to their city patrons, and the new June records were played to an audience that filled the rooms.

Mr. Clancy, manager of the talking machine department of the Couray Piano Co., reports last week's business to have been one of the best weeks his department has ever had. His sales were surprising, inasmuch as his patrons were nearly all buyers of the highest-priced machines he had in stock. Mr. Clancy sold a number of our leading citizens fine instruments. The salesroom of the talking machine department of this firm is 65 x 25, and it is filled up on a bar with the splendor of the rest of the establishment.

W. C. Fujihi, manager of the Columbia Phonograph Co., states that business with them in their new quarters is very satisfactory, and he is expecting a fine trade throughout the year, with a possible lull during the summer months.

The Val A. Reis Music Co. have recently added the Victor lines, and with the Telephones they report a very good trade.

A. C. Middleton, secretary of the Victor Talking Machine Co., was a recent visitor here.

E. F. DROOP CO. IN BALTIMORE.

Open an Establishment for the Sale of Talking Machines and Supplies.—Will Carry an Immense Stock to Meet All Demands.

(Special to The Talking Machine World.)

Baltimore, Md., June 7, 1915.

The E. F. Droop & Sons Co., wholesale and retail distributors of the Victor and Edison talking machines in Washington, have just opened a branch in this city at 109 North Charles street, where they will carry a complete line of Victor talking machines, records and supplies, all under the name of E. F. Droop Co., at prices granted a perpetual license in the United States Circuit Court against Hillmans, incorporated, the State Street Department Store, enjoining them from selling or advertising talking machines made in accord with the United States Court patentees, etc., made by the leading manufacturers throughout the country. They will carry a very large stock, and be able to meet all demands made upon them by the Eastern, Southern and Middle Western dealers.

VICTOR CO. ENJOIN HILLMANS

From Selling or Advertising Victor Talking Machines at Less Price Than Specified by the Company.

(Special to The Talking Machine World.)

Chicago, Ill., June 13, 1915.

The Victor Talking Machine Co. have been granted a perpetual injunction in the United States Circuit Court against Hillmans, incorporated, the State Street Department Store, enjoining them from selling or advertising talking machines made in accord with the United States Court patentees, etc., made by the leading manufacturers throughout the country. They will carry a very large stock, and be able to meet all demands made upon them by the Eastern, Southern and Middle Western dealers.

"HERZOG"

STANDS FOR Style

QUALITY

Finish

If your jobbers refuse or are unable to supply you, write to the largest Record Cabinet Manufacturers in the world, direct.

HERZOG ART FURNITURE CO.

Library and Fancy Tables, Ladies' Parlor Desks, Music and Record Cabinets.
Copyright on Making Pictures.

Some interesting points involved in a recent decision which will prove of interest to our readers.

Aside from the merits of the case of American Autoscope & Biograph Co. against Edison Mfg. Co., in equity, before Judge Lanaire, United States Circuit Court, Trenton, N. J., in which an enjoining order is sought restraining the defendant from publishing and showing a certain moving picture, the court defined what was entitled to the benefits of the copyright law, in connection with photographs of this kind, as follows:

"The complainant's photograph consists of hundreds of separate pictures on a positive film printed from a number of negatives taken by a camera placed in several different locations. Can the positive film in such a case be regarded as a photograph? 

Yes. In Edison against Lubin, 12 Fed., 240, in an opinion by the Circuit Court of Appeals of this circuit, it appears that a series of pictures representing the launching of a vessel were taken by means of a camera on a negative film, and that from such a film a positive film was reproduced to be used in representing a moving picture. The camera in that case occupied but one position; though it was placed on a pivot on which it could be moved as so to keep the vessel, as it left its stays and moved into the water, within the field of the camera's lenses. It was held that the positive film reproduced from the negative film thus taken was a photograph of one act or event, and therefore the proper subject of a copyright. In that case the defendant, who has secured a part of one of these positive films, but without knowledge that it had been copyrighted, reproduced it on celluloid sheets and sold them to exhibitors. Having held that the complainant's picture constituted a photograph, the defendant was, of course, enjoined from further infringement of the complainant's copyright.

"It is impossible to see why, in a series of pictures of a moving object taken by a pivoted camera may not be copyrighted as a photograph, a series of pictures consisting of a single story, like that of the complainant's in this case, even though the camera be placed at different points, may not also be copyrighted as a photograph. Though taken at different points, the pictures express the author's ideas and conceptions embodied in the one story. In that story, it is true, there are different pictures or scenes. The author, however, has seen to it that a story told in written words may not be copyrighted merely because, in unfolding its elements, one picture is not immediately related to another. The recent advance in the art of photography now enables an author to tell the story of the launching of a ship in a series of pictures placed upon a single positive film in such a manner that by throwing the pictures in rapid succession upon a screen there is produced the representation of the moving ship. Such a series of pictures, as printed, the Circuit Court of Appeals of this Circuit has said, is a photograph within the meaning of section 4952 of the Revised Statutes. So here the complainant's positive film contains a series of pictures that may be thrown in rapid succession upon a screen telling a single connected story of a man feeling for the comfort of women. On the authority of Edison against Lubin, as I understand that case, my conclusion is that the complainant's positive film is a photographic work.

Injunctive relief was denied by Judge Lanning on the ground that no evidence had been adduced to prove the defendant's infringement of the complainant's copyright as alleged in the bill. As the court said: "The burden of the proof is on the complainant. It must establish by clear and convincing proof that the defendant is violating its rights. As the proofs now stand, there is doubt upon the question of its rights to any relief whatever.

Trade Notes from Texas.

Goggins Big Trade—Grant Opens Up—Texas Phonograph Co. Buys Hollemann Interests.

(Special to The Talking Machine World.)

Houston, Tex., June 10, 1905.

The notices from Goggins & Hie, the Victor distributors here, with headquarters at Galveston, from which point all shipments to dealers throughout the State are made, is another indication of the large demand for Victor phonographs. M. A. Grant, who has been in the general retail talking machine business here for a number of years, and the pioneer and original talking machine advocate in Texas, has returned from California and opened a typewriter and talking machine parlor at 417 Main street, Houston, under the name of Unique Talking Machine Parlor. He is pushing the several brands of records.

Charles N. Fischer, Congress avenue, handles all makes of machines, but specially pushing disk goods. He is putting in a larger stock and states that the outlook of the firm is for a fall trade better than ever before, unless the rains have seriously injured the cotton crop.

The Texas Phonograph Co., the control of which was owned by M. H. Hollemann, has absorbed the Edison jobbing business of the H. M. Hollemann Co., distributors, and taken a long lease on three stores. The parties have been taken out and the building rearranged into one of the most complete and the largest talking machine establishments in the South, having entrances on two streets, 1019 Capitol avenue, and 618 Fannin street. Their customers are dealers in Texas, Louisiana, Arkansas, Oklahoma, Indiana, Illinois, Missouri, and West Virginia, distributing horn and metal accessories, and general talking machine supplies; also Mexican goods. H. M. Hollemann is manager. They have two traveling salesmen on the road for the summer.

Talents and Confidence.

A single-talent man, supported by great self-confidence, will achieve more than a ten-talent man who does not believe in himself. The mind cannot act with vigor in the presence of doubt. A wavering mind makes a wavering execution. A man who does not believe in himself, will send the conduct of this branch of the company's business could not be in better hands.

You Don't have to "Coax Me!"

To fill your orders promptly 
"Mr. Dealer" I do this without coaxing.

You can't be too far away to get good service from me. I job every talking machine line.

Need for my service? Alphabetically arranged list of all makes of records.

James I. Lyons
Wholesale Only
198 E. Van Buren St., Chicago, Ill.

This is issued monthly.

The National Phonograph Co. Will Have Handsome Display at Their Union Square Office of These Instruments.

Display at their Union Square office of these instruments. The new commercial phonograph shown first at the St. Louis World's Fair by the National Phonograph Co., and which is a vast improvement on preceding apparatus of this kind, bearing the Edison name, has since been subjected to severest tests in every-day business requirements, and is now to be marketed by a vigorous introductory and selling campaign. For this purpose the entire third floor of 31 Union Square (Bank of the Metropolis Building), New York, has been especially equipped, and a large clerical force engaged to properly initiate and carry on the work on an extensive and effective scale. C. L. Hibbard, of the company's executive staff, will be in charge of the exhibit, and the entire plan makes the conduct of this branch of the company's business could not be in better hands.

Alphabet of Success.

The following "alphabet of Success" was recently printed in 'The Ladies' Home Journal:

A. Always prepare in advance.
B. Be prompt in all things.
C. Consider well, then decide positively.
D. Date to do right, fear to do wrong.
E. Endure trials patiently.
F. Fight life's battle bravely.
G. Go not into the society of the vicious.
H. Give integrity sincerely.
I. Injure not another's reputation.
J. Join hands only with the virtuous.
K. Keep your mind free from evil thoughts.
L. Lie not for any consideration.
M. Make few special acquaintances.
N. Never try to appear more than you are.
O. Order your business reasonably.
P. Pay your debts promptly.
Q. Question not the veracity of a friend.
R. Reduce the count of your failures.
S. Sacrifice money rather than principles.
T. Touch not, taste not, handle not intoxicating drinks.
U. Use your leisure for improvement.
V. Venture not upon the threshold of wrong.
W. Watch carefully over your passions.
X. X. X.
Y. Yield not to discouragement.
Z. Zealously labor for the right and success in certain.

Pianist's Co. Latest Music.

8002 Coach Me. Von Tilzer. $1.25
8003 Randolfe's Wand. Hollemann. 75.
8004 The Three Girls. von Tilzer. 75.
8005 What the Bees Do. (Female). Hollemann. 75.
8006 The Triumphal March. von Tilzer. 1.75
8007 Never Boy. (Female). von Tilzer. 75.
8008 Ramona. (Female). Hollemann. 1.25
8009 When the Bees are in the Hive. (Female). Hollemann. 75.
8010 In the Shade of the Old Apple Tree. Hollemann. 1.25
8011 My India. (Female). Hollemann. 1.25
8012 Everybody's Little Girl. Hollemann. 1.25
8013 I am Tired. (Female). von Tilzer. 75.
8014 I'm Going to Sing. (Female). von Tilzer. 75.
8015 Take a Chord. (Female). Hollemann. 75.
8016 'Twill Come Again. (Female). von Tilzer. 1.25
8017 'Tis He! 'Tis She! (Female). Hollemann. 1.25
8018 I'm in Your Hands. (Female). von Tilzer. 75.
8019 I'm in Vacation Time. von Tilzer. 75.
8020 Restless Landing Happened to Happen. Hollemann. 1.25

An employee of a Bermuda hotel recently bought a talking machine and some records. The hotel veranda overlooks the water and the machines, when played there, rings out clear as a bell. The first night he gave a concert only a few people knew of it, but in the evenings quite a crowd gathered. The owner is now giving talking machine concerts at a profit. Must have been a Yankee!
THE TALKING MACHINE WORLD.

TRADE LITIGATION.

Some Suits Up Before the Courts on Which Action Is Pending.

When the case of the American Graphophone Co. et al. against the Universal Talking Machine Mfg. Co., charged with infringing the Jones patent relating to the manufacture of disk records, was brought before the United States Circuit Court, equity part, May term, came up, the hearing, on application of counsel, was postponed until October, on the ground that certain material evidence had not been included in the testimony, and would therefore prejudice the case of other defendants. At the same time the court signed an order for the taking of testimony in a similar suit of the same time the court signed an order for the taking of testimony, and would therefore prejudice the case of other defendants. They are establishing a record plant in the vicinity of Newark, N. J.

A BELLLAMY "DREAM" REALIZED.

Edward Bellamy, in his story "Looking Backward," which created a sensation nearly forty years ago, outlined an apparatus which furnished music to suit the desires of a patron in response to a touch upon an electric button. Opera and concerts, vocal and instrumental, could be enjoyed in one sitting at his bedside. No standing in line to procure tickets; no cab-hire in stormy nights; no getting home fagged out in the wee small hours. Just draw up your comfortable chair in your favorite library corner, touch a button and drink in the sweet sounds. If the selection is displeasing to you, just turn it off—no enforcing tonal department from the theatre. Mr. Bellamy's dream has been fully realized in the present day talking machine without a doubt. Or will certainly be so when the improvements now under way are perfected, not only in the recognized type of phonograph apparatus, but in other sound reproducing devices, of which mention has been made from time to time in The Talking Machine World.

JUDGE PLATT ALWAYS ORIGINAL.

Judge Platt, of the United States Circuit Court, District of New York, who presided in the equity part of the Circuit Court in New York during the fore part of the May term, in the same judge whose opinions have aroused various emotions in talking machine and piano construction litigation, His opinions are certainly original as to expression, and the winning aide "enjoys his chair in your favorite library corner, touch a button and drink in the sweet sounds. If the selection is displeasing to you, just turn it off—no enforcing tonal department from the theatre. Mr. Bellamy's dream has been fully realized in the present day talking machine without a doubt. Or will certainly be so when the improvements now under way are perfected, not only in the recognized type of phonograph apparatus, but in other sound reproducing devices, of which mention has been made from time to time in The Talking Machine World.

Leading Jobbers of Talking Machines in America.

NEW ENGLAND JOINING HEADQUARTERS
EDISON AND VICTOR MACHINES, RECORDS AND SUPPLIES
THE EASTERN TWIN MACHINE CO.
177 Tremont Street
BOSTON, MASS.

PITTSBURGH'S HEADQUARTERS FOR
EDISON AND VICTOR and every kind of Talking Machine, Records and Supplies
25,000 Edison Records in stock
Send for free List
Theo. F. Bentle Co.
124 Liberty Street,
Pittsburgh, Pa.

TEXAS PHONOGRAPH COMPANY
1015 Capital Ave.: 618 Fannin St., HOUSTON, TEXAS
Comprised a complete stock of Edison Records and equipment with United Edison Machines, Records, Books, Popular Music, Gram-Phones, Violins, Celluloid, Phonograph and all kinds of Music.-
CURIOS AND DRAWN WORDS.

KLEIN & HEFFELMAN CO.
Canton, OHIO.
Edison & Victor MACHINES, RECORDS AND SUPPLIES
Quick service and most complete stock in Ohio

Sherman, Clay & Co., San Francisco.
PACIFIC COURT DISTRIBUTION
SEND US YOUR ORDER THE REGINA MUSIC BOXES
"RELIABLE" SELF-PLAYING PHONOGRAPH
Send for Catalogue and Prices

FINCH & HAHN,
Albany, N. Y.
Jobbers of Edison Phonographs and Records
100,000 Records Complete Stock
Quick Service

WE FILL ORDERS FOR
Edison Records
Quickly and Completely.
Try us with a simple order for next month's additions.

Every Jobber in this country should be represented in this department. The cost is slight and the advantage is great. Be sure and have your firm in the July list.
NEW EDISON GOLD MOLDED RECORDS.

27454 Moonlight (a few seconds by the composer)
25674 The Morning Star (1st Waltz by Antonin Dvorak)
25150 Yoshiwara (1st Waltz by Antonin Dvorak)
21430 The Morning Star (2nd Waltz by Antonin Dvorak)
21390 The Morning Star (3rd Waltz by Antonin Dvorak)
21395 The Morning Star (4th Waltz by Antonin Dvorak)
21240 In the Evening Stars (by Albert Rückert)
19840 In the Evening Stars (by Albert Rückert)
15370 In the Evening Stars (by Albert Rückert)
15130 In the Evening Stars (by Albert Rückert)
12680 In the Evening Stars (by Albert Rückert)
11180 In the Evening Stars (by Albert Rückert)
7544 In the Evening Stars (by Albert Rückert)
3830 In the Evening Stars (by Albert Rückert)
1860 In the Evening Stars (by Albert Rückert)
1310 In the Evening Stars (by Albert Rückert)
970 In the Evening Stars (by Albert Rückert)
720 In the Evening Stars (by Albert Rückert)
360 In the Evening Stars (by Albert Rückert)
240 In the Evening Stars (by Albert Rückert)
200 In the Evening Stars (by Albert Rückert)
160 In the Evening Stars (by Albert Rückert)
120 In the Evening Stars (by Albert Rückert)
80 In the Evening Stars (by Albert Rückert)
40 In the Evening Stars (by Albert Rückert)
20 In the Evening Stars (by Albert Rückert)
10 In the Evening Stars (by Albert Rückert)
5 In the Evening Stars (by Albert Rückert)
2 In the Evening Stars (by Albert Rückert)
1 In the Evening Stars (by Albert Rückert)
0 In the Evening Stars (by Albert Rückert)
12540 The Morning Star (1st Waltz by Antonin Dvorak)
12450 The Morning Star (2nd Waltz by Antonin Dvorak)
12360 The Morning Star (3rd Waltz by Antonin Dvorak)
12270 The Morning Star (4th Waltz by Antonin Dvorak)
12180 In the Evening Stars (by Albert Rückert)
12090 In the Evening Stars (by Albert Rückert)
12000 In the Evening Stars (by Albert Rückert)
11910 In the Evening Stars (by Albert Rückert)
11820 In the Evening Stars (by Albert Rückert)
11730 In the Evening Stars (by Albert Rückert)
11640 In the Evening Stars (by Albert Rückert)
11550 In the Evening Stars (by Albert Rückert)
11460 In the Evening Stars (by Albert Rückert)
11370 In the Evening Stars (by Albert Rückert)
11280 In the Evening Stars (by Albert Rückert)
11190 In the Evening Stars (by Albert Rückert)
11100 In the Evening Stars (by Albert Rückert)
11010 In the Evening Stars (by Albert Rückert)
10920 In the Evening Stars (by Albert Rückert)
10830 In the Evening Stars (by Albert Rückert)
10740 In the Evening Stars (by Albert Rückert)
10650 In the Evening Stars (by Albert Rückert)
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10470 In the Evening Stars (by Albert Rückert)
10380 In the Evening Stars (by Albert Rückert)
10290 In the Evening Stars (by Albert Rückert)
10200 In the Evening Stars (by Albert Rückert)
10110 In the Evening Stars (by Albert Rückert)
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9570 In the Evening Stars (by Albert Rückert)
9480 In the Evening Stars (by Albert Rückert)
9390 In the Evening Stars (by Albert Rückert)
9300 In the Evening Stars (by Albert Rückert)
9210 In the Evening Stars (by Albert Rückert)
9120 In the Evening Stars (by Albert Rückert)
9030 In the Evening Stars (by Albert Rückert)
8940 In the Evening Stars (by Albert Rückert)
8850 In the Evening Stars (by Albert Rückert)
8760 In the Evening Stars (by Albert Rückert)
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8580 In the Evening Stars (by Albert Rückert)
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8400 In the Evening Stars (by Albert Rückert)
8310 In the Evening Stars (by Albert Rückert)
8220 In the Evening Stars (by Albert Rückert)
8130 In the Evening Stars (by Albert Rückert)
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7680 In the Evening Stars (by Albert Rückert)
7590 In the Evening Stars (by Albert Rückert)
7500 In the Evening Stars (by Albert Rückert)
7410 In the Evening Stars (by Albert Rückert)
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7230 In the Evening Stars (by Albert Rückert)
7140 In the Evening Stars (by Albert Rückert)
7050 In the Evening Stars (by Albert Rückert)
6960 In the Evening Stars (by Albert Rückert)
6870 In the Evening Stars (by Albert Rückert)
6780 In the Evening Stars (by Albert Rückert)
6690 In the Evening Stars (by Albert Rückert)
6600 In the Evening Stars (by Albert Rückert)
6510 In the Evening Stars (by Albert Rückert)
6420 In the Evening Stars (by Albert Rückert)
6330 In the Evening Stars (by Albert Rückert)
6240 In the Evening Stars (by Albert Rückert)
6150 In the Evening Stars (by Albert Rückert)
6060 In the Evening Stars (by Albert Rückert)
5970 In the Evening Stars (by Albert Rückert)
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5790 In the Evening Stars (by Albert Rückert)
5700 In the Evening Stars (by Albert Rückert)
5610 In the Evening Stars (by Albert Rückert)
5520 In the Evening Stars (by Albert Rückert)
5430 In the Evening Stars (by Albert Rückert)
5340 In the Evening Stars (by Albert Rückert)
5250 In the Evening Stars (by Albert Rückert)
5160 In the Evening Stars (by Albert Rückert)
5070 In the Evening Stars (by Albert Rückert)
4980 In the Evening Stars (by Albert Rückert)
4890 In the Evening Stars (by Albert Rückert)
4800 In the Evening Stars (by Albert Rückert)
4710 In the Evening Stars (by Albert Rückert)
4620 In the Evening Stars (by Albert Rückert)
4530 In the Evening Stars (by Albert Rückert)
4440 In the Evening Stars (by Albert Rückert)
4350 In the Evening Stars (by Albert Rückert)
4260 In the Evening Stars (by Albert Rückert)
4170 In the Evening Stars (by Albert Rückert)
4080 In the Evening Stars (by Albert Rückert)
4000 In the Evening Stars (by Albert Rückert)
3910 In the Evening Stars (by Albert Rückert)
3820 In the Evening Stars (by Albert Rückert)
3730 In the Evening Stars (by Albert Rückert)
3640 In the Evening Stars (by Albert Rückert)
3550 In the Evening Stars (by Albert Rückert)
3460 In the Evening Stars (by Albert Rückert)
3370 In the Evening Stars (by Albert Rückert)
3280 In the Evening Stars (by Albert Rückert)
3190 In the Evening Stars (by Albert Rückert)
3100 In the Evening Stars (by Albert Rückert)
3010 In the Evening Stars (by Albert Rückert)
2920 In the Evening Stars (by Albert Rückert)
2830 In the Evening Stars (by Albert Rückert)
2740 In the Evening Stars (by Albert Rückert)
2650 In the Evening Stars (by Albert Rückert)
2560 In the Evening Stars (by Albert Rückert)
2470 In the Evening Stars (by Albert Rückert)
2380 In the Evening Stars (by Albert Rückert)
2290 In the Evening Stars (by Albert Rückert)
2200 In the Evening Stars (by Albert Rückert)
2110 In the Evening Stars (by Albert Rückert)
2020 In the Evening Stars (by Albert Rückert)
1930 In the Evening Stars (by Albert Rückert)
1840 In the Evening Stars (by Albert Rückert)
1750 In the Evening Stars (by Albert Rückert)
1660 In the Evening Stars (by Albert Rückert)
1570 In the Evening Stars (by Albert Rückert)
1480 In the Evening Stars (by Albert Rückert)
1390 In the Evening Stars (by Albert Rückert)
1300 In the Evening Stars (by Albert Rückert)
1210 In the Evening Stars (by Albert Rückert)
1120 In the Evening Stars (by Albert Rückert)
1030 In the Evening Stars (by Albert Rückert)
940 In the Evening Stars (by Albert Rückert)
850 In the Evening Stars (by Albert Rückert)
760 In the Evening Stars (by Albert Rückert)
670 In the Evening Stars (by Albert Rückert)
580 In the Evening Stars (by Albert Rückert)
490 In the Evening Stars (by Albert Rückert)
400 In the Evening Stars (by Albert Rückert)
310 In the Evening Stars (by Albert Rückert)
220 In the Evening Stars (by Albert Rückert)
130 In the Evening Stars (by Albert Rückert)
040 In the Evening Stars (by Albert Rückert)
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070 In the Evening Stars (by Albert Rückert)
080 In the Evening Stars (by Albert Rückert)
090 In the Evening Stars (by Albert Rückert)
000 In the Evening Stars (by Albert Rückert)
The New York Sun of recent date contained the following clever letter from R. L. Thomas, who relates experiences with New York City gas in his endeavor to utilize a balloon for Victor advertising purposes.

"To the Editor of the Sun,—Sir: I have just had an amusing experience with our much-talked-of gas, but also a danger of getting up to an immense quantity of needles which are manic this gas.

Some days later we filled the balloon, but without success, as the gas was not of the proper kind. A 'Combustible' city official then called on us and told us that the 'thing' on our roof was a menace to the surrounding buildings; that the authorities would not permit it, and, further, that we must destroy it forthwith without allowing the gas to escape on the ambient air in such killing quantities. When the suggestion was made that he bring a triump and cart away he left in high dudgeon, and has not been heard of since. We learned, too, that his visit was due to a complaint from some one in a nearby building who possibly feared that he also might have caught fire by chance to the balloon, and has not been heard of since. It seems that this particular breed of gas contains too large a percentage of naphtha in its volume, and our experience indicates that, like London fog, it is better adapted for paperweights than balloons.

"Thus far I am not only out of pocket for an experiment which was a dead (or nearly dead) failure, but am confronted with possible awful consequences should any of this gas (which we afterward carefully released during the night) fall by chance upon some distant innocent vital organ and either smash or crush the inhabitant.

"The aeronaut failed to see the joke about 'His Master's Breath.' He considers it a serious matter—if gas can be charged for.

R. L. THOMAS."

There is a tremendous demand for the records containing the voice of the late Duro of the Pan-American Exposition, 1901, which are made by the Columbia Phonograph Co. One contains the Apostolic Benediction and the other the Ave Maria.
LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS

(Special to The Talking Machine World)

Washington, D. C., June 10, 1903.


The subject of this invention is a movable support for the sound-horns of talking machines. The improved support is characterized by the feature that it follows the movement of the diaphragm, which is facilitated by the use of a roller on a suitable part of the support. The bad effect of a very long lever or arm on the receiving or recording diaphragm is thus avoided.

In the drawings forming part of this specification, Fig. 1 is an elevation of the apparatus as used, Fig. 2 is a plan view of the same.


This invention is in the nature of an attachment for use on talking machines, especially relating to the employment of a violin or cello box or reproducer by turning such instrument upside down and employing a special form of bridge carrying the needle or stylus which operates in the record.

In the drawings, Fig. 1 is a perspective view of the apparatus as in use, Fig. 2 is a face view of the violin with the bridge and needle or stylus holder in place, Fig. 3 is a cross-section on about line 7 7 of Fig. 5, and Fig. 8 is a detail cross-section on about line 8 8 of Fig. 5.


This invention relates to sound-conductors for talking machines, such as are employed for conveying the sound from the vibrating diaphragm to the amplifying horn. Insuch a case a horn has to be provided in this conductor, at view of the fact that the reproducer is loosely mounted, so as to follow the record in its movements, considerable difficulty has been experienced in regard to the rattling of the metallic parts at the joint, and even when metallic parts are avoided the practical results hitherto have not been satisfactory.

The object of the invention is to improve the joint between that part of the sound-conduct which is connected with the horn and the part of the conduit leading to the reproducer. The joint provided by the invention allows the reproducer to swing freely in a horizontal plane and also allows it to swing freely in that vertical plane which passes through the reproducer and the adjacent portion of the sound-conduct. Any other vertical movement of the reproducer and sound-conduct is, however, prevented.

Fig. 1 is a side elevation of a talking machine sufficient to explain the invention. Fig. 2 is a sectional plan on line 2 2 of Fig. 1. Fig. 3 is a sectional elevation on line 3 3 of Fig. 1. Fig. 4 is a sectional elevation on line 4 4 of Fig. 3. Figs. 5 and 7 are additional elevations of two other forms of the invention, and Figs. 6 and 8 are sectional plans on line 6 6 of Fig. 5 and line 8 8 of Fig. 7, respectively.


The present invention relates to an improved process for duplicating phonograph records from any master or mold, and particularly to the production of an improved master from which the matrices or molds are made.

The object of the invention is to produce an original master carrying a cut record corresponding accurately to sound-waves and free from extraneous surface variations or disturbances, so that the record will be represented better than the representative of the true record. When a matrix or mold is made so as to faithfully copy such a master, as shall be described, the resulting duplicates obtained from the matrix or mold by any well-known process are superior to records as now made, whether original of duplicate, in a number of respects to be presently pointed out.

In order to produce an absolutely perfect master from which a corresponding matrix or mold may be subsequently made, it is necessary to employ a material or substance which is perfectly amorphous and without crystallization, that is uniform in structure at least to a sufficient depth within its surface to receive the record, that has sufficient adhesion to hold the reproduced sound-matrix or mold can be subsequently made, but the Invention consists in the employment of the master of a neutral or nearly neutral soap soluble in alcohol and in hot water, and by preference a soda soap and in the manipulation of the matrix or mold to put it into the required form for use in receiving a sound-record.


This invention relates to an improved apparatus for making sound records or blanks, and particularly of the type set forth in Patents Nos. 726,966 and 726,967, dated May 5, 1903, in which a mass of fibrous material is distributed through the wax-like substance so as to make the resulting article of greatly increased durability. In making records of this type, a layer of wax is first applied to a tapered core which was then introduced into a mold, and a molten wax-like material was then added to the space between the core and the mold to impregnate the fibrous material.

In carrying the process in question into practice it was found that since the sheet of fibrous
considerable variations in the distribution of the suited in a variant in the density of the fibrous material throughout, its application to a tapered gore re.

N. J. Orange, N. J., Orange, N. J.

front elevation of the sore. apparatus In its preferred described in the patents before referred to.

be so whether the improved apparatus is used to be substantially tugform both in bulk and manufacture of sound records and blanks which shall come this objection and to permit of the man.

cracking objectionably large. mass and made the proportion of discords due to In unequal expansion and sontraellim through the- In the structure or the composite article resulted - In the bulk of the wavily substance.

small amount of the wax -like -material. awl at the great mass -of fibrous material anti a relatively blank rens there would be a relatively resulting anklet. Thus where *the waxlike material going into the make -op of the 'density of the fibrous mass resulted to very lower and larger end. thereof.

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from the mold, while the thicker portion thereat. Owing to this variation In hulk of material, vans. the thickness of the main 'tertian of such records sections are of increasing diameter.

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HERETOFORE SANTS sound records or blanks adapt-

adapted for use on talking machines of the phone

of greatly -increased Jura.

The object of the present invention is to over-

come this objection and to permit of the man.

ufacture of sound records and blanks which shall

be substantially uniform both in bulk and In structure throughout their entire mass. This will be so whether the improved apparatus is used in the manufacture of composite records, of the type described in the patents before referred to.

Figure 1 is a sectional view of the improved apparatus in its preferred form, and Fig. 2 a front elevation of the core.


This invention relates to improvements in sound records or blanks, and particularly of the type described in Patent No. 789,560, dated May 5, 1903, in which the usual wax-like material is intimately associated with a very considerable mass of a fibrous material, so as to resit from the pro-

duction of a record of greatly-increased dura-

bility. Herefore some sound records or blanks adapt-

ed for use on talking machines of the phono-

graph type have been formed on their interiors with one or more ribs of substantially the same depth throughout, and since such articles are used on a tapered mandrel, these ribs or projec-

tions are of increasing diameter. Consequently the thickness of the main portion of such records or blanks has varied from one end to the other. Owing to this variation in bulk of material, varia-
tions in temperature result in variations in ex-

pansion and contraction, and consequently the proportion of discords due to cracking has been objectionably large. Furthermore, in the manu-

facture of such duplicate sound-records the thinner portion of the record first contracts away from the mold, while the thicker portion thereof is still in contact with the mold, and consequently opportunity is offered for longitudinal contrac-
tion of the record to result in some distortion of the record groove, producing "echoes." The objec-
tions noted are even more prominent in the manu-

facture of durable records of the type described in the patent above referred to, for the reason that in winding sheets of fibrous material around a tapered core the density of the fibrous material will be much greater at the larger-end of the core, than at the smaller end, and this permits a dis-

proportionately small amount of wax to enter the make-up of the record at its thin end compared to its thick end. Consequently the liability of cracking due to unequal expansion or contraction is increased.

The object of the invention is to provide a sound record or blank in which these objections are overcome.

Figure 1 is a sectional view of a composite, or durable, record or blank embodying our present improvements: Fig. 2, a cross-sectional view on the line 2 2 of Fig. 1, and Fig. 3 an enlarged vertical sectional view of a duplicate sound-rec-

ord embodying the invention.
TRADE NEWS FROM ALL POINTS OF THE COMPASS

There seems to be no end to what is being done in the talking machine line. Mr. Brown, of Brown, Page & Hillman Co., Peoria, Ill., says he believes there are territory now living in the world who will before they die be able to gather around the court house and listen to the inauguration ceremonies at Washington, and hear every word when uttered there.

H. S. Price, of the Price Phonograph Co., says he is enlarging all his stores and making ready for a large fall business. His new store at 1259 Broadway, Brooklyn, N. Y., is, he believes, the finest store in Greater New York, showing the Edison, Edison and the rotary phonographs. In charge of the manager, Clinton G. Price, has enlarged his store space and has had a large electric sign with the word "Edison" placed on the building. The company have on their list three stores to add to their chain of establishments, making seven in all that will be opened in time for the fall season. Their Jamaica (L. I.) store was sold to the F. P. Cooper Phonograph Co. The Price Co. expect to manufacture a few novelties for talking machines in a short time.

A. N. Petit, patentee of the duplex disk record, and brother of A. P. Petit, who is handling the Victor line exclusively. Judging from the report of Brown, Page & Hillman Co., Peoria, Ill., says the demand for Victor goods is extensive by Sol Bloom. Introducing the Edison line complete. At the Poughkeepsie store, H. S. Price, of the Price phonograph Co., says he has been having a "11 disk record Bale at 20 cents." From the six storm in New York, and one in Chicago, Mr. Petit has made ready to enlarge all his stores and make ready when uttered there.

The Columbia Phonograph Co., Gen'l, recently opened a handsome new talking machine department for Rohrben & Co., New York, having withdrawn from the 14th Street store completely. The new establishment's department will be controlled by Sol Bloom, introducing the Edison and Victor goods.

R. S. Pribyl, formerly with the Jacob Music Co., has joined the American Record Co.'s traveling corps, and is spoken of as being a "blue" streak of records through the East, his territory.

Otto Goldsmith, 1254 Broadway, New York, bought his initial order from A. V. Day, of the Victor Distributing & Export Co., and will handle the Victor line exclusively. Judging from the locality his success seems assured.

H. J. Hagans, one of the expert record makers of the Universal Talking Machine Mfg. Co., New York, is now in Cuba taking a repertoire of native singers, orchestras and bands. He sailed May 27 and will be gone about two months. Geo. K. Cheney, the chief of the company's recording department, leaves for China, via San Francisco, the middle of July, and expects to be away for a year. The purpose of this trip is to secure master records on the spot, and as Mr. Cheney is considered the most proficient man in the business, splendid results are anticipated.

F. W. Woolworth & Co., proprietors of the famous chain of "five and ten cent stores" throughout the country, are opening a line of talking machine establishments in New York, Philadelphia and Atlantic City, N. J., under the name of the Musical Echo Co.

Henry B. Baleen, president of the Universal Talking Machine Mfg. Co., has the honor of being the first Victor jobber appointed. The Eastern Talking Machine Co., Boston, Mass., was the second.

During the past couple of weeks Harry Jackson, he of the six stores in New York, and one each in Brooklyn, N. Y., and Harrisburg, Pa., has been having a "$1 disk record sale at 25 cents—all new and latest selections." Jackson is one of the money-making prodiigies of the business.

M. Hanrofft, late manager of Chetti & Sons' stores, in Schenectady, N. Y., owing to ill health, is working up the outside trade, while C. G. Russell, formerly of the Syracuse place, is in charge of the establishment. Their talking machine department is expanding rapidly, and a splendid Victor trade is reported.

Thos. Gogman & Bro., Galveston, Texas, music and piano dealers, have an important talking machine department, and they carry a large stock of goods, for which they have a distinctive catalogue.

Frost & Davis, Manhattan, Kan., recently incorporated the entire baro-door folder of the Universal Co. in their local newspaper advertisement. This effective circular, fold and all, was permanently pasted to their space and sent broadcast, a piece of enterprise favorably commented upon by the knowing ones in the trade.

The Edison Gesellschaft G. m. b. H. of Berlin, the company who are controlling the Edison products in Germany, are making grand headway. They have been established a little over twelve months, yet during that short time they have made such excellent progress as to warrant the expectation that they will soon be rivalling the enormous output of the British company.

The new rigid arm disk phonographs now being manufactured, will be ready for delivery in large quantities at an early date. Samples already distributed have been received with great favor.

There is unquestionably a large demand for a good line of record cabinets that can be sold at reasonable prices. In this connection the Hawaii & Sheldon Mfg. Co. remark: "Many of the cabinets already on the market are either too expensive or else they are so cheaply constructed as to debar them from the homes of people who can afford to own talking machines. We have been working for some time endeavoring to get up a line of cabinets that would be attractive in appearance, have large record capacity, and could be sold at reasonable prices. We are just placing this line on the market, and from all accounts they are going to meet with the most favorable reception, as we believe they offer better value for the money than has heretofore been possible."

On Saturday, the 10th inst., H. Flieberg closed with the Universal Talking Machine Mfg. Co., and from that date will represent them in the North Western territory, expecting to make his headquarters in Chicago. Mr. F. is said to have had an excellent business up to the present time with the Talkophone Co., closing some good deals while with them.

Harry Michloshkey, the very popular manager of Samuel Linden's music store, Wilkesbarre, Pa., reports business as very satisfactory indeed, especially in Victor and Edison goods. Harry is a worthy successor to his brother, S. P. Michloshkey, who is handling talking machines in Scranton. Mr. Linden's May business was far in excess of the same month last year.

C. C. Garrison, of Schenectady, N. Y., who recently bought out the old electrical firm of E. C. Rechold & Co., Pittston, Pa., and made a wonder- ful impression when he first entered the field, has made a number of improvements, among which is a talking machine department that is second to none in the town. Mr. Garrison reports this branch of his business as increasing, and is delighted at the prospects.

James F. Clune, the well-known and popular music dealer of Wilnaite, Conn., reports his talking machine trade as increasing very rapidly. This is hardly to be wondered at when it is known that Jim is not only a hustler, but is exceedingly popular, and knows every man, woman and child in Windham county.

Edmund E. Buehn, who with his brother, L. Buehn, controls the Wells Phonograph Co., of Philadelphia, and represents the firm on the road, reports business excellent, considering the season, especially in Edison and Victor goods. Mr. Buehn has just completed his Pennsylvania circuit, which he makes every month, and is very well pleased with the condition of his order book. The Messrs. Buehn took hold of the Wells Co. some two years ago, and have built up, in that short time, a very satisfactory business. They are especially pushing the American "Indian" records, flower horns and carrying cases, which are giving universal satisfaction among their dealers.

G. N. Snyder, manager of Ludwig & Co.'s Wilkesbarre, Pa. store, reports the talking ma-
The Original—Others Are Imitations

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 Marvelous Twentieth-Century Achievement, by which the Greatest Language of the Day will PERSONALLY instruct you. No longer unnecessary memorizing of verbs, inflections, or tenses. Simply 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 classes on the same lines in universities, schools, and other concerns, 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, WRITTEN LANGUAGE.

2. The LANGUAGE PHONE is as simple to use with ease and purity of utterance, gives you the foreign sounds clearly, distinctly, and correctly.

3. He will speak slowly, syllable by syllable, and continuously, just as you wish; and will repeat twice, ten times, a hundred times, if necessary, until you have mastered the lesson.

4. It will never tire, never become impatient or fretful.

The Ear, the Tongue, the Eye, the Mind, are treated simultaneously, and phonetically acquire conversational facility in the language of their choice.

DEPARTMENT OF ENGLISH
Princeton University

The International College of Language, New York, N.Y.

The International College of Language was established by the remarkable clearance and power of the language phone, which your Language Phone reproduces the movements of the human tongue, voice, and resonance, and the overtones and melodies of the language in all their essential elements. A language phone will produce the most difficult foreign accent with ease.

The traveling corps of the company keep going and nationalize the foreign language with purposeful celerity. E. A. Hawthorne, chief of the sales management, is in the West, learning the various dialects of the English language. He says Portland is the best town on earth.

The numbers, which are new, are sung with feeling and expression that will appeal to people who like that class of music. The traveling agents of the International Talking Machines Co., and the American agents of the Odeon talking machines and the Hymnophon, which are of foreign origin.

The sacred songs, with organ accompaniment, being placed on the market by the American Record Co., Springfield, Mass., have all the tone and quality of that impressive instrument in realistic form. The numbers, which are new, are sung with feeling and expression that will appeal to people who like that class of music. The traveling agents of the International Talking Machines Co., and the American agents of the Odeon talking machines and the Hymnophon, which are of foreign origin.

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A PROGRESSIVE PORTLAND DEALER

Mr. Graves is making quite an extensive trip through the East and will return in plenty of time to enjoy the festivities of the Portland Fair. He says Portland is the best town on earth.

SOME EFFECTIVE PUBLICITY

Manager Mitchell, of the Victor Distributing & Export Co., 77 Chambers street, New York, is putting out an effective line of printed matter. His latest, "No Dead Stock," a four-page leaflet in colors and typographically correct in every essential, takes up the most question of old or worn-out records. His second proposition, in connection with returned "Victor, Zp-o-phone" and "Columbia" records only (no others), are explicitly explained, and are of distinctive advantage to every dealer who realizes what dead stock means and desires to save the room.

The balloon which was reported as having ascended and floated over Oly Hall recently, was unable to go up on account of the poor quality of the hydrogen illuminating gas. Mr. Thomas, however, in determining the composition of the gas, was able to accomplish the specified stunt, and this means success will crown his efforts eventually or he will know why.

The talking machine was much in use at May day parties in Central Park last month.
THESE CUTS SHOW

PEERLESS NICKEL IN
SLOT PIANOS

IN USE AND LETTERS STATE WHAT THE BUYERS
SAY OF THE PEERLESS AUTOMATIC PIANOS

HARRISBURG, Pa., December 9, 1903.
PEERLESS PIANO PLAYER CO.,
Roth & Engelhardt, Proprietors,
2 East 47th Street, New York.

Gentlemen:—Your request for a photograph of my
place of business showing the position of the piano which
you sold me July 17, 1903, affords me an opportunity to
express my utmost satisfaction with the instrument. My
investment of $700 has been nearly doubled by my receipts
to this date, while the enlivening effects of the music has
caused a marked improvement in my business. Aside
from the material benefits I have received my commen-
tation also extends to the practical workings of the in-
strument itself. It is not only ornamental, but produces
a harmony of which the human finger is not susceptible
and the surprising feature to me has been its freedom
from the necessity of repair.

Yours truly,
D. K. MILLER.

This piano took in $2,030.15 in 32 months.

CINCINNATI, Jan. 28, 1904.
MESSRS. ROTH & ENGEHLARDT,
Windsor Arcade, New York City.

Gentlemen:—I am well pleased with the PEERLESS
PIANO, and cannot say too much in its praise, as I have
heard other Self-Playing Pianos, and will say the PEER-
LESS is the one to buy.

Yours respectfully,
L. FISCHER.

MALONE, N. Y., June 18, 1903.
ROTH & ENGEHLARDT,
Proprietors Peerless Piano Player Co.,
New York City, N. Y.

Gentlemen:—The PEERLESS ELECTRIC PIANO,
operated by a nickel, which I purchased from you for my
billiard parlors about a month ago, has given perfect sat-
isfaction and is the greatest entertainer I have ever seen.
It has been kept playing continually day and night, and
has certainly been a trade drawer besides being a good
investment.

Thanking you for your efforts to get the PIANO to us
on the exact date agreed upon, I am,

Yours very truly,
E. E. HOGLE.

ROTH & ENGEHLARDT, WINDSOR ARCADE FIFTH AVENUE NEW YORK
Proprietors PEERLESS PIANO PLAYER CO.
Everybody Knows Edison Quality

Edison dealers do not have to argue with prospective customers about either quality or price. Quality is understood and prices are fixed. The dealer has only to suit the customer in his choice of an instrument.

Nothing in the music trade sells so easily and at such a good profit. Phonographs do not cut into other sales. The profit is extra profit.

If you have had an unsatisfactory experience in selling other machines, just ask some Edison dealer to tell you his experience. Write to us or to your nearest jobber for further particulars.

Edison Dealers Sell Phonographs; They Don’t “Keep” Them.

National Phonograph Co.,
31 Union Square, New York
304 Wabash Avenue, Chicago

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

ALABAMA:
BIRMINGHAM—Talking Machine Co.
MONTGOMERY—H. R. C. Penick.

CALIFORNIA:
SAN FRANCISCO—Peter Retzlaff.

COLORADO:
DENVER—Denver Dry Goods Co.

CONNECTICUT:
MIDDLETOWN—Conklin & Post Co.
NEW HAVEN—Pardue Elginer Co.

DISTRICT OF COLUMBIA:
WASHINGTON—E. F. Drop & Sons Co.; S. A. Bates & Co.

GEORGIA:
ATLANTA—Atlanta Photographic Co.
WATERTOWN—George H. Yonathan.

ILLINOIS:

INDIANA:

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

KENTUCKY:
LOUISVILLE—C. M. Bay.

MASSACHUSETTS:

MICHIGAN:
DREIBEL—American Phone Co.; Griffin Bros.

MINNESOTA:
MINNEAPOLIS—Thomas C. Hougl; W. M. Farmer; Henry Helfer; J. P. Freeman & Son.

MISSOURI:
KANSAS CITY—J. W. Jenkins & Sons Hardware Co.; J. P. Freeman & Son.

NEBRASKA:
LINCOLN—M. S. Williams Co.

NEW YORK:
ALBANY—Patch & Hahn.
BROOKLYN—Chapman & Co.; A. D. Mathews Sons; Photo-Graph Co.
BUFFALO—F. A. Powers.
ELMIRA—Elmira Arms Co.
GLOVERSVILLE—American Photographic Co.
KINGSTON—Firth & Davis.
NEW YORK CITY—Brattell Photographic Co.; Blackman Talking Machine Co.; J. B. Blackman & Son; H. R. Barnes; E. H. Davis; Harry Jackson; Albert Koch; Co.; Firth & Davis; G. H. B. Klop; John Wissakoff; Alford Wood.

OHIO:
CANTON—Edison & Heffelfish Co.
CINCINNATI—Hein & Co.; Robert Warlick Co.
CLEVELAND—Ohio Musical Co.; E. H. Davis.
COLUMBUS—Perry B. Wallace Co.
EAST LIVERPOOL—Smith & Phillips.
NEWARK—Hoefer-Stall Co., Inc.

RHODE ISLAND:

TEXAS:
DALLAS—Southern Talking Machine Co.
FORT WORTH—F. B. Moore, B. A. Smith, & E. B. Atwood.
HOUSTON—H. M. Heffelfish Co.

WISCONSIN:
MEQUON—Klein & Green Co.

MARYLAND:

NEW JERSEY:
ATLANTIC CITY—Atlantic Photographic Co.

PENNSYLVANIA:
ALLENTOWN—H. M. Heffelfish Co.

WASHINGTON, D. C.

WEST VIRGINIA:
MORGANTOWN—J. W. Irwin & Co.; M. C. Miller & Co.

WISCONSIN:
MEQUON—Klein & Green Co.

Note: All jobbers will supply you with the information, and put you in touch with a jobber who can give you good service.