

# The TALKING MACHINE WORLD

AND  
NOVELTY  
NEWS

Published Each Month by Edward Lyman Bill at 1 Madison Avenue, New York, March 15, 1906.

TALKING MACHINE MEN WILL FIND THE REGAL

## The Best Among the Coin Operated Music Makers

**T**HE life of Arcades

**H**OLDS the trade in  
Cafes

**E**ASILY increases your  
receipts

**R**IGHT Player, right  
price

**E**STABLISHES trade  
wherever placed

**G**UARANTEED income  
for the speculator

**A**TTRACTS and holds  
attention anywhere

**L**IMIT to its earnings  
never reached.



Regal Automatic 65-Note Player.

### THE REGAL PIANO AND PLAYER CO.

891 Southern Boulevard,

NEW YORK



# CHEYENNE

Catalogue No. 031317.  
Sung by Billy Murray.

## One of Our Latest Records —A Decided Hit!

A cowboy romance, depicting life on the Western plains. Introducing the hoof-beats of the pony, Indian yells and other effects.

Will Exceed "Tammany"  
in Popularity

Dealers should be prepared with a good stock on hand.

Our No. 3 E Bulletin, printed elsewhere in this paper, contains many attractive selections. Among them :

No. 031318.—"My Lovin' Henry." By Billy Murray.

No. 031312.—"Old Meeting-House Days." An orchestra selection of peculiar charm consisting of a medley of old-fashioned hymns, in vogue a hundred years ago.



The Indian Records Are Superlative.  
Not Better Than the Best, but Better Than the Rest.



# AMERICAN RECORD COMPANY HAWTHORNE, SHEBLE & PRESCOTT

Sales Managers

Springfield,



Mass.

# The Talking Machine World

Vol. 2. No. 3.

New York, March 15, 1906.

Price Ten Cents

## NEWS FROM THE EMERALD ISLE.

Talking Machines as Language Teachers Demonstrated Before the Pupils of the Municipal Technical Institute—The Systems and Machines Used—Highly Important Occasion—T. Edens Osborne Off on Holiday.

(Special to The Talking Machine World.)

Belfast, Ireland, Feb. 10, 1906.

The demonstration of talking machines as language teachers to the pupils of the French and German classes of the Belfast Municipal Technical Institute, which took place yesterday, was of a most successful character, a large audience of students being present, who were not only very enthusiastic in praise of both the phonograph and graphophone, but were deeply interested in the records. And it was quite obvious that each of the pupils as well as the teachers present were quite agreed that the "talker" as an aid to language study was an invaluable auxiliary to home work. The instruments used were the Edison Standard, the 20th Century Sound Magnifying Columbia Graphophone, and the triple-spring Monarch Gramophone. The records used were the French lessons of the I. C. S. of Scranton, Pa. (gold-moulded Edison), the German lesson phonograph records supplied by the Modern Language Press, Ltd., of London, and the French lesson disc records of the British Zonophone Company, London (the Bizeray system of teaching French).

The principal of the Institute, Francis C. Forth, A.R., C.Sc.I., made a record in German, and the French master, Mr. Arnold, made a record in French, both of which were reproduced before the students and excited considerable interest.

T. Edens Osborne's blushes were not spared when Mr. Forth showered compliments on "the demonstrator," and he felt quite embarrassed when he was expressing his gratitude for a vote of thanks proposed by the German master and seconded by the French master. As Mr. Osborne puts it: "Before yesterday evening I thought I occupied a place on the right hand side of a decimal point. Now I feel as though I am on the other side, but I don't know how far!"

Mr. Osborne, by the way, leaves Belfast on Monday for a holiday of a few weeks, visiting London, Paris, Marseilles, Palma (Majorca, Boleraic Isles), Algiers, Tunis and ruins of Carthage, Malta (Valetta and some land excursions), Sicily (Palermo, Satania, Taormina, etc.), Corsica, including Ajaccio, the birthplace of the great Napoleon; Villefranche or the French Riviera, and some excursions on the Riviera to Monte Carlo, Nice, etc.

The gramophone records of Patti's songs have come to hand and are being bought freely by the best section of the Belfast public.

## PIANO DEALER GETS WISE.

Gives World Credit for Conversion to Talking Machine Idea—Now Opening Large Department.

A dealer in pianos from a prosperous manufacturing center in New England said to The World in a recent chat: "When talking machines first were introduced, as a commercial proposition, I paid no attention to them, as I considered them beneath my dignity. That was several years ago, and I have grown older and wiser, thanks to the educational work of your paper. I am now giving them my careful attention, and one of my objects in visiting New York at this time is to examine into the merits of the various instruments with a view to opening a large department for their sale. I believe they are cultivating a latent love for music among the masses, which in time will create a

demand for musical instruments of every description. You can set me down as a convert to the talking machine trade, and I have no doubt but that in time I will become an enthusiast."

## CARUSO THE FAMOUS

Sings Duets With the Talking Machine Reproducing His Own Voice—An Intimate View of the Artist.

The New York Sunday Herald of recent date contained a full page devoted to Caruso, the distinguished tenor, whose voice is well and favorably known through the medium of the talking machine records he has made, as well as in the operatic field. The story was copiously illustrated in colors accompanied by some cartoons for which the well-known singer is famous, and after describing a visit to his home we read:

"But the funniest sight is when they begin playing the talking machine, which gives, among others, Caruso's own voice and songs from the different operas. Then Caruso tries to accompany in his own voice and with the same song. It is quite startling and novel in conception. But when the music lasts too long our friend Rossi, the great comic basso, joins in with his capers and puts a very effective stop to all serious efforts. Then friends drop in to chat and laugh and gossip. When there are not too many Caruso's large working room upstairs is used as a smoker. There you find the walls covered with posters, sketches, caricatures, newspapers and albums all over the place, to the great despair of Martino.

"Besides caricaturing, Caruso models in his hours of leisure. He has made some very good bas-relief portraits in bronze of Giraltoni, Scotti, his physician, Dr. Curtis; Conried, his child and himself.

"I was fortunate enough one evening to be present at one of his rehearsals previous to his going to a concert. His accompanist, Brizzi-Peccia, was at the piano. Several of the songs Caruso had never seen before; others were familiar Neapolitan songs. But those familiar Neapolitan songs sung by him sounded like new creations. He has mastered his technique so completely and he sang the new songs so easily that you would have believed he knew them as well as he knows 'Santa Lucia.' He stood there smiling and the song came out of his throat with the same facility with which I blow the cigar smoke out of my mouth. And I was thinking of my good fortune compared to that of the man who in the next hour was going to pay a check of four figures to hear the same songs. The reason for Caruso's great success lies not only in the wonderful voice he possesses, but the splendid use he makes of it; also in his keen intelligence and his tireless energy."

Mme. Caruso, like her husband, is a clever musician, her specialty being the piano. Caruso's favorite American number, by the way, is a little piece of music by Victor Herbert, whom he greatly admires.

## TALKING AFTER DEATH.

A feature of a funeral service recently held over in Laporte County was a phonograph selection. When the religious ceremony was over a phonograph was placed on the casket and the assembled mourners listened to the dead man singing one of his favorite hymns. It is believed to have been the second case on record where the paradox of a man singing at his own funeral was witnessed. The first case occurred in Cork, Ireland, and was recorded in The World at the time.

Greenwood & Sons Music Co., 7 West Federal street, Youngstown, O., have remodeled their piano parlors, erecting booths to cater to the talking machine business which they established.

## TALKING MACHINE MEN FORM CLUB.

Boston Salesmen Get Together for This Purpose—Blakeboro Succeeds Ormsby Who Goes South—Business Conditions Excellent in All Branches and the Year So Far Is Breaking Records.

(Special to The Talking Machine World.)

Boston, Mass., March 8, 1906.

A club composed of talking machine men is about to be formed in Boston, with every prospect of success. It cannot help but be a good thing for all concerned, as it will bring the men closer together, will give to each new ideas about their trade, and show to each what a good fellow the other man is. S. J. Freeman and J. L. Gately, of the Eastern Talking Machine Co., are among the leading spirits in forming the club, and they are ably assisted by H. R. Skelton, of the Winchell Co., and by F. E. Lane of the Columbia Phonograph Co.

It is planned to hold monthly meetings, at which there will be some form of entertainment, and to make the entire organization one that will be of real benefit to the men in the trade. Above all things, it is intended that the club shall act as a means of killing out the desire to "knock" every other person. It will have a broad scope, and its membership will not be confined to Boston men alone. The name will be The New England Talking Machine Salesmen's Club, and its next meeting will be at the Winchell Co.'s store, 95 Summer street.

Retail Manager J. H. Ormsby, of the Columbia Phonograph Co., who was mentioned in the last issue as desirous of getting to the Pacific coast on account of his health, has left Boston for the South, and will in all probability find himself soon in charge of one of the company's stores on the Pacific coast. His position has been given to H. M. Blakeboro, who has been in the employ of the Columbia Co. for the past eight years, coming recently from Milwaukee. He has seen service in Detroit and Pittsburg also. Mr. Blakeboro is a young man of the "hustler" type and has become very popular with the boys here. An additional department has been created at this store to take care of outside business.

Business is very brisk at the Eastern Talking Machine Co. Wholesale Manager Chamberlain says that the results for January and February are the greatest in the history of the house. This company is pushing the Edison machines, the full line, with much vigor.

At the Winchell Co. the manager and all his salesmen were too busy every day this week to see any trade paper men. This is the best kind of news in reality, for it shows that "something is doing." A novelty is in operation here in the form of a girl who plays the violin while another plays the piano, and thus they show off the sheet music which is a feature at this store. Otis A. Rowell, formerly assistant manager of the commercial department at the Columbia Phonograph Co., has joined the forces here. This will prove a good move for the Winchell Co., because Mr. Rowell is an inventor of considerable merit. He is about to put on the market a new needle that will not wear off and that will do away with scratching entirely.

The Pike Talking Machine Co. is certainly out for the goods. They have worked up an excellent trade at a slight cost by advertising to give away 28,000 disc records to customers who purchase 300 Victor needles.

Dr. E. W. Scripture, who has been making researches in phonetics under a Smithsonian Institution grant, has secured a gramophone record of the voice of Emperor William of Germany. It will be preserved by the National Museum at Washington, and, of course, will not be used in any public way in the Kaiser's lifetime.

### ST. LOUIS IS SATISFIED

With the Volume of Business Transacted in February—Talking Machines and Records Are Growing in Demand in This Territory.

(Special to The Talking Machine World.)  
St. Louis, Mo., March 10, 1906.

The consensus of reports from all of the talking machine dealers on business for the month of February indicate that trade during that period has been fully up to expectations, and in some cases far better than expected. The demand for this kind of entertainment is growing very rapidly here, and the finest machines are selling the best.

W. C. Fuhri, manager of the Columbia Phonograph Co., made a visit to their local branch at Memphis, Tenn., recently, and announces that they are negotiating for a much larger and more attractive location. He states that reports from their branches on February business are very favorable: that their new goods and six-inch records are going fast, and the outlook for the future is very bright.

D. S. Ramsdell, vice-president and manager of the St. Louis Talking Machine Co., makes very favorable reports and states that their large machines are in good demand.

T. P. Clancy, manager of the talking machine department of the Conroy Piano Co., reports trade in a very healthy condition, and that their February business was quite satisfactory.

E. B. Walthall, manager of the talking machine department of the O. K. Houck Piano Co., states that trade has been very good with them during February, and that their business is rapidly increasing. They have just added a large increase in their shelving by which they will be able to carry 40,000 records in connection with their present stock.

E. L. Garvin, manager of the Western Talking Machine Co., is spending several weeks in Louisville, Ky., recuperating.

M. Silverstone, manager of the Talking Machine Co., announces that this concern will alter

their display windows at an early date. He also reports trade good.

Geo. M. Nishett, manager of the National Phonograph Co., Chicago, has spent several days here. A. H. Kloehr, representative of the same concern, has also been here.

### BIG TALKING MACHINE DEAL.

Harger & Blish Purchase Entire Stock of Premium Machines from the Victor Talking Machine Co. Who Discontinue This Branch of the Business.

One of the biggest talking machine deals yet recorded was that made recently when L. F. Geissler, General Manager of the Victor Talking Machine Co., sold to Harger & Blish, Victor distributors at Dubuque, Ia., their entire stock of Premium machines, aggregating some ten thousand outfits. Some idea of the size of the deal may be gained when it is understood that if delivery was made in a single shipment a full train of twenty cars would be required to transport them.

With reference to the deal, the Victor Co. are sending out the following letter to their Premium trade:

"The Victor Talking Machine Co. have decided to discontinue the Premium Machine Department. The enormous growth of the business in our regular line is overtaxing our factory capacity and precludes our giving proper attention to our Premium Machine Department. In this emergency we have just concluded a deal with Messrs. Harger & Blish, of Dubuque, Ia., our largest premium jobbers—to purchase, and have sold to them our entire stock of Premium machines, both styles 1 and 2—all that are at present made up, as well as those in the process of manufacture in our factory.

"This sale was probably the largest single and outright sale of talking machines that one person ever consumed. Harger & Blish are in a position to extend you exactly the same service and prices as we have in the past, and in all

probability will offer you other inducements that will be very attractive.

"Shipments will be made either from Dubuque or Camden, N. J., whichever preferred by the dealer. We have taken the liberty of referring your correspondence to Messrs. Harger & Blish, assuring you for them their prompt and courteous attention. Yours very truly,

"LOUIS F. GEISLER, Gen. Mgr."

On commenting on the above we wish to say that Harger & Blish have the distinction of concluding the largest single purchase of talking machines on record.

The deal places the above firm in complete control of the entire Victor Premium business throughout the whole United States, and they are to be congratulated for their enterprise in securing for themselves so important a contract. The deal will enable them to get into closer touch with the premium using trade and no one values its great possibilities more than they.

The present Victor contract together with several exceptionally strong, attractive Premium propositions, that they are at present exploiting, should develop all kinds of business for them during 1906.

George M. Pitot, formerly manager of the phonograph department of the A. B. Clinton Company, has accepted the position of manager of the Victor talking machine department of the M. Steinert & Sons Co., of New Haven, Conn. Mr. Pitot has had many years' experience in the talking machine line and we feel sure that he will get a big share of the Victor business in his territory, as he is working several new schemes to let the people of New Haven know that they can always find everything in the Victor line at "Steinert's."

One of the enterprising talking machine establishments of the West is the Enz Phonograph store, of Red Wing, Minn. The advertising which they are carrying in the local papers is exceedingly effective.

## Do You Use Our Needles?

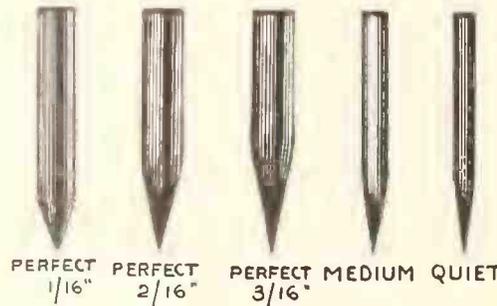
**NO MATTER** what make you are using  
from whom you buy  
how good the needle  
how cheap the price

**YOU ARE NOT GETTING AS GOOD A  
NEEDLE AS WE FURNISH**

WE DO NOT HANDLE INFERIOR GOODS  
OUR NEEDLES ARE THE BEST MONEY CAN BUY  
OUR PRICES ARE LOW—FOR GOOD NEEDLES

**TRY OURS AND YOU WILL USE NO OTHER**

Samples  
Furnished  
at  
30c.  
per M



Special  
Prices  
on  
Large  
Quantities

## THE ADJUSTABLE SOUND BOX

**SHOULD BE ON ALL YOUR MACHINES**

**IT**

HAS A 2 INCH DIAPHRAGM  
IS ADJUSTABLE

GIVING ANY REQUIRED TONE  
CARRIES HIGH TONES MOST PERFECTLY  
ENUNCIATES MOST DISTINCTLY  
GIVES A NATURAL TONE  
IS NOT HARD ON THE RECORDS  
IS THE BEST YOU EVER HEARD

**MADE FOR VICTOR-TAPER-ARM ONLY  
PRICE, \$5.00**

Regular Victor Discount to Distributor and Dealers.  
Sent Upon Receipt of Price

**IF NOT SATISFACTORY MONEY WILL BE REFUNDED**  
Write for Full Particulars

# AMERICAN TALKING MACHINE COMPANY

586 FULTON STREET (BROOKLYN), N. Y. CITY

LARGEST TALKING MACHINE HOUSE IN THE CITY.

## JUDGE HAZEL'S DECISION IN JONES PATENT SUIT.

Court Declares This Process of Duplicating Records Anticipated—Case Appealed to Higher Court—J. O. Prescott Chats Interestingly of the History of the Case—The Suit at Issue One of Great Importance to the Talking Machine Industry.

Feb. 19, Judge Hazel, in the United States Circuit Court, New York, handed down a decision in the Jones patent suit brought by the American Graphophone Co. against the Universal Talking Machine Manufacturing Co. and the American Record Co., declaring the patent invalid, inasmuch as the process of duplicating records claimed by the inventor had been anticipated by the prior state of the art.

J. O. Prescott, of Hawthorne, Sheble & Prescott, sales managers American Record Co., referring to the opinion, spoke as follows to The World:

"This is one of the most important suits on talking machine patents that has come before the court in recent years. Particular interest attaches to this patent and the decision because of the prominent position in the trade occupied both by the complainant and the defendants, and the varying effect on the trade in general by a decision favorable to either of the parties in the action. The so-called Jones patent covers many essential features of the process used in the manufacture of discs by all of the prominent manufacturers in flat records in the business to-day. Had the patent been sustained it is believed the American Graphophone Co. could have forced the various companies to discontinue the process. But since, in Judge Hazel's opinion, the patent is invalid, it doubtless opens the field of manufacture to all comers, and will probably result in inducing other concerns to take up the manufacture of discs.

"From the early days of the talking machine industry down to 1903, the cylindrical record was most widely known and used, because the well-known Bell and Taintor patent, covering recording and engraving sound waves on wax-like material, was so broad in its scope as to effectually discourage attempts to manufacture by this or any other method necessitating the use of a cutting stylus. This latter patent was controlled by the American Graphophone Co. A few years prior to the expiration of the Bell and Taintor patent, Joseph W. Jones applied for a patent covering a process for the manufacture of discs of the type at present so well known on the market. It is alleged that the claims in this patent were as broad in their scope as the Bell and Taintor invention, and that had the Jones patent been sustained it would have given the monopoly of the disc business to the American Graphophone Co., to whom this patent was assigned, or to its licensees, as the Bell and Taintor patent enabled them to control the cylinder business.

"Among the manufacturers there was much scepticism as to the validity of the Jones patent, and their opinions were backed by large amounts of capital invested by several companies to manufacture discs by processes similar to those claimed in the patent. The first action on this patent was brought in 1901, in the name of the patentee, and was directed against the Universal Talking Machine Manufacturing Co. Later on the American Graphophone Co. acquired title to the patent, and was substituted as complainant. From time to time during the following four years testimony was taken at intervals by both parties.

"In May, 1905, the suit was brought for hearing before Judge Platt. About five months previous, suit had also been commenced by the American Graphophone Co. against the American Record Co., the latter ignorant of the suit against the Universal Talking Machine Manufacturing Co., supposed it had been selected as a defendant of a test case, until it learned in May, 1905, that the test case was about to be tried against the Universal Co. They investigated the defenses opposed by the Universal Co., finding several which the American Record Co. had uncovered, but which had not been put in shape for presentation to the court. They prevailed upon Judge Platt to postpone the trial of the case against the Universal Talking Machine Manufacturing Co. in order that their own case might be proceeded with and their additional defenses de-

veloped, when both cases should be brought on simultaneously for hearing.

"The entire summer of 1905 was spent in the active taking of testimony, both by the American Graphophone Co., and the American Record Co., and all defenses known to the latter concern, including several not interposed by the Universal Co., were set forth at length in the defendant's record, when the cases were finally reached for hearing before Judge Hazel in December last. Judge Hazel's opinion, in surveying the situation, deals with the salient points, as follows:

"This invention has for its particular object a method of duplicating or producing copies of an original sound record of the zig-zag type, which was specially adapted for use on a talking machine known as the gramophone, invented by Emile Berliner. At the date of the patent in suit the phonograph, the invention of Edison; the graphophone, the invention of Bell and Taintor; and the gramophone, the invention of Emile Berliner, were known to the art and their distinguishing characteristics well understood. Sound records of the Berliner patent consisted of flat zinc records, having etched on their surface a number of infinitely small undulatory grooves of uniform depth representing sound waves. The sound record of the invention adapted for use on talking machines of which Edison and Bell and Taintor were the inventors, consists of cylindrical tablets, having cut or engraved on their surface vertical undulations or irregularities of varying depth. The distinctive proposition of the patentee (Jones), as stated by him, was the process or method of duplicating or multiplying a sound record having lateral undulations of even depth. This object involved the method already known of producing the original or master record, the subsequent steps of making a metallic matrix by electrolysis, separating the same from the original record and thereupon repeatedly pressing the matrix into a suitable yielding material so as to produce a vendable article.

"The defenses interposed are anticipation, non-infringement, want of patent ability in that the process described in the specifications is for a mode of operation in which no elemental change is accomplished or chemical action effected. That a sound record of the type in question and the materials by which the result is obtained (except the graving element) separately considered, were familiarly known, is not seriously disputed. Nor was it contended that the patentee was a pioneer in making sound records. Whether the different steps of the process in suit were old must be ascertained by an examination of the antecedent art. Such art as understood by the patentee is stated in the specification. The elicited facts show that the departure of the patentee from the process of Berliner consisted of abandoning the etching feature and

adopting in its stead a method of cutting or engraving in a substance of less resistance.

"The question is whether Jones discovered a radically different method of duplicating sound methods of zig-zag type. I am unable to agree with the complainant that cutting or engraving on a cylindrical or wax record, as stated in the Edison and Gouraud patents (though it may not have been in hard wax) followed by electroplating and using the matrix to duplicate vertical undulations did not suggest the Jones process. The skilled artisan doubtless would have had little difficulty in adjusting the various elements so that a flat sound record of the type in question could have been produced without experimentation or the trials of an inventor. I think it not only indicates that the process described might substantially be used by the way pointed out by Jones, but also that they contemplated the application of his invention to the disk record.

"Moreover, that it was old, at the date of the Jones invention, to engrave or cut a sound record of uniform depth directly upon a so-called master matrix, finds support in the testimony of Berliner, Sanders and Levy, witnesses for the American Record Co. Referring again to the evidence in the suit against the American Record Co., the document filed in October, 1881, by Bell and Taintor, in the Smithsonian Institute at Washington, specifically refers to the feature of cutting or engraving both the vertically undulating and zig-zag processes and to the duplication of phonograms.

"The file wrapper and contents shows that the patent in controversy was rejected about eight times on the ground of want of patentability, in view of the prior patents to Edison, Berliner, Young, Rosenthal and Frank, Bell and Taintor and Gouraud. Subsequently, however, the patent was granted by the Commissioner of Patents, owing doubtless to the earnest and skillful arguments of the counsel.

"What the patentee accomplished is thought to fall within the rule laid down in the following cases: Locomotive Works against Medart, 158 U. S. 68; Smith against Nicholls, 88 U. S. 112; Pennsylvania Co. against Locomotive Co., 110 U. S. 490. Inasmuch as the proofs satisfy me that the patent in suit is anticipated by the prior art, it follows that the bill must be dismissed with costs."

The Universal Talking Machine Manufacturing Co. was represented by Horace Pettit, and the American Record Co. by Edmond Wetmore, president of the American Bar Association, and Samuel Owen Edmonds. The defense was looked after by E. K. Camp, Philip Mauro and C. A. L. Massie. The American Graphophone Co. will appeal the case.

### RECENT INCORPORATIONS.

The Strong & Williams Co., of East Orange, is a corporation which filed a certificate in New Jersey last week for the purpose of manufacturing phonographs and graphophones. Capital, \$500,000. Incorporators: James Strong, W. R. Williams, E. Williams, all of East Orange.

## PROOF That Double Service Will Increase YOUR Business

E. R. GUTHRIE

BICYCLES, PHONOGRAPHS

1540 O STREET

International Correspondence Schools,  
Scranton, Pa.

LINCOLN, NEB., Jan. 9, 1906.

Gentlemen:

Replying to yours of 5th inst. regarding my success in selling the I. C. S. Language Outfits will say, there is no other phase of the Phonograph business that has appealed to me as this language system does. The sales are naturally with the more well-to-do people and there is no question of installments to contend with. One can approach the most exclusive people with this language proposition and be sure of a respectful and interested hearing. By exercising a little judgment in selecting the people to be approached with it the dealer will find almost half of them will become good "prospects." The super-sensitive people who have always said they would not have a phonograph in the house fall right into line and enlarge the field for phonograph sales by a large proportion. A "demonstration" for a prospective customer usually consists in playing one record and having a quiet chat. Occasionally one who has already acquired a literary knowledge of a language asks for one of the advanced lessons to be run. Contrast this with playing "rag-time" for an hour for a lot of gigglers who buy one or two records and the dealer who tries it will surely become a devotee to the Language Outfit sales. Nearly every one he shows it to can tell him of some friend who will be interested also.

Yours truly,

*E. R. Guthrie.*

It has increased other dealers' business from 10 to 30 per cent. } Box 918  
To find out what it will do for your business, write to-day to } Scranton, Pa.

## PRACTICAL SUGGESTIONS AND COMMENTS.

### EVILS OF BAD HORN ADJUSTMENT.

Wm. F. Hunt, of Wanatah, Ind., to whom we are indebted for many valuable suggestions, writes: "A matter of much importance which is given little consideration by the average phonograph user and which is often the cause of bad reproductions is the carelessness in the selection and adjustment of amplifying horns. A horn should always be thoroughly tested as to whether it has any loose seams. A horn with this defect will cause rattling in the reproduction and this fault is in many cases mistakenly attributed to the reproducer. No matter how little rattle there may be in the horn it will do much toward making the reproduction unnatural and unmusical, especially so in the more delicate selections. Furthermore, a horn should never be used on a phonograph without a rubber connection, as this acts as an insulator for the sounds arising from the motor part of the machine. Even with the improved suspended motors there is a noticeable hum from the mechanism and this noise is in turn conducted to the horn and there amplified in the same manner as the reproduction itself. You have, perhaps, never given this matter any thought. Put a horn, without the rubber connection on your machine, let it run without a record on it and listen. You will be surprised at the amount of hum that will issue from the horn. Metal connections should never be used no matter how much you may think they improve the tone. The phonograph has passed the age of a noise producer. In its present state and under proper conditions it is a musical instrument in the highest terms and should be treated as such. Furthermore, I wish to say that in order to get the best results from a phonograph it should be selected with the same care as a violin. I believe that the difference in tone quality in reproducers is equally as varied as that of the violin. Volume should be only a secondary consideration. It is quality of tone that is most essential."

### BEST MATERIAL FOR DIAPHRAGMS.

Writing to our esteemed London contemporary—The Talking Machine News—Mr. Seymour says: "I should like to say a few words with regard to the opinion expressed by The Talking Machine World correspondent quoted in your issue for February 1. This gentleman says that 'something besides mica, glass or metal, a substance more porous, will have to be used before perfection of tone is reached, especially in vocal reproductions.' As an experimentalist who never rests, and who has multiplied variations and modifications of every imaginable material in diaphragm work. I am very decided in the opinion that glass stands high above any other material for the best results, both in recording and in reproducing. The objection that 'the present diaphragms produce a sharpness of tone which is quite the most unnatural part of a reproduction' is true of many reproducers, but the objection holds good mainly with regard to the small-sized diaphragms, and with badly constructed sound-boxes. It is much more a question of size and construction than of material, although more porous materials such as celluloid, cardboard, wood pulp, gelatine and wood (especially aspen), give excellent natural reproductions, though the volume is always weak. I have found perforated carbon to possess all the advantages of the foregoing without diminution of power; in fact, it yields more power than glass, but few records on the market are good enough for a sensitive material of this description. The glass form, however, is preferable for vocal, and the carbon for instrumental reproductions."

### FAULTY RECORDING.

"The same correspondent thinks that 'the art of recording has reached a higher point of perfection than the reproducing,' because 'many reproducers work quite well on a certain few records, but give bad results from most.' By

what process of logic does he reach the conclusion that the reproducers, and not most of the records, are at fault? The art of recording is the art which lags behind, and as improvements are effected in the records, reproducers will easily be increased in efficiency to be equal to the occasion. The chief defect in the average record is that characteristic harshness which is technically known as 'blast.' The greater the efficiency of a reproducing diaphragm on records of this class, the worse the result, because all the demerits, as well as the merits, are more perfectly brought out. It is quite a common thing to hear persons condemn a reproducer on the ground that it blasts. To the uninitiated I may say that blast is always a defect in the record, for which the reproducer, of whatever make, is not in the least responsible.

### CAUSES OF BLAST.

"Blast is due to a broken track in the process of recording, and is a symptom of bad workmanship. There are two leading causes of this trouble, one that the recording diaphragm has been given more work than it is capable of doing, causing it to jump the blank surface and thus break the track; the other, recording has been done on soft blanks and the sapphire has cut too deeply, so that one line of track partially intersects another, breaking the upper edges thereof. It is easy to obviate the first cause by good judgment, and the second cause is a good sign that finality has been reached in the tendency of deep cutting on machines that have the present standard traverse movement of 100 threads to the inch."

### WHO CAN ANSWER THESE QUERIES?

M. A. Grant, of the Unique Talking Machine Co., Houston, Tex., writes The Talking Machine World as follows: "Gentlemen, can you put us in touch with the printer or publisher of the list that was gotten up to include all records up to June, 1905? The list is arranged according to the alphabet, but shows all records, like this:

Disc				Cylinder			
A	V	Z	C	E	L	XP	
2683so	5931so	1827so	8626so	32471so			
32610	For sale a Baby						

"We have a copy and note the subscription price, but there is no designation of publisher, etc. It is a most useful book to a dealer, and if we could get a copy that was arranged so that we could fill in the new ones monthly—or if there was a new one printed monthly we would be more than glad to subscribe for it.

"Can you tell us whether the Lambert records are made now and where?"

We can't just place the printer or publisher of the list Mr. Grant refers to, and will ask the aid of our readers in this matter.

The Lambert records are not made by the Lambert people at the present time, but we understand that records similar to them are made by Leeds & Catlin, of New York.

### THE "ANNOUNCEMENT" ON RECORDS.

T. Willson, of York, England, referring to the announcement on records, and its effect on the length of the records, says: "I think the announcement answers a good purpose, because it is in the first few lines that a record first shows signs of wear, and becomes scratchy, and by the time the announcement is made the needle, or sapphire, and record have adapted themselves to each other, and the record runs smooth; but if there is no announcement, the record proper must suffer for the first few lines. Anyone can prove this by trying a record with an announcement and one without. Now, I suggest that in order to make the record longer the sound waves should be of the same length in a large (disc) record as they are in a 7-inch record. A large record travels faster than a smaller one, and, therefore, the sound waves must be longer to obtain the true sound. Now if the sound waves are made shorter on the large

record it could be run slower, so in two ways the record would be lengthened, because more could be got on the record in the same space, and the machine could be run slower. Take an illustration. A 7-inch record is roughly 21 inches in circumference, and if the announcement takes up six revolutions it would travel 126 inches. A 10-inch record is 30 inches in circumference, and to run the six revolutions it would travel 180 inches, a difference of 54 inches. Now, whatever is recorded on the 126 inches of the 7-inch record is recorded on the 180 inches of the 10-inch record; but the sound waves are stretched out 54 inches in the six revolutions—I do not give the exact result, but it is very near and will illustrate my meaning. This gain in 10-inch records would, I think, meet the desire expressed for longer records. I also think there is too large a circle left inside the larger discs. They could be run as near the centre as a 7-inch, and with as good results."

### PHONOGRAPHIC TUNING FORKS.

In the patent department of The Talking Machine World some months ago an invention was recorded which contemplates the use of phonographs in tuning musical instruments. With a phonograph record it is said a tone can be produced and sustained at an even pitch as long as desired. The record is in the form of a disc, although the well-known cylindrical form is also applicable. This record consists of a series of concentric tone circles, each circle being made by a single or sustained tone. There are thirteen of these tone circles, representing what is known to musicians as the equal temperament—thirteen notes within the scope of one octave. The whole temperament is so equalized as to give the operator an absolute guide. By placing the phonographic reproducer in the proper tone circle any tone can be sustained for an indefinite period, so that the user can give his attention to the proper adjustment of the instrument which is being tuned. It will be evident that the number of tone circles could be increased, but for the purpose of a guide in tuning instruments the number indicated is said to be sufficient.

### COLLAPSABLE HORN OF MERIT.

A collapsible horn has at last been perfected in this city, which in every way "fills the bill," and is already creating a commotion in manufacturing circles. The horn is made from various materials—one resembling tortoise shell being very beautiful, while those of "Leatherite" possess a wonderful softening effect on the music. The ribs are flexible, and are made of spring steel nickel plated, with folding supports or braces, controlled by an automatic draw frame. When folded the horn measures about 24 inches by four inches and is made to fit both disc and cylinder machines.

### EDISON GRAND OPERA RECORDS.

A subscriber of The World in Los Angeles writes to inquire if the National Phonograph Co. intend to include in their list of grand opera records some songs in English. We may say that elsewhere in this issue reference is made to the fact that a number of new artists have been engaged to make grand opera records for this company, and it is not at all improbable that a number of records in English will be made in due course. This is a new departure, and the company must be given fair time to develop their plans.

### CHANGING NEEDLE FOR EACH RECORD.

A correspondent to the Talking Machine News writes to that paper to know if it is really necessary to use a new needle for each record, as the makers advise, and points out that some time back the rule was to change the needle after every third record. "I have been advised to turn the needle round after using," he says. "What is your opinion about this? Of course, one does not want to injure the record, on the other hand one does not want to use more needles than are absolutely necessary, for even if they are cheap, the price soon mounts up." He further points out that the cost is not of so great account as the annoyance of changing the needle after each



## When you sell

a customer a *Victor Talking Machine* you aren't through with him by any means. You're just getting started. Think of the sales of *Victor Records* that are sure to follow!

If a customer buys a \$50 *Victor* you can count on him to be good for at least \$250 worth of records—experience has proved it.

Keep right after every purchaser of a *Victor*. Get a complete line of the new *Victor Records* every month as they are issued and let your customers know you have them.

Get these customers in the habit of coming to your store regularly and have your salesmen play the newest records for them. That will get them buying and you'll round up a nice share of *Victor Record* business and run your profits 'way up.

There's no end to the money you can make on *Victor Talking Machines and Records*.

**Victor Talking Machine Company**  
Camden, N. J.

**P. S**—A host of other dealers find this plan profitable and it should also be a good thing for you: Place standing monthly orders for the new records with your distributor, and push this feature. (Keeps your customers calling at least monthly—they look for them.)

Artistic Monthly Supplements furnished free for this purpose.

record. All disc machine users will agree with him on that point, but inconvenience is unavoidable at present. It is obvious, and I have pointed it out before, that a needle which will play through a 10-inch record should last out two 7-inch discs, but I doubt the wisdom of using it longer than that. The makers of the records are in the best position to judge the wearing effect of the needle, and it would be courting disaster to ignore their advice to use each needle once only. As to turning the needle, I have never experimented, but though one might be enabled in this way to use the same needle for two records with no deterioration in reproduction, the trouble of turning the needle would be just as great as that of changing it. The cost would be halved, of course, but, I take it, the average user is concerned more about the inconvenience than about the cost.

#### A STANDARD SPEED TEST.

Some valuable pointers on the matter of speed are given by the Edison Phonograph Co. (London), as follows: "On the back rod of every Edison phonograph now being sent out from the factory, two circular marks have been placed at a distance of  $1\frac{6}{10}$  of an inch apart. With the phonograph fully wound and running at full speed, and with reproducer arm down as for reproducing, the reproducer arm should travel from one mark to the other in exactly one minute, which indicates that the cylinder makes 160 revolutions in one minute. These marks may easily be made on any phonograph, but care must be exercised to make them exactly the right distance apart. Even a slight variation will affect this speed.

#### WANTS ACCOMPANIMENTS OF SONGS.

J. S. Simpson, of Cleveland, in a letter to The World, expresses a desire that the manufacturers of records should include in their lists the accompaniments of songs without the words. He says: "This is now done by the manufacturers of perforated music for use in piano players, and has proven a great success. A great many users of talking machines, particularly those

gifted with a voice, would like to be able to have an accompanying medium. I am in this class myself, having a tenor voice of excellent range and quality, but am unable to play the piano. I believe that if the manufacturers of records included a half dozen accompaniments of first-class songs in their next list, they would find a splendid demand for them if brought to the notice of users in the proper manner.

#### RECORD OF A CANARY'S SONG.

One of our subscribers, a talking machine dealer in the South, tells us of the great success he has had in making a record of the song of his canary bird. When he first attempted the operation, the noise of the machine frightened the bird, and it was impossible to get results. It took him almost a month to get the bird and the machine acquainted. Even after that time he made several attempts to secure a good record, but without avail. His effort on the "fifth round" was successful, and he claims to have secured a most marvelously true reproduction of the canary's voice. He would like to know if readers of The World have ever made such an attempt and if they have been successful.

#### SOUTH AMERICAN TRADE.

Some Remarks by the New York Commercial Show That the Importance of the Industry Is Being Recognized by the Daily Papers.

Like some of the trade papers our brethren of the daily press are now actually waking up to the value of the talking machine and the growth of the industry in this country as well as its ramifications throughout the entire world. The New York Commercial, for instance, a week or so ago, contained a lengthy story regarding the growth of the trade in talking machines and records as well as its future possibilities.

The writer, emphasizing that the industry is peculiarly American, referred at length to the educational work which is being accomplished through the study of foreign languages by means

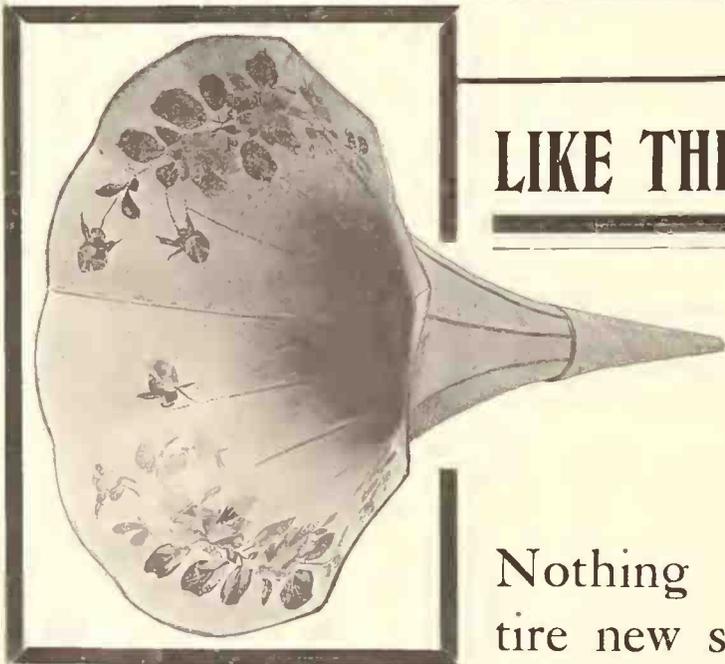
of the correspondence method. The amusement features of the machine were also referred to, and the vast amount of money paid vocalists and bands for making records. At the close the writer says:

"As originally conducted, the export trade in American talking machines was handled exclusively in the United States, and practically all of the export departments of the various leading manufacturers were located at New York City, chiefly in the downtown section. In recent years, however, it has been found necessary to establish large central headquarters abroad, and the principal manufacturers now have extensive offices at London or on the continent from which both machines and records are distributed promptly upon receipt of order.

"Large stocks are kept constantly on hand at these points, so that buyers can avoid the delay incident to sending their orders across the Atlantic and awaiting shipment from the other side. This is obviously a marked improvement, and has done much to greatly extend the trade in European countries. At these headquarters, moreover, it is now possible to manufacture records in the language of the various countries served so that for records designed principally for local use such branches carry practically all that are made and are able to manufacture new and up-to-date records as they are required.

"In Mexico and throughout Spanish America an enormous business is now done in records prepared expressly for those countries. The list of Mexican records available, for example, comprises hundreds of selections. Practically all of the leading manufacturers, however, are still on the lookout for wideawake and energetic local agents, and any reader of this paper who perceives the great money-making opportunities that exist in this line will do well to at once place himself in communication with one or more of the leading manufacturers."

Bell Bros. Piano Co., Lawrence, Kan., have added a talking machine department, putting in the Universal line, via Doc. O'Neill.



## LIKE THE PHENIX, ARISEN FROM OUR ASHES!

On the night of February 3, our warehouses were gutted by fire, smoke and water, completely destroying or rendering useless a stock of over 80,000 records.

Nothing daunted, however, an order for an entire new stock was immediately wired to the factory.

The insurance was then adjusted, and every record in the bins, whether or not touched by fire, was taken out and destroyed. With an entirely new stock, we are now prepared to fill all orders for talking machines, records and supplies.

Our Flower Horn proposition is interesting dealers all over the country. Why not you?

## BOSTON CYCLE & SUNDRY COMPANY

48 Hanover Street

J. M. LINSOTT, Manager

BOSTON, MASS.

## TIMELY TALKS ON TIMELY TOPICS.

When it comes to discussing current business manufacturers look worried and jobbers inclined to say things because they are unable to obtain all the goods they could easily swing and place to advantage. Manufacturers of machines, records, horns, cranes, cabinets and other essentials declare their plants are being run to capacity, and which, with the advancing price and scarcity of certain material, their business lot is not altogether a happy one. Advices from every section of the country are of the same tenor, jobbers taking on new lines and arranging their immediate trade on a basis which anticipates the largest spring buying by the dealer in the history of the business. From the action of a prominent manufacturer the wisacres say a new product in the disc line, said to be superior, if not radically new, may be looked for later on, as preparations to that end are under way.

A special circular sent the music trade by the Victor Talking Machine Co., Camden, N. J., bearing date of February 12, says: "Wouldn't it be nice if your 'leader' in the piano line made styles that sold at \$100, \$200, \$300, \$400 and up to \$1,000—to suit any purse—all of one and the best quality, and prices were absolutely fixed by the maker all over the United States? You'd only need to carry one make and the millennium would have arrived in the piano trade.

"We have done and are doing these very things in the talking machine trade: (1) a comprehensive line of styles, (2) one quality throughout—'Victor quality,' (3) prices fixed—profits guaranteed, (4) percentage of profits more liberally arranged for dealers than those of any other line. Is it any wonder that so many piano houses have awakened to this unique situation, thrust upon them by what some of them considered an 'alien line,' and are now most enthusiastic exploiters of the 'Victor'?"

Manufacturers of the talking machines are elaborating their enterprises to an extent never dreamed of before. It will not be long before an entire opera cast will be heard on one of these machines. Formerly a tenor or a prima donna was enough. Now the costly artists from the opera house sing duets, trios and quartettes. The services of such performers are made possible, says our illuminating contemporary, *The Sun*, by the fact that all of these celebrities are now content to take a royalty on the sale of their songs rather than a fixed price. It was formerly customary to pay a certain sum, but the singers now clamor for a percentage, since there is such a great demand to hear them in this way.

A novel electrical instrument to transmit music and which is one of the two in existence in the world was exhibited recently at the semi-annual banquet of the Magnetic Club in Philadelphia. The transmitter, equipped with a three-volt dry battery, was placed in one part of the hotel,

while the enunciator was rigged up in the banquet room. A voice speaking into the transmitter, was heard in all parts of the banquet room, the enunciator, with a megaphone attachment, carrying the sound wave to all quarters. The instrument was also held near a piano, and the music was carried along the wire and enjoyed by the banqueters. Patents for the device are now pending, and until their issuance only two instruments have been made. One is in New York.

Mme. Yvette Guilbert, who is now delighting New Yorkers with her old chansons, collects talking machine records as a hobby. She has had Miss Ethel Barrymore make a record of her "locking up time" speech in "Alice Sit-by-the-Fire," and she will take back to Paris numerous other records of American players in their popular parts. This is very pleasant, no doubt, for Mme. Guilbert, but it would be more pleasant for us if she would leave behind records of her own wonderful enunciation for the admonishment, not only of our actors, but of most of our singers. Mme. Guilbert, wonderful in all branches of her art, is in nothing more remarkable than her power of distinct and lovely enunciation. Speaking or singing, not a syllable is lost, not a vowel misses its true value. For this alone she is a perpetual delight.

There are few phonograph stores in this city that can boast of the novel window displays constantly seen at the retail department of the Columbia Phonograph Co., at 872 Broadway, and to the manager of this store, Hayward Cleveland, belongs the credit of originating the many devices that constantly attract the passerby. His latest is a large picture of the Columbia factory at Bridgeport, Conn., which every evening is illuminated so as to present the appearance of the factory being lighted up, and even the passenger train and locomotive headlight glow in a most realistic manner. Mr. Cleveland is a great believer in artistic window displays and frequent changes. He also believes in having the public come in and inspect the stock, even if they have no idea of buying. A good salesman will soon put that idea into their heads, and then the rest is easy.

It is worth emphasizing that *The Talking Machine World* is the only publication devoting its space and efforts toward the advancement of the automatic business. This is done largely because of the close relationship that exists between talking machines and users of automatic contrivances which are so largely used nowadays in the arcades, some of them palatially equipped, which are to be found in every city throughout the country.

Many of the manufacturers of automatic contrivances have already recognized the advertising value of *The World*, and are represented in its columns, and we shall be glad to have more

fall in line. In the meantime from all interested in this department—which now may be termed an auxiliary of the talking machine industry—we invite co-operation. We will gladly open our columns to such communications as will be helpful to the interests of the automatic and specialty people as well as to the talking machine trade in general.

The Poulsen Telegraphone, which was illustrated and referred to at some length in *The Talking Machine World* some six months ago, is being displayed in the principal hotels throughout the country, and as a result the local papers where exhibited have devoted much space to it. The technical descriptions as well as the possibilities of the machine as recorded by the gentlemen of the local press contain such a number of inaccuracies as to easily lead the reader into wrong ideas of what it aims to accomplish. In this instance success can better be achieved in the laboratory than in the columns of the papers.

Epoch-making court decisions have been handed down since the previous issue of *The World*, all of which have been given the prominence elsewhere they deserve in the current number. A couple of the decrees are final, thus disposing of questions and matters affecting the trade. The most important in the latter category is that known as the Berliner patent No. 534,543, covering the free-moving stylus or recording point. The Jones process of disc record duplication is still to reach the United States Court of Appeals before the patent is adjudicated.

A traveling salesman known for his cleverness has a neat scheme of apparently running a needle over the face of records he is selling to demonstrate the hardness of the material. As a matter of fact, this feat is one of sleight of hand only, but it is effective in closing a deal.

George Maxwell, manager of Boosey & Co.'s American branch music publishing house, is a firm believer in the feasibility of publishers making their own records, and in this way control their copyrights absolutely. He has shown, as samples of what may be done in this line, a number of very fine duplex discs, including grand opera selections of famous singers made in Paris. The Kubelik violin solos are especially excellent, the tone effects being wonderfully preserved. The gentleman is an enthusiast on the subject, and unless something unforeseen should happen, as, for instance, those annoyances termed patent infringements, the American market may know more of these records.

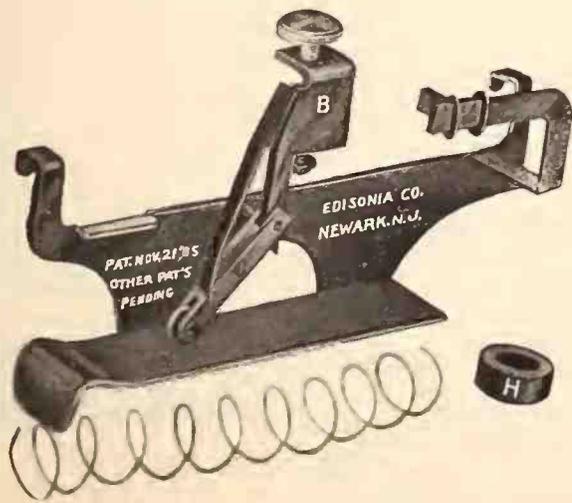
Dealers, possibly thoughtlessly, get themselves in trouble with the manufacturers by trading in pianos, organs or other musical instruments for talking machines. This species of merchandizing is absolutely prohibited under the signed agreement, and when it is disregarded trouble will invariably ensue.

They were talking of the improvements in the trade when the chief of a prominent company's wholesale department remarked: "What would you think of a five-inch record with as much on

## A Perfect Repeating Attachment for Standard and Home Phonographs

AUTOMATIC

INSTANTANEOUS



This clever little device can be placed on the phonograph and adjusted with the fingers in a moment—without drilling holes or disfiguring the machine in any way.

The ingenious and simple yet absolutely perfect mechanism insures instantaneous action. It repeats automatically until the machine runs down or is stopped.

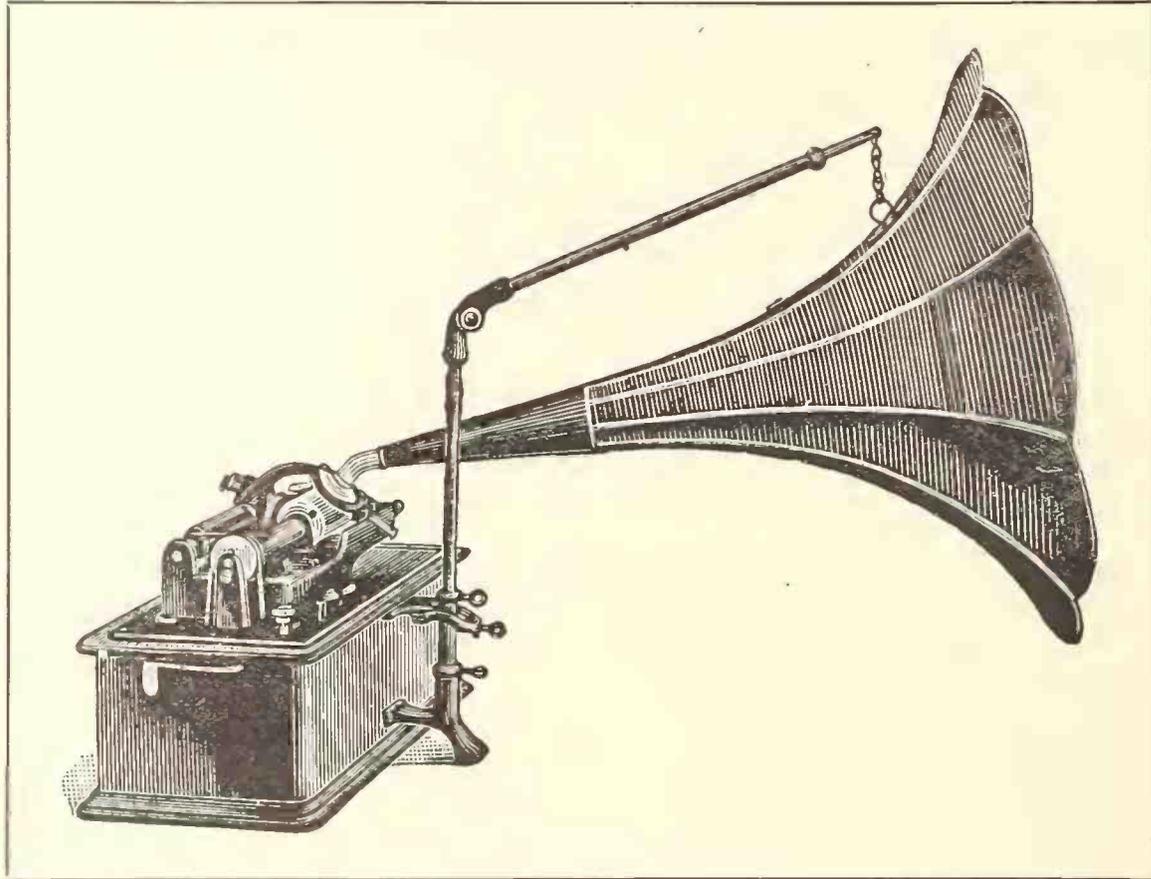
Sample, prepaid to dealers anywhere, \$1.50 (Standard or Home). Retail price, \$2.25. Usual discount to the trade. *Positively Guaranteed or Money Refunded.*

THE EDISONIA COMPANY

New and Halsey Sts.

NEWARK, N. J.

# H. & S. Horn Cranes



Can be used on any Standard, Home or Triumph Phonograph and will support any style horn from 24 inches to 36 inches in length.

- |        |   |        |
|--------|---|--------|
| No. 5. | As illustrated above, can be instantly applied without injuring the Cabinet. Handsomely Nickel Plated and Polished. Price . . . . . | \$2.50 |
| No. 7. | As illustrated above, handsomely Copper Plated and Lacquered. Price . . . . .   | 3.00   |
| No. 6. | Similar to Nos. 5 and 7, base being made plainer and Japanned, top Nickel Plated and Polished. Price . . . . .                      | 1.50   |
| No. 4. | Same style top as illustrated above, base screws to back of Cabinet. Price . . . . .  | 1.25   |

**FOR SALE BY ALL DEALERS AND JOBBERS IN PHONOGRAPHS**



See that this trade mark is on the package, it is a guarantee of genuineness.

We manufacture Horns, Stands, Cranes, Record Cases, Machine Cases, Needles, Springs and all kinds of goods known as Talking Machine Supplies.

## Hawthorne & Sheble Mfg. Co.

Mascher and Oxford Streets,

Philadelphia, Pa.

as a seven-inch, and a seven-inch running as long as the present 14-inch record? Both are in hand, and we will show the trade a few new things before long that will make you all sit up and take notice."

Quality is the supreme attribute, after all, of talking machine goods. A gentleman who had been abroad for several years said this fact was becoming more emphatic every season. As an instance of this, he cited that the cheap German record had flooded entire Europe, and in consequence the public is demanding a better grade and are willing to pay a higher price. "And," continued the speaker, "the same is true here. For example, of conditions in Europe I might say that two years ago there were only three Edison dealers in the German empire. Now there are 5,000, all under signed agreement. The machines are imitated, of course, but they resemble the genuine goods in appearance only, for they do not 'test out.' Our German friends take everything but Edison's name."

Speaking of appropriating Mr. Edison's name, in South and Central American countries every talking machine store is designated "Edison" stores, whether or no. The National Phonograph Co. have discussed means for putting a stop to the misleading practice.

Talent is being tied up, not only here but in Europe. Those in a position to know, believe record making of the real kind will be restricted to comparatively a few firms, and they will command the best in singers, talkers and general entertainers.

One of the striking things in the charming reception room of Fritzi Scheff, the comic opera prima donna, is a large-size disc talking machine, and when she was asked why is that, replied: "Oh, that is for me when I am lazy. Everyone gets lazy now and then, and I get there oftener. When I am too tired to do my real half hour's work at the piano I just turn the crank on that and let Caruso stir me up to the right pitch. And when I have gathered the enthusiasm of his voice I get to work myself and come back to duty."

While strolling down Broadway the other day The World came across two of the old-time talking machine men in the persons of L. Kaiser,

who is known to dealers not only in Greater New York, but throughout the country, and Mr. Lewis who holds forth for the Columbia. Evidently the talking machine business has the happy knack of making the talking machine men seem younger every time you meet them. They apparently take life easy, although there are no harder working men in any industry in this country.

"While our foreign trade is increasing amazingly it is evident that our methods of doing business could be improved greatly to our advantage," remarked the head of the export department. "In a way we make records which we believe should sell in the Latin-American countries, and have a list which is recorded on the spot, but much more could be done were we to take a leaf out of the book of our European competitors. They work the export trade for all it is worth in every way, shape and form. We Americans are prone to having things our own way—wait for people to come to us. This policy is all right in some instances, but not for talking machines, etc. Our prices are stiff, our selling terms far from conciliatory, and our eagerness to do business, excepting as suits us, only too apparent. Perhaps these tactics may be changed, but not so long as the domestic trade is in its present attractive condition."

Dealers who are reproducing the words of copyrighted songs should know they invite a lawsuit for infringement. The lyric is acquired by the publisher at the same time the melody is assigned, the two going together. Publishers whose rights are invaded by the thoughtless or poorly informed in the talking machine trade in this regard may commence proceedings against violators that may prove anything but comfortable. Record manufacturers have been urged to print the words of songs reproduced, but have peremptorily declined on the ground of possible legal complications. Therefore dealers would be wise to bear this in mind.

#### DEATH OF MRS. L. F. GEISSLER.

The Talking Machine World regrets to learn of the unexpected and sudden death on the 2d inst. of Mrs. L. F. Geissler, the beloved and estimable wife of L. F. Geissler, general sales manager of the Victor Talking Machine Co., Camden, N. J. Mr. Geissler was in New York City on special business when the sad event occurred, and was apprised of the fact by wire. Their son, Fred, manager of the Talking Machine Co., of Chicago, started East immediately to attend the funeral of his mother. The World extends its heartfelt sympathy to the Messrs. Geissler in this their hour of bereavement.

Additions to the factory facilities and record making department of the National Phonograph Co. at Orange, N. J., are now finished and being fitted up with the required machinery. The two buildings, one of which is three stories, 125 feet front, 350 feet long, and the other one story, covering about the same area, are of solid cement. When in full operation they will double the company's capacity.

March business has started off with a swing, and the Eclipse Phonograph Co., of Hoboken, N. J., are certainly making the most of this improved state of affairs. They are having an enormous demand for their new style Morning Glory horns, and aver that the new Edison Grand Opera records have boosted this end of the business wonderfully.

Leeds & Catlin Co. will put out about 200 titles in their first list of cylinder records which the company was expecting to have ready about March 1, the masters being completed some time since. The numbers will include popular selections, serious, classic and sacred music and "talkers."

The Magnum Novelty Co., horn manufacturers in a small way at 1848 Lexington avenue, New York, have closed out at that address.

#### VERIFYING CONSULAR INVOICES.

(Special to the Talking Machine World.)

Washington, D. C., March 10, 1906.

Importers of talking machines, specialties, supplies, etc., will be interested in the amendment of consular regulations promulgated by the Treasury Department under date of March 5, 1906, as follows:

"678. Purchased Goods, Where Certified.—Invoices of merchandise purchased for export to the United States must be produced for certification to the consul of the district at which the merchandise was purchased, or in the district in which it was manufactured, but as a rule consular officers shall not require the personal attendance at his office of the shipper, purchaser, manufacturer, owner, or his agent, for the purpose of making declarations to invoices, but he shall certify invoices sent to him through the mails or by messenger. To conform to the statute which requires that merchandise shall be invoiced at the market value or wholesale price of such merchandise as bought and sold in usual wholesale quantities at the time of exportation to the United States, in the principal markets of the country whence imported, consuls will certify to invoices, the additional cost of transportation from the place of manufacture to the place of shipment whenever the invoice is presented to be consulated in a country other than the one from which the merchandise is being directly exported to the United States.

"680. Invoice and Declaration to be Verified.—When the invoice and declaration are received by the consul, it is his duty to examine carefully each item and satisfy himself that it is true and correct. In aid of this examination it shall be the duty of such consular officer to confer with official chambers of commerce and other trade organizations in his district, and he shall report any and all written communications from such commercial bodies and trade organizations that may be submitted to him in writing, together with all schedules of prices furnished him officially for that purpose; and the consul is authorized, in his discretion, to call for the bills of sale of merchandise purchased for export to the United States; to inquire into the cost of production of merchandise not obtained by purchase; to demand samples; and, if the conditions require it, to examine the entire consignment. Whenever an invoice is offered for certification which covers consolidated shipments consisting of the productions of different manufacturers, the consul may demand the submission of the manufacturer's bills relating thereto. Even when the merchandise has been purchased for export and the invoice sets out truly the price paid, the consul should ascertain whether the price represents the market value of the goods."

## TEN

of our original trade bringing schemes for Talking Machine dealers,

## for One Dollar

If you don't like them send them back and we will return the dollar.

Or, in order to show you our confidence in our unparalleled business increasers, we will send you a sample scheme without charge.

Write to-day.

**O. W. Eckland & Co.,**  
128 Dearborn Street, Chicago, Ill.

#### FAIR WARNING

to the

**Talking Machine Trade**

**THE NEW**

## Rapke Disk Tray and Label System

**HAS JUST BEEN PERFECTED**

The greatest Space Saver ever conceived. Equal in every respect to my Edison System.

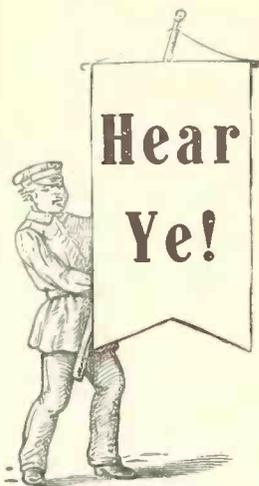
Circulars sent on application. Place your orders with your jobber.

**Victor H. Rapke**

1661 Second Ave.

New York

Read next month's Talking Machine World for full particulars.



# Hear Ye! Hear Ye! Hear Ye!

**JOBBERs, DEALERS, DEPARTMENT STORES, BARGAIN HOUSES.**

**Everybody interested in one of the choicest money makers of to-day, attend! Our**

## International Ten Inch Records

will bring you more money in less time than any other business whatever. A trial will convince you.

It is a *Real Bonanza!* (This advertisement would not be needed if you knew all about us and were selling our *Records*. Your orders would be sufficient.)

Quality is the best and not to be compared with the "Cheap" records

that are so rapidly giving way to those at higher prices. ¶ *But* our prices are not

*High*, and if you will order to-day an assorted dozen or hundred, we feel confident you will take on a full line and push it.

Get the distributing rights for your state or city and then get rich. *We mean every word of this.*

*Write to-day.*



### Consider the Retail Price—40c—and then those Liberal Discounts!

Special labels furnished if desired where orders warrant.

A full assortment of International Records now in stock. Do not let this opportunity go unchallenged.

## INTERNATIONAL RECORD CO.

38 Washington St.

AUBURN, N. Y.

## TRADE NOTES FROM THE WEST.

Healy Music Co. Expansion—Herriman With Columbia Co.—Cable Company to Handle Talking Machines—G. W. Nisbett Still Fighting for Lower Freight Rates.

(Special to The Review.)

World Office, 195 Wabash avenue,  
Chicago, Ill., March 10, 1906.

The announcement that the Victor Talking Machine Co. had retired from the premium machine business is causing real rejoicing among many of the friends of the company and its product here, as they feel that it simply furnishes renewed evidence of the chronic high-gradism of the great corporation in every respect.

The Healy Music Co. have not only added a full line of American records but will also exploit the new Hawthorne-Sheble specialties as well.

One of the most perfect and delightful violin records on the market, according to one of our local dealers, is the Traumerei record of the American Record Co.

Hillman's department store will shortly have a greatly increased talking machine department, and moreover will go into the instalment plan of selling goods which they have not attempted before. Moreover they are going to handle the Columbia graphophones and records very extensively and will job them as well.

A. R. Tearney, the manager of the department, is an experienced, capable talking machine man, and people in the trade predict great things for Hillman's as soon as the larger plans are placed fully into effect.

A. D. Herriman, formerly with Siegel, Cooper & Co., and Rothschilds, is now in charge of the retail department at the Columbia main office here, which is a distinct step up for the handsome young talking machine man. O. J. Junge, whom Mr. Herriman succeeds, has returned to his old home, Omaha, to take charge of the business of his father, who is in ill health.

J. W. Bentley, a young man of wide business experience, is now assistant to O. W. Eckland, manager of the Columbia's Chicago instalment department.

G. S. Hobb, 11033 Michigan avenue, which is in Roseland, one of Chicago's southern suburbs, is doing a wonderfully successful talking machine business, handling all machines and constantly carrying a stock of 10,000 or 12,000 records.

John H. Dorian, assistant general manager of the Columbia Phonograph Co., and E. C. Plume, who manages their wholesale depart-

ment here in Chicago, are both Nobles of the Mystic Shrine and will join the pilgrimage of that organization to Los Angeles, Cal., in May. They will also take advantage of the opportunity to visit the company's Pacific Coast branches.

R. M. Townsend, manager of the order department of the Columbia's branch here, has returned from a visit to Texas, where he acted as best man at his brother's wedding.

W. W. Parsons is arranging for an especially fine display of Columbia Commercial dictation graphophones at the Office Appliance and Business System Show which opens at the Coliseum on March 17.

C. W. Noyes, secretary of the Hawthorne & Sheble Mfg. Co., and western representative of the American Record Co., has returned from a visit to the factories at Philadelphia and Springfield, and is again greeting his friends at his office and salesrooms at 205-207 American Express building, 185 Dearborn street.

By the way, the Hawthorne & Sheble Mfg. Co. have made arrangements for a factory within a block of the American Graphophone Co., at Bridgeport, Conn. In this factory they will make horns and accessories for the American Graphophone Co. only. It is a four-story building and equipped in a modern manner throughout.

The news of the month in talking machine circles is that the Cable Company have definitely decided to embark in the talking machine business. This is the most important step of this kind that has been announced for a long while, inasmuch as the prestige enjoyed in the music trade by the Cable Company, and their remarkably well organized distributive system, as well as their perfectly managed retail department, will serve to make them a power in the trade. It is a little early to talk about the lines to be handled, although it is believed that on his recent visit to the East, Retail Manager Joseph T. Leimert arranged for the Victor and Edison machines and records. The American records will also be handled.

The talking machine department will occupy handsomely fitted up quarters, with special record rooms, etc., on the third floor of the great Cable building at the southeast corner of Jackson boulevard and Wabash avenue, and will be in the immediate charge of J. W. Harrison, a well known and experienced talking machine man, formerly manager of the Columbia Phonograph Co.'s branch at Indianapolis, and for the past year in charge of the Cable Company's electric piano department. The new department will open in something like sixty days, and from the fact that Mr. Leimert is reported to have just placed or-

ders for a couple of commercial automobiles, which will not be of a character adapted to pianos, it may be predicted that a special delivery service which will be an eye-opener to the talking machine business will be inaugurated.

Arthur D. Geissler, manager of the Talking Machine Co., has been suddenly called to New York on account of the death of his mother, the wife of Louis F. Geissler, manager of the Victor Co.

G. W. Nisbett, manager of the National Phonograph Co., is now in St. Louis attending the meeting of one of the freight classifying committees arguing in the interests of reduced freight rates for the entire talking machine industry.

C. L. Hibbard, general superintendent of the commercial department of the Edison National Phonograph Co., in New York, has come to Chicago to exploit the Edison commercial dictation machine at this end.

This has been a wonderful year with the Edison machines, and the inventory just completed by the Chicago office of the National Phonograph Co. shows the biggest business in the history of the company.

Lyon & Healy are having a remarkable business in their talking machine department, and also on their now famous "Softertone" needles.

## JAMES F. COX'S INVENTION.

A Talking Machine That Will Work in Unison With a Moving Picture Machine—His Description of the Device.

James Fillimore Cox recently gave an exhibition at the Hotel Hudson, Nyack, N. Y., of a recent invention of his—a talking machine which is so arranged that it can work in unison with a moving picture machine and run without attention on the part of the operators. After producing a print on which was a plan of his machine in actual size, the inventor described it in a comprehensive manner. To his machine there is attached what Mr. Cox calls a repeater, so that one can hear the same selection played as often as the request is made to the operator, while trying to entertain a house party. Only in this case there is no operator, as a baby may start it and the machine will continue to play and change the time and speed to suit the selection being played. This Mr. Cox accomplishes by means of a magazine on which a dozen standard records are placed. Any ordinary Columbia or Edison record will fit this machine, as it is made standard, and therefore avoiding any trouble whatever in securing new selections at any time and place.

The magazine is so arranged as to have only one record revolve at once, and immediately after this selection has been finished the machine can very easily make an electrical contact at this point and cause an instantaneous change of selection without the machine even stopping.

The question was put to Mr. Cox as to whether there was a similar machine on the market, to which he answered in the affirmative, but said that they have met with no success. The reason for this is that they possess such intricate parts and are so complicated that they have lacked in merit, and this has naturally brought the price very high.

"I would like to have it understood," said he, "that my machine is the result of a second attempt, as I first built what I term an automatic electric phonograph, which was also too complicated and too near like my predecessor's. I quickly convinced myself that I would have to advance on new and different lines of construction, which I immediately did."

In last month's issue of The World reference was made to the dismissal by Judge Platt of the suit of the National Phonograph Co. against the American Gramophone Co., in which it was stated that the costs of the suit were assessed on the defendant company. This is an error, for as a matter of fact the costs were taxed against and paid by the National Phonograph Co.

The Healy Music Co., Chicago, have put in a talking machine department. They are handling the Zon-o-phone.

## TALKING MACHINE DEALERS!

Do you want your stock to be attractive and keep that bright, clean appearance that pleases customers and

MAKES MONEY FOR YOU?

**"CLEAPOL"**

DOES THE TRICK.

Cleans and polishes all Metals, Glass, etc. Contains no acid or injurious ingredients. Does not scratch or damage in the least. Sold under positive guarantee. Send for sample and particulars.

**THE CLEAPOL COMPANY**

288 Springfield Ave.

NEWARK, N. J.

100,000 RECORDS ALWAYS IN STOCK

JOBBER'S

**EDISON**PHONOGRAPHS  
RECORDS, ETC.GENERAL SUPPLIES  
FOR  
CYLINDER MACHINES**Douglas Phonograph Company**MANUFACTURERS "PERFECTION" SUPPLIES, ETC.  
RETAIL—WHOLESALE—EXPORT

Salesroom, 89 Chambers Street

Cable Address, Doughphone, N. Y.

New York

Largest Exclusive Talking Machine Jobbers in the World.

DISTRIBUTORS

**VICTOR**TALKING MACHINES  
RECORDS, ETC.GENERAL SUPPLIES  
FOR  
DISC MACHINES

## STOCK - INCREASED - FACILITIES

The rapid growth of our business made these improvements absolutely necessary.

**Our Increased Facilities** permit the carrying of

### One-Quarter of a Million Edison Records alone,

as well as enabling us to carry a larger stock of Cabinets, Carrying Cases, Horns, Supplies and Accessories for the Phonograph.

**Our Increased Stock** will make it possible to fill orders completely and promptly, and overcoming the annoyance of short shipments due to the present shortage of stock, over which we have had no control.

Our absolute confidence in the future of the Talking Machine Business is demonstrated by these improvements and the additional capital investment necessary.

The present enormous demands upon the manufacturers for goods, and their inability to cope with the situation indicates that the business is on a permanent basis, and we predict it to be only in its infancy.

We urge dealers to follow our example—A larger stock means more sales.

The most comprehensive stock of Edison and Victor Machines and Records in the world.

Our display of Record Cabinets is absolutely unequalled—A visit to our salesroom will more than verify the above statements.

**N. B.—Douglas Scratchless Needles reduced to 5 cents each—50 cents per Dozen.**

**IMPORTANT DECISION HANDED DOWN.**

United States Circuit Court of Appeals Hands Down Decision Restraining the National Phonograph Co. from Selling Instruments Within the State of New York.

The United States Circuit Court of Appeals on Thursday last affirmed the decision of the United States Circuit Court granting to the New York Phonograph Co. an injunction restraining the National Phonograph Co. from selling phonographs and supplies within the State of New York. The decision, which is very brief, also calls for an accounting. The particulars of this litigation, which go back to 1901, appeared at the time of the suit in the lower courts, in *The World*, and is the common property of the trade. The decision follows:

"United States Circuit Court of Appeals for the Second Circuit, before Townsend and Coxe, Circuit Judges, and Holt, District Judge. Appeal from decree of the United States Circuit Court for the Southern District of New York granting an injunction and accounting.

"Per Curiam.—The court below, in its opinions, has clearly and exhaustively discussed all the questions which appear to be material to the disposition of this case. The arguments advanced on this appeal have received the consideration demanded by the importance of the case and the magnitude of the issues involved. We fail to find, however, any error in the reasoning or the conclusions on which the decree is founded, and we, therefore, deem it unnecessary to add anything to the opinion of the court below, in which we concur, and on which the decree should be affirmed with costs."

The business of the National Phonograph Co. will in no way be curtailed or interfered with by the above decision.

**THE O. K. HOUCK CO. CONCERT.**

The Victor Appears as Soloist in Second Part of Programme With Great Success.

At the first anniversary concert given by the O. K. Houck Piano Co., of Nashville, Tenn., at the Ryman Auditorium, that city, March 5, a number of notable artists appeared and interpreted a programme of rare interest. The second section of the well-arranged programme consisted of selections from leading vocal artists of the world, given on the Victor machine, which was controlled for the evening by David C. Erskine, who gave evidence of thorough acquaintance with the mechanism of the Victor. The records used

were clear and strong and the selections given were remarkably fine reproductions of the tones of the human voice, the numbers being clearly heard in all portions of the large auditorium. About 3,500 people were present at the concert, which was one of the social events of the season.

**TALKING MACHINE SUPERSEDES**

Many Other Musical Instruments in the Affections of the People—Some Interesting Facts in This Connection from New Haven.

Commenting upon the enormous increase in the talking machine business in New Haven, Conn., and vicinity, the *Saturday Chronicle* says: "The universal use of the phonograph has had a result that was foreseen by some people, and that is the abandonment of the smaller instruments of music to the professionals alone. There is a certain musically-inclined family in New Haven who used to, among themselves, play the violin, mandolin, piccolo and guitar, simply for their own amusement, and all furnished some excellent amusement. Now the instruments lie unheeded and untouched. One of the boys told me why. He played the banjo very well, and when a new piece of music came out he would get it and practice it until perfect. Now they have a phonograph, and when he wants music he purchases the record and enjoys it immediately, with all the rest of the family. It is due to the graphophone and kindred instruments that many private music teachers have seen their pupils disappear, who formerly made a very acceptable addition to their income. Down at the railroad building is a young clerk getting eight dollars a week, who has had as high as 35 pupils on stringed instruments, netting him a handsome income, evenings, who now doesn't have pupils enough to keep him in cigarettes."

**THE PHONOGRAPH AS COMPOSER.**

Many and varied are the uses to which the phonograph has been put. We read that a Mr. Howard, although a composer, is unable to read a note. So when he has an inspiration, musically, he gets out his phonograph, which he always carries in his trunk, and records the music from the piano. The cylinder is then given to a transcriber and the music written. He then has it played by a note reader, and any correction made if necessary. The music is then ready for the words. In this way Mr. Howard has given to the public "Hello, My Baby," "Good-bye, My Lady Love," and other songs which have struck the public's fancy with equal force. While on the

road this season Mr. Howard has found time to compose nineteen selections, including sixteen songs, with the aid of the phonograph.

**HEARING THE "TALKER" BY WIRE.**

How Friends in Minnesota Entertained Each Other by a Long Distance Telephone.

Wonderful things nowadays are so plentiful that they seem almost common. It is only when we stop to think and to make comparisons with the past that we realize in what a wizard age we live. The other evening one of our well-known citizens, who has, in common with many others, become a devotee of the perfected phonograph, and who has a very well selected collection of records, entertained some relatives in another town with phonograph selections, says the *Red Wing (Minn.) Republican*. The long distance telephone was called into service, and the sweet music was transmitted over the wire much to the delight of the distant listeners.

**PETITION DISMISSED.**

Writ Denied in Case of Mrs. Lander vs. A. C. Stilphen, of Gardiner.

(Special to *The Talking Machine World*.)  
Augusta, Me., March 10, 1906.

Justice A. M. Spear, of the Supreme Court, handed down a decision Friday in the case of Mrs. Edna Lander, of Gardiner, versus A. C. Stilphen, a Gardiner attorney, as clerk of the New England Phonograph Co., a Maine corporation.

The plaintiff, through her attorney, Hon. Geo. W. Heselton, of Gardiner, applied for a writ of mandamus to compel the clerk of the corporation to permit the plaintiff, a stockholder in the corporation, to examine the books and records of the corporation, for the purpose of learning the number of shares of stock held by various persons, and such other information regarding the operation of the company's business as she might see fit. A hearing was held before Judge Spear January 28 last, and at the conclusion of the testimony Mr. Stilphen filed a writ to dismiss the petition of the plaintiff.

**A VALUABLE ACQUISITION.**

The Columbia Phonograph Co. have secured a valuable acquisition to their list of singers in Miss Ruth Vincent, who is termed the leading star of English light opera. She made her debut in "The Yeomen of the Guard" in London, and afterward spent considerable time studying with Klein and Bouhy. She made her debut in New York in "The Medal and the Maid" in 1903, and returned to a greater triumph in "Veronique," in which she is now touring. Her voice is a pure soprano of great range and beautiful quality. Her method is notable for its ease, and her style for its refinement, brilliancy, and charm. Her intonation is faultless, and she is in every respect an artist in the truest sense of the word. Her contract with the Columbia Co. is exclusive.

**ANNOUNCEMENT EXTRAORDINARY!**

I have secured the entire three-story building, located at 1622 First Avenue, near 84th Street, in order to accommodate my rapidly growing jobbing business. The entire building will be devoted to the Talking Machine industry. A Complete Stock will be carried of

**Edison Phonographs and Records  
Victor Machines and Records**

—MY SPECIALTIES—

Horns, Horn Stands, Carrying Cases, Record and Disk Cabinets, Edison Genuine Repair Parts

My excellent location gives me unusual advantages in making prompt deliveries. My large stock insures a service that proves, one that appeals to all. Particularly satisfied are those dealers who are patronizing me. Kindly give me a trial; in this and in no other way can I verify above statement.

**ALFRED WEISS**

OFFICE AND SALESROOM:

Telephone  
2211 79th

1622 First Avenue  
NEW YORK CITY

Branch:  
1525 First Avenue

**PRICE REDUCED****Burnt Leather  
POST CARDS**

Our Burnt Leather Post Cards are the quickest selling and most profitable side line ever offered the Talking Machine trade.  
TRIAL ORDER.—We will send you prepaid 100 cards (100 beautiful designs), with the name of your town stamped on each if desired, for \$3.10 cash. Retail everywhere at 10c. You make a clean profit of \$6.90.

**Risley-Bird Mfg. Co.**

94 Fifth Avenue,  
New York.

### WRITES PHONOGRAPHICALLY.

The Latest Fad of Yvette Guilbert Is Destined to be Copied by the Leaders in the Musical and Dramatic Worlds.

Yvette Guilbert, she of the old-time naughty Boulevard chansons, who has recently returned to show New Yorkers that the chanson is not always naughty, hates pen and ink. Their use tires her and soils her pink fingers. She has disclosed her secret method of correspondence. The phonograph does it all. Every day she ships to her mother in Paris three records full of her day's observations. And similarly when the expressman comes with three records from her parent, she inserts them in her phonograph, sets it whirring, and sits by while she hears from that "dear old Paris." She has enlarged her plan to take in bright bits from the plays of her friends among the stage-folk. So now she can entertain a party with an afternoon of Barrymore, Leslie Carter, Dave Warfield and others, with tea and biscuits on the side.

### PHONOGRAPHS NOT TOYS.

A Recent Ruling by the Board of General Appraisers That Is of Interest.

(Special to the Talking Machine World.)  
Washington, D. C., March 10, 1906.

Marshall Field & Co. protested against the assessment of duty by the Chicago Collector of Customs, contending that certain phonographs were dutiable as toys under paragraph 418 of the tariff act. The Board of General Appraisers in a decision handed down Feb. 27, 1906, refused to allow the claim, by saying: "No evidence was offered by the importers. The sample forwarded by the collector, while of cheap construction, is apparently not a mere toy, and the records which are used in it are of the ordinary size and character. In the absence of any evidence showing that the articles are commer-

cially bought, sold and known as toys, we hold that the assessment of duty complained of was correct."

#### RULING ON NEEDLES.

A protest by William Tonk & Bro. Co., Chicago, against an assessment on an importation of talking machine needles, was overruled by the Board of General Appraisers Feb. 27. In their decision, No. 6,215, the Board held that needles of the kind were dutiable at 40 per cent. ad valorem plus one quarter of a cent a pound, as manufactures of steel not specially provided for under paragraph 165.

### COPYRIGHT CONFERENCE THIS WEEK.

Nathan Burkan, attorney for the Special Committee of prominent New York publishers who attended the copyright conference in Washington, D. C., which opened in the Congressional Library Tuesday, the 14th, had prepared additional suggestions to be considered in connection with the protection of music, not only in sheet and book form, but also from a reproductive point of view. On the broad question of a new bill, the counsellor said: "Should this bill become a law, of which I have not the slightest doubt, the music publishing business will be in a better condition than ever before. This measure will be the means of running out the irresponsible concerns, and when it comes to negotiating with the manufacturers of perforated music rolls and talking machine records the composer of real merit and standing will find their position greatly improved. It is impossible to say whether Congress will reach the bill, should it be whipped into shape in time, which is also problematical. The conference in Washington this week has a lot of work before it. Should a proper revision of the present copyright statute be agreed upon it may be considered no small accomplishment, both from a legal as well as a lay standpoint." R. L. Thomae, with the Victor Talking Machine Co., was also present.

The title of the official bulletin (No. 10, "second print"), relating to the bill, is "Memorandum Draft of a Bill to Amend and Consolidate the Laws Respecting Copyright." It is dated March 2, and covers 48 printed pages, brief size.

Among those who will be heard by the House Committee on Patents will be Mark Twain. Chairman Carrier says no day has been fixed for his appearance, but he expects that it will be a gala occasion. Recently he appeared before a committee of the House of Commons on the same subject and proved so entertaining a witness that the committee kept him on the stand the entire day.

### DENHAM CO.'S BIG LINE.

The line of disc machines shown by the Edwin A. Denham Co., 31 Barclay street, New York, comprise about a hundred of all sizes, which they desire to close out at practically cost. The goods are of foreign manufacture and very attractive. The company claim they are in a position to import cylinder machines for the trade at a low price, and carry a heavy stock for quick shipment. They also have on hand a large quantity of pure aluminum horns, spun in one piece, that are especially adapted for low-price cylinder machines of any make. Another specialty is a cylinder phonograph with the tone arm. Something new and novel is a combination recording and reproducing machine, with cabinet and a pretty wooden base, the metal parts being substantially made and neatly nickel-plated.

J. Chas. Groshut, general manager of the company, returned recently from a very successful western trip, booking a number of big orders from the regular talking machine and music trades.

Herr Loewe, of the Bera Co., Berlin, Germany, who has been in this country for several months endeavoring to market the records of his concern and also a composition for making the same, sailed for Europe last week. His fondness for oysters occasioned no little fun for the trade when in New York.

## The Phono Consonator

IMPROVES  
THE  
PHONOGRAPH  
50%

MAKES THE  
SOUND  
CLEAR AND  
DISTINCT

Price  
3.50

Price  
3.50

Sold by dealers  
everywhere

Send for Circular

MADE BY  
**LEWIS  
MFG. CO.**  
379 6th Ave.  
New York



### The House of York

Is not only noted for the  
manufacture of

The Best Band Instruments

on earth, but for the publica-  
tion of some of the

Best Band and Orchestra Music

in the market. The pieces named below are published for both Band and Orchestra; we shall be pleased to send you our complete catalogue, price-list and sample parts on request.

Remembrance March, Walter Lewis; Mazie Waltzes, Ellis Brooks; The Morton March, Ellis Brooks; The Minstrel King March, Jos. Norton; Little Nugget Overture, Geo. D. Barnard; The Emblem, Solo for Trombone, Baritone or Cornet, Ellis Brooks; Golden Leaf, Solo for Trombone, Baritone or Cornet, Geo. D. Barnard. And many others besides. Remember the address,

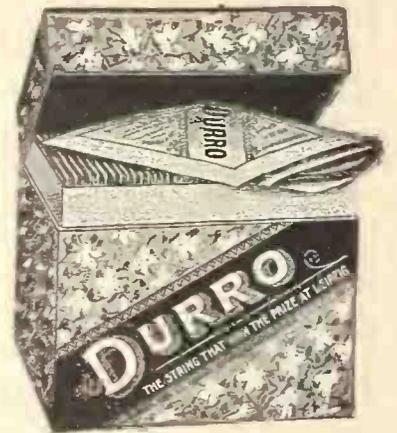
**J. W. YORK & SONS**  
GRAND RAPIDS, MICH.

# A MARCH TIP!

## DO YOU WANT TO MAKE MONEY?

Good, big money. The men who sent in an order for a sample line of our instruments were delighted with the results.

They found our instruments blended perfectly with the talking machine line, besides helping to make the store attractive. If you want to help out in the profits during the holiday season you can't go at it in a better way than with our specialties; your musical friends will come to you when they learn that you have the Durro violins, bows, strings, etc. They have a high standing.



We are judges of the excellence of all kinds of small goods, such as Accordeons, Mandolins, Guitars and Harmonicas, and carry a large stock, of which we offer at lesser prices, but which are superior to any on the market at the same price.

It will pay you to order a sample line at once. You will then see how profitable it is to devote a portion of your store to the exhibition and sale of small goods. Write for catalogue.

Make good money for the new year. It is easy with our help. We can tell you how and go with the business tide when it serves.

# BUEGELEISEN & JACOBSON

113-115 University Place  
Corner 13th Street, NEW YORK

“Twentieth Century”

GRAPHOPHONE



No Talking Machine Like the “Twentieth Century” GRAPHOPHONE

has ever been placed upon the market.

The way this new marvel sells Cylinder Records of any make will open your eyes.

You Want to Sell Records— The “Twentieth Century” will sell them for you.

OUR GUARANTEE:  
It Sings with all the volume of the Original

An Orchestra In Itself

Here's what LEW DOCKSTADER, the Famous Minstrel Man, has to say concerning it



Columbia Phonograph Co.,  
New York.

My Dear Sirs:-

I have used your "Twentieth Century" graphophone continuously since July 14 last and have found it to meet every requirement. In tone quality, volume and clearness it is not surpassed or even equalled by any machine I have ever seen.

Anyone who thinks your machine is not a marvel should come to see Dockstader's minstrels and the graphophone will speak for itself.

Very truly yours,

*Lew Dockstader*

It uses the ordinary Cylinder Records —any make—in addition to the new Columbia “Twentieth Century” Cylinders (one-half foot long).

It retails for \$100.

DEALERS who command a trade with proprietors of dance halls and other places of public amusement are assured of an immediate demand for the machine. Dealers report that the Twentieth Century increases their cylinder record sales 50 to 75 per cent. There's no "ifs," "buts" or "ands" about it. It's an established fact. That coupon, mailed, will bring you complete information and the interesting discounts we are now offering the trade. It will pay you to send it now lest you forget and miss the greatest talking machine money-making opportunity yet offered to dealers.

COLUMBIA PHONOGRAPH COMPANY, Gen'l

Creators of the Talking Machine Industry. Owners of the Fundamental Patents  
Largest Manufacturers in the World

Grand Prize, Paris, 1900. Double Grand Prize, St. Louis, 1904  
Highest Award, Portland, 1905

CUT OUT AND SEND THE ATTACHED COUPON TO-DAY

Tear Off Here. Fill in and Mail To-Day to  
COLUMBIA PHONOGRAPH CO.,  
90-92 West Broadway,  
New York.

Dear Sirs—I am interested in your new “Twentieth Century” Graphophone. Send me full details, prices, terms, etc., at once.  
Yours truly,  
Name .....  
Address .....  
T. M. W.

### DEVICE TO AUGMENT SOUND.

John Swem Inventor of Attachment for Which Remarkable Things Are Claimed in the Way of Sound as Applied to Talking Machines.

(Special to The Talking Machine World.)  
Colorado City, Col., March 8, 1906.

John Swem, of this city, has perfected a device which increases the volume of sound of the ordinary record considerably more than double. "The volume of sound," said Mr. Swem, "can be increased so that the human voice can be heard more than a mile away. A record no larger than those in use on an Edison phonograph can be made to give forth every note of music played by a brass band as much louder than the band played the piece, as may be desired. A speaker's voice can be heard clearly and distinctly in the largest auditorium."

In support of his claims, Mr. Swem produced a record upon which he had been experimenting, and placed it in an Edison phonograph. When the machine was set in motion the words, "Modern inventions have revolutionized the world," came out clearly and distinctly in an ordinary tone, but when he applied his device to the instrument, the sound came forth as if uttered by a giant, so that in the small room it was almost deafening.

Mr. Swem will immediately apply for a patent, as he feels assured it will meet with a ready sale to the manufacturers of phonographs, as it will be in public demand.

### EDISON GRAND OPERA RECORDS.

The grand opera records issued by the National Phonograph Co. are in great demand, and reports from dealers everywhere state that they are an immense success. Dealers at first were a little careful in ordering, but the demand is now increased to such proportions that there is no question but a big business will be transacted with these latest products of the National Phonograph

Co. The second issue of the ten Edison grand opera records will be in April, and will be by the same artists as sang the first list. It has been decided not to issue these records more frequently than once every three months, the dates for 1906 being as follows: May 1, August 1 and November 1. Steps are now being taken toward having Edison grand opera records made by other noted singers.

### VICTOR CO. EXPLAIN DELAY

In Shipments of Records—Demand Exceeded the Most Sanguine Expectations—Working Day and Night—Erecting New Plant That Will Insure All Demands Being Met.

Leon F. Douglass, vice-president of the Victor Talking Machine Co., Camden, N. J., has just sent out the following communication to Victor dealers:

"We believe an explanation of our inability to supply the demand for records is due to our distributors and dealers. Before reducing the price on records, we took precautions to work up to a capacity double the demand for records. You will recall we estimated that the reduction would double the demand; instead of only doubling it, it has increased it four times. Notwithstanding we had double the capacity when we made the change, we had previously ordered—at an expense of \$100,000—sufficient machinery to enable us to turn out four times the quantity of records for which there was a demand last fall. This machinery has just commenced coming in, and in the near future, our capacity will be above the present demand.

"We just completed a power plant last fall which we thought would take care of our increase for the next two years. We have already been obliged to abandon this plant—which cost us \$50,000—tear down four buildings and have started up a new plant far beyond what we thought we would need in the next five years so that we can surely promise you full relief in

the near future. Temporarily, we are working night and day with our present plant, though under some difficulties, as a great many girls are employed in this work who object to going home late at night. To overcome this, we have been obliged to get carriages to take them home. I only speak of this small incident to show you that everything is being done that can possibly be done—regardless of expense—to take care of this enormous unlooked for increase, and we trust that distributors and dealers will be as patient as possible under the circumstances."

### PRICES REDUCED.

The reduction of prices on Leather Post Cards from \$3.70 to \$3.10 per hundred, announced by The Risley-Bird Mfg. Co., will enable dealers to make a profit of \$6.90 per hundred. On trial orders an assortment of 67 styles is sent with each hundred, and the name of the dealer's town stamped on each card without any extra charge. These leather cards are quick sellers and since sofa pillow covers made with them have become a fad they are moving much more rapidly.

Any further information will be sent on request by The Risley-Bird Mfg. Co., 94 Fifth avenue, New York.

### HAWTHORNE & SHEBLE VERY BUSY.

Hawthorne & Sheble Manufacturing Co. report the sales of their talking machine cranes as steadily increasing, and as the United States Patent Office have allowed them very broad claims for letters patent they are largely increasing their facilities to manufacture so as to be able to supply the growing market. These cranes are now on sale in every large city in the United States, as well as in foreign countries.

John Rose, who purchased the talking machine business of Harry Jackson at 219 Bowery, New York, with various branch stores, has removed the jobbing business to Astoria.

**D**EALERS are beginning to learn that it is to their advantage to purchase the best records, and because the record quality is being scanned more closely than ever before is one of the reasons why the demand for the **ZONOPHONE RECORDS** continues to increase so rapidly.

We invite the most critical examination of our product, because we are convinced the closer the dealer goes into the subject the more he will become captivated by the results obtained from the

# Zonophone Records

They sound different than other records, and they sound better. We might add that our list for April surpasses any previous list that we have put forth. There are included in it a larger number of vocal records than has appeared in some of our previous lists, and they are all good. They are bound to be big sellers, particularly when the Ten Inch Zonophone Records sell for **Fifty Cents**.

**The Universal Talking Machine Co.**  
28 WARREN STREET, NEW YORK

## TRADE NOTES FROM CINCINNATI.

An Interesting Chat With Rudolph Wurlitzer, Jr., Who Speaks of the Educational and Enjoyable Features of the Talking Machine—New Department at Wurlitzer's—The Value of Association.

(Special to The Talking Machine World.)

Cincinnati, O., March 10, 1906.

Rudolph Wurlitzer, Jr., of the firm of Rudolph Wurlitzer Co., agents for the Victor and Edison talking machines in Cincinnati and vicinity, spoke very interestingly on the general scope, usefulness and future of those instruments, when seen by the World representative the other day. From an educational standpoint the talking machine will, in the estimation of Mr. Wurlitzer, assume a distinct stand. It offers to persons who have neither means to attend concerts of good music, nor ability to play upon an instrument, the opportunity to become familiarized with high-class selections and the personal interpretations of the best instrumental and vocal artists. The advance of the Victor talking machine in the way of producing high-class records, Mr. Wurlitzer considered remarkable and praiseworthy. The Edison machines move along more utilitarian lines. Within the next few weeks the Wurlitzer Company will establish an exhibit of the Edison machines, giving language lessons on a graded scale. These machines have, as is well known, already been established at West Point and Annapolis.

The talking machine business is increasing at such a pace that the Wurlitzer firm will establish a new department entirely separating wholesale from retail. The third floor of the new store will be given over to the wholesale line of the talking machines under the direction of Mr. Dietrich, while Mr. Strief will attend to the retail in the basement of the store, which is fitted up with a series of sound proof booths. The purely commercial advantages of the phonographs and talking machines obtain but slow recognition in this vicinity.

Speaking of the advantages expected to accrue from the newly formed association of talking machine jobbers, Mr. Wurlitzer said in substance, that each member of the association was bonded in the sum of \$500 to maintain the agreements decided on. These mainly concern uniform rates to jobbers and dealers, matters concerning the delivery of records to the public on a certain specified day, irrespective of actual date of reception, and an effort to obtain the records at stated periods from the original companies, in such fashion that the express charges, which are enormous on records, would not absorb all the profits thereof. Mr. Wurlitzer did not detail the manner of this arrangement, but stated the amount of express charges paid monthly by his company in an effort to obtain records in time to offer to the public. The sum thus disbursed amounted to a handsome figure.

## PLATING DISC RECORDS.

Some Suggestions in This Connection from a Man Who Has Been Through the Mill.

The probable cause of metal disc records not being on the market is the great expense of material, according to an English talking machine man, who suggests that with little trouble it will be easy to copper-plate composition records, and so make them practically everlasting. It seems almost impossible to wear them out. The only drawback is the needle requires changing every time instead of every two or three times. "I suggest," he said, "a smooth 7-inch first, and choose a record with a deep wide cut. If instructions below are followed, any one can do them successfully, as I have done."

See that face of record is free from grease, sprinkle face with powdered plumbago, polish with a very soft camel's-hair brush till a bright polish is obtained all over face. Great care must be taken not to scratch record. Make a saturated solution of pure copper sulphate

(free from iron sulphate), add a little sulphuric acid, bring a length of wire from carbon of battery, join to a copper plate; suspend in sulphate solution; bring another wire from zinc of battery. Make a loop thus \_\_\_\_\_, join through center hole of record; bring wire out at back of record; suspend it in solution, facing copper plate, about two inches apart.

An electrical deposit of copper is thus obtained, which in no way interferes with reproducing qualities of record. If desired a deposit can be obtained all over by polishing all over with plumbago or block black-lead. In this case it is best to bring two wires from carbon of battery and suspend record between two copper plates. A bright deposit is thus obtained all over record, and deposit of copper is less likely to chip off, as copper is practically all one piece if done correctly. This method is similar to that by which the original matrices are made.

## CLUB SCHEME FOR SELLING

Seems to Have Had Its Origin in England—What J. F. Greenwood, of Manchester, Says in This Connection.

In a recent issue of The World reference was made to one of our subscribers, a dealer, having adopted a club scheme for selling talking machines. While the idea is not entirely universal in this country, it seems to have had its origin in England, for J. T. Greenwood, of Bacup, Manchester, writes: "I have had similar clubs in operation for nearly three years, and they have been a great success. I run them on the forty weeks' system. If a subscriber requires a £2 (\$10) machine he pays 1s. (25c.) per week; if he requires a £4 (\$20) machine, 2s. (50c.) per week; a £5 (\$25) machine, 2s. 6d. (72c.) per week, and so on, at the rate of 1s. (25c.) per week for every £2 (\$10). If there were twenty members in the club a draw would take place every two weeks, and the subscriber whose name was drawn would get his machine even if it were a £5 (\$25) one and he had only paid twice. So you see the English club goes one better than the American."

## TAKES PLACE OF "SUPERS."

Beerbohm Tree Gives "Richard III." With Disc Records of Armies in Fierce Fight.

A dispatch from London, England, says that the disc talking machine as a substitute for "supers" is the latest device which Beerbohm

Tree has introduced into his theater. By the use of the machine Mr. Tree now supplies his sound effects.

In "Richard III." he had his entire company rattle swords and chains before the instrument, and then used the discs in the theater. The advantage of this method is that he always gets precisely the same effect. The talking machine company grasping at once this new field for the use of their instruments have secured records of chimes, organs, pianos and violins to be used in theatrical productions.

The manufacturers have progressed so far that in case of labor troubles with stage hands they can supply a machine of immense size that will furnish a complete selection of the music of the Coldstream Guards Band almost as well as if the band itself were playing.

## SPEECH IN A PHONOGRAPH.

President Underwood Talks by Proxy at Erie Association Dinner.

The Erie Railroad Association had its eleventh annual family dinner at the Hotel Savoy recently, and 250 officers and men, ranging from vice-presidents to chief clerks, attended. They came from all over the United States to attend the dinner, some from San Francisco, some from Boston and others were represented from Portland, Me., and New Orleans. The representatives from New York filled the foreground.

F. D. Underwood, president of the road, was on his way to California, but that his voice might be heard he had a little speech carefully preserved in a phonographic record which was let loose at the right moment.

The programme for the entertainment was full of surprises. An orchestra, for once clad in modern clothes, rendered the Erie anthem to the tune of "John Brown's Body." It was full of local hits and was heartily applauded.

A moving picture machine added to the amusement. Pictures of the robbery of an express train were displayed. To those not initiated, the comments of the railroaders were not to be understood. But it was very realistic and impressed everybody. One old man was observed to reach for his revolver when the robbers boarded the car.

Langley & Winchell, one of Boston's big jobbers of talking machines, have opened an attractive establishment at 35-37 Aborn street, Providence, R. I., which is under the management of J. H. Magner.

# "MEGA" FLOWER HORNS

FOR CYLINDER OR VICTOR TAPER ARM MACHINES

*Most Attractive and Best Amplifying Horns*

**Junior Flower** For Cylinder Machines only

24 inches long, 16½ inch Bell

Made in Five Colors:

CRIMSON,  
BLUE,  
OLD ROSE,  
VIOLET,  
MAGENTA.

**Senior Flower** For Cylinder Machines

32 inches long, 23 inch Bell

Made in Five Colors.

**Victor Senior Flower** For Victor Taper Arm Machines

Colors same as Juniors and in addition Black with Gold Stripe.

We are Exclusive Selling Agents in Mass., R. I., Conn., Me. and N. H.

**ATTRACTIVE PRICES QUOTED TO DEALERS**

Send for Circulars, Color Sheets and Prices

**THE EASTERN TALKING MACHINE CO.**

177 Tremont Street, Boston, Mass.

Distributors of EDISON and VICTOR MACHINES, RECORDS and ALL SUPPLIES  
Eastern Agents for HERZOG DISK and CYLINDER RECORD CABINETS



EDWARD LYMAN BILL, - Editor and Proprietor.

J. B. SPILLANE, Managing Editor.

Trade Representatives: GEO. B. KELLER, F. H. THOMPSON,  
W. N. TYLER.

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TELEPHONES: Central, 414; Automatic, 8643.

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

**IMPORTANT.**—Advertisements or changes should reach this office not later than the 9th of the month and where proofs are required, by the 7th. Advertisements arriving too late for insertion in the current issue will, in the absence of instructions, be inserted in the succeeding issue.

Long Distance Telephone—Number 1745 Gramercy.

NEW YORK, MARCH 15, 1906.

DEALERS and jobbers who are complaining about the inability of manufacturers to fill their orders more promptly should be fair in their criticism. In the first place this industry has shown a phenomenal increase. It has gone ahead at a pace never equaled or approached in any other trade, and when the manufacturers made what they supposed were ample preparations to take care of a reasonable amount of trade, by making substantial additions to their productive capacity they felt that they had gone far enough—at least as far as good judgment and conservatism should permit them to go. They did not dream of such a marvelous expansion, such an unceasing demand for products from all quarters of the globe in such an uninterrupted manner.

THEREFORE, it could not be reasonably expected that they could meet all of the demands made upon them with just the same degree of promptitude which they would like. The dealers should understand that it is not the desire of manufacturers in the slightest to hold back orders. On the contrary they are working day and night to take care of their trade, and if they are compelled, as they are in some cases, to parcel out their product here and there by the partial filling of orders, they are doing the best they can under the circumstances. They are, however, making preparations for an augmentation of output, but it takes time to enlarge factory facilities. All of these projected moves may be made on paper in a very limited time, but to erect factory buildings and install therein special machinery requires something more than a few sketches from the architects, particularly in these days when we are confronted with labor problems in various forms. The question of supplies is not an easy one, and patience should be exercised by the dealers, some of whom have written us expressing bitter disappointment regarding the failure of manufacturers and jobbers to promptly fill their orders. They are utilizing all the means at their command to consistently take care of their trade.

THERE are no more progressive or energetic men to be found in any industry than the one in which The World plays an important part, and our readers should rest assured that there is no time or energy lost by the manufacturers in trying to meet the situation squarely, but it is beyond the power of most of us to do just what we most desire at all times. There seems to be a steadily rising tide for talking machines and supplies from everywhere on earth, and in another year the makers will be better prepared to meet the growing demand, for growing it will be, for we belong to the optimistic class, who believe that the talking machine industry is only in the first stages of its development. The business will change. New features will be introduced, but it will not halt. It has far outgrown all predictions made for it years ago, and it has done even more. It has overcome public prejudices, and has now reached the dignity of an industry, and as will be shown by consulting our special reports, it is not only in America, but in all foreign countries that the talking machine exerts a powerful influence.

TRADE in all lines continues excellent, and the business man who does not show material advance this year with favorable conditions all around must at once figure that his policy is a wrong one, and he had better relegate it to the scrap heap of an unhappy past, and dig up some new theories as a substitute for the old. Business is good, and every dealer in this industry should score excellent results. We have noticed in our travels some attractive lines of advertising prepared by local talking machine dealers, and we would suggest that all of our readers forward to The World marked copies of their advertisements which appear from time to time, as it might prove an interesting feature to reproduce some of these with comments. Do not fail to send us marked papers containing your advertisement. We should like to know what all of the people in this line are doing to win their share of trade.

THE window features should not be overlooked in the talking machine business and right here we wish to say that window space in many instances is not used to the best advantage. We have seen the windows of numbers of talking machine people filled with an unattractive assortment of machines poorly displayed, the whole scene presenting an uninviting appearance which naturally has the tendency to repel rather than to attract trade. What a refreshing contrast to step from such a store into one where every square foot of window space is used to the best possible advantage to attract trade. We have in mind, as such an illustration, one of the largest music trade houses in the West, whose display we recently inspected. Instead of their windows being filled with pianos, the proprietors had given the talking machines and accessories the premier position as nothing appeared in the window but talkers, horns and records. The whole window scheme was developed in an attractive manner, and thousands of people would stop to admire the show, and at the same time the impression was left upon their minds that talking machines have grown to be important factors in our modern life.

WE saw another window wherein was worked out a pretty home scene by having figures seated in a room wherein a huge

talking machine was doing the entertaining. This was one of the cleverest forms of advertising and it attracted a vast deal of attention. The proprietor informed us that he considered that his investment in window space was worth thousands of dollars to him. We mention these facts because it is constantly shown to us that all of the dealers do not appreciate fully the advantages which may accrue to them through excellent use of their window space.

AND while upon the subject it might not be amiss to say a few words regarding the qualities of salesmanship. The business is so new that we have thus far developed a limited number only, of what we may term expert talking machine salesmen, and yet the trade affords great opportunities for bright, energetic young men who will make a study of the selling end of the business, and who will treat it as a profession. Superficiality never counts for long in any line. It might be expected by those uninformed that the talking machine would tell its own story, so it does, but the story should be supplemented and reinforced by good, clever, convincing work on the part of the salesman.

THE salesman should learn something of the possibilities of the talking machine, and if he devotes his energies to the business in a conscientious manner, he will at once understand the necessity of acquiring a knowledge of the talking machine and its capabilities, for when we figure that to-day one hundred dollar outfits are frequently sold it must at once be seen that it requires a good salesman to impress upon customers the excellence of those goods. He can best handle the situation by thoroughly posting himself as to what the machines will do. Learn the business thoroughly and then success will be nearer, and most of us like to be as close to success as possible.

THERE is no section of the civilized world that The Talking Machine World does not reach. The list of our foreign subscribers is steadily growing, particularly throughout South American countries, Australia, Africa, India, Great Britain, France, Germany—in fact wherever talking machines are sold. Our advertisers are constantly sending in such letters as the following, which we have just received from the Star Novelty Co., of Grand Rapids, Mich., in which they state: "Through our advertising in The Talking Machine World we have received orders from England and continental countries, one coming from Paree, Java, Dutch Indies."

WE cannot give the space to the reproduction of the many kind things said by advertisers and subscribers anent The World, but it is most gratifying to find that its army of readers is steadily increasing throughout the globe. The World has fairly demonstrated its ability to pose as a helpful adjunct to the industry, and we ask the co-operation of our readers to make it better and broader by sending to us at any time matters which they desire discussed in our columns. This publication is intended to be, in the truest sense, the forum of the talking machine industry, and there are no interests which should be neglected in the slightest, as a united industry means progress in every department. Let us all stand together for the best interests of the talking machine trade. It is worthy of splendid support on the part of those interested in its promotion.

**"TALKER" SUPPLANTING ORGAN**

In the Homes of the People, Says J. H. Estey, of Organ and Piano Fame—Improvements in Machines and Discs Responsible.

The popularity of the talking machine in the United States is simply phenomenal, and business for the opening months of the present year affords further evidence that our dealers are waking up to the great trade which may be done in these goods when properly demonstrated and pushed. According to J. Harry Estey, head of the famous Estey Co., manufacturers of pianos and organs, the talking machine is seriously affecting the popularity of the reed organ. Talking on this subject some time ago he said: "You ask, what are some of the things that have lately hurt the trade in reed organs? Well, I think the talking machine is a large rival. I do not care to assume too positive a position on this point, but I believe my theory will prove correct. I have been doing considerable automobiling this summer through the open section of this part of the country, and my attention was attracted by the fact that in many instances the talking machine supplied the musical wants of the farmers' homes. Now, take into consideration the tremendous strides that are evident in the talking machine field, and you will see that this instrument is appealing to something more than the mere passing fancy of the people. The new disc records with their superior tonal accomplishments are responsible for this in the largest measure. Mind you, I by no means believe that the talking machine is going to make good for a great length of time as the supplier of family music, and yet I believe that it is doing so at present in a much larger degree than we imagine. How the organ dealer is allowing this machine to be substituted where he could make reed organ sales is a matter I believe for his serious consideration."

**HER VOICE SAVED FOR POSTERITY.**

The voice of the dead was heard at the funeral of Miss Minnie Nelson, 1711 Kenmore avenue, says the Chicago American. Three weeks ago she sang "Nearer, My God, to Thee," into a phonograph, and every tone of her beautiful soprano voice was reproduced by the phonograph at her funeral, causing her friends to comment on the strange experience.

"Miss Nelson, who was a music teacher, was possessed of a voice of unusual range. At a party she was induced to sing into a phonograph—a song, a pathetic ballad and finally the famous

hymn. The three songs were reproduced at once, and all present were amazed at the fidelity of the reproduction of every tone in the singer's voice.

"She was taken ill, and expired suddenly, and her funeral services were held yesterday. After the funeral address, the phonograph softly reproduced the song the girl had sung before the shadow of death fell upon her. All present who knew of the circumstances were deeply affected."

**A CAL. STEWART STORY**

Brought to Light by Howard Taylor, Middleton—A Pleasing Reminder of the Dean of Talking Machine Talent.

Howard Taylor Middleton, whose phonographic stories are well known to readers of The World, in a recent communication, writes:

"Searching among a pile of old letters the other day, I came across one from 'the grand old man' of the talking machine talent, Cal. Stewart, which I think will prove interesting to the readers of The World. There is probably no one man in the business to-day who has created more good wholesome laughs than this gentleman, and while his field at the present time is restricted to one company, his records are still greatly sought after. I was quite a youngster at the time this letter was received, and, boylike, developed the hobby of collecting autograph-photographs of my favorites among the talking machine stars. Mr. Stewart was one to whom I wrote in this regard, and his kind answer to my request follows. It contains a clever little story, which I believe was never published before:

"New York, Nov. 5, 189—

"Dear Sir—I am in receipt of your favor of the 2d, dated at Philadelphia, and I am very much pleased to know that my phonograph stories have pleased yourself and friends. Still, at the same time, I am not egotistical enough to think that I am such a famous personage that my autograph would be any great treasure. But as you have asked for it, you shall have it. I am also sending you by this mail my photo in character and out of it, which I hope will reach you in good condition and find you in the best of health and able to stand up to the rack and eat your fodder. And now I want to tell you something:

"When I came down here to New York City I allowed that while I was here I would get a tooth pulled that was growling around for a spell back, so I went in to one of them tooth destructin' parlors and told the feller in there that I had been waitin' a long time to get that old tooth

out, for there had been times when it was pretty hard to have that tooth and be a Christian.

"Well, he pried open my mouth and put a patent derrick into it, and then he done some drillin' that made me think he had worked in a stone quarry at some time in his life. Well, after he had prospected around for a while, he told me that it was a pretty bad tooth and would cause me considerable pain, and asked me if I would take gas. I told him that down in Punkin Centre where I lived we didn't know much about gas, and if it was all the same to him he could give me kerosene. I remain, sincerely yours,

"(Signed) CAL. STEWART."

**HELPED TO FORGE WILL.**

Peculiar Use of the Talking Machine Comes to Light in Hungary.

The talking machine has certainly been used for many strange purposes, but some recent facts which came out in a will contest in Hungary afford further proof of its growing use in the courts of law. It seems that Alois Szabo, the son of a wealthy peasant of Szegedin, Hungary, who died recently, was arrested on the charge of forging a will by means of a talking machine. Shortly before the death of the father the servants were called into his room and heard a voice proceeding from the bed say: "I leave all my property to my eldest son, Alois, and my other children are to get nothing." As a verbal statement made by a testator, when on the point of death, in the presence of witnesses, constitutes a valid will in Hungary, this disposition of the peasant's property was upheld in the courts.

A few days ago, however, Alois' mistress, with whom he had quarreled, alleged in a talk with the police that the voice the servants heard was not that of his father, but that Alois had spoken the words into a phonograph. According to her he had placed the instrument under the father's bed, and when the old man had lost consciousness called the servants in and set it going.

**AN EXCHANGE FOR RECORDS**

On the Tabard Inn Plan Opened by an Enterprising Talking Machine Man in New York.

An enterprising retailer of talking machines on the west side of this city has opened an exchange for records. Since the withdrawal of the exchange system by the leading companies he found that his sales were gradually falling off, due in a measure to the exchanging of records by his customers among themselves. He at once applied the Tabard Inn system to his business, securing a quantity of used records for a base of supplies. By the purchase of a new record at least once a week, his patrons upon the payment of five cents could secure the use of a used record for one week. He finds that his sales have increased, and that he has more than made himself good on the records that he had regarded as dead stock.

**MARIE HALL'S GOOD WORK.**

The Great Artiste Says Many Things in Favor of the Talking Machine, of Which We Are Most Appreciative.

Marie Hall, the distinguished violiniste, who has just returned to Europe after a successful tour of the United States, is an ardent admirer of the talking machine, and had good words to say for it, no matter where she appeared throughout the country. As Marie Hall is an artist to her finger tips this commendation has helped in no small way to emphasize the artistic merits of the "talker." For instance, in several Western papers we notice that in the interviews she gave the reporters she made the point that she has a talking machine in her home in London which plays many American airs, and plays them well enough to please her. She has also paid tribute to the possibilities of the machine in most pleasing way, for all of which many thanks.

**The Russell Hunting Record Co., Limited****MANUFACTURERS OF THE  
"STERLING" RECORD**

ARE THE LARGEST MANUFACTURERS OF RECORDS  
IN GREAT BRITAIN. OUTPUT 125,000 WEEKLY.

Every Sterling Master is Recorded by RUSSELL HUNTING The Originator of the  
"Michael Casey" Series  
WE GUARANTEE EVERY RECORD TO BE PERFECT.

**"STERLING"**  
GOLD MOULDED RECORDS 25 CENTS EACH.  
LIBERAL DISCOUNT FOR EXPORT.

Canadian, New Zealand and South African Importers will save Duty by Importing BRITISH MADE RECORDS.

**THE RUSSELL HUNTING RECORD CO., Limited**  
81, City Road, London, E. C., England

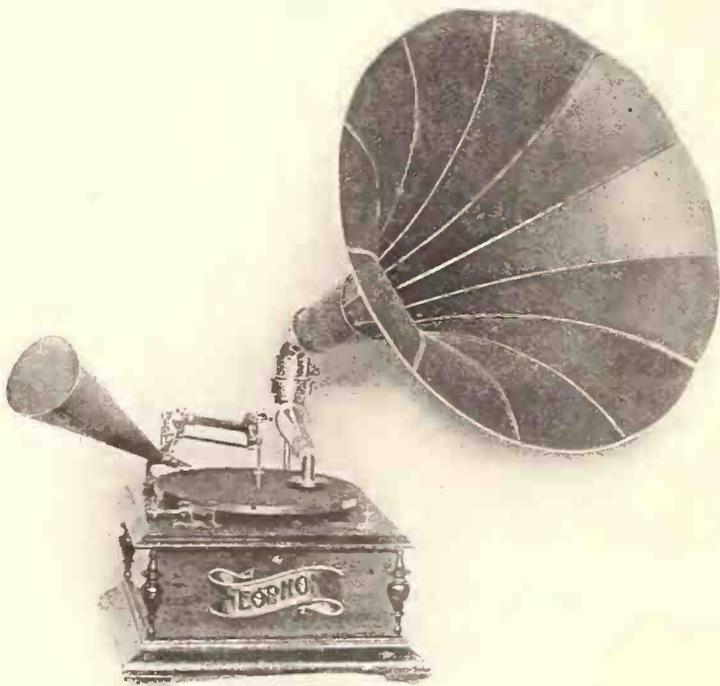
# THEY SELL THEMSELVES

# THE NEOPHONE

DISC-PHONOGRAPH (System Dr. Machaelis)

Patented in U. S. A., U. K., France, Germany, Austria, Russia, Italy, Canada, India, Australia, Etc.

POINTS ABOUT THE  
N-E-O-P-H-O-N-E  
NO NEEDLES TO CHANGE  
PERMANENT SAPPHIRE REPRODUCER  
PRACTICALLY INDESTRUCTIBLE DISCS  
GREAT VOLUME \* PURITY OF TONE



NEOPHONE	B	B'S
	(BUSINESS)	(BRINGERS)
Discs, 9 inch, about, - - -		\$0.13 (6d)
“ 12 “ “ - - -		.25 (1/)
“ 20 “ “ - - -		2.50 (10/6d)
Machines, - - -	\$6.00 to 100.00	(30/ to £20)
Home Recorder, with 6 Disc blanks,	7.50	(30/)

THE NEOPHONE is a combination of *all* the best features of *all* types of talkers. It gives reproductions as sweet as the best gold moulded cylinders, yet of as great volume and brilliancy as the leading discs—and the prices are over 50% less. Neophone Disc Records are unbreakable, light and practically indestructible. They do not grow “grey with age” after being played a few times.

## NEOPHONE BUSINESS IS BIG BUSINESS

In consequence of their great value and general excellence, Neophones and Records are ready sellers at all seasons. Just think—Disc Records at about 13 cents (9" 6d) and 25 cents (12" 1/)! This announcement in your show window will attract crowds of customers. Don't you want your share of the business?

## Neophone Home Recorder

This device is the last step in making the Disc Machine the most popular type—with it records can be made at home on *any* disc machine—records of far greater volume and higher quality than is possible with cylinder machines. Price, complete with six blanks, \$7.50 (30/).

(See illustration of Home Recorder fitted to Machine.)

# NEOPHONE LIMITED,

LONDON, 1 Worship Street,  
Finsbury Square, E. C.  
ENGLAND

PARIS

BERLIN

MILAN

PHILADELPHIA'S BUDGET OF NEWS.

Trade Conditions Favorable—Fascination of the "Talker"—Additions to Victor Plant—Johnson's Enterprise—Magnetic Club's Experiment—Lewis Talking Machine Co.—The Phonograph in Melodrama—Metropolitan Amusement Co. Organized—The News of the Month in Detail—Strawbridge & Clothiers' Clever Talking Point—It Sells Machines.

(Special to the Talking Machine World.)

Philadelphia, March 12, 1906.

Trade conditions are reported favorable by local dealers, there being no question that trade this spring is far better than a year ago; again there are more people in the business and more talking machines in use, thus stimulating the demand for records and other accessories.

The Musical Echo Co., with well furnished parlors at 1339 Chestnut street, are carrying a full stock of Victor machines and records. Manager Bentley and his assistants are successfully reaching out for high grade business.

"I think much of the success attending the talking machine business can be attributed to the fascination it exerts over almost everyone having to do with the business," said a Chestnut street jobber, to The World's representative. "Music we know is pleasing to all and downright fascinating to many; and, outside of its musical feature the talking machine is interesting and instructive as well as useful and valuable, because of the many uses to which it can be put. As an invention it seems to me that it is entirely in its infancy, wonderful as it is how far it has already advanced as a scientific, commercial and mere toy instrument, and what the future of it will be time alone can tell. As a jobber I have the greatest faith in the machine as a commercial commodity. The business of selling them is a clean, pleasant one—quite in a class by itself so far as respectability and agreeableness is concerned and it does not surprise me to see so many going into it and meeting with excellent success."

Leon T. Carpenter, R. B. M. McIntyre and Geo. W. Booth, Philadelphians, together with Wm. L. Casselman, Jr., of Camden, N. J., have organized the Metropolitan Amusement Co., and secured incorporation papers the past month. The main object of the company is to open amuse-

ment parlors, where phonograph, moving picture, etc., machines will be the attraction. It is said the company will ultimately invest \$20,000 in the business. Its office is at 111 Market street, Camden.

John A. Smith, one of Camden, N. J.'s, leading phonograph and musical instrument dealers, journeyed to Albany the past month, where, as a Hearst lieutenant he looked after several political matters. Incidentally he looked over the talking machine field in New York and laid in a number of up-to-date purchases. Mr. Smith is enjoying a very good run of trade, and reports large Victor sales.

The "always busy factory" would be a descriptive title for the large plant of the Victor Talking Machine Co., of Camden, N. J. In all departments work is being vigorously pushed and efforts to "catch up" with orders are being made. Construction work on the large new addition to the Victor plant is being prosecuted. The addition to be erected will form a portion of a future six-story building extending eastward on Cooper street—and will harmonize with the present handsome main structure. The addition will be 40 by 89 feet, one story in height and absolutely fireproof. As soon as completed there will be installed in the new addition a 300 h. p. Corliss engine, of most approved type; one 150 and one 100 k. w. generator, directly connected to engine; a large air compressor, pump and minor equipment—all of which machinery has been ordered. It is stated that when completed this power plant will be one of the most efficient of its kind in the State.

Eldridge R. Johnson, of the Victor Co., is among the organizers of the new West Jersey Trust Co., of Camden, which will have a capital stock of \$100,000 and do a general trust and banking business—probably at Third and Market streets. Under General Manager L. F. Geis-

ser's care business at the Victor works is running smoothly and well, while George Ornstein, manager of the salesmen's department, has the happy faculty of inducing the "travelers" to send in large orders right along.

The Magnetic Club, of Philadelphia, a semi-social scientific organization, at its recent banquet, placed an instrument called a telegraphone in operation between the banquet room and another part of the hotel. The instrument, with megaphone attachment, transmitted speeches made to the distant part of the hotel and did a number of interesting things. A talking machine dealer here said of the telegraphone: "It is an instrument which phonograph dealers could handle to advantage, it seems to me. For instance, a No. 1 phonograph when playing could, via the new instrument, send its sound waves all over a house, or, say in the country, to many farmhouses when not a few but really hundreds of people could enjoy the latest songs, music, speeches, etc."

C. J. Heppe & Son, who operate three large music, etc., stores in advantageous sections of the city, have for some time been selling talking machines on the weekly instalment plan and find that it is highly successful.

The Lewis Talking Machine Co., whose headquarters are at 15 South Ninth street, this city, may be counted among the progressive concerns in the talking machine business. Mr. Lewis is an enthusiastic worker and has built up a fine jobbing trade. He carries at all times a large stock of the Columbia disc and cylinder graphophones, which are growing in popularity in this section. The 20th Century is certainly a wonder.

"Our machines are adjusted by experts" is a telling point Strawbridge & Clothier make in asking buyers to look into the merits of Edison and Victor talking machines. Notwithstanding the fact that talking machines have been on the market a comparatively long time, there are many, many people, especially those from small towns and villages, who know absolutely nothing of the mechanism, etc., of talking machines, and Strawbridge & Clothier's policy of "educating" them is a wise one as increased sales prove. The firm's talking machine department on the third floor is in charge of expert managers, and a stock of everything "phony" is carried.

"The phonograph will yet play a most important part in a melodrama," commented a South Eighth street dealer. "You remember in the play of 'The Octoroon' that just as the heavy villain, Simon Scudder, gives sweet little Paul his death blow with the Indian's club, a camera snapshots the villain's act and finally the Indian, from the photo tracks down and makes mince meat of the villain. Note the connection between camera and phonograph. In the coming phonograph-drama an instrument, set for recording, overhears two villains plotting the death of Reginald Goodheart, affianced husband of beautiful heroine. Ere the weighty scoundrels can accomplish their wicked design records are put on another machine—owned by the heroine, of course—and burr—buzz—great heavens! she hears the machine tell of the plot between the villains to kill Reginald. She flies to him! Warns him! The villains skedaddle and all ends happily. Innocent phonograph is put in glass case and is chief ornament of happy married couple's home. Oh! I tell you, the phonograph has hardly been heard from."

The Santa Fe Watch Co., Topeka, Kan., are building up quite a business in talking machines in their territory. An attractive feature of their publicity was the public concerts which they have been giving, in which the Twentieth Century graphophone has proven a great feature of attraction.

The Columbia Phonograph Co.'s new store at 636 Penn avenue, Pittsburg, Pa., was formally opened to the public on Feb. 24. In this connection some very excellent advertisements were carried in the local papers in which a number of attractive efforts were made that must have interested the thousands of visitors.



## "THE WHITE BLACKMAN"



WILL GIVE YOU THE GOODS

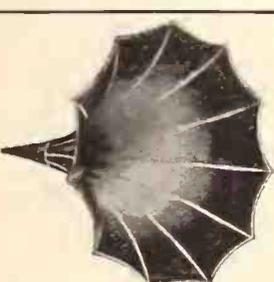
AN **Edison** Jobber

A **Victor** Distributor

"IF BLACKMAN GETS THE ORDER, YOU GET THE GOODS."

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Write for prices on the Improved **BLACKMAN FLOWER HORNS** and note the Points of Strength.



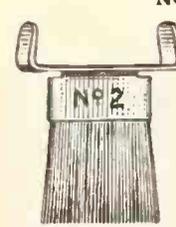
Made in Six Styles.

Our new Pointed Bell Flower Horns combine Beauty and Strength and our Prices are Low. Send for Circular and Dealers' Prices.

- No. 10 Black and Gold stripe.
- No. 20 Maroon and Gold stripe.
- No. 30 Blue and Gold stripe.
- No. 40 Black Morning Glory.
- No. 50 Maroon Morning Glory.
- No. 60 Blue Morning Glory.

We can now deliver the New Style Place Automatic Record Brushes for New Style Edison Machines.

New Style Place Record Brushes. NOW READY.




PATENT ALLOWED.

No. 2 fits Standard or Home.  
No. 3 fits Gem or Triumph,  
on Old or New Style Models.

LIST PRICE, 15c. EACH.

We give DEALERS and JOBBERS a GOOD PROFIT. WRITE FOR DISCOUNTS and Samples.

The Place Brush clamps under the speaker arm and AUTOMATICALLY removes all dirt or dust from the RECORD, so the sapphire runs in a CLEAN TRACK and insures a GOOD REPRODUCTION.

WE OWN THIS INVENTION and WILL PROSECUTE INFRINGERS.

---

Get One of Our New Dealers' Price Lists. We are quoting very low prices and every dealer in the U. S. can save money on Supplies by buying from our Price List. Retail. Wholesale and Special Quantity Prices are quoted. Write now.

Blackman Talking Machine Co.,

GET THE BLACKMAN HABIT AND YOU WILL KEEP IT

J. NEWCOMB BLACKMAN, Prop.  
"The White Blackman."

97 Chambers St., New York

# ABROAD

(Special to The Talking Machine World.)

London, Eng., March 5, 1906.

The readers of The Talking Machine World in the Colonies, as well as in South America, will be much interested in the complete list of Sterling records recently issued by the Russell Hunting Co. They are among the most comprehensive in their line, and include all the latest successes in both instrumental and vocal fields. The success of this house has simply been phenomenal, and it is due unquestionably to the production of a value which at once appeals to both dealer and purchaser.

\* \* \* \*

The Gramophone Co., in reply to requests, have made up the following phonetic spelling of some foreign names for one of our most energetic provincial dealers, who complained that his assistants, while anxious to do a Red Label business, were often nonplussed in the matter of pronunciation. We venture to reproduce his efforts herewith. Singers: Tamagno (Tamarino), Caruso (Caruzo), Plancon (Plonson), Michallowa (Mick-i-low-ver). Composers: Tschai-kowsky (Chicouhns-kie), Tannhäuser (Tan-hoy-ser), Waldteufel (Val-toy-fell), Wagner (Vargner), Gounod (Goo-no). Titles of operas: Pagliacci (Pal-archie).

\* \* \* \*

The expansion of the talking machine business on this side of the water is well illustrated in the growth of the Neophone, Ltd., whose new headquarters are now located at No. 1 Worship street. The building is an imposing one, admirably fitted up in every respect for their growing business. The ground floor is devoted to the

show room, assistant manager's offices, book-keeping and correspondence departments, in which latter more than a dozen typists are employed. The assistant managers, E. J. Sabine and H. Hinks Martin, are possessed of unbounded enthusiasm and untiring energy. The show room is one of the finest in the trade, and among the models displayed is the Neophone Grand, which retails at \$100, being especially built for playing 20-inch discs. These records, which play for about 10 minutes, will certainly be in great demand, as they are a distinct novelty. Their great advantage is that long selections can be reproduced without omissions, and the volume, tone and quality are excellent. But it is the unbreakable disc records, at 12c. and 25c., which are making the Neophone so widely popular. On the lower ground floor are the printing presses, which are capable of turning out 10,000 discs per day. The Phono Trader reports that just now they are working night and day to keep pace with the demand. The shipping department is also situated on this floor. The board room, secretary's office and experimenting department are all on the first floor; stock room and mechanics' department on the second floor, and on the top floor are the recording and testing rooms.

\* \* \* \*

The employes of the Columbia Co.'s branch in Glasgow held their second annual reunion recently when about fifty sat down to tea at their large premises on Union street. There was music, singing and dancing. Mr. Shearer, the local manager, presided over the festivities. A very interesting and welcome feature of the program was a speech delivered by Frank Dorian, the company's European general manager, which was spoken in London and reproduced on the graphophone. His message included an appreciation of the work accomplished by the staff and included a message of encouragement and good wishes for the future.

\* \* \* \*

The local papers continue to devote considerable space to the use of the talking machine by

candidates in the recent general election. One of the leading papers in Glasgow utilized one of the Columbia's sound magnifying graphophones on election night, and during the time the returns were being received the machine played and sang, and in the chorus of popular songs the immense crowd joined in with hearty good will. In one of the cities in the north of Ireland the Edison phonograph and gramophone were also employed to entertain the crowds. It kept them in splendid good humor, and instead of the usual acrimony and bitter feeling which prevails around election time the talking machines kept the crowd in best of spirits. There is no mistaking the fact that the talking machine has played quite a part during the election, and it has been impartial, too, featuring neither the liberal, conservative, nor labor parties.

\* \* \* \*

An important suit has been up before Justice Farwell in the Chancery Division, the plaintiffs being the Gramophone and Typewriter, Limited, and Ch. and H. Ullmann, defendants. The charge was an alleged infringement of patents controlled by the plaintiffs on the tapered arm, especially that granted July 1, 1903, and which is described as "a curved, tapered, amplifying horn, with joints such that the larger portion thereof may be adjustable on a fixed support, while the small end thereof, or that on which the sound-box is mounted is pivoted so as to swing, horizontally, and also has a secondary joint, which allows the soundbox to move vertically to follow the irregularities of the record, and also of the needles being inserted or removed." A number of witnesses, including patent experts, were heard for the plaintiffs and the defendants in their pleadings claimed that the patent was anticipated by Jensen and Grivolos. The plaintiffs, however, in rebuttal, denied that these inventors covered the patent at issue on which the suit was instituted. Judgment was not rendered at time of writing.

\* \* \* \*

James S. Bradt, who has been appointed manager of the Columbia Phonograph Co.'s local in-

## "IT BEATS THE BAND"

(Registered Trade Mark)

The Best Phonograph on the Market for Anything Like the Price

No Restrictions.

No Price  
Maintenance

Large Stock  
on Hand.

Superior to All  
Others As a  
Newspaper Scheme  
Phonograph.



THE DENHAM MERMAID 1906 MODEL.

We sell  
**ALUMINUM  
HORNS**

separately also.

They can be furnished to fit all machines. Spun in one piece—no seams or joints. Light weight combined with strength. Will never tarnish. Inexpensive.

Write for particulars.

**THE EDWIN A. DENHAM COMPANY, Inc.**

31 Barclay Street, NEW YORK, U. S. A.

LONDON

BERLIN

WASHINGTON

terests, has, previous to his present appointment, been making his headquarters at Berlin, attending to the company's business in Germany, Austria, Hungary and Russia from that point. He has had a world-wide experience, having been, during his American experience, in charge of the Columbia Company's business in Pennsylvania, and a number of southern States. He reports the talking machine business in Germany as unusually good, but feels that there is a tendency to overproduction in the disc field. In other words there are too many of them in the business. Mr. Bradt feels delighted at his appointment to London and he can feel assured that he is heartily welcomed.

J. A. Sabine has joined the forces of the Neophone, Ltd., taking over the duties of his brother, E. J. Sabine, who will have charge of the French branch of the Neophone Co., with headquarters in Paris. J. A. Sabine, previous to his present appointment, was with the Columbia Co.'s branch in Berlin.

The Russell Hunting Record Co. have inaugurated an exchange plan whereby they will accept broken or unsalable records of their own make only, in exchange for new ones on conditions that an order be given for at least twice the quantity returned; that no worn-out records be sent as they will not be accepted; that returns be made to the factories and that the carriage on returns be prepaid. April 30th next is the last day in which records will be accepted. Records must be returned in the original boxes. This company have just placed a new horn on the market which, it is claimed, gives a wonderfully fine tone reproduction.

Barnett, Samuel & Sons, Ltd., of this city are among the biggest jobbers in the trade, and apart from the sale of machines have an immense demand for Columbia, Edison, Sterling, Pathe and other specialties which they handle.

Miss Morreson, secretary of the Manx Language Society, has been using the talking machine with great success for the purpose of making records of the fast-disappearing Manx tongue. She recently related the following amusing experience: "On our travels we found the old man on the top of a barn mending the roof. After a little persuasion he was induced to come down into the barn and to sing two old songs

into the talking machine. His amazement was extreme when he heard the songs repeated. His face was a study of critical enjoyment. 'Well,' he said with a sigh of content, 'I thought I was about the bes' that's going at the Manx, but that fella' bates me clane altogether.' In the middle of the song he had broken off to ask for a rest, and when he heard this request also repeated he was a little annoyed. 'I'll give in: he is better at the Manx till me,' he said, 'but he needn't mock me for all: he might have lef' that out.'

A rather odd happening in which the talking machine played an important part occurred recently in Paris at a soiree held in honor of his friends by a man named Partant living in the Rue Juliet Lambert, among the guests being a certain M. Paul Carmin.

Mme. Partant, who has a magnificent voice, sang for the guests, and her husband then brought out a box of talking machine cylinders. He took one labeled "Comic Song," and started the instrument, but instead of a comic song the machine began to grind out the famous duet from "Romeo and Juliet," sung by Mme. Partant and M. Paul Carmin. The duet was interlarded by such remarks as: "Oh, you little darling!" "Yes, dear!" "Yes, Paul, my precious!" And the voice of Paul was heard replying "Dearest Amelie"—the wife's name—"you are a love-bird!"

A painful scene ensued, and, as the guests left hurriedly, M. Partant sent for the police, and went with his wife, Carmin, and the talking machine to the office of the nearest magistrate, where he registered a prosecution against the "singers," and left the machine as proof.

It is said that Mme. Partant and M. Paul Carmin had been in the habit of singing duets and of taking records on phonograph cylinders, which Carmin took away with him. He had left one by mistake, and the husband used it by accident.

A Hamburg manufacturer is distributing some very interesting circulars among the British ship masters at Hamburg. They are printed in both German and English, and are particularly felicitous in the English version. The writer says: "Hereby I respectfully beg to call the attention of captains, officers and sailors to the old-established and well-recommended musical manufactory of ——. I can recommend my music warehouse for goods of the best and most excellent qualities. Respectable captains and officers also receive cheaper prices, in order that a greater and more durable business may be done.

"Prized medals 1889-91. The greatest, Columbia graphophone, and cheapest gramophone, phonographe house of Hamburg, gramophone, modernist, disk works, phonographe, do. disks, veritable Edison. Gramophone talking machines, do. disks and records and first quality. I recommend you also my youngest and newest talking machine 'Gloriosa.' The 'Gloriosa' is for his strong and fine execution, his beauty and resistance, his beautiful music the best most interesting and wonder cheapest family and other people speech work. Therefore not tarry, but convict yourselves. The Beca-Disks are not alone the prettiest and sonourest but the cheapest to, while the rates are still been diminished. American accord-harmonium can play everybody."

The Columbia Co. report an unusually good business for the opening months of the new year which affords satisfaction in view of their December sales, which were the greatest in their history by over seventy thousand dollars.

WHOLESALE QUARTERS IN SHARON.

W. C. De Forest & Son have just completed moving their wholesale talking machine business to Sharon, Pa., where they have five times the room formerly occupied. They have an unusually complete stock consisting of Edison, Victor, Columbia (disc and cylinder) talkophones, American records in fact as well as supplies of all kinds. This department is under the management of G. L. Bassett, who is a gentleman of decided ability.

Take care of your customers

You not only want to do everything you can for them, but you want to see that your dealer does his part by you.

If he doesn't send goods to you promptly and makes you keep your customers waiting, he is working against you, and all your efforts to please your customers and build up a larger and more profitable business will count for nothing.

You want your customers to depend on you to have what they want or to get it for them quickly. You ought to have the same kind of a jobber that you can depend on. If he values your trade, he will show it by taking care of you.

Nothing slow about us in filling orders. We have Victor machines, records and accessories, trumpet horns, English needles, fibre cases and other specialties right in stock, and as fast as the orders come in the goods are packed and shipped.

We help you best by helping you to please your customers. We know that means more money and increased trade for you—and we'll get our share of the business from you.

Good idea to give us a trial order for the things you generally have the most trouble to get. That will be a pretty good test of what you can expect from us.

Write to-day for a copy of our latest catalogue.

The Victor Distributing and Export Company

77 Chambers Street New York

CRESCENT TONE Regulator



FOR

TAPER ARM TALKING MACHINES

This is the Tone Regulator that has been such a wonderful success from the very start. Live dealers are selling it everywhere because

It enables you to obtain instantly any volume of sound desired from a whisper to the loudest tone,

It is very simple in construction, easily attached to the sound box and produces a pure, musical and distinct tone,

It is the ONLY Tone Regulator that does NOT wear the records. Write for circular and special discounts to dealers.

CRESCENT TALKING MACHINE COMPANY 3749 Cottage Grove Ave., CHICAGO, ILL.



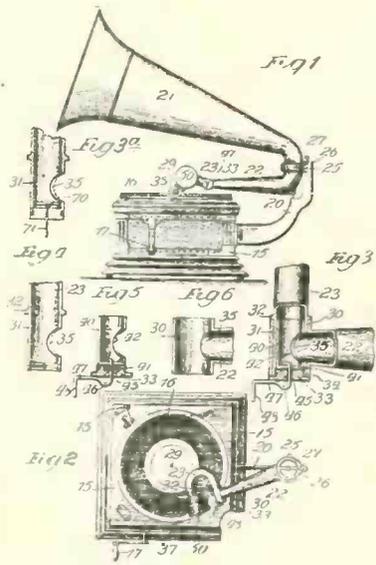
**LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS.**

(Specially prepared for The Talking Machine World.)  
Washington, D. C., March 7, 1906.

PHONOGRAPH. Eugene M. Robinson, Chicago, Ill. Patent No. 813,670.

This invention relates to phonographs, and particularly to means for reducing the volume of sound-waves passing through the horn of the phonograph, whereby a phonograph designed for outdoor work or for a large auditorium may be used in a small room without discomfort to the auditors. This invention is in some respects an improvement upon patent No. 778,271, for phonograph, issued to same party December 27, 1904.

The object of this invention is to provide modified forms of structure for use in place of those shown in prior patent. One of these forms is especially designed for use in a well known com-



mercial type of phonograph-horn, whereby great accuracy of regulation of the volume of sound-waves passing through the horn is obtained.

This invention consists in this particular detail in the use of a horn having a substantially right-angled joint therein, there being in one of the angular portions of this horn a rotatable valve adapted to be rotated from without to regulate the volume of sound-waves passing from one of the angular portions of the horn to the other.

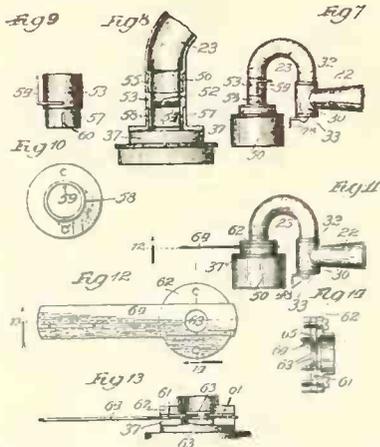
The invention also consists in the novel form of mounting for a sound-restricting mechanism, so that it can be detachably placed in the horn at some suitable point between the reproducer and the end of the horn.

In the drawings, Fig. 1 is a side elevation of one of the commercial forms of phonograph hav-

ing preferred form of the invention applied thereto. Fig. 2 is a plan view of the same, a portion of the horn being removed. Fig. 3 is a sectional detail view showing the preferred form of invention in assembled position. Fig. 3a shows an alternative form of valve. Figs. 4, 5 and 6 are sectional detail views of different parts of the structure of Fig. 3. Fig. 7 is a plan detail view showing means for restricting at two different points the volume of sound passing through the horn. Fig. 8 is a sectional detail view of the left-hand arm of Fig. 7, showing in detail a mounting for the restricting mechanism, which mounting can on a proper proportioning of the parts be applied to the horn at any desired point in its length. Fig. 9 is a detail plan view of the exterior of the mounting just referred to. Fig. 10 is a rear view of a reproducer, showing the method of attaching the mounting of Fig. 9 thereto. Fig. 11 is a plan detail view showing two means for restricting the volume of sound passing through the horn at different points, one of said means being practically within the reproducer itself. Fig. 12 is a detail sectional view on line 12 of Fig. 11. Fig. 13 is a sectional plan view taken on line 13 of Fig. 12. Fig. 14 is a sectional detail view taken on line 14 of Fig. 12.

GRAMOPHONE. Herbert S. Mills, Chicago, Ill. Patent No. 812,512.

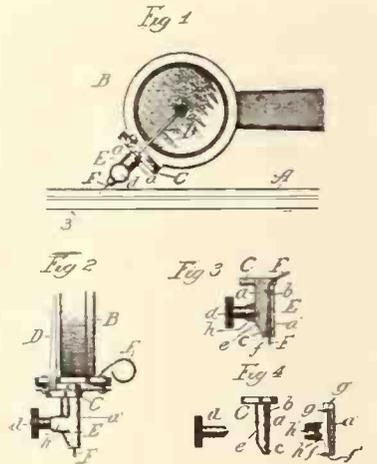
This invention relates to an improvement in the means for supporting the stylus in the form of an attenuate length of wire on the reproducer of the instrument to co-operate with the rotary record-disc, the degree of attenuateness of the wire, which is of uniform or substantially uniform thinness throughout, being such as to cause it to present always to the record-grooves an adequately fine point as it wears away with use by fric-



tional contact with the grooves. This fine wire is too yielding for use without support, since by undue bending in traversing the disc it wears the record and renders it indistinct.

The object of this invention is to provide a novel construction of rigid clamp on the reproducer which shall serve to hold the wire in a manner to permit one end to protrude to the desired short distance beyond the clamp for engagement with the record and to confine the wire throughout the remainder thereof contained in the clamp, so firmly and uniformly as to render it practically an integral part of the rigid clamp, and thus prevent any independent vibration or movement of the wire therein which would tend to mar or destroy the stylus action.

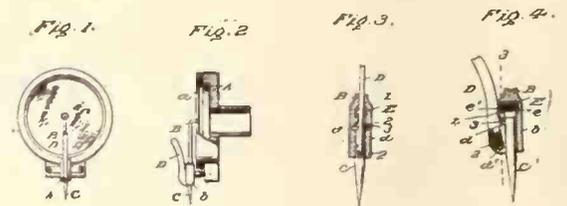
In the accompanying drawings, Fig. 1 is a broken view showing in side elevation the reproducer equipped with the improvement and in operative position relative to the record-disc, Fig. 2 is a view of the reproducer in front elevation, shown broken and provided with the improvement. Fig. 3 is a section taken at the line 3 on Fig. 1 viewed in the direction of the arrow



and enlarged; and Fig. 4 shows the parts of the improved clamp separated and ready to be assembled, the removable jaw being in section and the other parts in elevation.

GRAPHOPHONE-REPRODUCER. Geo. A. Mainwaring, Bayonne, N. J., assignor to American Graphophone Co., Washington, D. C. Patent No. 811,568.

This invention relates to means for securing in place the needle of a reproducer, and its purpose is to permit the needle to be readily inserted in place and to expedite the substitution of a fresh needle for an old one. At the present time these needles are held in the needle receiving barrel by a set-screw, and to put in a fresh needle the

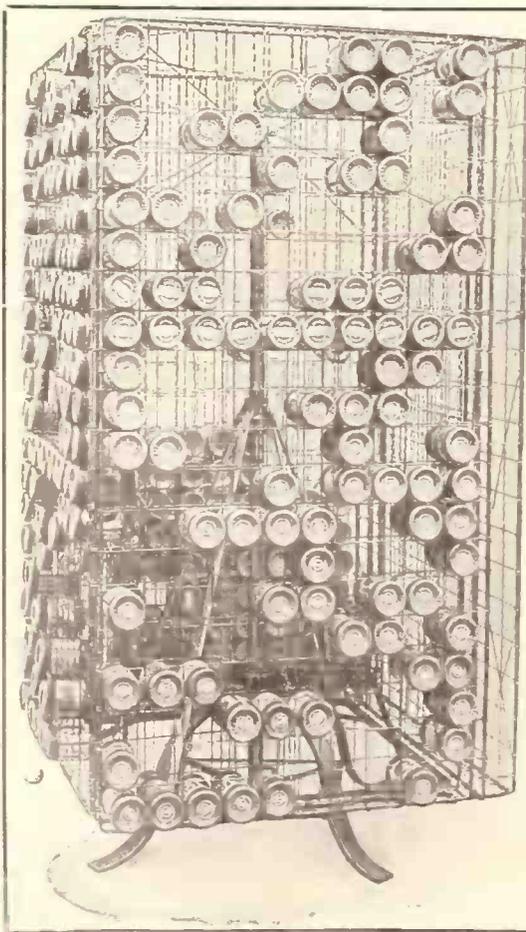


screw has to be turned several revolutions, and then after the old needle is removed and the new needle put in place the screw has to be turned back several revolutions, all of which calls for considerable time and trouble. By means of this invention most of this is avoided. The use of a split spring-socket for holding the needle has also been proposed; but no means (such as a lever) have been provided for releasing the pressure upon the needle to permit ready removal of the same and substitution of a fresh needle.

This invention will best be understood by reference to the accompanying drawings, showing the preferred embodiment thereof, in which Fig. 1 is a face view, and Fig. 2 is a side view, partly broken away, of a reproducer equipped with this novel means for holding the needle in place. Fig. 3 is a sectional view through the barrel of the stylus-bar on line 3, Fig. 4, the stylus-clamping lever being shown in elevation. Fig. 4 is a longitudinal sectional view at right angles to Fig. 3.

ATTACHMENT FOR PHONOGRAPHS. Zenas Tarble Grover, South New Berlin, New York. Patent No. 811,633.

This invention relates to certain improvements in phonographs, graphophones and similar sound-producing machines, and more particularly to a



**One Thousand  
CYLINDER RECORDS**

That's the Capacity of  
**THE MONARCH**  
Revolving Rack

You cannot carry records as well any other way. We can hardly keep pace with the demand. Better get your order in

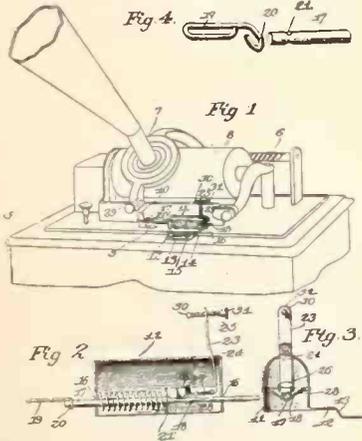
**NOW**

Catalogue of the complete "Heise System" of racks on application. Shall we send it?

**Syracuse Wire Works**  
SYRACUSE, N. Y.

novel form of mechanism for automatically operating the motor-brake after the sound-box has entirely completed the reproduction of the record.

The object of the invention is to provide a simple, inexpensive and efficient device of this



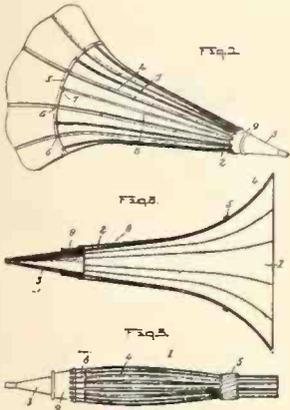
character which will automatically apply the brake to the motor, and thereby positively stop the latter when the machine has finished playing a record.

A further object of the invention is to provide a trip-lever adapted to be engaged by the reproducer arm to automatically apply the brake, said trip-lever being provided with a longitudinally-adjustable pin or screw whereby the device may be set for stopping the actuating motor at any predetermined time.

In the accompanying drawings, forming a part of this specification, Fig. 1 is a perspective view of a phonograph, showing this improved brake-applying device applied thereto. Fig. 2 is a longitudinal sectional view of the device detached. Fig. 3 is a transverse sectional view of the same, and Fig. 4 is a detail perspective view of the connecting-link and a portion of the rod detached.

FOLDING PHONOGRAPH HORN. Martin L. Munson, New York, N. Y. Patent No. 813,814.

This invention relates to horns such as are attached to phonographs or similar instruments for intensifying sound and throwing it in any desired direction. The object of the invention is to produce a horn of simple construction which may be folded so as to occupy a small space, enabling the



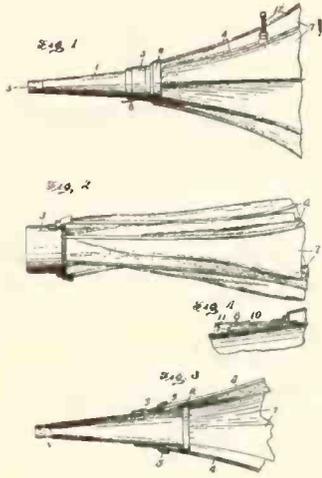
horn to be conveniently carried or packed for transportation.

Figure 1 is a perspective view of the horn, representing the same in its open or expanded condition. Fig. 2 is a longitudinal vertical section of the horn when expanded as in Fig. 1, and Fig. 3 is a side elevation showing the horn in a folded or collapsed condition.

FOLDING PHONOGRAPH HORN. James T. Brown, New York, N. Y. Patent No. 811,900.

This invention relates to a horn especially adapted for use with phonographs or similar devices; and the objects are to provide a simple and durable form of collapsible horn which can be conveniently adjusted and which will be held rigidly in its expanded position.

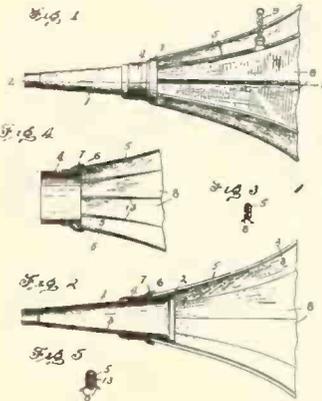
Referring to the accompanying drawings, forming a part of this application, and in which similar reference symbols indicate corresponding parts in the several views, Figure 1 is a side elevation illustrating one embodiment of my invention in its expanded position. Fig. 2 is a side elevation, partly in section, showing the collapsible portion of the horn in folded position. Fig. 3 is a sectional view on the line 3 3 of Fig. 1. Fig. 4 is a detail sectional view illustrating a pre-



ferred form of latch for locking the two portions of the horn together.

PHONOGRAPH-HORN. James T. Brown, New York, N. Y. Patent No. 813,999.

This invention relates to an improved horn especially adapted for use with phonographs or similar devices; and relates especially to the type of collapsible horn described in pending appli-

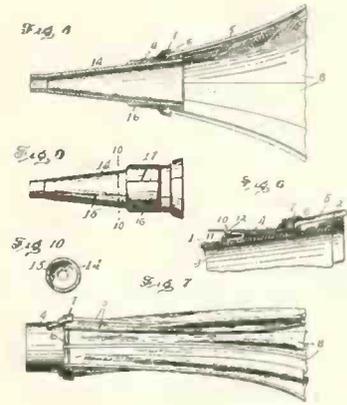


cation, Serial No. 239,241, filed December 24, 1904, of which this is a divisional application.

An object of the invention is to provide a horn which will eliminate the harsh and metallic sounds occurring with existing types of horns when applied to sound-reproducing devices. A further object is to provide a simple and compact form of collapsible horn which will be more durable than existing constructions and which can be conveniently adjusted and rigidly held in its expanded position.

Referring to the accompanying drawings, Figure 1 is a side elevation illustrating one embodiment of the invention in its expanded position.

Fig. 2 is a sectional view on the line 2 2 of Fig. 1. Fig. 3 is a sectional view, on a larger scale, taken on a line 3 3 of Fig. 2. Fig. 4 is a detail sectional view, on a larger scale, illustrating a modification in which the collapsible portion is provided with interior guard-rails. Fig. 5 is a detail sectional view, on a large scale, taken on the line of 5 5 of Fig. 4. Fig. 6 is a detail sectional view, on an enlarged scale, showing one



form of latch for locking together the mouthpiece and collapsible trumpet portion of the horn. Fig. 7 is a side elevation partly in section, showing the collapsible trumpet portion of the horn in folded position. Fig. 8 is a sectional view illustrating a modification in which the mouthpiece is formed of leather. Fig. 9 is a side elevation of the mouthpiece shown in Fig. 8; and Fig. 10 is a sectional view on the line 10 10 of Fig. 9, illustrating the manner of joining the leather blank of the mouthpiece.

HORN FOR PHONOGRAPHS, EAR-TRUMPETS, ETC. Gustave H. Villy, Manchester, Eng., assignor to United States Horn Co., New York, N. Y. Patent No. 12,442.

This invention relates to improvements in connection with horns or trumpet-like sound distributors or collectors for use upon phonographs, gramophones, and other like instruments, and also for ear-trumpets, fog-horns, and other sound distributing and collecting devices, the object being to provide a horn or trumpet-like device which can be folded when not in use, so as to be capable of ready transportation and for placing within the case of the phonograph or in the pocket of the user when it is to be applied to an ear instrument or the like.

Another important patent for phonograph horn (No. 811,877) has been granted to C. A. Senne, of New York, which we are unable to illustrate in this issue. We understand that he is prepared to receive offers for this patent.

A Line That Goes Well With Talking Machines

Write for Catalogue and Prices

JACOT Music Box Co.

39 Union Sq., New York

**FINAL DECREE IN PERLINER SUIT.**

Free Swinging Stylus Patent Claims Affirmed.

The Berliner patent on the free-swinging stylus mechanism for the reproduction of sound in the manufacture of disc talking machine records and used generally, was affirmed by a unanimous decision of the United States Circuit Court of Appeals, New York, the opinion being filed March 2. This sustains the decree of Judge Hazel, in the lower court, and is a final adjudication of the case, with the Victor Talking Machine Co., Camden, N. J., the owners of the patent, coming off victorious. The complete text of the decision follows:

"United States Circuit Court of Appeals, Second Circuit, before Lacombe, Townsend and Coxe, Circuit Judges. Victor Talking Machine Co. and another, complainants, appellees, against American Graphophone Co., defendant, appellant. This cause comes here upon appeal from a decree of the Circuit Court, Southern District of New York, sustaining the validity (and finding infringement) of United States letters patent 534,543 granted February 19, 1895, to Emile Berliner for the 'Gramophone.'

"Per Curiam.—In affirming this decree we do not find it necessary to add anything to the careful and exhaustive discussion of the issues which will be found in Judge Hazel's opinion, with one single exception. In disposing of the defense of prior public use based upon the lecture and exhibition before the Franklin Institute, the Circuit Court apparently relied mainly upon the proposition that what took place there was not a public use, but rather an experimental one. Without discussing the questions thus raised or expressing any definite opinion either way, we prefer to dispose of the alleged prior public use by means of the application of Berliner, which was filed six months prior to the Franklin Institute lecture, and which eventuated in patent 564,586, issued subsequent to the patent in suit. The specifications in that application (for 564,586) were full enough to warrant the making of the claims here in controversy (5 and 35): at any time the application might have been amended by adding such claims, and in our opinion it is immaterial that instead of thus amending it, he took the broader claims on another application filed while the first was pending. The second may fairly be considered a continuation of the first, and thus Berliner's application antedates the public use, and the facts will not sustain the contention that he abandoned his invention here in suit. The decree is affirmed."

The case was argued January 17 by Horace Pettit, Philadelphia, for the Victor Co., and by Philip Mauro for the American Graphophone Co. **VICTOR TALKING MACHINE CO. TO ENFORCE RIGHTS.**

March 6 the Victor Talking Machine Co. notified the trade as follows: "As the decision of this court is final, we expect to at once proceed to enforce our rights by preliminary injunction against all infringers, including all manufactur-

ers of infringing machines and records, who have not taken a license from us, and dealers in such infringing goods. We would call attention to the fact that the American Graphophone Co. have already taken a license, as also the Universal Talking Machine Manufacturing Co."

**BIG ORDERS AND DEPLETED STOCKS**

Is the Rule With the Dealers of Wheeling, W. Va.—Bard Bros. May be Compelled to Secure Larger Quarters.

(Special to the Talking Machine World.)

Wheeling, W. Va., March 10, 1906.

Possibly there are some dealers who cannot understand the stories handed out by the various talking machine manufacturers relative to the great volume of unfilled orders they have on file—not so with the dealers in this city. Each one visited had a most interesting tale to tell of unfilled orders and depleted stocks.

Business is great—great when volume and receipts are considered, but the thought of the dollars lost through lack of goods will be an ever-present source of worry for the thought of "what might have been."

When your correspondent called on F. W. Baumer & Co., their talking machine force was seriously considering the rearrangement of their department, so as to be able to increase their stock of records. Their growing trade for Edison goods makes this necessary.

The C. A. House talking machine department report big sales and lots of them. Their Victor business has been especially brisk during the past month.

Bard Bros.' exclusive talking machine store is proving to be a favorite meeting place for music-loving people. During the past week they have doubled their shelf capacity for cylinder records. Now have sufficient room to carry a stock of 10,000. They say that September 1 will find them installed in quarters several times larger than those occupied at present.

Their disc department is doing a particularly good business in the higher priced outfits. Hoehl & Giessler Piano Co. are pushing their talking machine business to the front. They are installing the tray system for their Edison record stock, and will carry the complete American list. The newspaper premium business is booming. This canvass will in all probability make 2,000 new users.

The talking machine department of the two big instalment houses, The Palace Furniture Co. and House & Herrmann, report excellent business during the past month.

The Edison Co., of Newark, N. J., have just been allowed twenty-four claims on their new home repeating attachment (recently patented) for standard and home phonographs, and a new application has been made for some further improvements all of which are embodied in the repeater which they are now putting forth. Dealers will be glad to know that this company are

now making shipments of the "S" repeaters and will start to make shipments of the "Home" on March 22. In a chat recently with the Edison Co. they stated that they feel grateful for having received such splendid response to their advertisement in The World regarding their repeaters as well as for the patience of those who have placed orders with them, and who have been somewhat delayed in having them filled.

**HANDSOME DISC RECORD CABINET.**

The above is a sample of one of the Douglas Phonograph Co.'s (New York) new line of disc record cabinets with machine combined. The superb design and finish of this elegant piece of furniture places it in a class by itself, the panels following the Louis XVI. school of decoration. The company are undoubtedly leaders in these goods, as they show more and handsomer styles than any other jobbing house in the country.

The second meeting of the Phono Club, Thursday evening of last week, wound up with a dinner at Moquin's restaurant on Sixth avenue, New York. Among those present were C. V. Henkel, president, and John Kaiser, with the Douglas Phonograph Co.; Victor H. Rapke; R. B. Caldwell, with the Blackman Talking Machine Co., and Fritz H. Grawert-Zellin, an inventor of a sound-box.

The Santa Fe Watch Co., Topeka, Kan., and the Clinton Music Co., Toledo, O., have added the Zonophone line.

At the meeting of jobbers in Pittsburg, Pa., yesterday (14th), about 25 or 30 of the leading concerns of the Middle West were present.

**STANDARD METAL MFG. CO.**

MANUFACTURERS OF

**PHONOGRAPH HORNS AND SUPPLIES**

Our Horns, as our name implies, are "Standard" in every respect. We make all the different styles and sizes in any metals or colors, including the new Morning Glory Horn, which is cut on a new plan to distribute sound more evenly.

**FACTORY: Jefferson, Chestnut and Malvern Streets, - NEWARK, N. J.**  
**NEW YORK OFFICE AND SAMPLE ROOM: - - - 10 WARREN STREET**

RECORD BULLETINS FOR APRIL, 1906.

NEW EDISON GOLD MOULDED RECORDS.

- 9242 Eldorey (Ballet Intermezzo) (von der Mehden) Edison Concert Band
- 9243 When the Whip-poor-Will Sings, Marguerite (Helf) Sentimental song, Orch. accom. Irving Gillette
- 9244 Flanagan's Night Off. (Original.) Comic Irish Sketch. Spencer and Porter
- 9245 Consins (Clarke) Cornet and trombone duet, Orch. accom. Herbert L. Clarke and Leo Zimmerman
- 9246 Moving Day (Harry von Tilzer) Coou song, Orch. accom. Arthur Collins
- 9247 Where the Susquehanna Flows (Petrie) Descriptive song, Orch. accom. H. MacDonough
- 9248 I Would Like to Marry You (Laske) Soprano and tenor duet from the "Earl and the Girl," Orch. accom. Miss Hoy and Mr. Anthony
- 9249 Target Practice March (Nelson) Edison Military Band
- 9250 Let Me Write What I Never Dared to Tell (Rosenfeld) Sentimental song, Orch. accom. Byron G. Harlan
- 9251 Uncle Quit Work Too (Havez) Orch. accom. Bob Roberts
- 9252 I Am Praying for You (Sankey) Gospel hymn, Orch. accom. Anthony and Harrison
- 9253 C'bing Chang—Chinese Galop (Brooks) Nyllophone solo, Orch. accom. Albert Benzier
- 9254 Comin' Thro' the Rye. Old Scotch song, Orch. accom. Marie Narelle
- 9255 In the Golden Autumn Time, My Sweet Elaine (Henry) Descriptive song, Orch. accom. Harlan and Stanley
- 9256 You're a Grand Old Rag (Cohan) Orch. accom. Billy Murray
- 9257 Feather Queen (Mabel McKinley) March, Edison Concert Band
- 9258 We Parted as the Sun Went Down (Solman) Descriptive song, Orch. accom. W. H. Thompson
- 9259 My Lovin' Henry (Sherman) Coou song, Orch. accom. Ada Jones
- 9260 When Mose with His Nose Leads the Band (Morse) Comic march song, Orch. accom. Collins and Harlan
- 9261 Garden of Love (Ascher-Mahl) Caprice with oboe feature. Edison Symphony Orchestra
- 9262 Songs the Band Played, March song, Orch. accom. Edward Mecker
- 9263 Happy Birds Waltz (Holst) Whistling solo, Orch. accom. Joe Belmont
- 9264 Eileen Allanna (Thomas) Irish ballad, unaccompanied. Edison Male Quartette
- 9265 Is Everybody Happy Medley (Original) introducing "Is Everybody Happy?" "Will You Love Me in December as You Do in May." "Forty-five Minutes from Broadway" and "Sister" Edison Military Band

- 32718 Je ne pleurerai plus (Abel Queille) Tenor solo in French, Piano accom. Francisco Nuibo
- 32757 When Stars are in the Quiet Skies (Clarence Lucas) Baritone solo, Piano accom. George Alexander
- 32902 Men of Harlech—Quickstep. Columbia Band
- 32903 Selections from "Veronique" (Audre Messager) Columbia Band
- 32904 Inspiration Polka (Mauro) Cornet solo, accompanied by Prince's Military Band. Vincent A. Buono
- 32905 Nightingale Polka (Mollenhauer) Piccolo solo, accompanied by Prince's Military Band. Marshall Lufsky
- 32906 Ma Pretty Chloe from Tennessee (Ernest R. Ball) Male voices, Orch. accom. Columbia Quartette
- 32907 Down in Chinkapin Lane (Billy Johnson) Male voices, Orch. accom. Bob Roberts and Columbia Quartette
- 32908 Let Me Write What I Never Dared to Tell (Rosenfeld) Tenor solo, Orch. accom. Albert Campbell
- 32909 I Like You (William F. Peters) Tenor solo, Orch. accom. Billy Murray
- 32910 Football (Charles Zimmermann) Tenor solo, Orch. accom. Frank Williams
- 32911 So Long, Mary (George M. Cohan) Soprano solo, Orch. accom. Miss Minnie Emmett

INTERNATIONAL RECORD CO.'S LATEST.

- METROPOLITAN BAND OF NEW YORK.
- 351 Light Cavalry Overture.
- 352 Selections from Il Trovatore. Opening chorus from Act 2 ending with duet finale by Eleonore and Count di Luna.
- 353 The Freedom of the Slaves of Egypt.
- 354 Selection, Cavaleria Rusticana. Introducing Lola and Drinking Songs ending with the Church Scene Chorus
- 355 Selection, Lucia. Containing most popular melodies from opera.
- PELLISO'S ORCHESTRA.
- 647 Caynga Medley. (Coutaius Hliawatha.)
- 648 Silverheels. (Will prove as popular as Hliawatha.)
- 650 Medley Waltz—Forty-five Minutes from Broadway, introducing "I Think I Could be Awful to You."
- 652 Medley Waltz—Watch Where the Crowd Goes By, introducing "We'll Be Together When the Clouds Roll By."
- DESCRIPTIVE QUARTETTES, BY THE SAMBLERS.
- 1300 The Barbecue in Old Kentucky.
- 1301 Characteristic Negro Medley.
- 1302 Cornfield Medley.
- 1303 Night Trip to Buffalo
- 1304 Negro Wedding in Southern Georgia.
- 1305 Sleight-ride Party.
- BARITONE SOLO BY J. W. MYERS, WITH ORCH. ACCOM.
- 1626 Will The Angels Let Me Play.
- BARITONE SOLOS BY ARTHUR COLLINS, WITH ORCH. ACCOM.
- 1642 Traveling
- 1643 Uncle's Quit Work, Too.
- 1644 Gretchen.
- 1645 I'll Do Anything in the World for You.
- TENOR SOLOS BY BILLY MURRAY, ORCH. ACCOM.
- 2097 Nothing Like That in Our Family. (Sung by Lew Dockstader.)
- 2098 You're a Grand Old Rag. (Geo. M. Cohan's latest success in George Washington, Jr.)
- 2100 I Like You. (From "The Mayor of Tokio.")
- 2102 College Life.
- 2105 How Would You Like to Spoon With Me? (From "The Earl and the Girl.")

VICTOR ADVANCE LIST.

- ARTHUR PRYOR'S BAND.
- 4620 Louisa Waltz. Pryor (10)

- 4633 Happy Heinie—March and Two-step. Lampe (10)
- 4638 Poppies—Japanese Two-step. Moret (10)
- 4632 22d Regiment March. Gilmore (10)
- 31503 Coronation March—Le Prophete. Meyerbeer (12)
- 31504 American Fantastic. Herbert (12)
- 31506 Carlotta Waltz. Milloecker (12)
- VICTOR ORCHESTRA. WALTER B. ROBERTS, CONDUCTOR.
- 4611 Happy Birds—Waltz with bird warbling. Holst (10)
- BOSTON SYMPHONY ORCHESTRA. TROMBONE QUARTET (Messrs. Hampe, Mausebach, Kluge and Kenfield).
- 4639 The Kerry Dance. Molloy (10)
- XYLOPHONE SOLO BY PETER LEWIN, WITH ORCH.
- 4612 My Hindoo Man. Van Alstyne (10)
- BELL SOLOS BY CHRIS CHAPMAN, WITH ORCH.
- 4613 Belle of the West—Schottische. Stelling (10)
- 4614 One Heart, One Mind. Strauss (10)
- THE OSSMAN-DUBLEY TRIO.
- Banjo, Mandolin and Harp Guitar.
- 4624 St. Louis Tickle—Ragtime Two-step. Seymour (10)
- 4625 Al Fresco—Intermezzo. V. Herbert (10)
- VICTOR BRASS QUARTET.
- 4615 The Chapel (What Beams so Bright) Hoch (10)
- TENOR SOLOS BY AL H. WILSON, WITH ORCH.
- 4620 In Tyrol—Yodling Song. Wilson (10)
- 4621 Under the Harvest Moon. Wilson (10)
- 31498 The Winding of the Yarn. Wilson (12)
- TENOR SOLO BY BYRON G. HARLAN, WITH ORCH.
- 4616 Where the Morning Glories Twine Around the Door. Von Tilzer (10)
- TENOR SOLOS BY HARRY TALLY, WITH ORCH.
- 4618 Fly Away Birdie to Heaven. Harris (10)
- 4619 Can't You See I'm Lonely. Armstrong (10)
- TENOR SOLOS BY RICHARD JOSE, WITH ORCH.
- 31496 I Cannot Sing the Old Songs. Claribel (12)
- 31497 Ben Bolt. Kneass (12)
- TENOR SOLO BY HARRY MACDONOUGH, WITH ORCH.
- 31502 When the Mocking Birds are Singing in the Wildwood. Lamb & Blanke (12)
- TENOR SOLOS BY BILLY MURRAY, WITH ORCH.
- 4634 The Grand Old Rag—George Washington, Jr. Cohan (10)
- 31507 Keep on the Sunny Side. Morse (12)
- "COON" SONG BY ARTHUR COLLINS, WITH ORCH.
- 4623 Moving Day. Von Tilzer (10)
- HARRY MACDONOUGH AND HAYDN QUARTET, WITH ORCH.
- 31500 Moon Dear—"A Society Circus". Klein (12)
- BILLY MURRAY AND HAYDN QUARTET, WITH ORCH.
- 31501 Just a Little Rocking Chair and You. Morse (12)
- DUET BY STANLEY AND MACDONOUGH, WITH ORCH.
- 4631 When the Whip-poor-will Sings Marguerite. Helf (10)
- DUET BY DUBLEY AND MACDONOUGH, WITH ORCH.
- 31505 Dreaming Love of You. Harris (12)
- DIETS BY COLLINS AND HARLAN, WITH ORCH.
- 4622 Jessamine. Gumble (10)
- 4626 When Mose with His Nose Leads the Band. Morse (10)
- 4627 Gretchen. Penn (10)
- TORREY-ALEXANDER REVIVAL HYMNS.
- By Haydn Quartet, with Orch.
- 4636 The New "Glory" Song. Towner (10)
- 4637 Power from God. Tillman (10)
- TENOR SOLOS BY STANLEY AND HARLAN.
- 31499 Scene in a Store. (12)
- TENOR SOLOS IN GERMAN BY EMIL MÜNCH, WITH ORCH.
- 4641 Heidenröslein—"Wild Rose". H. Werner (10)
- 4642 Stille Nacht, Heilige Nacht—(Silent Night, Holy Night). Franz Gruber (10)
- 31508 Hans und Liesel—(Hans and Lisa). Foik Song (12)
- BARITONE SOLOS IN SPANISH BY SENOR FRANCISCO, WITH ORCH.
- 4640 Jacinudosa. Alvarez (10)
- 4643 Serenata—(Schubert's Serenade) Schubert (10)
- SEVEN INCH RECORDS.
- ARTHUR PRYOR'S BAND.
- 4632 22d Regiment March. Gilmore (7)
- 4633 Happy Heinie—March and Two-step. Lampe (7)
- TENOR SOLO BY BILLY MURRAY, WITH ORCH.
- 4634 The Grand Old Rag—George Washington, Jr. Cohan (7)
- DUET BY STANLEY AND MACDONOUGH, WITH ORCH.
- 4635 The Old Brigade. Barri (7)
- THREE SPLENDID CONCERTED RECORDS BY FAMOUS SINGERS.
- DUET BY ELLISON VAN HOOSE AND MARCEL JOURNET, WITH ORCH.
- 74003 Scene and duet—"Heavenly Vision" Act I.—Faust. Gounod (12)
- DUET BY ELLISON VAN HOOSE AND EMILIO DE GOGORZA, WITH ORCH.
- 74005 Duet—Act I, Martha—Solo Profugio. Flotow (12)

NEW COLUMBIA DISC 10-IN. RECORDS.

- 3114 Giulia (Denza) Baritone solo in Italian, Piano accom. Laurino Parvis
- 3135 Lakme—Stances (Delibes) Bass solo in French, Piano accom. Marcel Journet
- 3138 Werther (J. Massenet) Tenor solo in French, Piano accom. Francisco Nuibo
- 3177 Mare Azzurro—Serenata (F. S. Colina) Soprano solo in Italian, Piano accom. Gina Ciaparelli
- 3342 Commandress in Chief—March and Two-step (Herbert) Columbia Band
- 3343 The Giggler—March and Two-step (Chauncey Haines) Columbia Band
- 3344 La Matichiche—Characteristic Dance (Borel-Clerc) Columbia Band
- 3345 Me and Me Banjo (Kerry Mills) Prince's Military Band
- 3346 Razzazza Mazzazza (Arthur Pryor) Prince's Military Band
- 3347 Whispering Flowers (F. von Blon) Prince's Military Band
- 3348 Happy Heinie—March and Two-step (J. B. Lampe), Xylophone solo, Orch. accom. H. A. Yerkes
- 3349 Down in Chinkapin Lane (Billy Johnson) Male voices, Orch. accom. Bob Roberts and Columbia Quartette
- 3350 What's the Use of Knocking When a Man is Down? (Bryan and Edwards) Baritone solo, Orch. accom. Arthur Collins
- 3351 Battle Hymn of the Republic (Julia Ward Howe) Baritone solo, Orch. accom. George Alexander
- 3352 Flee as a Bird (Mary S. B. Dana) Baritone solo, Orch. accom. George Alexander
- 3353 Home Sweet Home (John Howard Payne) Baritone solo, Orch. accom. George Alexander
- 3354 My Old Kentucky Home (Stephen C. Foster) Baritone solo, Orch. accom. Geo. Alexander
- 3355 What Has the Night Time to do with the Girl? (Schwartz) Tenor solo, Orch. accom. Harry Tally
- 3356 Why Don't You Try? (Egbert Van Alstyne) Tenor solo, Orch. accom. Harry Tally
- 3357 Sitting Bull (Charles Zimmermann) Tenor solo, Orch. accom. Frank Williams
- 3435 Los Inutiles (M. Nieto) Baritone solo in Spanish, Piano accom. Alberto Seresca Caceres
- 3453 La Madre del Cordero—Jota (J. Jimenez) Banda Espanola
- 3454 Fuentes—Marcha (R. Gascon) Banda Espanola
- 10150 Se—Romanza (Denza) Baritone solo in Italian, Piano accom. Nicolo Fossetta
- 25980 Romance (Adolph Fischer) Violoncello solo, Piano accom. D. Flnzl
- 25981 Cantilena (G. Goltermann) Violoncello solo, Piano accom. D. Flnzl
- 40572 Ave Maria (Gounod) Soprano Solo in German, Piano and Violin accom. Hedwig Zimmer
- 50545 Revivons l'amour (Fauchey) Mezo-Soprano solo, in French, Piano and Violoncello accom. Mlle. Mary Boyer
- 3358 Villanelle ("Shepherd's Song") soprano solo in French, by Eva Dell Acqua, sung by Ruth Vincent

COLUMBIA XP GOLD MOULDED RECORDS.

- 32717 Romeo et Juliette—Cavatina (Gounod) Tenor solo in French, Piano accom. Francisco Nuibo

THE UDELL WORKS, Indianapolis, Indiana



No. 531.

No. 531 Holds 175 Records

Has convenient sliding shelves Push one door and both close at same time.

MANUFACTURERS OF

**DISK AND CYLINDER RECORD CABINETS**

Write for Booklets and Prices. They will interest you. Catalog just out. Have you got it?

**THE UDELL WORKS**  
Indianapolis Indiana

- TRIO BY VAN HOESE, JOURNET AND DE GOGORZA, WITH ORCH.  
 74004 Trio—The Duel—Faust. Act III. Gounod (12)  
 VIOLONCELLO SOLOS BY JOSEF HOLLMAN, WITH ORCH.  
 64001 Ave Maria Schubert (10)  
 74001 Petite Valse—Moreaux No. 5. Hollman (12)  
 BY JOSEF HOLLMAN, PIANO ACCOM.  
 74002 Andante religioso—(second concerto. opus 12) Hollman (12)  
**NEW EAMES RECORDS.**  
 MME. EAMES, WITH 'CELLO OBLIGATO BY HOLLMAN.  
 S5097 Chanson d'Amour—Song of Love. Hollman (12)  
 S5098 Ave Maria Bach-Gounod (12)  
 MME. EAMES AND EMILIO DE GOGORZA.  
 S5099 La ci darem la mano—"Hand in Hand We'll Wander"—Don Giovanni Mozart (12)

AMERICAN RECORD CO.'S BULLETIN No. 3.

- REGIMENTAL BAND OF THE REPUBLIC.  
 031307 Coconut Dance (introducing clogs and cymbals)  
 031308 Gleaming Star—New Two-step. Fred Hager  
 031309 Selections from Ernani.  
 AMERICAN SYMPHONY ORCHESTRA.  
 031310 Golden Sunset Waltzes—A slow dreamy waltz.  
 031311 La Cinquantaine—Old-time French favorite.  
 031312 Old Meeting-House Days—Medley of old-fashioned hymns.  
 ORCHESTRA BELL SOLO.  
 031313 One Heart, One Mind—Bell effects. Yorke  
 CLARINET SOLO BY PIERRE LEO, ORCH. ACCOM.  
 031314 California Dance—By one of the greatest clarinet soloists  
 CLARINET AND FLUTE DUET, PIANO ACCOM.  
 031315 Fragrant Rose (introducing brilliant cadenzas.  
 VIOLIN SOLO BY FREDERIC VOELKER, PIANO ACCOM.  
 031316 Raff's Cavatina  
 TENOR SOLOS BY BILLY MURRAY, WITH ORCH.  
 031317 Cheyenne (The biggest hit this year)  
 031318 My Lovin' Henry (Darkey dialect is the "real thing")  
 ARTHUR COLLINS, ORCH. ACCOM.  
 031319 I'll Be Back in a Minute, But I Got to Go Now. (A new coon song)  
 031320 Jessamine. (A darkey love song.)  
 COLLINS AND HARLAN, ORCH. ACCOM.  
 031321 In My Merry Oldsmobile (A taking waltz song)  
 TENOR SOLO BY BYRON G. HARLAN, WITH ORCH.  
 031322 Where the Morning Glories Twine Around the Door.  
 MALE QUARTETTE.  
 031323 A Trip to the County Fair.  
 031324 The Sleightide Party.—Descriptive.  
 TENOR SOLO BY HARRY TALLY, ORCH. ACCOM.  
 031325 What Has the Night Time to Do With the Girl?  
 TENOR SOLO BY HENRY BURR, ORCH. ACCOM.  
 031326 Dreaming, Love, of You (An enchanting love song)  
 STANLEY AND BURR, ORCH. ACCOM.  
 031327 Beyond the Smiling and the Weeping.  
 031328 On Calvary's Brow. Two duets of general favorites  
 VASSAR GIRLS' QUARTETTE.  
 031329 My Heart's in the Highland.—Selections by a female quartette.  
 MISS CLARE STAYCE.—RECITATION.  
 031330 Going Down to Gran'pa's, or a Little Boy's Lament—Fascinating dialect poem of the Whitcomb Riley order.  
 BARITONE SOLO BY HOWARD BLACKBURN, ORCH. ACCOM.  
 031331 Sing Me a Song of the South.

ZON-O-PHONE 10-INCH RECORD.

- SEVENTH REGIMENT BAND.  
 401 High School Cadets March (Sousa)  
 ZON-O-PHONE CONCERT BAND.  
 402 Everybody Works but Father—Musical Humoresque  
 403 Farewell, Sweetheart May—Medley March.  
 404 Sextet from "Lucia"  
 HAGER'S ORCHESTRA.  
 405 Children's Songs—Medley  
 406 College Songs—Medley.  
 407 Passion—Intermezzo  
 408 Two Little Girls Loved One Little Boy—Medley Waltz.  
 MANDOLIN ORCHESTRA.  
 409 Bartolo—Milonga  
 SONGS WITH ORCHESTRA ACCOMPANIMENT.  
 410 Battle Hymn of the Republic. Frank C. Stanley  
 411 I'll Be Waiting in the Gloaming. Sweet Genevieve. Alan Turner  
 412 I'm a-Dreaming of You. Collins and Harlan  
 413 In Happy Moments. Alan Turner  
 414 I Want What I Want When I Want It. Frank C. Stanley  
 415 Keep on the Sunny Side. Billy Murray  
 416 Let Me Write What I Never Dared to Tell. Frank Howard  
 417 Moon Dear. Frank C. Stanley  
 418 My Lovin' Henry. Collins and Harlan  
 419 Nothing Like that in Our Family. Billy Murray  
 420 Since Father Went to Work. Fred Lambert  
 421 Since Nellie Went Away. Frank Howard  
 422 Uncle's Quit Work Too. Bob Roberts  
 423 When the Mocking Birds are Singing in the Wildwood. Frank C. Stanley  
 424 When Mose with His Nose Leads the Band. Collins and Harlan  
 425 You're a Grand Old Rag. Billy Murray

IMPERIAL RECORDS FOR MARCH.

- BARITONE SOLOS BY ARTHUR COLLINS WITH ORCH. ACCOM.  
 44718 If You Can't Say Samething Good, Say Nothing at All. Claude Thardo  
 44721 Little Red Pappoose. B. H. Burt  
 44722 When Mose with His Nose Leads the Band. Theo. Morse  
 44723 I Want Somebody to Love. Kelly  
 44725 Pretty Desdramone. Williams  
 44726 Gretchen. Penn  
 44727 Moving Day. H. von Tilzer  
 44729 Traveling. Botsford  
 44731 Uncle Quit Work, Too. Havez  
 44732 Jessamine. Gumble  
 44744 Bye-Bye, My Eva, Bye-Bye. Smith & Brown  
 TENOR SOLOS BY HENRY BURR WITH CORNET ACCOM.  
 44728 Sing Me to Sleep. Green  
 44734 I Know a Lovely Garden. Hardlat  
 WITH ORCH. ACCOM.  
 44724 Violets. Ellen Wright  
 44730 A Little Boy Called Taps. Theo. Morse  
 BARITONE SOLO BY J. W. MEYERS, WITH ORCH. ACCOM.  
 44741 'Cause I Like You. J. Howe, Jr.  
**CONCERT RECORDS.**  
 BARITONE SOLOS BY ARTHUR COLLINS WITH ORCH. ACCOM.  
 7730 Under the Banana Tree. Lamb & O'Connor  
 7743 Have You Seen My Henry Brown? A. von Tilzer  
 7745 Evalyne. Paul Dresser  
 TENOR SOLOS BY E. M. FAVOR, WITH ORCH. ACCOM.  
 7736 Hoolihan.

- 7737 Nobody Knows, Nobody Cares.  
 7738 A Sprig o' Shillalah. Helf and Hager  
 BARITONE SOLO BY J. W. MEYERS, WITH ORCH. ACCOM.  
 7746 Daddy's Little Girl. Theo. Morse  
 DUETS BY BURR AND DANIELS, WITH PIANO ACCOM.  
 7719 Excelstor. Balfe  
 7743 Crucifixus. Faure  
 BAND SELECTION.  
 7720 La Rose (intermezzo). Ascher  
 7414 Star of My Life  
 BASS SOLO BY TOM DANIELS, WITH PIANO ACCOM.  
 7735 O Jolly Jenkins.  
 GERMAN TENOR SOLO BY HERR MUENCH; PIANO ACCOM.  
 7739 Untrene. Gluck  
 TENOR SOLO BY BYRON G. HARLAN.  
 7515 Pals; Good Old Pals.  
 TENOR SOLO BY HENRY BURR, WITH ORGAN ACCOM.  
 7597 The Ninety and Nine.  
 QUARTETTES.  
 7699 Sweet Adeline.  
 7700 I've Gwine Back to Dixie.

VICTOR CO. ANNOUNCE CUT

In the Prices of Certain American Red Seal Records from \$2 and \$2.50 to \$1 and \$1.50 Respectively on May 1st.

Under date of Feb. 15, the Victor Talking Machine Co., of Camden, N. J., announce that May 1 a reduction will be made in the retail price to \$1.00 each for ten and \$1.50 each for twelve-inch records (now \$2 and \$2.50, respectively), on the following American "red seal" records: Blass, Blauvelt, Crossley, De Lussan, Homer, Journet, Juch, Nuibo, Powell and Van Hoose. They will be called "red seals," but all records listing at more than \$1.50, "Victrola" red seal records. At that time the company will discontinue the retail "dozen prices" on all red seal and foreign black label records; also the present 40 per cent. discount to dealers will apply on the new prices.

On and after May 1, the company on account of new arrangements with Tamagno's heirs, will sell Tamagno records at Melba discounts, namely 30 per cent. to dealers. On their April "advance list order blank" the Victor Co. will present the first of their new 8-inch records, twelve numbers of popular selections which will be supplemented monthly in like manner, and the price will be 35 cents, the same as the 7-inch records that will not be increased in the catalogue.

The Douglas Phonograph Co., New York, have enlarged their record storage room so as to carry 200,000 Edison records hereafter.

*Linonoid Horns*  
 27 Styles 15 to 56 in. \$2 to \$15  
 Manufactured by  
**CRANE BROS., Westfield, Mass.**  
 Discount to Dealers

SHERMAN, CLAY IN LOS ANGELES.

Open Wholesale Talking Machine Depot in the Angel City—Clark Wise Finds That His Talking Machine Trade Exceeds That of Sheet Music—Coast Business Growing.

(Special to the Talking Machine World.)  
 San Francisco, Cal., March 5, 1906.

L. S. Sherman and Andrew McCarthy, of Sherman, Clay & Co., were in Los Angeles the beginning of last week to look for convenient headquarters for a depot for talking machines. They found very handsome rooms in the Parmerlee Dohrman Building on Broadway, near Fifth street, and secured a lease. This depot will only be used for wholesale purposes. This gives Sherman, Clay & Co. a fine distributing center in Southern California, and as the talking machine business was quite extensive during the last six months and gives promise of great future development, the firm has reason to expect a great deal of its Los Angeles depot. Not long ago Sherman, Clay & Co. opened a talking machine depot in Seattle to supply the Northwest, and these two branches, together with the San Francisco house, give Sherman, Clay & Co. distributing facilities of a magnitude and convenience hardly to be appreciated by any one not intimately acquainted with Pacific Coast conditions.

Clark Wise, of Clark Wise & Co., is traveling in the interests of his talking machine department establishing sub-agencies and introducing the Talk-o-phone in the interior cities. Mr. Wise reports excellent success since leaving here, and orders come in daily by the bundle. R. A. Wise is quite enthusiastic when he talks about the splendid talking machine business the firm is doing, and he is surprised to find that it exceeds often the sheet music business which the firm of Clark Wise & Co. has so carefully nursed during the many years of its existence.

**WANTED**  
 TWO OR THREE MORE  
 TALKING MACHINE  
**TRAVELING SALESMEN**  
 TO SELL THE STAR MODULATOR  
 AS SIDE LINE.  
 IT DOES THE WORK AND DOES IT RIGHT.  
 Good Commission.  
 Communications Confidential.  
**STAR NOVELTY CO., Grand Rapids, Mich.**

The Imperial Record

which, as everybody knows, is the best made,

is now retailed at

**Sixty Cents**



**JAMES I. LYONS**  
 Wholesale Only  
**194 E. VAN BUREN ST.**  
**CHICAGO, ILL.**

**Mr. Dealer:**

The success of your talking machine business depends upon the ability of your jobber to give you prompt service

**"OUR DEALERS SUCCEED"**

We job all makes of machines and records

Send for our complete alphabetically arranged list of all makes of records.

**MATERIAL USED IN DISC RECORDS.**

Important Decision Handed Down Feb. 19 by Judge Hazel in Favor of the American Graphophone Co. Who Dismissed Complaint of Victor Talking Machine Co.—Strict Construction of Part of Berliner Patent.

Under the ruling of Judge Hazel, United States Circuit Court, New York, a strict interpretation or construction is placed on that part of the Berliner patent relating to the material used in the manufacture of disc records, and the complaint of infringement is dismissed. The decision was handed down Feb. 19, in the equity suit of the Victor Talking Machine Co. and the United States Gramophone Co. against the American Graphophone Co., Horace Pettit, of Philadelphia, appearing for the complainants, and Elisha Keller Camp and Philip Mauro for the defendants. The patent which the defendants were charged with infringing, is No. 548,623, issued October 29, 1895, to Emil Berliner, who assigned it to the complainants, "for sounds records and methods for making same." The decision goes into the construing of the meaning and intent of patents, and how broad they should be treated in their practical application. In reference to the process employed the court cited one of Berliner's claims, in which the following positive statement was made: "A sheet of hard rubber and celluloid to be excellent material from which to make such duplicates." Judge Hazel then declared the patentee should be held down to his claims of invention, no more, no less, under the rulings of the courts in parallel cases, in finality saying: "My conclusion is that in the manufacture of said records the defendant does not embrace the material specified in claims 3, 4 and 5 of the patent in suit, and therefore is not an infringer of such claims. It follows that the complaint must be dismissed with costs." The case will probably be carried up for review to the United States Circuit Court of Appeals, which will be final.

The contention over the validity of the Berliner patent relative to the use of the free swinging stylus in reproducing sound, sustained in the lower court, is now pending on appeal, argument having been heard January 17.

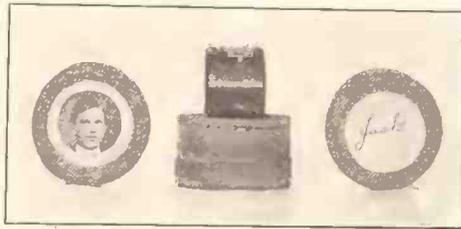
**THOS. A. EDISON VISITING FLORIDA.**

Thomas A. Edison, the eminent scientist, whose connection with talking machines and sound reproduction is world famous, left his home in Orange, N. J., on Feb. 24, for a trip to Florida, accompanied by his family. He is enjoying the balmy climate of that country at Fort Myers, and will be away about six weeks. The "wizard's" general health is excellent, his mental vigor and physical energy is a marvel to his associates and assistants in the great experimental and manufacturing plant of which he is the active head and presiding genius. While the phonograph department is only a section of the works bearing Mr. Edison's name, its development, improvement and progress still holds his personal interest.

**CERTAIN TO BECOME A FAD**

At Banquets Is the Napkin Ring Record Which Holds Response to Toast and Is Carefully Preserved by Diners.

The latest novel use ascribed to the talking machine is as a post-prandial entertainer. At a dinner recently given in this city the host provided a number of Columbia "napkin ring" records and as each guest arrived, they were invited into a small room and requested to respond to a toast into the graphophone. When



THE NAPKIN RING RECORD.

the dinner had ended, and the toastmaster began his duties, the machine was brought into the room, and as the name of each guest was called, and the toast announced, the record made by the guest was slipped on the machine, which made the response. At the conclusion of the banquet the records were distributed among the guests as souvenirs. The records were packed in neat boxes, on one side of which is a space for the picture of the maker and a place for the inscription of their name, while on the reverse is a space for the date, autograph and address. These cylinders are made by the Columbia Phonograph Co., and will soon become a popular fad, as they are of a size adapted for a short message, greeting or speech, and can be easily mailed. The Columbia Phonograph Co. report the sales of these records as greatly increasing in all of their stores.

**PRICES IN LONDON AND HERE COMPARED.**

George F. Chippendale, of Bradford, Yorkshire, England, writes as follows: "I notice in your issue of December, 1905, that it is stated on page 30 the English prices for disc records are much lower than in the States, and in some instances much too low. I give below comparisons of prices here and new and old prices in the States:

	English prices.	American prices	
		New.	Old.
7-in. disc .....	2s. 6/-	1s. 6/-	2s.
10-in. disc .....	5s. 0/-	2s. 6/-	4s.
12-in. disc .....	7s. 6/-	4s. 0/-	6s.

"I am sure a reduction in price of disc records on this side of the water would mean a much greater sale of this class of records."

**AN EDISONIA CO. SPECIALTY.**

The clever repeating attachment for Standard and Home phonographs manufactured by the Edisonia Co., of Newark, N. J., is winning for itself an enviable position with the trade, and the above company can well congratulate them-

selves on the buying of the sole rights of this clever invention. During the past two months they have been overwhelmed with orders for this device, which they have been delayed in filling on account of the congestion in the metal market and the difficulty in getting supplies fast enough. They are now prepared, however, to make shipments promptly and will be glad to mail sample, prepaid, to dealers or jobbers for Standard or Home machines on receipt of \$1.50. Their advertisement in another part of this paper is worth reading. It was omitted from last month's World through an error in make-up.

**TALKER ENTERTAINS SOCIALISTS**

At Reunion in Newark, N. J.—Speeches and Songs by Noted People Heard.

(Special to the Talking Machine World.)

Newark, N. J., March 7, 1906.

Talking machines have been used on many occasions for many purposes, but at Harmony Hall recently, Branch 7 of the Socialist party, utilized a phonograph, operated by William H. Leffingwell, to supply an entire evening's "enlightenment, entertainment and recreation." The many records heard included songs, instrumental music and reproductions of speeches by Joseph Wanhope, Eugene V. Debs and Gaylord Wilshire. The records were distinct and sufficiently effective, holding the attention almost as well as flesh and blood oratory, living, present, musical, gymnastics.

Gaylord Wilshire's speech gripped more tightly than any of the other members. Mr. Wilshire is the publisher of a socialist magazine, and those present for the most part had read it. He argued against throat-cutting competition, advising solidarity, organization and mutual aggrandizement. Mr. Debs also spoke against the theory that "competition is the life of trade," which he said was instilled into children when at school writing in their copy books.

**NEW COLUMBIA JOBBERS.**

Walter L. Eckhardt, manager of the Columbia Phonograph Co.'s wholesale department, returned quite recently from a two weeks' run through the middle west, giving the most of his time to Ohio, where he has accepted the following jobbers additional to those already announced: Eclipse Musical Co., Cleveland; Ball-Fintze Co., Newark; Perry B. Whitsit Co., Columbus, and Hayes Music Co. Others are under consideration. It is Mr. Eckhardt's purpose to establish five jobbing houses in Greater New York, whose names will be made public early next month. C. S. Gardiner is doing great business for the department, his sales reaching surprising figures as per official statement.

The Saunders Music Co., of Minneapolis, Minn., has a window display made up for a contest given by the Victor Talking Machine Co. A picture of the window was taken recently and sent to the company for advertising purposes.



Plain Morning Glory Decorated.

**AN ECLIPSE**

means the obscuring of one object by another. It is in the value and quality of our stock that we **ECLIPSE** our competitors. Our 1906 model, hand painted **Flower Horns** possess an individuality not found in any similar line. Write for price list. A large stock of these horns is carried in stock and we are prepared to make immediate shipments. We carry the largest and most complete line of Edison machines, records and supplies in the State.

TRY us with an order.

**ECLIPSE PHONOGRAPH CO.**

A. WM. TOENNIES, Proprietor 203 Washington St., Hoboken, N. J.

# Leading Jobbers of Talking Machines in America

## OLIVER DITSON COMPANY

Have the only complete stock of

### Victor Talking Machines and Records

in America, and confine themselves to retailing and jobbing only Victor goods.

150 TREMONT STREET, BOSTON, MASS.

Deliveries from our Four Stores affords Dealers in Chicago and vicinity the very best and most complete service on

### COLUMBIA DISC, TONE ARM GRAPHOPHONES AND DISC RECORDS

Most Comprehensive Stock in Chicago

### L. FISH FURNITURE CO.,

Main Store: 1906-1908 Wabash Ave., CHICAGO

## FINCH & HAHN,

Albany, Troy, Schenectady,  
Jobbers of Edison

### Phonographs and Records

100,000 Records

Complete Stock Quick Service

## Powers & Henry Co.

619-622 Penn Ave., Pittsburg, Pa.

Victor Distributors

Edison Jobbers

Columbia Representatives

Everything in Machine  
Records and Supplies

**A Million Records in Stock,**  
including the personal records  
of P. A. Powers and W. E. Henry

## S. B. DAVEGA,

EDISON JOBBER  
VICTOR DISTRIBUTOR

Kaiser's Illuminated Signs for Edison, Victor and  
Columbia Records.

32 East 14th St.

New York City.

## GODDAY'S

(BENJ. SWITKY, Prop.)

Victor and Zonophone Distributor

\*Phone 665 Gramercy

27 E. 14th St., New York City

## ROBT. R. SMALLFIELD, DAVENPORT, IOWA.

**Columbia Graphophones,  
DISC AND CYLINDER RECORDS  
AND SUPPLIES.**

No order too large. . . None too small.

## O. F. KAUFFMAN,

READING, PA.

Largest and Most Complete Stock  
of New Spring Contact Reproducer  
Graphophones and COLUMBIA Xp  
Gold Moulded Records in Central  
Pennsylvania.

ORDERS FILLED THE DAY RECEIVED.

## I. DAVEGA, Jr.

Jobber of

**Edison Phonographs**

and

**Victor Talking Machines**

Supplies of all kinds  
Largest Stock of Records

Write for our prices on Horns and Stands

W. H. Freeland 125 W. 125th Street Branch  
Manager NEW YORK 802-04 Third Ave.

## HARGER & BLSH

Western Distributors for the

# VICTOR COMPANY.

It's worth while knowing, we never  
substitute a record.

If it's in the catalog we've got it.

**DUBUQUE, IOWA.**

## H. R. BONFOEY,

BINGHAMTON, N. Y.

We make a specialty of placing  
COLUMBIA CYLINDER products  
in your hands in the shortest  
possible time. A trial is all I ask.

## Minnesota Phonograph Co.

ST. PAUL

MINNEAPOLIS

37 E. 7th Street

518 Nicollet Avenue

Edison Phonographs and Records

ALL MACHINES, RECORDS AND SUPPLIES

Write for Prices on Supplies.

Orders filled same day as received.

## COLUMBIA ORDERS

For the New Cylinder Grapho-  
phones equipped with the New  
Spring Contact Reproducers and  
Columbia X P Records executed  
same day as received by

## SPALDING & CO.,

SYRACUSE, N. Y.

## Jacot Music Box Co.,

39 Union Sq., New York.

Mira and Stella Music Boxes.

Edison and Victor Machines  
and Records.

## ATTENTION!

"When Gable Blows the Trumpet"  
he's ready to deliver the goods.

Columbia Graphophones, Records and Supplies

**Dr. A. M. GABLE, Sharon, Pa.**

PACIFIC COAST HEADQUARTERS FOR

## EDISON PHONOGRAPHS AND RECORDS.

## Peter Bacigalupi,

786 Mission Street, SAN FRANCISCO, CAL.

## H. B. CLAFLIN & CO.

Worth and Church Sts., New York City

JOBBER OF THE COMPLETE

**COLUMBIA LINE**

DISC AND CYLINDER

PROMPT SERVICE ASSURED

## BALL-FINTZE CO.

NEWARK, OHIO

Largest Stock Columbia Cylinder Records  
and Graphophones in Ohio.

Prompt Shipments.

## EDISONIA CO.

NEWARK, N. J.

All Talking Machines  
and General Supplies

## CLARK, HORROCKS & CO.,

Utica, N. Y.

Unexcelled Service on **COLUMBIA GRAPHOPHONES**  
Records and Supplies.

Complete stock of all New Types. New Catalogue  
now ready.

## NEW ENGLAND

JOBBER HEADQUARTERS

## EDISON AND VICTOR

Machines, Records and Supplies.

THE EASTERN TALKING MACHINE CO.

177 Tremont Street BOSTON, MASS.

## LEWIS TALKING MACHINE CO.

15 So. Ninth Street,  
Philadelphia, Pa.

## DISC-COLUMBIA-CYLINDER

LARGE STOCK

PROMPT SERVICE

Let us handle your March Record Order as a trial  
and you will quickly see who can best  
care for your wants.

## Victor Talking Machines and Records

**SELF-PLAYING PIANOS.**

Catalogs and Prices on Application.

Pacific Coast Distributors

**Sherman, Clay & Co.,** San Francisco,  
Los Angeles.

## P. A. POWERS, Buffalo, N. Y.

### COLUMBIA

Tone Arm Disc and New Cylinder Graphophones

Large Stock

Prompt Service

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 April list.

# Leading Jobbers of Talking Machines in America

PERRY B. WHITSIT L. M. WELER  
**PERRY B. WHITSIT CO.,**  
 213 South High Street, Columbus, Ohio.  
 Edison Phonographs and Records **JOBBERS** Victor Talking Machines and Records  
 Most complete line of Talking Machines, Records and Supplies in the west. Orders filled promptly  
 Columbus Representatives  
**COLUMBIA Cylinder Graphophones AND RECORDS.**

You will find it to your advantage to give  
**LANGLEY @ WINCHELL OF BOSTON**  
 A chance at your **COLUMBIA WANTS**  
 Complete Disc and Cylinder Stocks

**PITTSBURG PHONOGRAPH CO.**  
**VICTOR JOBBERS and EDISON JOBBERS**  
 Largest and most complete stock of Talking Machines and Records in Western Pennsylvania.  
 ALSO HEADQUARTERS FOR  
**Columbia Graphophones**  
**RECORDS and SUPPLIES.**  
*Write for Catalogue.*

**E. H. TOWLE COMPANY**  
 WATERBURY, CONN.  
 Authorized **COLUMBIA** Distributors  
 ALL ORDERS PROMPTLY and COMPLETELY FILLED

**PITTSBURG'S HEADQUARTERS** for  
**EDISON and VICTOR**  
 and everything else in Talking Machines, Records and Supplies  
 75,000 Edison Records { in stock  
 50,000 Victor Records }  
 Buy from Headquarters  
 The Theo. F. Bentel Co. 632-634 Liberty Street, Pittsburgh, Pa.

**CHICAGO HEADQUARTERS**  
 for  
**COLUMBIA**  
 Disc and Cylinder Graphophones and Records  
 Exclusively COLUMBIA Lines.  
**HIBBARD, SPENCER, BARTLETT & CO., Chicago**

IF YOU'RE IN WESTERN MICHIGAN it will be money in your pocket to order  
**Victor Machines and Records**  
 ... of ...  
**JULIUS A. J. FRIEDRICH**  
 30-32 Canal Street, Grand Rapids, Michigan  
 Our Motto: Quick Service and a Saving in Transportation Charges

**DENHOLM & McKAY CO.**  
**WORCESTER, MASS.**  
**Exclusive COLUMBIA Jobbers**  
**Disc and Cylinder**  
 If it's in the Catalogue we have it in large quantities

**W. C. De Forest & Son**  
 SHARON, PA.  
**COLUMBIA GRAPHOPHONES**  
 RECORDS AND SUPPLIES.  
 We Never Substitute, We have the Goods and ship what you want promptly.

**OHIO PHONOGRAPH CO.,** Youngstown, O.  
**LARGEST JOBBERS**  
**Columbia Graphophones**  
**DISC AND CYLINDER RECORDS IN OHIO**  
 Orders promptly filled

**Eclipse Phonograph Co.,**  
 Hoboken, N. J.  
 Jobbers of **Edison Phonographs and Records.**  
 Best deliveries and largest stock in New Jersey

**Price Phonograph Company,**  
**EDISON Jobbers**  
**Phonographs—Records—Supplies**  
 NOTICE—If you have anything new write us.  
 MAIN STORE—1260 Broadway, Brooklyn, N. Y.  
 Up-State Headquarters—233 Main St., Poughkeepsie, N. Y.

**COMPLETE LINE**  
**Columbia Cylinder Machines and Records.**  
**W. D. ANDREWS, Syracuse, N. Y.**  
 Just Received Large Stock New Spring Contact Reproducer Graphophone

**CHARLES GIRVIN & COMPANY**  
 WILLIAMSPORT, PA.  
**Columbia Graphophones**  
 Disc and Cylinder Records and a Complete Line of Supplies  
 PROMPT SERVICE

**JOHN F. ELLIS & CO.**  
 WASHINGTON, D. C.  
 Distributor  
**VICTOR Talking Machines and RECORDS** Wholesale and Retail  
 Largest Stock in the South

**BUSINESS CONTINUES BRISK.**  
 Every Branch Is Overwhelmed With Orders and the Manufacturers Are Exhausting Every Resource to Meet Demands.

As the year grows apace the development of the talking machine business is causing manufacturers to marvel. The principal jobbers throughout the country are enlarging their stocks in a manner quite unexpected, and it is to meet this demand for records and machines that factories have not only increased their output and facilities, but are being operated continuously, night and day. Traveling salesmen are turning in orders from entirely new sources, not to mention duplicates from regular customers. Jobbers in turn are arranging their business on a larger scale than ever before, securing more commodious quarters so as to store and handle stock of the general line to better advantage. In brief, the entire trade only since the opening of the year seems to have broadened out in obedience to current selling conditions and is occupying a new high level. Dealers are imbued with the same spirit, and especially is this apparent in the music trade. Recognizing the peculiar fitness of thus having a talking machine department, they are now going ahead with commendable enterprise in order to make up for lost time and to regain what they have missed by an opportunity too long neglected.

**ALFRED WEISS IN NEW QUARTERS.**  
 Secures Lease of Building at 1622 Second Avenue, Which He Will Occupy for His Talking Machine Business.

Alfred Weiss, the youngest and not by any means the smallest jobber in the Metropolitan district, has outgrown his present quarters which were ample one year ago, and has secured the entire building located at 1622 First avenue, and will devote every one of the three floors to the talking machine industry.

Extensive alterations have been made in order to facilitate shipping and the receiving of merchandise; also a complete repair department presided over by an expert. Mr. Weiss emphasizes the fact that only genuine Edison repair parts will be used and the same policy will be adhered to in repairing of all types of machines. Every detail is looked after with care and precision, which tells better than words the result of a large and valuable business in a very short period.

**MME. EAMES AS A RECORD MAKER.**

The favorite soprano recently made some records, including "Who is Sylvia?" and after listening to the reproductions a smile illumined her handsome face. She confessed it was a novel

sensation, as she had never heard the records. She then told how she made the record of "Who is Sylvia?"—how when she sang a very high note she was pulled back from the horn of the machine, and when she was singing medium notes at moderate power she was almost precipitated into the horn of the machine by her instructor. Mme. Eames was delighted with the record of Mme. Melba in Bemberg's "Nymphs and Fawns," declaring that it gave an absolutely correct idea of the diva's beautiful singing.

**PRICE CO. IN NEW QUARTERS.**

The Price Phonograph Co., of Poughkeepsie, N. Y., removed on March 1 to larger quarters at 233 Main street, that city. They now have a very handsome establishment, containing a large exhibition room and five new specially equipped record rooms. Their wholesale department and stock have been enlarged. C. G. Price is in charge of the new store.

The "scheme goods" turned out in the talking machine line cover a tremendous quantity as well as a multitude of sins, according to strict trade ethics. However that may be, the premium machines cut considerable of a figure, but most of the manufacturers stipulate that the goods must be given away and not sold. Their use usually leads up to the purchase of a standard outfit, and in that way they serve a purpose.

IT PAYS TO BE ATTENTIVE.

Salesman Closes Big Order for Machine and Records by Trying Over Records for a Visitor—When an Annoyance.

"A fat old gentlemau with a prosperous look about him recently came into my store, sat down and took a well-filled wallet out of his pocket, and extracted therefrom a list of records," said a downtown retailer to *The World* recently. "Scenting a good sale, I played record after record for him, laying them in a heap as he gave an approving smile after each one was reundered. When he got to the end of the list he gave me a particularly sweet smile, arose and left without a word of explanation. I was rather chagrined and made up my mind that he had played me for all I was worth. To my great surprise, a day or two later he walked in again, accompanied by a footman in livery, and said, 'You can wrap up those records that I selected the other day, also the machiue you played them upon,' and laid down a bill of three figures. His footman removed them to the carriage in perfect silence, and after receiving his change, walked out without even taking a receipt. The whole transaction so paralyzed me that I never got his name, and up to the present time I have been unable to learn the identity of my mysterious customer. You would be surprised to see the number of people, particularly of the gentler sex, who come in and request to hear records they have not the slightest idea of purchasing, even when they do not own a machine. They are tired of tramping about the stores, and in order to be amused while they take a rest, pay me a call, and then, after taking up an hour of time, go out without even as much as a word of thanks. If I suggest that they purchase some of the records they either have so many bundles that they cannot carry them, or they have run short of change. This class of shoppers is becoming a nuisance, and I hope some dealer similarly afflicted will suggest a remedy."

NEW CATALOGUE OF WIRE RACKS.

The Syracuse Wire Works, of Syracuse, N. Y., will have ready for distribution this week their latest catalogue No. 111, devoted to "The Heise System" of wire racks for all styles of talking machine records. This catalogue illustrates all the various styles and will give net prices to all except talking machine jobbers. Like all the literature issued by this house the catalogue will be handsomely gotten up and carefully edited, and will prove of great interest to dealers desirous of adding to the equipment of their stores.

The Siegel-Cooper Co., one of the largest department stores in this city, have opened an automatic department in connection with the talking machines. They are for the use of their patrons. Here is a hint to dealers and manufacturers of these devices.

SOME RECENT MUSIC.

New List of Perforated Rolls for Peerless Coin-Operated Pianos.

- For March-April, 1906.  
For Style "D" (Full Sized Piano).
- 5192—1. Colisenn Grand March... Chas. Balmer.
  - 2. The Prize Winner—March... Chas. Balmer.
  - 3. Our Steady—Two-step... Chas. Balmer.
  - 4. Parade of the Gnats—March... C. Balmer.
  - 5. Enright—March... Chas. Balmer. \$3.75
  - 5193—1. Somebody's Sweetheart I Want to Be—Song... Cohh & Edwards.
  - 2. Lazy Moon—Song... Cole & Johnson.
  - 3. In a Little Canoe With You—Song... Leo Edwards.
  - 4. The Good, Kind, Jolly Man—Song... Manuel Klein.
  - (From "A Society Circus"—Hippodrome.)
  - 5. Moon Dear—Song... Manuel Klein. 3.75
  - (From "A Society Circus"—Hippodrome.)
  - 5194—1. Wideawake—March... C. H. Young.
  - 2. Whoa, Maud—A Rag Two-step... W. H. Etter.
  - 3. Policy Pete—Cake Walk... W. P. Johnson.
  - 4. The Candy Girl—Another Two-step... Thos. V. White.
  - 5. The Whistler and His Dog—Caprice... Arthur Pryor. 3.75
  - 5195—1. Fastidious William—March... C. H. Tiers.
  - 2. The Gentleman from Indiana—March... O. Boecher.
  - 3. The Gray Champion—March... T. H. Rollinson.
  - 4. Captain Cupid—Patrol D'Amour... J. W. Bratton.
  - 5. Going Home—March... Benj. Richmond. 3.75
  - 5196—1. Dear, Old Dixie Land—Song... Jerome & Schwartz.
  - 2. My Name is Morgan, But It Ain't J. P.—Song... H. K. Mohr.
  - 3. What's the Use of Knocking When a Man is Down—Song... Bryan & Edwards.
  - 4. It's Allus de Same in Dixie—Song... W. M. Cook.
  - 5. Cheyenne—Song... Williams & Van Alstyne. 3.75
  - (Shy-Ann.)
  - 5197—1. Calico Rag... Lee B. Grabbe.
  - 2. The Juggler—March... Geo. Rosey.
  - 3. Musical Zig-Zag—A Rag... O. J. Goehner.
  - 4. Gaelic March... John H. Fuchsius.
  - 5. Feather Queen—Intermezzo... M. McKinley. 3.75
  - 5198—1. You're the Best Little Queen in the Pack—Waltz... Will R. Anderson.
  - 2. I've Sweethearts in Every Port—Waltz—Song... L. W. Keith.
  - 3. My Girl—Waltz Song... Lyn Udall.
  - 4. I Want a Man Made to Order for Me—Song... Nat. D. Mann.
  - 5. The Honeybees' Honeymoon—Song... Dave Reed, Jr. 3.75
  - 5199—1. Ho! For the Briny Deep—Song... E. R. Hall.
  - 2. Ont in the Moonshine—Waltz Song... S. Howard.
  - 3. Maggie, You've Magnetized Me—Song... M. W. Clark.
  - 4. I'm Getting Sleepy—Song... Joe Hollander.
  - 5. Just a Little Rocking Chair and You... Theo. Morse. 3.75
  - 5200—1. In a Hammock Built for Two—Song... H. von Tilzer.
  - 2. Lily White—Song... J. W. Bratton.
  - (From "The Pearl and the Pumpkin.")
  - 3. Honeymoon Hafl—Song... J. W. Bratton.
  - (From "The Pearl and the Pumpkin.")
  - 4. L-A-Z-Y Spells Lazy—Song... Warfel & Wallace.
  - 5. Water, Waltz—Song... Erowne & Bell. 3.75

MUSIC FOR STYLE 44 NOTE PEERLESS.

- 6140—1. I'm Getting Sleepy—Song... Joe Hollander.
- 2. Just a Little Rocking Chair and You... Theo. Morse.
- 3. In a Hammock Built for Two—Song... H. von Tilzer.
- 4. Lily White—Song... J. W. Bratton.
- (From "The Pearl and the Pumpkin.")
- 5. I Don't See Your Name Stamped on Any Cigars—Song... Samuel Peyser. \$3.75
- 6141—1. Moon Dear—Song... Manuel Klein.
- (From "Society Circus.")
- 2. The Good, Kind, Jolly Man—Song... Manuel Klein.
- (From "Society Circus.")
- 3. In a Little Canoe with You—Song... Leo Edwards.
- 4. Lazy Moon—Song... Cole & Johnson.
- 5. Somebody's Sweetheart I Want to Be—Song... Cohh & Edwards. 3.75
- 6142—1. The Whistler and His Dog—Caprice... Arthur Pryor.
- 2. The Candy Girl—Another Two-step... Thos. V. White.
- 3. Policy Pete—Cake Walk... W. P. Johnson.
- 4. Whoa Maud—A Rag Two-step... W. H. Etter.
- 5. Wideawake—March... C. H. Young. 3.75
- 6143—1. Steinie—A Dutch Singing Business... F. Moss.

- 2. Maggie, You've Magnetized Me—Song... M. W. Clark.
- 3. The Honeybees' Honeymoon—Song... Dave Reed, Jr.
- 4. Ho! For the Briny Deep—Song... E. R. Hall.
- 5. Ont in the Moonshine—Waltz Song... S. Howard. 3.75
- 6144—1. My Girl—Waltz Song... Lyn Udall.
- 2. When America is Captured by the Japs—Song... J. W. Bratton.
- 3. I Want a Man Made to Order for Me—Song... Nat. D. Mann.
- 4. You're the Best Little Queen in the Pack—Song... Will R. Anderson.
- 5. I've Sweethearts in Every Port—Song... L. W. Keith. 3.75
- 6145—1. Going Home—March... Benj. Richmond.
- 2. Captain Cupid—Patrol D'Amour... J. W. Bratton.
- 3. The Gray Champion—March... T. H. Rollinson.
- 4. The Crimson—March... P. H. Daggert.
- 5. Fastidious William—March... C. H. Tiers. 3.75
- 6146—1. Gaelic—March... J. H. Fuchsius.
- 2. Yosemite—March... Elmer Allen.
- 3. Old Glory—March... Jerome Hartman.
- 4. The Field Bnglers—March... Geo. H. Bramhall.
- 5. The Fairest of the Fair—March... F. W. Bent. 3.75
- 6147—1. Cheyenne—Song... Williams & Van Alstyne.
- (Shy-Ann)
- 2. It's Allus de Same in Dixie—Song... W. M. Cook.
- 3. What's the Use of Knocking When a Man is Down—Song... Bryan & Edwards.
- 4. My Name is Morgan, but it Ain't J. P.—Song... H. K. Mohr.
- 5. Dear Old Dixie Land—Song... Jerome & Schwartz. 3.75
- 6148—1. My Little Chauffeur—Song... R. H. Bowers.
- (From "The Vanderbilt Cup.")
- 2. Good Bye, Sweet Maggie Doyle—Song... Jerome & Schwartz.
- (From "The White Cat.")
- 3. Niggab Loves His Possum—Song... Paul Dresser.
- 4. What Has the Night Time to do with the Girl—Waltz Song... Jerome & Schwartz.
- 5. He's Nobody's Friend, Not Even His Own—Song... Browning & Mullen. 3.75
- 6149—1. My Afro-Mexican Queen—Song... Sidney L. Perrin.
- 2. Cross Your Heart—Song... Hough, Adams & Dunlap.
- (From "The Umpire.")
- 3. You Look Awful Good to Father—Hough, Adams & Howard.
- (From "The Umpire.")
- 4. Robinson Crusoe's Isle—Song... B. H. Burt.
- (From "Moonshine.")
- 5. I've Such a Funny Feeling When I Look at You—Song... Helan & Penn. 3.75
- 6150—1. Feather Queen—Indian Intermezzo... Mabel McKinley.
- 2. The Darkies Mardi Gras—Ragtime March and Two-step... Theo. Wenzlik.
- 3. My Ideal—March—Two-step... J. Arnold.
- 4. Blood Lilies—A Japanese Two-step... Arthur Pryor.
- 5. The Land of Romance—Serenato... Karl Hoschna. 3.75

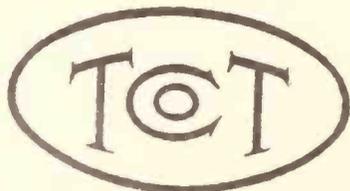
"CLEAPOL" JUST THE THING.

The trade will be interested in the announcement of the Cleapol Co., Newark, N. J., which appears elsewhere in *The World*. Their specialty is absolutely unequalled for keeping talking machine stock in a bright, salable condition, and, moreover, will be found most profitable to handle by reason of the satisfaction which it will give patrons. This article, which was recently perfected by T. L. Gooday, the well-known talking machine man, is a chamois skin which has been put through several processes, making it an ideal metal and glass cleaner and polisher. It has been appropriately named. The Cleapol Co. are prepared to mail samples to dealers and jobbers who will find it a money maker.

The capital stock of the Talkophone Co. is to be increased from \$500,000 to \$1,000,000, \$250,000 of the increase to be used in enlarging the plant now located on Central avenue.

THE TEA TRAY COMPANY OF NEWARK, N. J.

THE PIONEER MANUFACTURERS OF  
**Amplifying Horns**



Mulberry and Murray Streets,  
NEWARK, N. J.

**OUR FOREIGN CUSTOMERS.**

Amount and Value of Talking Machines Shipped Abroad from the Port of New York for the Past Month.

(Special to The Talking Machine World.)

Washington, D. C., March 7, 1906.

Manufacturers and dealers in talking machines

will doubtless be interested in the figures showing the exports of talking machines for the past four weeks from the port of New York:

FEB. 12.

Amsterdam, 6 pkgs., \$180; Bahia, 19 pkgs., \$1,005; Berlin, 188 pkgs., \$3,734; Bombay, 156 pkgs., \$3,185; Brussels, 104 pkgs., \$690; Buenos Ayres, 26 pkgs., \$485; Cape Town, 5 pkgs., \$113; Callao, 6 pkgs., \$136; Copenhagen, 20 pkgs.,

\$323; Glasgow, 21 pkgs., \$874; Havana, 4 pkgs., \$186; 2 pkgs., \$189; 3 pkgs., \$111; Limon, 6 pkgs., \$118; London, 7 pkgs., \$9,520; 1,002 pkgs., \$10,685; Maracaibo, 5 pkgs., \$154; Mollendo, 8 pkgs., \$246; Nuevitas, 14 pkgs., \$177; Santiago, 11 pkgs., \$309; Vienna, 27 pkgs., \$1,301; 19 pkgs., \$570.

FEB. 19.

Berlin, 213 pkgs., \$2,489; Bombay, 15 pkgs., \$256; Brussels, 50 pkgs., \$260; Buenos Ayres, 8 pkgs., \$110; Callao, 2 pkgs., \$102; Cape Town, 14 pkgs., \$318; Glasgow, 10 pkgs., \$394; Hamburg, 9 pkgs., \$140; Havana, 40 pkgs., \$881; 23 pkgs., \$1,099; Havre, 9 pkgs., \$122; London, 9 pkgs., \$146; 25 pkgs., \$1,999; 873 pkgs., \$7,004; Manila, 6 pkgs., \$250; Santos, 5 pkgs., \$360; Valparaiso, 95 pkgs., \$5,784; Vera Cruz, 17 pkgs., \$506; Vienna, 18 pkgs., \$499; Yokohama, 76 pkgs., \$4,878.

FEB. 26.

Berlin, 85 pkgs., \$457; Brussels, 51 pkgs., \$260; Buenos Ayres, 18 pkgs., \$220; Cienfuegos, 11 pkgs., \$16; Colon, 7 pkgs., \$305; Copenhagen, 9 pkgs., \$123; Havana, 12 pkgs., \$250; 26 pkgs., \$1,523; Havre, 9 pkgs., \$394; Iquitos, 7 pkgs., \$123; La Guayra, 7 pkgs., \$169; Limon, 12 pkgs., \$427; Lisbon, 1 pkg., \$100; London, 82 pkgs., \$6,201; 19 pkgs., \$407; Melbourne, 14 pkgs., \$328; Milan, 9 pkgs., \$300; Para, 9 pkgs., \$567; Port au Prince, 5 pkgs., \$148; Santiago, 13 pkgs., \$561; Vera Cruz, 10 pkgs., \$122; Vienna, 21 pkgs., \$429.

MARCH 5.

Berlin, 175 pkgs., \$1,355; Bombay, 22 pkgs., \$404; Brussels, 153 pkgs., \$2,109; Buenaventura, 6 pkgs., \$139; Buenos Ayres, 4 pkgs., \$162; 19 pkgs., \$2,796; Guayaquil, 4 pkgs., \$151; Havana, 11 pkgs., \$1,131; 79 pkgs., \$1,037; Havre, 10 pkgs., \$187; Hong Kong, 5 pkgs., \$186; Kingston, 4 pkgs., \$199; London, 974 pkgs., \$9,047; 1 pkg., \$734; 23 pkgs., \$1,359; Para, 9 pkgs., \$553; Shanghai, 16 pkgs., \$492; Vienna, 25 pkgs., \$1,050.

# Everybody wants them!

# SOFTERTONE

# Needles & attachments



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

SOFTERTONE NEEDLES reduce the volume and bring out every detail and shade of tone in the Record

## Play Six Records

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

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

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

FOR SALE BY **LYON & HEALY** CHICAGO

**Mr. Dealer:**

If you want always to get the goods, send your orders to a house of exclusive

**Victor Jobbers.**

**STANLEY & PEARSALL,**

541 Fifth Avenue, N. Y.



## BETTINI PHONOGRAPH CO.

LIMITED

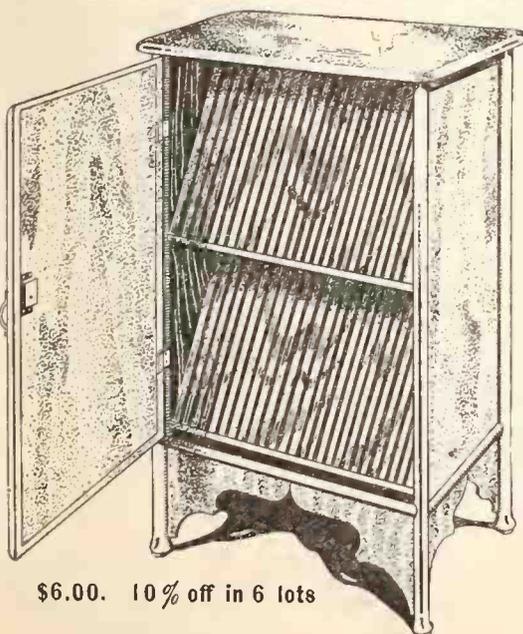
THE MOST CENTRALLY LOCATED JOBBERS OF

**All Phonographs, Supplies and Accessories.**

156 West 23d St., Adjoining 6th Ave., NEW YORK  
Telephone, 3173 Chelsea.

NOTE THE FOLLOWING STORES:

J. DIEHM, 490 Myrtle Ave., Brooklyn.  
F. A. BAKER, 1080 Bedford Ave., Brooklyn.  
SOL LAZARUS, 1058 First Ave. and 1428 First Ave., New York City.  
J. J. DOYLE, 152 Montgomery St., Jersey City.  
WARNER & SETTANNI, 1372 Broadway, Brooklyn.  
F. G. LOEFFLER, 245 Bergenline Ave., Union Hill, N. J.; also 370 Central Ave., Jersey City, N. J.  
B. G. WARNER, 117 Court St., and 1213 Bedford Ave., Brooklyn.  
P. SETTANNI, 1836 Fulton St., Brooklyn.



\$6.00. 10% off in 6 lots

### "POINTERS" ON TRADE BUILDING.

Show Windows Are Money Makers When Utilized by Brainy Men—How New Records Are Made—Familiarity With Stock Another Essential—Suggestion as to Line That Will Prove Popular.

A successful talking machine dealer in New York preaches for the benefit of the trade who complain of dull business and small sales in the following manner: "Next to having a good stock of machines and records is the proper display of them. I make it a rule to entirely change my show windows at least once a week, and usually twice. In arranging a display, I make it a point to have a central feature which will always attract attention, and am always on the lookout for any novel attraction. A short time ago I secured a hen with a determination to hatch out doorknobs, and place her in a nest made in a flower horn, and underneath placed the inscription, "Making a new record." She stood the gaze of a curious public for a day or two, but that was sufficient—the public looked at everything in the window. The window trimmed with a sylvan effect, and two white rabbits moving among the talking machines, was also productive of a crowd. Well-worded signs, pertinent to some particular feature, are also invaluable. No man can succeed in selling talking machines who is not familiar with his stock. I play for my own benefit every record I receive at least twice, and note down those that I consider likely to be the best sellers, and which have the greatest artistic merit. I advise dealers who are just starting in to carry both cylinder and disc machines. You can never tell from the neighborhood what you will sell. My best customers for Red Seal records are Italian laborers, who save and deprive themselves of pleasures in order that they may hear the best music in their native tongue."

Learnard & Lindemann, the well-known piano dealers of Albuquerque, N. M., report an increasing trade in Victor talking machines.

## With the Makers, Sellers and Users of Automatic Specialties

A retrospective glance over the past year's business brings forcibly to light the marvelous advance in the slot machine industry. Everywhere is manifested this healthful condition of affairs and manufacturers and consumers are justified in their optimistic outlook for the coming year. Just at present, however, it is a case of "hands up" all round on account of the congested condition of the raw material market. Metal seems to be the leader in this general tie up, as the foundries, though working night and day, are fully six months behindhand in the delivery of orders, and new machines, many of them marvels of mechanical construction, due long since on the market, are still unfinished in the factories.

One of the largest manufacturers, while discussing trade conditions with *The World* recently, predicted an unprecedentedly brilliant business for 1906. "Never before," said the gentleman, "has this business been on so firm a basis as at the present day. The incessant demand for machines of all types keeps the office and factory force constantly on the jump in an almost futile effort to keep pace with the orders. The general trend of this demand seems to veer toward higher class productions, which, of course, means more money for all parties concerned."

For some time past—in fact, since the early days of the automatic business in this country—it has been the custom of many companies to sell outright certain specified territories, many of these contracts being made with such ironbound restrictions as to absolutely subjugate these companies to such an extent that they were forced, after a short time, to desist operations. In this industry few machines, excepting the piano, harp, music box, talking machine, mutoscope and

weighing devices, can be operated on one section for more than a year at a time, as there is no changing feature, hence the novelty for the public wears off, and with it profit disappears. Not only does a company limit itself to restricted territory under such conditions, but each organization which has bought agencies, is more or less antagonistic toward its neighbor, and concerted action by the whole, to push the machines into popularity is next to impossible, as the contracts prohibit advertising in such trade journals as would reach their trade and advance their interests, with the prospect of snits being brought on grounds of encroachment.

Many of the largest corporations that fell under this ban, from one cause or another, are at present putting forth all their energies toward regaining absolute control of the situation. This difficulty overcome, manufacturers will have a clear and broad field before them, with assured progress, such as now is not dreamed of.

The automatic parlor business is taking on broad proportions, as men of means are taking hold of the tiller, realizing the immense profit derived from the operating of these emporiums of music. While it must be admitted that the newest of these arcades are everything that brains and a lavish expenditure of money can accomplish, there are many in the business who pay too little attention to small details. And after all these are the things, which taken as a whole, give a general harmonious and inviting effect to an establishment or the reverse. Managers should always keep before them the necessity of having things in shipshape condition. The automatic piano which appears in most of the arcades as a center of attraction and crowd

drawer, should not be neglected and left to get out of tune, as many are. It is true these instruments are put through a terrible grind, being kept busy pounding away day and night, but a little care will eliminate most of this trouble, and what a difference!

Floors should be kept clean, and it is well to see that too many machines do not bear the little card, "Out of order." A sheet music department is fast becoming recognized as one of the paying branches of this business, and proprietors will find that a small space allotted to this line will not be unprofitable, a pianist and if possible a salesman with a good voice, will do much toward pushing things along.

### SOME NEW ATTRACTIONS.

To the Caille Bros., of Detroit, Mich., falls the credit of placing on the market many of the best money-makers now in use. One of the newest is the "Bird-o-Phone." By dropping a coin in the machine a most beautiful woodland scene is shown, with natural vines and shrubbery, the early morning sunlight making the dew on the rocks and leaves glisten like diamonds. Two beautiful birds appear and give their early morning greeting by warbling the popular airs of the day, moving their heads, tails and bodies in the most natural manner. This scene is most pleasing to the eye, and the music of the birds is harmonious enough to suit the most critical. Their post card and "Auto Muto," or picture machines, are also great attractions.

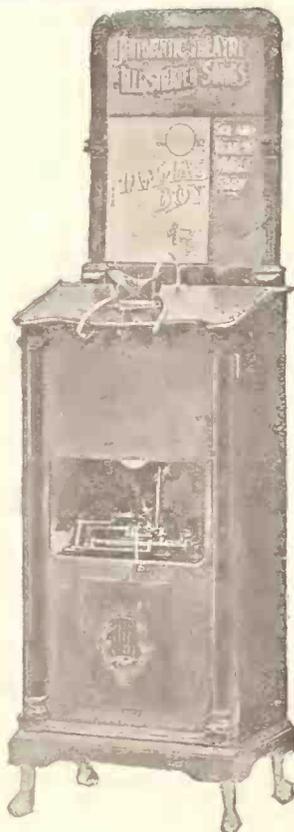
Target shooting has and always will possess a strong attraction for all ages and both sexes. The crack shot pistol, a new coin-controlled de-

# The AUTOMATIC MARVEL OF THE AGE!

**THE ROSENFIELD ILLUSTRATED SONG MACHINE, COIN OPERATED (for Arcades, Cafes and all Public Places)**

☐ No storage Battery Necessary; operated by simply connecting them to any Electric Lighting Circuit, direct or alternating. ☐ Fluctuations in voltage positively do not affect the speed, as in other direct current machines. ☐ Over 2,000 of our talking machines now in use. ☐ Here are a few of the Penny Arcades or parlors entirely equipped with them. Drop into the nearest and satisfy yourself that our machines do the business.

**ILLUSTRATED SONG MACHINE.**  
All songs beautifully illustrated.  
Greatest money-maker ever placed  
on the market.



We Make a Complete Line of Slot Machines.

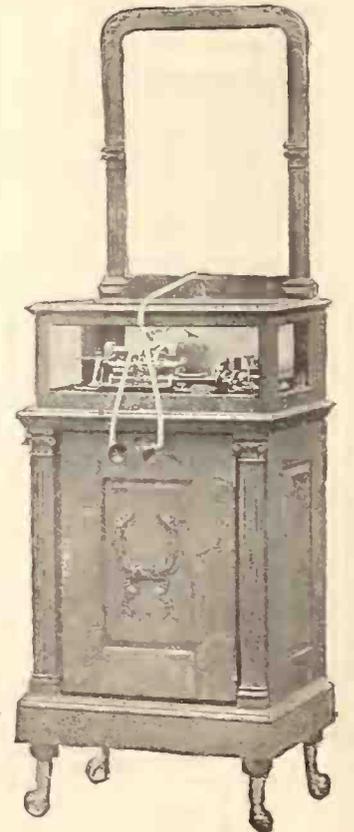
#### MACHINES OPERATED ON DIRECT CURRENT.

	Machines.
HARRY DAVIS, Grand Opera House, Pittsburgh.....	150
WELLS AMUSEMENT CO., Nashville, Tenn.....	35
WELLS AMUSEMENT CO., Richmond, Va.....	25
WELLS AMUSEMENT CO., Roanoke, Va.....	15
WELLS AMUSEMENT CO., Norfolk, Va.....	25
AUTOMATIC VAUDEVILLE CO., 48 East 14th St., New York.....	50
AUTOMATIC VAUDEVILLE CO., 1221 Market St., Philadelphia.....	25
RUDOLPH WAGNER, 261 Main St., Buffalo, N. Y.....	25
RUDOLPH WAGNER, St. Louis, Mo.....	15
FAIRYLAND AMUSEMENT CO., 634 Washington St., Boston, Mass.....	50
CENTRAL AMUSEMENT CO., Des Moines, Iowa.....	15
HAVANA BREWERY PARK, Havana, Cuba.....	15
FISCHLOWITZ, HIRSCH & HARRIS, 314 Bowery, New York City.....	35
LUNA PARK, Cleveland, Ohio.....	10
LUNA PARK, Pittsburgh, Pa.....	20
INGERSOLL'S CONSTRUCTION CO., 307 Fourth Ave., Pittsburgh.....	50
MIDLAND MACHINE CO., 178 State St., Chicago, Ill.....	20
DECOMO AMUSEMENT CO., 169 E. 125th St., New York City.....	42
PEOPLES VAUDEVILLE CO., 172 West 23d St., New York City.....	20
PEOPLES VAUDEVILLE CO., 2172 Third Ave., New York City.....	20
PEOPLES VAUDEVILLE CO., 125th St. and Levox Ave., New York City.....	50
SURPRISE VAUDEVILLE CO., 142 E. 14th St., New York City.....	50
THE AUDITORIUM, 1259 Broadway, New York City.....	30
SCHAEFER & CO., 310 State St., Chicago, Ill.....	20
H. FICHTENBERG, 711 Canal St., New Orleans, La.....	45
ROY MAUVAIS, 769 Market St., San Francisco, Cal.....	30
WM. F. BOOGAR, 938 Market St., Philadelphia, Pa.....	25
HARRY TEMPERLY, 340 South Spring St., Los Angeles, Cal.....	22
J. VALENSI, 529 6th Ave., New York City.....	10
J. VALENSI, 407 Sixth Ave., New York City.....	10
J. VALENSI, 143 Park Row, New York City.....	10
M. ZUSTOVICH, 340 State St., Chicago, Ill.....	15
GEO. BALSDON, Fifth Ave., Pittsburgh, Pa.....	30
WHITE CITY PARK, Chicago, Ill.....	50

#### MACHINES OPERATED BY ALTERNATING CURRENT.

	Machines.
PEOPLES VAUDEVILLE CO., 2781 Third Ave., New York City.....	40
MAGUIRE & PHILLIPS, 218 Main St., Dallas, Tex.....	10
UNION NOVELTY CO., 311 River St., Troy, N. Y.....	20
DIAMOND NOVELTY CO., Syracuse, N. Y.....	20
DIAMOND NOVELTY CO., Schenectady, N. Y.....	30
LENTZ & WILLIAMS, 1418 Farnum St., Omaha, Neb.....	10
AMERICAN ARCADES CO., 175 St. Lawrence St., Montreal, Can.....	50
AMERICAN ARCADES CO., 58 1/2 St. Joseph St., Quebec, Can.....	30
GEO. W. BENNETT, 802 Penn St., Reading, Pa.....	10
C. B. CASCAMBAS, 109 Thames St., Newport, R. I.....	10
W. W. COLE, Omaha, Neb.....	10
"ELECTRIC PARK," Newark, N. J.....	10
WEISS & WEINBERGER, 1615 Boardwalk, Atlantic City, N. J.....	20
GEO. W. BENNETT, 219 East Federal St., Youngstown, O.....	15
REESE & WILLIAMS, 54 East Main St., Plymouth, Pa.....	10

**OUR 1906 MODEL**  
Talking Machine with Colonial  
Style Cabinet.



WRITE FOR CATALOGUE.

**ROSENFIELD MANUFACTURING COMPANY, 591 Hudson St., New York City.**

# The TONOPHONE Automatic PIANO

With Nickel-in-Slot Attachment

## GREATEST MONEY-MAKER ON EARTH

For Hotels, Cafes, Drug Stores and Resorts of all kinds, its earning capacity having no Equal. It is also a great attraction and business stimulator. Dealers will find it very profitable to handle the TONOPHONE.

THE "TONOPHONE" has stood the test of time and is to-day acknowledged by all (even our competitors) **THE KING OF ELECTRIC PIANOS.**

The  
Tonophone

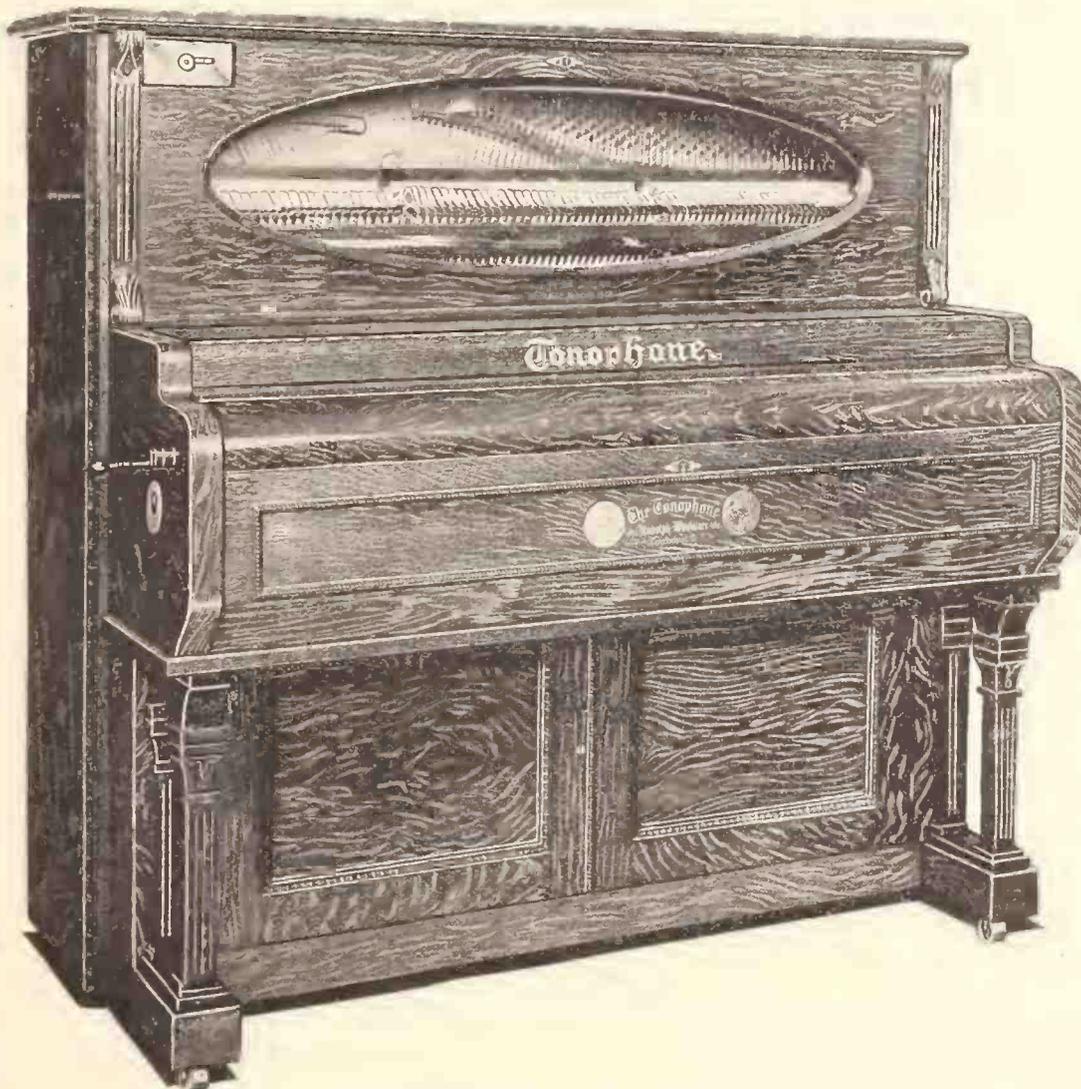
Has many points  
of superiority.

By our Exchange  
Plan you can ex-  
change Cylinders  
for

**\$5.00**

10 tunes, 50c. each

This gives you an op-  
portunity to have the  
latest music at a  
small cost.



The  
Tonophone

is an entirely new instru-  
ment, and has only lately  
been perfected. It plays  
ten tunes automatically  
with expression. Any num-  
ber of new tunes can be  
produced at small cost.  
The cases are finely fin-  
ished. Mahogany or Oak  
veneered. In ordering, al-  
ways state what kind of  
electric current you have;  
if it is direct current, state  
the number of volts, if it  
is alternating current state  
volts, number of cycles and  
number of alternations.

Complete list of  
Tunes mailed  
upon request.

THE "TONOPHONE" is the only Automatic Piano which has an almost indestructible cylinder with 10 tunes. This cylinder gives the "Tonophone" many advantages over all other Automatic Pianos, most important of which are the following:

**Any One of the 10 Tunes can be Played at Any Time**  
**Any Tune can be Repeated as Often as Desired**

There is on the outside of the case a dial, with arrow and handle attached, numbered from 1 to 10, representing the number of tunes on cylinder. By turning handle you set cylinder to play tune the arrow may point to. The "Tonophone" is the only Automatic Piano where any one of the tunes can be played at any time. It is fitted with device whereby each tune is played twice for one nickel.

An important and invaluable point of advantage about the "Tonophone" is that it is so constructed that the cylinders are interchangeable, permitting, where it can be agreeably arranged, for an exchange of cylinders.

The "Tonophone" is operated by an electric motor which is set in motion by a nickel, which is received by nickel-in-slot attachment. This attachment is covered by "Letters Patent," and is designed and so constructed that it throws out and refuses to take and keep any spurious coins, in this way giving absolute protection against iron washers, etc.

The earning capacity of the "Tonophone" has no equal and no limit. It has taken in as much as \$50.00 per week. It requires no attention, consequently is *par excellence* a money-maker of the best kind. For public and private places, and resorts of every description, there is at this time nothing better on the market. It is attractive and a novelty; the music being perfect piano music, makes it captivating and fascinating.

EXCLUSIVE AGENCY GIVEN IN UNOCCUPIED TERRITORY. WRITE AT ONCE

**THE RUDOLPH WURLITZER CO., Manufacturers**

CINCINNATI

CHICAGO

vice recently put on the market by the Sub-Target Gun Co., is therefore bound to meet with great favor among all classes. This machine affords free-arm revolver practice with accurate results. As many shots as may be desired may be recorded on one target, when the marksman can, by pressing a lever, have it delivered to him through a slot.

One of the best paying coin-operating machines introduced during the past ten years is the Talking Scale. This is an automatic device which calls out in a clear and audible tone the weight of the person standing on the scale. This machine is a combination of two well-known inventions, the talking machine and a scale, and has proved a decided hit wherever it has been introduced. We quote the following interesting extract from the New York Sun: "The man in the box is the hit of Broadway, the bars are crying for more of him. Not since the gambling machines were pulled out and sent to junk has there been such a nickel eater." The American Talking Scale Company have confined their business entirely to operating, but are now adopting a new policy, and in the future will sell direct to operators and dealers outside of the metropolis. For further information address the Automatic Department of the World.

The Karmata moving picture machine, manufactured by the Animated Photograph Co., is fast coming into popularity with parlor men. One of the radical differences between this and other like machines on the market is that regular films instead of reels are used. People interested in such devices will find it worth their while to look this up.

#### NEWS OF THE TRADE.

Though the past year's business has been far ahead of all anticipations with the American Mutoscope and Biograph Co., of this city, this season's opening seems to presage even better things to come. To start the ball a-rolling, they have recently bought back their Ohio and Pennsylvania territory, previously controlled by the Ohio Mutoscope Co. The Mutoscope's popularity has steadily grown, and nowhere is a parlor complete without a full equipment of these money-making instruments. Much of the credit accrues, however, to the activity of this company in keeping their reels up to date. They recently closed a large deal with Max Goldstein, of this city, selling him 85 machines for his new arcade to be opened at 31-32 Park Row.

Among the recent incorporations filed with the Secretary of the State of New Jersey was that of the Matthews Manufacturing Co., No. 288 Market street, Newark, N. J., to manufacture automatic machinery picture exhibiting and sound producing machines; capital, \$50,000. Incorporators, Charles Mosier, No. 1266 Seneca street, Buffalo, N. Y.; Louis A. De Graff, No. 215 West 80th street, New York; Harold C. Matthews, No. 82 West End avenue, Newark, N. J.

Friends of M. H. Mark, of the Automatic Vaudeville Co., will regret to hear of his illness while in Florida

"Wonderland," the great arcade opened by the Wells Amusement Co., on March 8, at Nashville, Tenn., is reported as doing a phenomenal business. The enormous crowds which pack its doors only go to prove the growing demand throughout the country for these penny exhibit parlors.

Max Goldstein has leased the store, basement and sub-cellar in the building, Nos. 31 and 32 Park Row, formerly occupied by the Daily News. The lease is for ten years at an aggregate rental of \$225,000. Mr. Goldstein is the head of the Automatic Vaudeville Co., but will open this new parlor as a private venture. Plans for alterations to the building have been filed, to cost \$30,000.

In these days of rapid-fire amusement, the tendency is in favor of mammoth enterprises and big effects, consequently there is a disposition to overlook opportunities that, while small, promise large returns for a limited investment. The much-maligned slot machine is possibly one of the most potent factors in the amusement line that can be found to-day. Slot machines, properly placed and intelligently used, may be made a source of profit far in excess of their cost. In fact, this device is more closely allied to the ideal than any person has any idea of. Everyone will agree that from a financial standpoint a railroad that required no locomotives and no train crew for its operation, and where the passengers themselves could sit in a row, and work innumerable pedals, thus working themselves to their destination, would be highly satisfactory. Slot machines are almost that idea, condensed. You furnish, at small cost, a machine; you also furnish, at small cost, the necessary material to fill the machine, and then you let the purchaser do the rest. He supplies his own coin. He puts

it in the machine himself, and he furnishes the requisite power to work it. Hundreds of new and ingenious devices have been invented for the amusement of the masses. Among a few of the new ones are the "Crack Shot Pistol," which has proved one of the biggest money-getters on the market when arranged with long tube for shooting. Among other novelties that can be mentioned are the "Hercules Shoulder and Arm Test," the "Birdograph," "Calloscope," "Gloomy Gus Strength Machine," the "Get Married Machine," and dozens of others that can be seen at the office of F. S. Zimmerman, one of the largest dealers in this class of devices in the country.

The new year has brought with it additional prosperity for the slot machine business, and with it comes an increased demand for the Rosenfield Co.'s new illustrated song machines. But with all sweet things is intermingled more or less of the bitter, and the above company are having their facilities taxed to the uttermost in an almost futile effort to make shipments promptly. The combination of this large inrush of new business and the shortage in raw material is playing havoc with the factories.

#### NEW MUSIC FOR REGAL 44 NOTE PLAYER.

1107—	Spoon Time—Two-step	.....
	Mary's a Grand Old Name	.....
	Coon Band Parade-Rag	.....
	Robin Red Breast	.....
	Standard Bearer—March	.....
1108—	Moon Dear	.....
	Good-Bye, Flo.	.....
	Top O' Morning—Two-step	.....
	So Long, Mary	.....
	I'm Looking for My Ten	.....
1109—	Boo Peep—Two-step	.....
	Forty-five Minutes from Broadway	.....
	Slumber On	.....
	Popular Billionaire	.....
	Stand by and Fight	.....
1110—	Alexis from Texas	.....
	You're a Grand Old Rag	.....
	Mazie Waltz	.....
	I Was Just Supposing	.....
	Sympathy	.....
1111—	Dixie Doodle—March	.....
	Little Girl You'll Do	.....
	Nicodemus	.....
	I Love You All the Time—Waltz	.....
	In My Merry Oldsmobile	.....
1112—	The Little Chauffeur	.....
	Nobody	.....
	When the Right Little Girl Comes Along	.....
	Have You Seen My Henry Brown?	.....
	Good, Kind, Jolly Man.	.....

Among the incorporations filed with the Secretary of the State of New Jersey was that of the Colonial Sterro-Mutoscope Co., of Pittsburg, Pa., and Camden, N. J., for the purpose of manufacturing moving picture machines, talking and musical devices, etc. Capital, \$75,000. Incorporators: E. Truxall, E. S. Raymond, M. Alice McKee, Camden.

## Some Progressive Makers of Automatic Specialties

If there is anything you require in Slot Machines  
CALL OR WRITE  
New York Agent for F. S. ZIMMERMAN.  
The Caille Bros. Co. Detroit, Mich. 5 East 14th St., New York.  
The man who sells the machines that get the money.

American Mutoscope & Biograph Co.  
11 E. FOURTEENTH ST., NEW YORK  
The Mutoscope Oldest and Best Known  
Slot Machine  
"The Backbone of the Automatic Parlor Business"  
Showing Moving Pictures in their Most Attractive Form

Coin Operated Talking Machines  
Coin Operated Illustrated Song Machines  
Coin Operated Machines of all other types

THE ROSENFIELD MFG. CO.  
591 HUDSON STREET, N. Y. CITY

Special Hardened Black Cylinder  
**B & R RECORDS**  
Talking or Vocal, best talent, Spencer, Murray, Collins, Harlan, Macdonough and others. Your Own Name on Announcement on the record, in 100 lots, 21c. each.

A fine chance for dealers to advertise themselves. We furnish all the Phono. Parlors in the U. S.  
BURKE & ROUS, 334-336 Fifth Ave., Brooklyn, N. Y.

Coin operating machines, the great money makers, are made in great variety by **ROTH & ENGELHARDT, Windsor Arcade, New York.**

(Further particulars on inside back cover page)

Talking machine dealers and arcades can make good money by handling the Regal line of coin operating machines.

**REGAL PIANO PLAYER CO., 891 Southern Boulevard, New York, N. Y.**  
(See ad. on front cover page.)

**THE RUDOLPH WURLITZER CO.**  
MANUFACTURERS  
CINCINNATI, O. CHICAGO, ILL.  
**Com-Operated Pianos, Harps**  
AND OTHER MUSICAL SPECIALTIES  
Paying 200 per cent on the investment. Biggest Money Makers of the day. Liberal inducements given

Every Manufacturer 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 March list.

## THE PIANOVA COMPANY,

Manufacturers of

44 AND 65 NOTE ELECTRIC PLAYERS

with or without nickel in the slot attachment

**SECURE THE AGENCY NOW.**

117-125 Cypress Avenue,

New York.



# Six Reasons

The PEERLESS Coin Operated Pianos are different from all others in six different, distinct, good ways.

Each one of these ways is a conclusive reason why you should use the PEERLESS Coin Operated Pianos.

Some good territory still available.

Interesting literature sent upon request.

Highest Award and Gold Medals.

Buffalo, 1901.

St. Louis, 1904.

Portland, 1905.



STYLE D.

THESE  
SIX REASONS  
explained in next issue  
of this Paper.



STYLE 44.

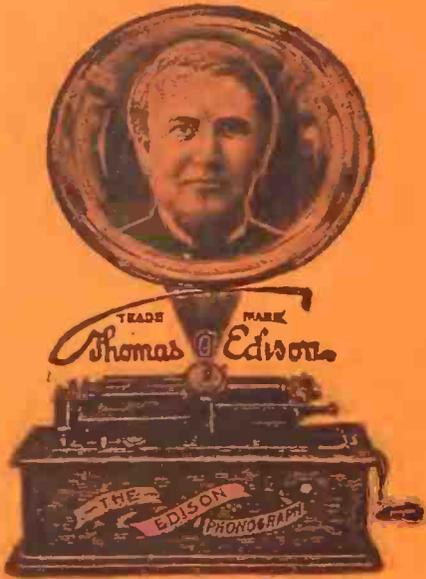
# ROTH & ENGELHARDT

(Props. Peerless Piano Player Co.)

WINDSOR ARCADE

FIFTH AVENUE

NEW YORK



# THE PUBLIC WANT EDISON GOODS

We hear nothing but praise of Edison goods from dealers. We receive complimentary letters from them daily. Here is one of them:

Gentlemen:—"We never took hold of a new line that took with the public like Edison goods. Our business is top-notch, taking orders every day.

Very truly yours,  
\*\*\*\*\*"

Name and address will be furnished upon application.

Edison goods are far superior in clearness and quality of tone to other makes and invariably win approval. Then again, our extensive advertising throughout the year tells the public of the fine qualities and latest improvements in Edison goods. Mr. Edison is continually giving his attention to the Edison Phonograph and improving it. Why not handle a popular line? There is money in Edison goods. You make 66  $\frac{2}{3}$  % profit on every dollar invested in Edison goods. Prices are strictly maintained. Write to-day to your nearest Jobber or to us for full information.

## National Phonograph Co., 59 LAKESIDE AVE ORANGE, N. J.

31 Union Square, New York

304 Wabash Avenue, Chicago, Ill.

### FOLLOWING ARE THE JOBBERS IN EDISON GOODS IN THE UNITED STATES AND CANADA.

Albany, N. Y.—Finch & Hahn.  
Allegheny, Pa.—Henry Braun.  
Allentown, Pa.—G. C. Aschbach.  
Astoria, N. Y.—John Rose.  
Atlanta, Ga.—Atlanta Phono. Co., Phillips & Crew Co.  
Baltimore—E. F. Droop & Sons Co.  
Bangor, Me.—S. L. Crosby Co.  
Birmingham—The Talking Machine Co.  
Boston—Boston Cycle & Sundry Co., Eastern Talk. Machine Co., Iver Johnson Sptg. Gds. Co., C. E. Osgood Co., Read & Read.  
Brooklyn—A. D. Matthews' Sons, Price Phono. Co.  
Buffalo—P. A. Powers.  
Canton, O.—Klein & Heffelman Co.  
Chicago—James I. Lyons, The Vim Co., Montgomery Ward & Co., Rudolph Wur-litzer Co., Babson Bros., Lyon & Healy.  
Cincinnati—Hlsen & Co., Rudolph Wur-litzer Co.  
Cleveland—Eclipse Musical Co.  
Columbus—Perry B. Whitsit Co.  
Dallas—Southern Talking Mach. Co.  
Dayton, O.—Niehaus & Dohse.  
Denver—Denver Dry Goods Co., Hext Music Co.  
Des Moines, Ia.—The Vim Co., Hopkius Bros. Co.  
Detroit—American Phono. Co., Grinnell Bros.  
Easton, Pa.—William Werner.  
Elmira, N. Y.—Elmira Arms Co.  
El Paso, Tex.—W. G. Walz Co.  
Fitchburg, Mass.—Iver Johnson Sporting Goods Co.  
Fort Dodge, Iowa—Early Music House.  
Fort Worth, Texas—Cummings, Shepherd & Co.  
Gloversville, N. Y.—American Phono. Co.  
Harrisburg—S. K. Hamburger.  
Helena, Mont.—Frank Buser.  
Houston—Texas Phono. Co.  
Hoboken, N. J.—Eclipse Phonograph Co.  
Indianapolis—Indiana Phono. Co., Kipp Bros. Co., A. B. Wahl & Co.  
Kansas City—J. W. Jenkins' Sons Music Co., J. F. Schmelzer & Sons Arms Co.  
Kingston, N. Y.—Forsyth & Davis.  
Knoxville—Knoxville Typewriter and Phono. Co.  
Lafayette, Ind.—A. B. Wahl & Co.  
Lincoln, Neb.—H. E. Sidles Cycle Co.  
Louisville—C. A. Ray.  
Lowell, Mass.—Thos. Wardell.  
Memphis—F. M. Atwood, O. K. Houck Piano Co.  
Milwaukee—McGreal Bros.  
Minneapolis—Thomas C. Hough, Minnesota Phono. Co.  
Mobile, Ala.—W. H. Reynolds.  
Montgomery, Ala.—R. L. Penick.  
Nashville—O. K. Houck Piano Co., Nashville Talk. Mach. Co., Magruder & Co.  
Newark, N. J.—A. O. Petit, Douglas Phono. Co.  
Newark, O.—Ball-Fintze Co.  
New Bedford, Mass.—Household Furnishing Co.  
Providence—J. M. Dean Co., J. A. Foster Co., Household Furniture Co., J. Samuels & Bro., A. T. Scattergood & Co.  
New Haven—Pardee-Ellenberger Co.  
New York City—Bettini Phonograph Co., Blackman Talking Machine Co., J. F. Blackman & Son, Sol Bloom, I. Davega, Jr., S. B. Davega, Douglas Phonograph Co., H. S. Gordon, Jacot Music Box Co., Victor H. Rapke, Siegel-Cooper Co., John Wanamaker, Alfred Weiss.  
New Orleans—William Bailey, Nat. Auto. Fire Alarm Co.  
Omaha—Omaha Bicycle Co., Neb. Cycle Co.  
Oswego, N. Y.—Frank E. Bolway.  
Paterson, N. J.—James K. O'Dea.  
Pawtucket—Pawtucket Furniture Co.  
Peoria, Ill.—Peoria Phonograph Co.  
Philadelphia—C. J. Heppe & Son, Ljt Bros., Penn Phonograph Co., John Wanamaker, Wells Phonograph Co., Western Talking Mach. Co., H. A. Weymann & Son.  
Pittsburg—Theo. F. Bentel Co., Inc., H. Kleber & Bro., C. C. Mellor Co., Pittsburg Phonograph Co., Powers & Henry Co.  
Portland, Me.—W. H. Ross & Son.  
Poughkeepsie, N. Y.—Price Phono. Co.  
Portland, Ore.—Graves & Co.  
Sharon, Pa.—W. C. De Forest & Son.  
Quincy, Ill.—Quincy Phonograph Co.  
Reading, Pa.—Reading Phonograph Co.  
Richmond—Magruder & Co.  
Rochester—A. J. Deninger, Mackie Piano, O. & M. Co., Giles B. Miller, Talking Machine Co.  
San Antonio, Tex.—H. C. Rees Optical Co.  
San Francisco—Peter Bacigalupi.  
Savannah, Ga.—George R. Youmans.  
Schenectady, N. Y.—Finch & Hahn, Jay A. Rickard & Co.  
Scranton—Ackerman & Co., Technical Supply Co.  
Seattle, Wash.—D. S. Johnston Co.  
Spokane, Wash.—Spokane Phono. Co.  
Springfield, Mass.—Flint & Brickett Co.  
St. Louis—The Conroy Piano Co., O. K. Houck Piano Co., Western T. M. Co.  
St. Paul—W. J. Dyer & Bros., Thomas C. Hough, Minnesota Phono. Co.  
Syracuse—W. D. Andrews.  
Toledo—Hayes Music Co.  
Toronto—R. S. Williams & Sons Co., Ltd.  
Trenton, N. J.—Stoll Blank Book and Stationery Co., John Sykes.  
Troy, N. Y.—Finch & Hahn.  
Utica—Clark-Horrocks Co., Arthur F. Ferriss, Wm. Harrison, Utica Cycle Co.  
Washington—E. F. Droop & Sons Co., S. Kann Sons & Co.  
Waycross, Ga.—Geo. R. Youmans.  
Williamsport, Pa.—W. A. Myers.  
Winnipeg—R. S. Williams & Sons Co., Ltd.  
Worcester, Mass.—Iver Johnson Sporting Goods Co.