

# The TALKING MACHINE WORLD

AND  
NOVELTY  
NEWS

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

## The Regal Always Satisfies

**AS AN ENTERTAINER AS WELL AS A MONEY-MAKER**



MR. HARLEM ZEA'S CAFE

### TESTIMONIAL No. 36

WITH PHOTOGRAPHIC REPRODUCTION OF  
MR. HARLEM ZEA'S CAFE

Milwaukee, June 5, 1905.

Regal Piano & Player Co., New York City.

Gentlemen: In reference to the self-playing piano, the Regal electric, purchased from you, will say that it has been a big success, and I am very pleased with the same. It is also an ornament to my place, and I know that it has helped our business greatly.

Respectfully yours,

HARLEM ZEA.

When you select the Regal you run no chance, as you get the best automatic player in the market. Talking Machine Men, Cafes and Arcades can add to their income by a Regal connection. For further particulars address

**THE REGAL PIANO & PLAYER CO.** 890 Southern Boulevard  
NEW YORK CITY

# WHISTLIN'

You get the idea, don't you? Our records are the popular numbers that every one is whistling. That explains the new name we have bestowed upon our bulletin.

The BLUE ONES certainly have the call these days. It keeps us working overtime to turn them out fast enough. There is a smoothness, depth and finish to our AMERICAN RECORDS that puts them in a class by themselves.

You are never satisfied with any others after you have once adopted the BLUE ONES.

## SPECIALS THIS MONTH

### Over the Hot Sands

#### DESCRIPTION

AMERICAN SYMPHONY ORCHESTRA.



OVER THE HOT SANDS.

Blue Record No. 031339

031339. *Over the Hot Sands.* (Arab Patrol.) Dedicated to the Ancient Arabic Order of the Nobles of the Mystic Shrine. Popular interest is manifested in the Shriners just now on account of their annual pilgrimage, which this year is being made to the Shrine in Los Angeles, California. As an orchestra selection this number will appeal to all alike, whether a member of the Masonic Order or not. But to those who have "crossed the hot sands" the instinctive impulse, when hearing it, will be to "Hold on to the Rope."

## The Parson and the Turkey

#### DESCRIPTION

ARTHUR COLLINS. Orches. Acc.

031342. *The Parson and the Turkey.* By the author of the "Preacher and the Bear." A rag-time tale of the Parson's temptation. He was riding to the meeting house on his old mule "Maud." A nice fat turkey crossed the road and Maud stood still to argue with the Parson about it. Their conversation is laughable.



THE PARSON AND THE TURKEY

Blue Record No. 031342

See elsewhere in this issue for complete list of records in Bulletin No. 4.

## AMERICAN RECORD COMPANY,

Hawthorne, Sheble & Prescott, Sales Managers,  
Springfield, Mass.



# The Talking Machine World

Vol. 2. No. 4.

New York, May 15, 1906.

Price Ten Cents

## TAUGHT BY A TALKING MACHINE.

The Clubroom Idea Tried in a Village School—Desks Put Out and Replaced With Ordinary Furniture—Instruction Given by a Phonograph—Pupils Allowed to Govern Themselves—A Novel Idea.

(Special to The Talking Machine World.)  
Macon, Mo., May 9, 1906.

In a three-room village school Prof. J. Greene MacKenzie has demonstrated the success of a self-governing department. Professor MacKenzie is the principal of the school and has one assistant. Miss Della Hale, who teaches the primary classes. There is no teacher in the other room except a talking machine.

At the teachers' association here last fall a representative of the State University presented the idea of letting pupils study in an unconventional way. He suggested that tables be used instead of desks and that the students be permitted to enjoy all the privileges of a social body, unhampered by the interference of teachers. The advocate of the plan said the innovation promised greater enthusiasm, better order and superior work. The teachers said it was visionary and hobbyish. About the only instructor who did not turn up his nose at the idea was Professor MacKenzie.

He presented the plan of a self-governing department to the patrons of the Ethel school, where he teaches. They were not enthusiastic over it, but MacKenzie said he was going to try it. He resolved to make the experiment with the eighth and ninth grades. Those classes took to the idea and began fitting up the room. They tumbled the desks out into the barn and brought in polished tables.

In delivering the commission of freedom to them Professor MacKenzie told them he would expect results. If they fell below an average of 90 in their class grades they would have to return to his room and do penance until they could keep up. The self-ruling department elected officers and punishment for disorderly conduct was fixed by a vote of the students. On only one occasion since the inauguration of the plan last fall has it been necessary to apply it.

When school is opened the president of the class goes to the talking machine and sets it in motion. The pupils rapidly jot down the problems and go to work solving them. A particularly difficult question is discussed around the table, just as engineers discuss an obstacle in railroad construction, and each helps the other in reaching the answer. The officers of the room attend to the grading of the work and report to the principal.

The self-governing department has been in operation during the second and the third quarters of the present school year, and its average of work has been 8 per cent. above what it was during the first quarter, when the principal taught the two grades himself.

The parents of the pupil students are now thoroughly convinced that the idea is a practical one. Not only have the self-governing pupils done better, but the plan has inspired such enthusiasm among other children that they are bending every energy to win their way into the department of liberty.

In other rooms the children lean upon their teachers and look to them for examples as to deportment and industry. In the self-governing department these supports are removed and the student stands alone, to win or fail, according to the energy and faithfulness he puts in his work.

## THE KEEN CO. TO INCORPORATE.

The Keen Co., of Philadelphia, will apply for a certificate of incorporation on May 21 to the authorities of Pennsylvania for the purpose of

conducting the sale and manufacture of all kinds of talking machines, records and supplies. Those interested are: Bernard Silver, M. M. Keen and David Keen.

## CANNOT EVADE PRICE AGREEMENT.

Another Decision Enforcing Patentees Selling Rights—Unauthorized Dealer Enjoined for Cutting.

Another step has been taken by the U. S. Courts in broadening the scope and meaning of the protected-price agreement enforced by talking machine manufacturers with the trade. It is thoroughly established that the inventor or owner of a patent can fix a price for an article and maintain it legally when a contract to that effect is signed between the parties in interest. This ruling was first enunciated in a talking machine case. Then the courts decided that a dealer who had not signed the agreement, but was cognizant of its provisions, and violated them by cutting prices, infringed, and would be restrained. Now the United States Circuit Court, Eastern District of Pennsylvania, has enjoined a party not an authorized dealer, but selling records at less than the contract price, "having obtained them from some jobbers or dealers whose identity is not disclosed." The decision, which was filed in Philadelphia April 6, follows:

UNITED STATES CIRCUIT COURT, Eastern District of Pennsylvania.—New Jersey Patent Co. and National Phonograph Co. against Fred. G. Schaefer, in equity. Motion for preliminary injunction. McPherson, District Judge.

"The New Jersey Patent Co. is the owner of patent No. 782,375, which covers the phonograph records that are now in question, and the National Phonograph Co. is the exclusive licensee. The invariable custom of the Phonograph Co. for several years has been to sell its goods only to such jobbers, or dealers, as are willing to sign carefully prepared agreements by which the Phonograph Co. restricts the sale and use of its instruments and records in several particulars. It forbids the sale for a smaller sum than is specified in the contracts, and forbids their sale also to any merchant who has not signed an appropriate agreement, that makes him what is known as an authorized dealer.

"Each contract provides *inter alia* (among other things): 'All Edison phonographs, records and blanks are covered by U. S. patents and are sold by the National Phonograph Co. under the condition that the license to use and vend them, implied from such sale, is dependent on the observance by the vendee of all the foregoing conditions; upon the breach of any said conditions the license to use or vend said phonographs, records and blanks, immediately ceases, and any vendor or user thereafter becomes an infringer of said patents and may be proceeded against by suit for injunction or damages, or both.'

"And upon the box in which every record is enclosed for sale the following notice appears: 'This record is sold by the National Phonograph Company upon the condition that it shall not be sold to an unauthorized dealer, or used for duplication, and that it shall not be sold or offered for sale by the original, or any subsequent purchaser (except by an authorized jobber to an authorized dealer) for less than thirty-five cents apiece.'

Upon any breach of said condition, the license to use and vend this record, implied from such sale, immediately terminates.'

"The defendant is not an authorized dealer, having never made any contract with the Phonograph Company, but he is selling and offering for sale records at less than thirty-five cents, having obtained them from some jobbers or dealers whose identity is not disclosed by the affidavits. I have no doubt that the defendant's purchases and sales have been made with full knowledge of the restrictions that have been placed upon the sale and use of these records, so far at least as these restrictions appear upon the box; and that he is deliberately violating the provision concerning sales at a minimum price. Under such circumstances, the complainant's right is established by Heaton Fastener Co. against Eureka Co., and the numerous cases that have followed the ruling that was there made by the Court of Appeals for the Sixth District. Other citations are referred to in Bement against National Harrow Co.; Edison Phonograph Co. against Kaufman; same against Pike; Victor Talking Machine Co. against The Fair, and Cortelyou against Johnson.

"If it is supposed, as the defendant's counsel seems to contend, that these cases are in conflict to some extent with Garst against Harris; same against Hall & Lyon; same against Charles, and same against Wlssler, I can only reply that I am bound by the decisions of the Federal Courts if they are inconsistent with the rulings of the Massachusetts or the Pennsylvania tri-

bunals. But there is no conflict, as I think. The Federal decisions are put upon the right of a patentee to deal with his own monopoly very much as he pleases, while the Garst cases are concerned simply with a trade-mark and a proprietary medicine. The principles that govern the right of a patentee to do what he will with his own are not discussed in the opinions of the Massachusetts court, by whom, indeed, it is expressly stated, in the case against Hall & Lyon Co., that Garst's trade-mark did not give him 'the rights of a patentee in property manufactured under a patent.' A preliminary injunction will be granted."

A subsequent decree of the court, filed April 17, commanded Schaefer and all under him, to "Refrain from in any way or manner, directly or indirectly, using or causing to be used, selling or causing to be sold, or advertising to sell, or from acquiring, handling or dealing in any apparatus, articles or devices embodying or containing the invention set forth in U. S. Letters Patent No. 782,375, and particularly claims 1, 3 and 4 thereof, without the license of the complainants . . . until the hearing of the cause or the further order of the said court."

## TELEGRAPHONE CO. ORGANIZED.

Officers and Directors of Canadian Telegraphone Co. Elected.

(Special to the Talking Machine World.)  
Providence, R. I., May 6, 1906.

At a meeting of the stockholders of the Canadian Telegraphone Co., at the office of Allan McPherson, 220 and 221 Industrial Trust Building, Tuesday of last week, the following were chosen directors and officers for the ensuing year: Edwin A. Smith, president; Dr. E. M. Harris, vice-president; A. B. McCrillis, treasurer; Allan McPherson, secretary and general manager, and Raymond Bartlett Earle, corporation attorney.

This company owns the patents for the Poulsen telegraphone for British North America, and will develop the telegraphone business in the Dominion of Canada. The Poulsen telegraphone patents cover every use of magnetism for the storing and reproduction of sound, and there are already 38 different uses to which the localization of magnetism has been applied, all of exceeding commercial value. Among them may be mentioned recording dictation, language and music teaching, public speech recording, recording for music composers, recording both ends of a telephone conversation, long distance telephoning by means of relays, telegraph recording, rapid telegraphy, wireless telegraphy recording, teaching the blind, aged and infirm, news distribution, telegraphic train dispatching and for general amusement purposes.

The officers of the company are well known local men. The president, Edwin A. Smith, is a banker; Dr. E. M. Harris, vice-president, is a prominent physician and president of the Franklin Lyceum; A. B. McCrillis, treasurer, is the head of the wholesale flour firm of A. B. McCrillis & Son; Allan McPherson, secretary and general manager, is very well known in the fruit trade in which he was engaged prior to his connection with the telegraphone.

## A VISITOR FROM ENGLAND.

Felix Heilbronn, of London, and who also represents Carl Schroeter, of Berlin, has been visiting the talking machine trade in New York during the past few weeks. He made a thorough canvass of the talking machine trade in connection with a number of lines which he represents, and was much impressed with the enormity of the business in this country. It is not improbable that as a result of his visit some important connections will be consummated in the near future. Mr. Heilbronn left for England on May 5.

## RECENT INCORPORATIONS.

The Kipp-Link Phonograph Co., Indianapolis, was incorporated with the secretary of the State of Indiana last week with a capital of \$6,000 for the purpose of dealing in all kinds of talking machines. Incorporators: Walter E. Kipp, Indianapolis; Edwin A. Link and Jacob Dick, of Huntington.

# Majestic Self-Playing Piano

*The Pneumatic Coin-operated Piano without a fault. The best Spring and Summer Proposition a Dealer can take hold of*



View of Majestic Pneumatic Self-Playing Piano closed, showing its neat and artistic appearance. It sets close to the wall and all working parts are inside—away from meddlers. The special endless music roll is used and repeats itself automatically at the end of the program. This style is also playable by hand.

## THE SEASON of the MAJESTIC IS NOW!

You are looking around for a big seller—that will yield a nice profit and keep things moving. Here it is. Pianos in public places often take in \$5.00 to \$10.00 a day.

## THE MAJESTIC SELLS ON SIGHT

to Cafes, Hotels, Restaurants, Soda Fountains, Skating Rinks, and Amusement Parks and Resorts of all kinds, because they all appreciate its value as

## A WONDERFUL MONEY MAKER

Their customers pay for it. The returns are usually far more than is needed to

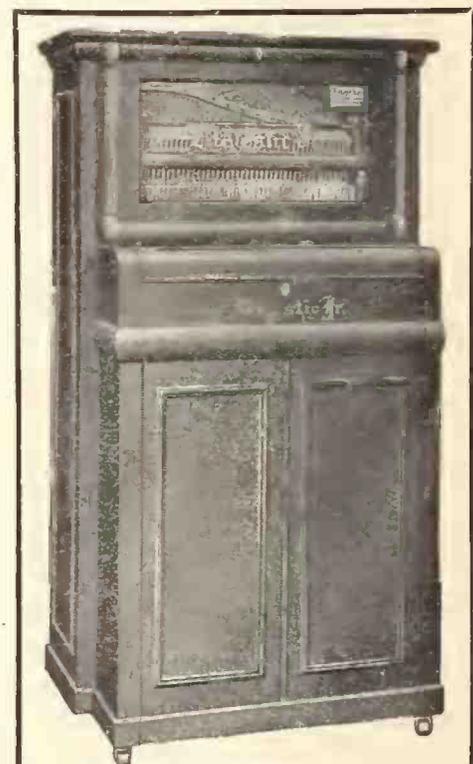
meet their payments on the instrument. This means satisfaction all around. To illustrate its value to the Cafe, etc.—if the Majestic played only 10 times in 24 hours the Cafe would still be making 36 per cent. on the investment. One of our dealers last season

## SOLD EIGHT MAJESTICS IN ONE MONTH!

another seven—and so it goes. An unique feature of the Majestic is the ability to start it playing from any table in a resort by simply dropping a nickel in the slot at that point. The Majestic has a great many other exclusive features which make it by long odds the best Automatic Piano on the market. These are fully described in our catalogue, which will be furnished on application.

## SPECIAL OFFER OF EXCLUSIVE AGENCY

to those who take up the matter at once. Tear off the coupon in the lower corner and mail it to us to-day for full particulars. Address Dept. D



View of Majestic Jr. closed and ready for use. This is the smaller size 44-note player without keyboard, and is a perfect model of simplicity. It also uses the endless music roll, and is not affected by climatic changes.

*Lyon & Healy*

Chicago

LYON & HEALY: (DEPT. D)  
You may send catalog and full particulars of your special offer of exclusive agency for the MAJESTIC SELF-PLAYING PIANO.

Name.....

City.....

State.....

## HOW JONES MADE GOOD.

A Sequel to "He Did Something" in the April Issue of the "World."

"B-r-r-i-n-g!" blustered my office telephone emphatically. Taking down the receiver, my ear encountered a familiar "Hello! That you, Taylor?"

"Yes."

"This is Jones. Come around when you can. I have established myself in the business nearest to my heart, that of talking machines, and am prepared to give a very good account of myself."

"All right, old man, I will be delighted," I replied; "and how about bringing Raymond along? You know he is always looking for new ideas." I said this with a suspicion of mockery creeping into my words, for I very much doubted Jones's ability to give a brilliant man like Raymond ideas of any kind, let alone those connected with the talking machine business.

"Do so by all means," answered my friend, "and I think you will both find something here to interest you. My address is 1234 North Wayne avenue. Good-bye."

I hung up the receiver and went in quest of Raymond.

I found him initiating a genteel-looking youth into the mysteries of phonographs, and when I informed him that Jones was engaged in the same line as himself, and wished us to call upon him soon, he was keen for the trip.

"Why not go this afternoon?" he cried, enthusiastically. "I will be through here soon."

After a few parting instructions to his new clerk, he drew my arm through his and we left the store together. Boarding an elevated train, we were soon rushing up town, both of us consumed with curiosity.

"So Jones is in the talking machine business; that certainly is funny," laughed Raymond as we took our seats. "Why, he don't know a phonograph from a sewing machine. By Jove! I believe that's his place now." We had alighted by this time and were walking up Wayne avenue toward the number Jones had given me over the 'phone. "Yes, that's it, all right. Rather an attractive window display, is it not? Let's have a look."

We stopped outside and noticed a large decorative sign displayed amid a gorgeous array of horns and talking machine paraphernalia, which read as follows:

HAVE A RECORD OF YOUR FAVORITE SONG MADE FOR YOU WHILE YOU WAIT. No CHARGE.

That was all, but from the way people were streaming in and out of the store, it was quite enough.

"What do you think of that scheme?" I asked. "I don't see much in it, do you?"

"No, I'll be hanged if I do," exclaimed my companion, "sort of an Edison Laboratory in miniature, I presume. However, let's go in and see what's doing; this suspense is terrible."

We entered, and were received very cordially by Jones, who seemed to be well satisfied with himself, as though he had something good up his sleeve, so to speak.

Glancing about the store I made a delightful discovery. A decidedly pretty girl was sitting at a piano in the rear of the room with her face turned toward us. Beside her stood a talking machine, its horn of burnished brass giving a bright touch of color to the picture. Scarcely had my eyes accustomed themselves to her fascinating presence than she wheeled gracefully upon the piano stool and began the introduction of a march song. Then from some invisible source, I heard a sweet soprano singing "The Boys of Sixty-one." The voice was not loud, but clear and rich; the kind that brings tears to one's eyes in the evening when the lights are low, while the song with its stirring rhythm spoke of days of conflict in the South-land, the tramp of marching men, the battle cry of freedom, the dull, heavy crash of field artillery, and the groans of dying patriots.

I motioned my friend to a seat and we sat spellbound, drinking in the flood of melody. When the song was ended, another young lady, equally attractive in appearance, came from behind the piano with a record in her hand covered with fluffy shavings. She brushed these away deftly with a camel's-hair brush and inserted the black cylinder upon the mandrel of the talking machine. Then she turned the starting lever, and we heard an almost perfect reproduction of the song we had listened to in the original a few short moments before.

As the last trill of the piano finale died away, an old man in the garb of a veteran came forward and thanked the girl with a voice that trembled with emotion.

"It is beautiful, miss, and I shall prize it highly. It reminds me of Gettysburg," and he held up his empty sleeve.

"I am glad you like it," she answered smiling, as she handed him the record, neatly boxed and



"I MADE A DELIGHTFUL DISCOVERY."

wrapped; then with a pleasant word of greeting she turned to the next customer.

We noticed that the old gentleman had quite a large assortment of standard professional records set aside for him also, and in answer to our look of inquiry, Jones explained as follows:

"Yes, he bought about three dozen records; they all do after they have heard Miss Browning sing. She is so entertaining that people make purchases to show their appreciation. Come back here and I'll show you how we make records." We did as he bade us and found at the back of the store a talking machine set up for recording, its horn facing the rear of the piano.

"You will notice," he continued, "that the back of the piano has been removed. That is done to increase the sound and to permit of a clear accompaniment being made to the song. That we obtain very pleasing results I think you can both bear witness, as the record you heard was made here."

We were very profuse in our appreciation.

"As you know," Jones went on after a few moments' silence, "I have just started here, and in order to do business I must get customers and get them quick. I am doing both in this way: I send circulars around among people whom I have reason to believe are the owners of talking machines. These circulars are artistic affairs bearing the half-tone likeness of Miss Browning, and state that she will be pleased to make a record, free of charge, of the favorite song of all who will call and allow us to enroll their names among our list of customers. As a result, people come out of curiosity and remain to buy records. "Miss Manning, the other young lady, is a skilled accompanist, and a good saleswoman as well. She has charge of the music counter over there, where I am running a complete line of sheet music. Does that pay? Well, rather! Gentlemen, it has always been an enigma to me why talking machine dealers never, or very seldom, combine sheet music with their business. I know by experience that it is a good thing to do.

"No, I do not intend to make the original record feature a permanent one; it is simply to get my business started along the right lines, that is all. After the customers are obtained, the rest is easy.

"And by the way, Mr. Raymond, there is a vaudeville house in the next square. I was thinking that if your scheme regarding featuring theatrical attractions with records is not copyrighted, I would like to try it."

"My dear fellow, I will be only too glad to have you share my prosperity; and say"—here Raymond indulged in a look of mock supplication—"when you are through with the charming Misses Browning and Manning, I think I can use them in my business. See?"

"It's a go," answered Jones heartily, "and now that all is settled so satisfactorily, I propose we adjourn to the cafe on the corner, where we will imbibe a cold bottle to the enhancement of new phonographic ideas."

"That's a go, too," I remarked.

HOWARD TAYLOR MIDDLETON.

The Talk-o-phone Co., Toledo, Ohio, are about to place on the market a number of improvements in their machine, among which is a new motor, claimed to be vastly superior to anything now in the market. Their mechanical feed has also undergone a change from the one first shown, and greatly to its advantage in many ways, advance information states.

# PHOTOS OF TALENT

## MAKING "EDISON" AND "VICTOR" RECORDS

We are prepared to furnish finely finished and mounted Photographs of the following (size 6 1-2 x 9 1-4 inches) each bears fac-simile signature of the artist.

### SINGLE PHOTOS

Ada Jones.	John H. Bieling.	Edward Barrow.
Len Spencer.	John Hazel.	Frank R. Seltzer.
Arthur Collins.	S. H. Dudley.	Wm. Tuson.
Byron G. Harlan.	Charles D'Almaine.	E. A. Jaudas.
Billy Murray.	Eugene C. Rose.	Harry Anthony.
Bob Roberts.	Frank S. Mazziotta.	Andrew Keefe.
Harry MacDonough.	Frank C. Stanley.	John Kaiser.
Irving Gillette.	Edward M. Favor.	Billy Golden.
Joe Belmont.	Albert Benzler.	Julian Rose.
Fred W. Hager.	Marie Narelle.	Wm. F. Hooley.
	Hans Kronold.	

### GROUPED

Edison Quartette.	Harlan & Stanley.
Beiling & MacDonough.	
Anthony & Harrison.	Collins & Harlan.
Jones & Spencer.	
NO EXTRA CHARGE FOR GROUPS.	

Retail at 35 Cents Each

Dealers Net Price 21 Cents Each

We are Exclusive Distributors in Mass., R. I., Conn., N. H. and Me. for MEGA FLOWER SHAPED HORNS For Cylinder and Victor Tapering Arm Machines

MADE IN TWO SIZES AND SIX COLORS

The Most Attractive and Best Amplifying Horn Made  
Send for Circulars, Color Sheets and Net Prices  
Price Restricted, Guaranteeing the Dealer a Good Profit

## 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

## PRACTICAL SUGGESTIONS AND COMMENTS.

### EXPERIMENTING WITH THE REPRO.

F. M. Barney, the well-known dealer of Elm Creek, Neb., writes *The Talking Machine World* as follows: "It seems that people will never get through experimenting with the reproducer and making extravagant claims for their various inventions. There are very few of their ideas that have not been tried and thrown aside scores of times. For instance, experimenters will persist in the idea that if they use both sides of a diaphragm they can gain in volume and loudness or quality of tone. This is a mistaken idea. They will find absolutely nothing is to be gained. I have tried the above experiment also. Have placed two diaphragms side by side, both operated on by the same jewel, also placed two diaphragms in tandem, operated by same jewel. I have also placed a metal Y on a single reproducer, and used two separate horns on the branches thereof, and find that I get equal results in all the methods tried.

"You can try the latter experiment very readily, and you will find that each horn will give an equal tone and you will find the other experiment will give same results. The two horns in any case never give any louder tone than a single horn of their combined capacities on a single reproducer. The only way that you can increase the loudness of the tone from a reproducer is by increasing the amplitude of the vibration of the diaphragm. Larger diaphragms have a greater capacity for increased amplitude if it could be brought into use. And the only way you can increase volume is by increasing quantity of air set into vibration, and this is arrived at by increasing size of horn.

### OBTAINING INCREASED TONE.

"The method cited in last month's *World* is the most simple way of obtaining increased amplitude and loudness of tone, and that is limited to the inertia of the vibrating parts and weight that holds jewel to the record. The loud-speaking Columbia obtains increased amplitude by using an outside power, which is brought into operation through a friction clutch operated by the vibrating jewel. In the Maxim reproducer he uses compressed air for the power, and the jewel operates a small valve. It is possible that electricity could be used in a somewhat similar way or the loud-speaking or sensitive flame.

"By making the vibrating parts just as light as is possible, consistent with rigidity, and by making the diaphragm just thick enough to overcome the inertia of these moving parts, so they will not leave the record, and produce blast, and by making point of jewel as small as possible so that it will not damage record, and by making the weight that holds same in contact with record as light as will hold jewel in constant contact with the record; and by making the texture of the material as fine as possible, so that it produces a smooth surface, the roughness of which is magnified inversely by the size of the jewel or point, then, and only then, will increased quality of tone be produced. Purity of tone must in no case be sacrificed for loudness. Softness and sweetness of tone is the desideratum to which all companies are striving, and the only means through which it can ever be derived is included, I am safe in saying, in the above suggestions. The hardness of material, together with its smoothness, will do much toward solving the problem with the present reproducer, coupled with above suggestions.

### NEW IDEAS BEST WORKED OUT.

Our always welcome friend, William F. Hunt, of Wanatah, Ind., says that "new ideas are always best worked out by experts at the factories who have made the matter a life study, and are always ready to place the improvement before the public as soon as it has been found practical beyond a doubt, and an improvement in reality. Too many people that have really no knowledge of the construction and working of a talking machine are expressing their opinion on how, what to them, appears a defect may be remedied that it often leads others who have no more knowledge

in this line to experimenting and which usually results most disastrously. If one tried all the different ideas suggested by the average phonograph user he would soon have his machine resemble an ancient relic and good results would be out of the question. This evil is not so much practiced in this country as it is in England. I venture to say that if one was to see some of the machines over there, as described by them, he would be unable to distinguish them from a threshing machine. As soon as a person becomes the owner of a talking machine he becomes an enthusiast, and in most every instance soon begins to take it apart, thinking he can improve it in various ways. This is very wrong. The machine, before being shipped from the factory, is put up and adjusted with all the skill and care possible, after which it is most carefully tested by an expert, and should be left in that state. Of course, it infrequently happens that with even the most rigid inspection a machine is sent out improperly adjusted or the adjustment becomes disarranged in transportation. If such is found to be the case, the work of adjusting should be left to an expert repair man only, for an inexperienced person is very apt to make conditions worse rather than improve them. The putting in of new diaphragms is a most delicate task, and if one wishes to get good results it should never be attempted by an inexperienced person. It requires one who has a musical ear, so to speak, to give this little instrument proper adjustment. A gentleman recently brought in a reproducer to me for repair, in which he had broken the diaphragm, which had been of glass, and which he had himself replaced by one cut from ordinary mica with a pair of shears. I was greatly surprised when I further examined the reproducer to find that the mica was much too thin. No gaskets were placed on either side of the diaphragm, and the cross-head was stuck on with ordinary flour paste. Any one that has any knowledge of the workings of a reproducer can readily realize what results one may expect from that kind of a construction. The trouble yet mainly lies in the fact that talking machine repair men are too scarce and far between, and most dealers make little effort to learn the repair work themselves, consequently the owner of these machines, in many cases not caring to go to the expense of sending his machine to the factory for repairs, is left to experiment with the trouble himself.

### RESULTS FROM LEVER REPRODUCERS.

"In regard to F. M. Barney's suggestion in last month's issue for getting louder results from lever reproducers on cylinder machines, I wish to say that I think that any one who tries his method will find it most detrimental to his records. It is all very true that if the fulcrum end of the sapphire arm is shortened it will cause the vibration to be of greater amplitude on the diaphragm, but it will also cause a greater leverage to be brought onto the record which, in my estimation, is, in the present state, much cause for the shortening of the life of the record."

### REGARDING LARGE DIAPHRAGMS.

Writing to our esteemed London contemporary, *The Talking Machine News*, a correspondent asks if a reproducer, having a diaphragm 6 inches in diameter, would have an increased volume of sound? A moment's thought will suggest that if it would we should have had diaphragms as big as dinner plates long ago. They are no larger than they are because it has been found in practice that the present size gives the best results under existing conditions. But if any means are employed to strike harder blows upon the diaphragm its size can be increased to advantage. It is all a matter of initial impulse. The strength of the vibrations communicated to the reproducer in the ordinary way is not at present great enough to warrant a diaphragm of increased diameter. But increase the volume of the agitations—as in the Columbia sound-magnifying graphophone, or by any other method—and a larger diaphragm would give greater vol-

ume of sound. Volume depends on amplitude of vibrations. The larger your diaphragm is, the greater will be the distance of its swing, and, therefore, of the volume of sound. The rule is that volume increases as the square of the diameter. Hence a diaphragm 4 inches in diameter is 16 times louder than a 1-inch diaphragm, provided both are vibrated to their fullest extent.

### tone Quality.

But if we were to put a 4-inch diaphragm on an ordinary machine, the result would not be satisfactory. The present records have not power to vibrate the larger diaphragm sufficiently to produce from it a natural tone of pleasing quality. The effect would be sepulchral. The glass would vibrate just as many times per second and consequently the pitch would be exactly the same, though the ear might, and probably would, be deceived because of the great difference in the quality of tone. How different this quality would be may be indicated by the difference in the sound of the same note as sung by a soprano and tenor, or of the same note played on two different strings of a violin. So in order to get the benefit of a larger diaphragm you must arrange to increase in due proportion the strength of the blows struck upon it.

### WHAT CAUSES THE BLAST?

A. C. Mestraud writes *The Talking Machine World* as follows: "It is with the profoundest pleasure each month that I start in to read the 'Practical Suggestions and Comments' page of *The World*, as it is certainly enjoyable to look over the divers, and oftentimes contradictory, opinions given out by various subscribers upon subjects of interest to the experimenter. Would it not be advisable to add a new part or page in *The World* entitled 'The Debating Club,' or some such heading, and devote the space therein to both sides and opinions which differ? It seems to be the established belief that a blast is caused by either the recording or reproducing sapphire leaving the track! I am totally at a loss to account for the foundation of such a belief, as all my experience so far has never even suggested such an idea, and seems, according to my understanding of the matter, entirely out of question. As an instance, it is easy to see the utter impossibility of a 'jumping stunt' on the part of a disc machine sound-box, notwithstanding the fact that the latter 'blasts' just as much as a cylinder reproducer. Furthermore, it is undeniable that a reproducer will blast if diaphragm of same is in direct contact with its frame. This could in no way cause the sapphire or jewel to 'jump' any more than if properly set. The treatment of the subject in question, on my part, has long passed the theoretical stage, and my statements are the result of good, sound experience."

### GETTING MORE PHONETIC SUBSTANCE.

"Passing on to another subject of interest to your readers, regarding the advisability of decreasing the size of the center of a disc record in order to increase the quantity of phonetic substance. Mr. Hunt attaches too much importance altogether to the advantage obtainable by rapid surface recording. At this rate it would only be necessary to make 14-inch records with the amount of music usually found on an average 7-inch one to come very close to perfection! I think expert judgment will easily concede that the inner half of a 10 or 14-inch record is as good as the outer part, or if not, it would require a 'maestro' critic to determine the difference. Also I think credit will be given to the fact that a 10 or 12-incher is quite as good as a 14 in tonal quality, and the latter is merely made with the object of satisfying the universal demand for a longer running record."

### BEST MATERIAL FOR DIAPHRAGMS.

"Referring to diaphragms, I can only say that in my opinion, based upon results obtained and practical experience, no substance in existence, known or otherwise, can ever give perfection, as W. F. Hunt puts it, until an entirely different and superior system of engendering or transmitting vibration will have been found, and this not only in reproducing but as essentially in recording, besides the invention of a more perfect substance for making records. Mica is, beyond a doubt, the best and most satisfactory substance



## Do you get all

the new *Victor* records as they are issued each month?

You should get every one of them every month. It doesn't cost much and it's a great help in building up a steady patronage.

Customers like to know that they can come to a store and get any of the new records which we advertise every month as they are issued.

The records that delight you are not necessarily the ones that will please your customers—everyone likes something different. It's part of your job to have what the people want, but you can't satisfy them with an incomplete line. Every month you should get at least one of every new *Victor* Record.

This not only has a good effect upon customers and helps to bring them to your store regularly, but it puts confidence and enthusiasm into your salesmen, because they know they have the goods to back them up.

Get in your order promptly for next month's new records.

## Victor Talking Machine Company

Camden, N. J.

Full information and prices can be obtained of any of the Victor Distributors as follows:

Altoona, Pa.....	W. H. & L. C. Wolfe.	Grand Rapids, Mich.....	J. A. J. Friedrichs.	Peoria, Ill.....	Chas. C. Adams & Co.
Atlanta, Ga.....	Phillips & Crew Co.	Harrisburg, Pa.....	S. A. Floyd.	Philadelphia, Pa.....	C. J. Heppe & Son.
Baltimore, Md.....	Baltimore Bargain House.	Honolulu, T. H.....	Bergstrom Music Co.		Penn Phonograph Co., Inc.
	Cohen & Hughes.	Indianapolis, Ind.....	Carlisle & Lenox.		Wells Phonograph Co.
	E. F. Droop & Sons Co.	Jacksonville, Fla.....	C. Koehring & Bro.		Western Talking Machine Co.
	H. R. Eisenbrandt Sons.	Kansas City, Mo.....	Metropolitan Talking Machine Co.	Pittsburg, Pa.....	H. A. Weymann & Son.
	Wm. McCallister.		J. W. Jenkins Sons Music Co.		Theo. F. Bentel Co.
Birmingham, Ala.....	E. E. Forbes Piano Co.		J. F. Schmelzer & Sons Arms Co.		Pittsburg Phonograph Co.
Boston, Mass.....	Oliver Ditson Co.	Little Rock, Ark.....	O. K. Houck Piano Co.		Powers & Henry.
	Eastern Talking Machine Co.	Los Angeles, Cal.....	Sherman, Clay & Co.		Standard Talking Machine Co.
	New England Talking Machine Co.	Memphis, Tenn.....	O. K. Houck Piano Co.	Portland, Me.....	Cressey & Allen.
Bridgeport, Conn.....	F. E. Beach Co.	Milwaukee, Wis.....	The Boston Store.	Providence, R. I.....	Langley & Winchell.
Brooklyn, N. Y.....	American Talking Machine Co.	Minneapolis, Minn.....	New England Furniture & Carpet Co.	Richmond, Va.....	W. D. Moses & Co.
Buffalo, N. Y.....	P. A. Powers.	Mobile, Ala.....	Wm. H. Reynolds.	Rochester, N. Y.....	Giles B. Miller.
	Walbridge & Co.	Montreal, Canada.....	Berliner Gramophone Co., Ltd.		The Talking Machine Co.
Canton, O.....	The Klein & Hefelman Co.	Nashville, Tenn.....	O. K. Houck Piano Co.	Rock Island, Ill.....	Totten's Music House.
Charlotte, N. C.....	Stone & Barringer Co.	Newark, N. J.....	Douglass Phonograph Co.	Salt Lake City, Utah.....	Carstensen & Anson Music Co.
Chicago, Ill.....	Lyon & Healy.	Newark, O.....	Ball-Fintze Co.	San Antonio, Tex.....	Thos. Goggan & Bro.
	The Talking Machine Co.	New Haven, Conn.....	Henry Horton.	San Francisco, Cal.....	Sherman, Clay & Co.
	The Rudolph Wurlitzer Co.	New Orleans, La.....	Nat'l Auto. Fire Alarm Co.	Savannah, Ga.....	Youmans & Leete.
Cincinnati, O.....	The Rudolph Wurlitzer Co.		Philip Werlein, Ltd.	Seattle, Wash.....	Sherman, Clay & Co.
Cleveland, O.....	W. H. Buescher & Sons.	New York, N. Y.....	Bettini Phonograph Co., Ltd.	Spokane, Wash.....	Eiler's Piano House.
	Collister & Sayle.		Blackman Talking Machine Co.	Springfield, Mass.....	Metropolitan Furniture Co.
	Eclipse Musical Co.		Sol. Bloom.	St. Louis, Mo.....	O. K. Houck Piano Co.
	The May Company.		C. Bruno & Son.		Koerber-Brenner Music Co.
Columbus, O.....	The Perry B. Whitsit Co.		I. Davega, Jr.		St. Louis Talking Machine Co.
Dallas, Tex.....	Thos. Goggan & Bro.		S. B. Davega.	St. Paul, Minn.....	W. J. Dyer & Bro.
Dayton, O.....	The John A. Fetterly Co.		Douglas Phonograph Co.		Koehler & Hinrichs.
Denver, Colo.....	Knight-Campbell Music Co.		The Jacot Music Box Co.	Syracuse, N. Y.....	W. D. Andrews.
Des Moines, Iowa.....	Edward H. Jones & Son.		Stanley & Pearsall.		D. McCarthy & Son.
Detroit, Mich.....	Grinnell Bros.		Benj. Switky.	Toledo, O.....	The Hayes Music Co.
Dubuque, Iowa.....	Harger & Blish.		The Victor Distributing & Export Co.		A. J. Rummel Arms Co.
Duluth, Minn.....	French & Bassett.	Omaha, Neb.....	Furay & McArdle Co.		Whitney & Currier Co.
El Paso, Texas.....	W. G. Walz Co.		A. Hospe Co.	Washington, D. C.....	John F. Ellis & Co.
Galveston, Tex.....	Thos. Goggan & Bro.		Nebraska Cycle Co.		S. Kann & Sons Co.

known for diaphragms, and in my opinion, and also in the opinion of almost, if not every other expert, it is comparatively a waste of time to experiment with diaphragms, if radical or even noticeable improvement is sought after. There is no room for argument in the above statements, as it is easily proven by any experimenter having the resources of such a laboratory as mine and the experience I have had."

#### THICKNESS OF DIAPHRAGM.

An English subscriber states that, of two authorities he has consulted, one says that 1/150 to 1/250 of an inch is the proper thickness of a diaphragm, while the other gives 7/1000 to 8/1000. There is very little difference in actual value between these figures, though they are differently expressed. 1/150 is equal to 7/1050, and 1/250 is the same as 4/1000. For specially delicate recording work the latter is suitable, while for all-round reproducing purposes 7/1000 or 8/1000 will be found most suitable. Any good micrometer will measure these thicknesses.

#### STATIONARY DISC WITH REVOLVING ARM.

An inventor in this city is making experiments with a disc machine, in which the disc remains stationary and the arm revolves. The first machine he has constructed is fairly successful, but before it can become a commercial possibility will require considerable improvement in the mechanical construction. The inventor claims to have applied for a patent, and when it is allowed, will have his machine in readiness to place on the market. He thinks his patents will in nowise conflict with the Berliner patents, and that much better results, including less scratch can be obtained than by the present method.

### 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., May 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:

#### APRIL 9.

Brussels, 21 pkgs., \$206; Berlin, 37 pkgs., \$916; Bombay, 5 pkgs., \$100; 23 pkgs., \$467; Havre, 19 pkgs., \$350; Havana, 9 pkgs., \$196; London, 11 pkgs., \$429; 31 pkgs., \$6,680; 348 pkgs., \$3,901; Nuevitas, 9 pkgs., \$295; Para, 4 pkgs., \$180; Savanilla, 5 pkgs., \$177; St. Petersburg, 20 pkgs., \$981; Tampico, 17 pkgs., \$750; Vienna, 21 pkgs., \$668.

#### APRIL 16.

Antwerp, 1 pkg., \$175; Berlin, 39 pkgs., \$1,277; 164 pkgs., \$1,006; Cape Town, 51 pkgs., \$652; Colon, 8 pkgs., \$375; Glasgow, 16 pkgs., \$442; Havana, 43 pkgs., \$1,880; 1 pkg., \$113; Havre, 8 pkgs., \$239; Hong-Kong, 6 pkgs., \$104; Liverpool, 30 pkgs., \$156; 10 pkgs., \$155; London, 420 pkgs., \$4,527; 7 pkgs., \$267; 6 pkgs., \$118; Manchester, 30 pkgs., \$156; Milan, 53 pkgs., \$1,050; Montevideo, 12 pkgs., \$550; Rio de Janeiro, 6 pkgs.,

\$185; Shanghai, 21 pkgs., \$1,014; St. Petersburg, 15 pkgs., \$815; Valparaiso, 94 pkgs., \$3,709; Vera Cruz, 27 pkgs., \$647; Vienna, 35 pkgs., \$1,238.

#### APRIL 23.

Berlin, 21 pkgs., \$2,046; Buenos Ayres, 76 pkgs., \$3,524; Copenhagen, 1 pkg., \$250; Dresden, 4 pkgs., \$115; Glasgow, 10 pkgs., \$385; Havana, 28 pkgs., \$1,479; 9 pkgs., \$282; Hamburg, 2 pkgs., \$256; La Guayra, 4 pkgs., \$161; London, 86 pkgs., \$8,479; 520 pkgs., \$4,763; 3 pkgs., \$249; Nuevitas, 12 pkgs., \$217; Para, 17 pkgs., \$646; St. Petersburg, 5 pkgs., \$231; Trinidad, 5 pkgs., \$155; Wellington, 6 pkgs., \$219; Vienna, 17 pkgs., \$538.

#### APRIL 30.

Antifogosta, 13 pkgs., \$1,000; Berlin, 51 pkgs., \$1,100; Bombay, 18 pkgs., \$286; Brussels, 33 pkgs., \$420; Callao, 13 pkgs., \$1,000; Calcutta, 1 pkg., \$270; Corinto, 24 pkgs., \$1,395; Genoa, 7 pkgs., \$146; Havana, 30 pkgs., \$915; Havre, 19 pkgs., \$580; Liverpool, 32 pkgs., \$2,400; London, 37 pkgs., \$1,752; 16 pkgs., \$1,400; 458 pkgs., \$9,017; Matanzas, 24 pkgs., \$601; Melbourne, 492 pkgs., \$7,129; Montevideo, 27 pkgs., \$686; Naples, 1 pkg., \$120; Para, 6 pkgs., \$348; Rio de Janeiro, 15 pkgs., \$525; Shanghai, 12 pkgs., \$608; Souerabaya, 12 pkgs., \$1,135; St. Limon, 10 pkgs., \$163; Vera Cruz, 18 pkgs., \$1,512; Vienna, 12 pkgs., \$3,918.

### SOME RECENT PATHE CATALOGUES.

From the distinguished house of Pathé, 98 Rue de Richelieu, Paris, France, we are in receipt of a voluminous collection of catalogues, covering their latest issue of records in a number of languages. The artists employed number some of the most famous in the world, and the catalogues contain numbers of the very highest artistic merit.

The Pathé records are made for practically every country, and these catalogues, some of them running over 150 pages, contain lists in French, English, German, Russian, Portuguese, Norse, Italian, Spanish, Arabian, Hebrew, Rumanian, Hungarian, Egyptian, Dutch; in fact, every country in the world is covered in this remarkable list, issued by a remarkable house. There are also some interesting catalogues, containing descriptions and illustrations of their latest phonographs as well as illustrations and prices of parts of these instruments.

### TO TAKE GRAPHOPHONE IN A BALLOON.

Dr. Julian P. Thomas, who recently made a successful balloon ascension, accompanied by his wife, from Pittsfield, Mass., is a daily user of the graphophone for business. Manager Binder has arranged with the doctor to equip his car on the next excursion with a Type C graphophone and cylinders so that he can dictate his data and impressions without being obliged to write them out. A graphophone record made a mile up in the air will be considerable of a novelty.

John A. Goldrup, late of Providence, has been appointed manager of the Philadelphia store of the Columbia Phonograph Co.

### TRADE NOTES FROM GERMANY.

Artists of the Berlin Opera Forbidden to Make Records for Talking Machines—Claims It Injures Voice—The Beka Record Co. Issue Wonderful Catalogue—Result of Recording Expedition Through the Far East.

(Special to The Talking Machine World.)  
Berlin, Germany, May 2, 1906.

The newspapers state that the artists of the Berlin royal opera have been forbidden, on pain of dismissal, to sing into gramophones or phonographs, the management believing that their recent numerous pleas of inability to sing, owing to indisposition, were due to singing too much for the talking machines. It is said that the celebrated singers doubled their incomes by this means. It is reported that Caruso, who is now in America, makes \$20,000 annually by singing for a talking machine company.

The Beka Record Co. of this city have just issued an international catalogue which is a veritable work of art typographically, and admirably arranged in every respect for the convenience of those desiring the purchase of records. Its broad scope may be realized when we state that its 224 pages contain a complete list of the German, English, French, Italian, Portuguese, Spanish, Russian, Austrian, Hungarian, Danish and Swiss records. The catalogue is a striking illustration of the ceaseless activity of the company, which within a space of two years have taken records in all the civilized countries of the world and introduced them to the public through the medium of influential agents.

It is interesting to learn that the Far East Recording Expedition, which has traveled across India from Bombay to Calcutta, visited Burma, the Dutch East Indies, Straits Settlements and China, is at present busy in Japan taking the final records. The first Hindoostanee and Burmese records are already finished and on the market; the records in the other idioms will appear shortly. The vast importance which these records have for the world's market, as well as their claim to a high educational interest, will be obvious to everyone, and it is really wonderful how the Beka record has, in such an extremely short space of time, brought its name so prominently before the whole world.

The business has now made such enormous strides that the company have again (the fourth time within 15 months) been obliged to enlarge their premises; consequently, from the middle of April the company's headquarters will be No. 75-76 Heidelberger Strasse. The factory, consisting of the pressing plant with the galvanoplastic department and recording laboratory, as well as the stock department, forwarding department and offices, will be brought together in this large four-story building.

Another important item of news regarding the Beka record is that Valabhdas Takhmidas & Co., of Bombay, one of the largest talking machine concerns in the Far East, have been appointed sole agents for these records for India, Burma and Ceylon.

## DEALERS ATTENTION



No. 15 Horn Crane.

The No. 15 Horn Crane is the latest and most approved style on the market and will hold all horns up to 36 inches.

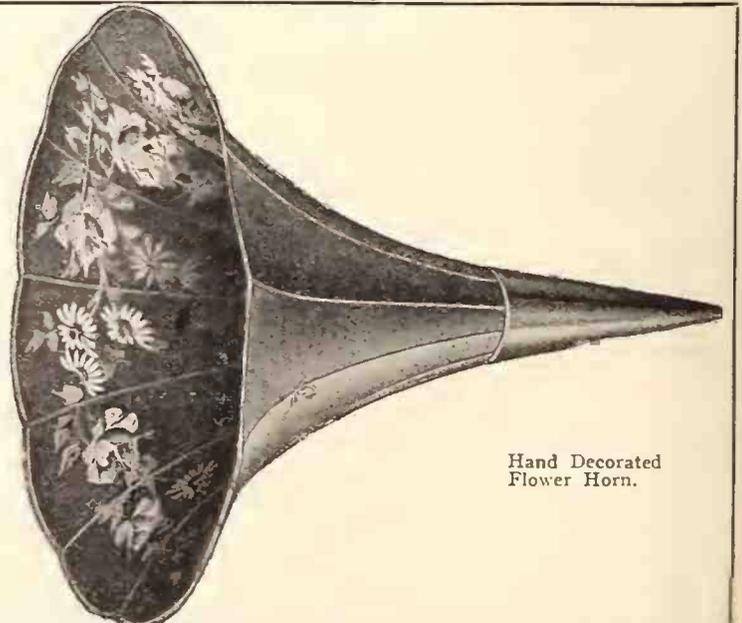
Our horns are noted for their beauty and amplifying qualities.

WRITE FOR PRICES

**ECLIPSE PHONOGRAPH CO.**

A. WM. TOENNIES, Proprietor

203 Washington Street, Hoboken, New Jersey



Hand Decorated Flower Horn.

## THE VALUE OF WINDOW DISPLAY.

No Better Salesman or Better Means of Publicity Can be Found Than the Utilization of Windows to Display Talking Machines and Supplies—Should Always Prove to be the Banner Silent Salesman.

Among the many methods that the talking machine merchant has to use for advertising, the most direct, best and attractive means is the show window. For this reason the art of window dressing has advanced to a marked degree, in so far that the window dresser has to use all available auxiliaries for producing the best effects in his window, and the more individual and unique his display, the greater the impression on the outside public. The success of a tasteful window is best manifested by the interest it produces in the passer-by. One person looking and remaining before a window will invariably draw others, and soon we can see ring after ring of curious onlookers watching the "ensemble" and "details," admiring the peculiar ideas of the window dresser, speaking about some original, charming and novel effect, and going away to talk to others about it, thus unconsciously advertising the merchant and bringing him new customers. Thus is seen the importance of having modern ideas in dressing a window.

Some merchants do not favor putting prices on articles, unless they have special values. Have you ever found yourself looking into a show window, and without a price you found little interest in the display, but when price cards were displayed you were impressed with the price of the article, and when in need your mind always drifted back to where you saw the item and the price was impressed upon you.

In building a new store or remodeling same, the mistake too frequently made is that the base of the show window is built too high. The floor of the window should never be higher than eighteen inches over and above the level of the sidewalk, and on a line with the front. The display in the window should be brought before the eyes of the passerby in a natural manner.

A few statistics as to window displays. To appreciate their value, you should, as A. Steitler, Jr., says, do a little figuring. How many people pass your place in a day? If the average is five a minute, in the eight busiest hours of the day 2,400 people would pass your window. This number, 2,400, represents what, in "newspaper parlance," is called "daily circulation." Now, your show windows occupy say 100 square feet surface space, and in it you can display attractively quite a line of goods, changing the display as often as you wish. In a daily newspaper, with an actual circulation of 2,000, fifty square inches ("not square feet") would cost approximately \$5 per day, and in this space you can put only illustrations of the articles themselves, and, as a rule, the illustrations but imperfectly represent those articles. Now, your window space presents a surface of 288 times as great as your "five dollar newspaper space"; has depth, in addition to surface, and in it can be displayed the articles themselves, true to life, as to color, size, shape and everything, and, furthermore, they are seen at the entrance to your establishment, inside of which a salesman stands ready to give additional information and exercise his ability at making a sale.

This window space is yours every day and all day; it presents wonderful possibilities as an advertising medium, and "it's up to you" to get those possibilities out of it. If newspaper space, properly used, is worth its cost (and we are firmly convinced it is), how important it is that so valuable an advertising medium as show windows should not be neglected.

## TRADE NOTES FROM BOSTON.

Retail Business Quieter—Preparing for Summer Trade—New England Salesmen Meet—Talking Machines for Canoes—What the Leading Members of the Trade Report to the World—The Month's Happenings.

(Special to The Talking Machine World.)

Boston, Mass., May 10, 1906.

Retail business has suddenly become very light and the jobbers are feeling the slacking up just a little. This period of dulness is not, however, expected to last long, for the canoe season is about ready to start, and the vacation season is only three weeks away. This means an enormous output of records, anyway, for the percentage of canoeists or campers who do not carry talking machines with them is now very small. Sunday afternoon on the Charles river, the 3,500 canoes that flit up and down the stream resemble a continuous talking machine concert.

An event which means much to the jobbers here was the recent meeting of jobbers in New York. The decision to have the new records sent by freight instead of by express means the saving of thousands of dollars to them in the course of a year. It will also avoid many vexatious delays, a great deal of hustle and bustle at the last minute, and will insure fair and equal treatment all around.

The members of the New England Talking Machine Salesmen's Club held a meeting at the rooms of the Winchell Co. on the last Friday in April, and further perfected their by-laws. It was decided to have the next meeting in some local hotel, where a "good time" can be enjoyed. The club is progressing finely and will probably soon have a permanent club room.

President Winchell and Secretary Skelton, of the Winchell Co., have returned from a visit to the American Record Co. and the National Phonograph Co. in New York. John Magner, of the Langley-Winchell Co., distinguished himself during a bad fire in the adjoining building last week by carrying a swooning woman down a narrow fire escape.

The April trade at the Boston Cycle Co. was the best for any month in the past year, except that of December. The Edison trade here is enormous, and a big general fall trade is looked for.

At the Columbia Phonograph Co. the trade resulting from the contract with the Traveler Newspaper Co. grows larger every month, as the Traveler's circulation grows. This is one of the greatest propositions ever devised. Retail Manager H. M. Blakeborough has been in Providence, R. I., the past few weeks, attending to the opening of a new branch store. His duties have been looked after by J. E. Lane.

It has come to the notice of The World's representative that a certain dealer in Victor machines is cutting way under the list price in order to make sales during this dull season. Competition is very keen in Boston, but there are very few who take unfair advantage in this way.

Victor business at the Oliver Ditson Co. and the M. Steinert & Sons Co. appears to run "neck and neck," and the manager at each store reports business as good. There are signs of "branching out" at each place.

Wholesale Manager Chamberlain, at the Eastern Talking Machine Co., disappeared for a few days last month—on a little vacation—and when he returned he brought the boys a box of cigars and presented his compliments to them as a benedict. He says married life is the only life.

## BARD BROS. GOOD PUBLICITY.

Bard Bros., the well-known dealers, of Wheeling, W. Va., are great believers in publicity, and their advertising in the local papers is a model in construction and effectiveness. They tell their story so well that they never fail to interest the public in the magnificent line of talking machine supplies which they handle. It may be stated as an axiom that advertising pays, but it pays best when the advertising matter is well written and educational in character.

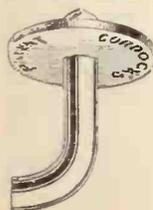
Does This  
Sign Mean  
Profit to  
You  
?

I.C.S. LANGUAGE SYSTEM

WITH  
Thomas A. Edison  
PHONOGRAPH

ARE you one of those that have realized big returns from the sale of I. C. S. Language Outfits? Or are you among the doubters who have passed our proposition by with the idea that there was a "hitch in it" somewhere that would tend to make you lose money?

Dealers who have fairly tried the language feature of the phonograph business are more than satisfied with the results they have obtained, and many have increased their business from 10 to 30 per cent. It is no wonder that they have done this. There is an immense field for the language business. People who have become tired of their phonographs as a fad; people who would otherwise never think of purchasing a phonograph; and people who would be only too glad to find a profitable as well as a pleasurable use for their phonographs—which comprises nearly all phonograph owners—all are very much interested in I. C. S. Language Outfits. The experience of other dealers has made this proposition a tried and proved success. Will YOU hesitate any longer? Write to-day for further particulars, prices, etc.



## A NEW REPRODUCER FOR PUCK MACHINE.

The Cordock (Patent) Concert Reproducer gives loud, clear and natural reproduction heretofore unobtainable on Puck Machines. Will not slip, if the record is not damaged. Factors should write for sample and trade prices to

G. W. CORDOCK & CO.

High Street, Scunthorpe, Linc's, England.

International  
Correspondence Schools

BOX 920,

SCRANTON, PA.

The Records made for us in Europe by artists of the highest class, recorded in Paris, Berlin, Vienna, St. Petersburg, Stockholm, Budapest, Madrid, Milan, Rome and all the musical centers of Europe are about ready for the Trade.

The first List will be mailed at once and additional Lists each month hereafter. These records are a treat to all music lovers. They are unequalled. No high class, high priced record heretofore produced, can be compared with these superb productions.



The voices of the most celebrated singers of Europe are here offered at prices within the reach of all.

Mlle. AGUSSOL, DEMOUGEOT, ELISE ELIZZA, MARIE DIETRICH, Messrs. CONSTANTINO, ALBERTI, NOTÉ BERTI, LURIA, IMRÉ, BRAUN, WEBER, AUMONIER, MILHAU, PICCALUGA, MARÉCHAL, CARBELLI are a few of the famous artists together with Bands and Orchestras of the principal courts of Europe are among the gems we have on our list.

**LEEDS & CATLIN CO.**

**NEW YORK**

**A POPULAR BOSTONIAN.**

Many Good Wishes for A. W. Chamberlain on His Deserting the Ranks of Bachelorhood.

(Special to the Talking Machine World.)  
Boston, Mass., May 10, 1906.

We publish herewith a counterfeit presentment of A. W. Chamberlain, manager of the wholesale department of the Eastern Talking Machine Co., of Boston, who, on April 18, deserted the ranks of bachelorhood and took unto himself a wife.

Mr. Chamberlain is well and favorably known by the talking machine trade, having been identified with the business for several years. We feel sure his hosts of friends will be pleased to



A. W. CHAMBERLAIN.

hear of his entrance into the blissful state, and that their best wishes will go with him.

Mr. Chamberlain's first appearance in the talking machine field was as department manager for the Iver Johnson Sporting Goods Co., of Boston; later he exploited Zonophones for the Universal Co. throughout New England, severing his connection with that company to take charge of the wholesale business of the concern he is now with.

On the eve of the wedding Mr. Chamberlain was presented with a very elaborate gold and bronze clock by his fellow employes, the presentation speech being made by William J. Fitzgerald, of the Victor department, and Mr. Chamberlain responding in an able and convincing manner in acceptance. After an extended wedding trip in the South and West, Mr. Chamberlain is now back at his desk receiving the congratulations of his many friends.

**WAS GUARD AND LABORER.**

C. E. Brown Piled Bricks, Distributed Sandwiches and Did Soldier Duty in the Stricken City of San Francisco.

(Special to the Talking Machine World.)  
Los Angeles, Cal., April 29, 1906.

C. E. Brown, coast manager of the Talk-o-Phone Company, who has been in charge of the San Francisco branch of that company, arrived yesterday with his wife and family after a solid week of strenuous effort at piling bricks, distributing sandwiches and doing duty as a guard at San Francisco. A. L. Irish, president of the Talk-o-Phone Company, Toledo, upon learning of the disaster, telegraphed from three cities while en route to Los Angeles, requesting that relief be sent Brown and his family and other employes at San Francisco, and that they be furnished with means for leaving the stricken city. Mr. Irish arrived in Los Angeles last evening. Arrangements will be made at once to look after the Pacific Coast interests for the Talk-o-Phone Co., which were formerly handled from San Francisco.

**FROM THE EMERALD ISLE.**

Open Air Concerts in Vogue—Twentieth Century Graphophone Entertains Lord Lieutenant—Fonotipia Records Introduced—Edison Grand Opera Records Popular.

(Special to The Talking Machine World.)  
Belfast, Ireland, May 1, 1906.

As daylight lengthens, and during the excellent bright, dry weather which for a month past has prevailed here, our people are gradually diverting their thoughts from talking machines to cycling, golf and other forms of out-of-door pastimes, with the result that sales of instruments and records are gradually decreasing.

The open-air concert on Saturday evening last was a huge success. The sky overhead was clear and cloudless, and although—to borrow from Hamlet—there was "a nipping and an eager air," hundreds of pedestrians halted before Mr. Osborne's well-known warehouse (which faces that most ornate pile of classic architecture—the new City Hall), to enjoy the latest "Edison," "Columbia" and "Sterling" records, marvelously rendered by the twentieth century Columbia graphophone.

During the past month Belfast was favored by a visit from their excellencies the Lord Lieutenant (Earl of Aberdeen) and Countess of Aberdeen, who received a warm reception. Whilst the Viceregal party were passing Mr. Osborne's shop the twentieth century graphophone thundered forth an excellent loud selection of the National anthem, which instantly attracted the attention of the distinguished visitors. This interesting incident was chronicled the same evening in columns of the Belfast Evening Telegraph, wherein Mr. Osborne was congratulated on having thus exhibited his enterprise and originality.

The latest style of disc record—introduced by the same factor to Belfast—is the "Fonotipia" double-sided Odeon record, price from 10 to 25 shillings each. The selections are by best Italian sopranos, contraltos, tenors, baritones, instrumentalists, etc., and customers are as loud in their praise as the records themselves are loud in the rendition. Almost all the songs are in Italian, however, which fact operates somewhat

against their sale to the general public. If these Fonotipia records have not yet reached America some up-to-date firm in New York would find it to their advantage to introduce them to "The New World."

The phenomenal number of Zonophone disc albums (which hold 12 ten-inch records) recently sold at one dollar each, is a healthy sign, and indicates that users of talking machines are so enamored of their instruments that they are desirous of preserving from dust and protecting from damage the records they prize so much.

A somewhat drastic reduction has taken place in the ever-popular Zonophone discs. The ten-inch size now sells at 2 shillings each, or 1 shilling less than former price, and the seven-inch size at 1 shilling, or 6d. less than formerly. The result is a marked increase in the output of these goods.

Ever in the front rank, the National Phonograph Co., London, have placed upon the market ten genuine Edison "grand opera" records, which are, without exception, the finest phonograph selections to which I have ever listened. The price is just double that of the ordinary Edison cylinders, and accordingly 3 shillings each; but all lovers of true classical music consider these unique records well worth that figure.

Then again the Gramophone Co., London, always in the vanguard of progress, have issued 20 records, comprising the entire opera of "Il Trovatore" (in four acts).

Cheap continental phonographs and disc instruments, with flimsily constructed and unreliable motors, have ceased to be popular here. The public now prefer to pay the extra price for a genuine Edison phonograph, gramophone or graphophone.

Thomas A. Edison—the "old man," as he is called by every one of his business associates—has returned from his Florida winter home to Orange, N. J., and W. E. Gilmore, president of the National Phonograph Co., got back from his Southern vacation last week, appearing at the New York office the following day, looking the picture of health and thoroughly rested.

**Needles Free To Prove Quality**

**"THE BEST THAT MONEY CAN BUY"**

*Playrite*  
TRADE MARK

**NEEDLES**

**"THE NAME TELLS WHAT THEY DO"**

Best for VOLUME, TONE and LASTING QUALITY. PLAY RIGHT from START TO FINISH.

PRESERVE RECORDS and can be used on ANY DISK MACHINES or RECORD. Packed only in RUST PROOF packages of 100.

RETAIL, 10c. per 100; 25c. per 300; 75c. per 1,000.

*Melotone*  
TRADE MARK

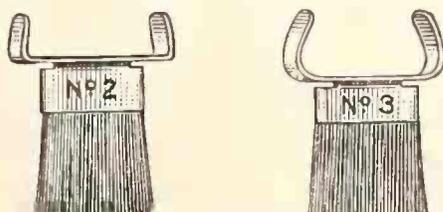
**NEEDLES**

**"GIVE A MELLOW TONE"**

REDUCE VOLUME and DON'T SCRATCH. Make records last longer. Each "MELOTONE" NEEDLE can be used SIX times without changing. Can be used on ANY DISK MACHINE OR RECORD. No special attachments needed. PACKED only in RUST PROOF packages of 200. PRICE, 25c. per package.

**FREE Samples of "Playrite" and "Melotone" Needles to Dealers or Jobbers who write on business letter head. Special Prices to Jobbers and Dealers. Write Now.**

**New Style Place Record Brushes.**



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.

MANUFACTURED BY

**Blackman Talking Machine Co.,** J. NEWCOMB BLACKMAN, Prop  
"The White Blackman."

GET THE BLACKMAN HABIT AND YOU WILL KEEP IT

**97 Chambers St., New York**

## TRADE NOTES FROM OQUAKER CITY.

Business Fairly Good—Hawthorne & Sheble's New Plant—Change of Columbia Managers—H. T. Lewis's Fine Trade—Musical Echo Co.'s Display—A Chat With John D. Miller—Talking Machine Helps Pacific Coast Sufferers—The News Budget of the Month.

(Special to the Talking Machine World.)  
Philadelphia, Pa., May 10, 1906.

Business in talking machine circles here is fairly good, but it would be much better if the trade could only get their orders filled by manufacturers. A lull in activity is always anticipated after Easter—and it came on schedule time this year. At present writing, however, business is improving, and all hands predict excellent summer trade.

We were recently invited to visit the new factory of the Hawthorne & Sheble Manufacturing Co., now in process of equipment at Howard and Jefferson streets, in this city. The handsome plant is 50x250, and consists of five floors. Many features are included that go to complete a modern, well-equipped establishment. New offices handsomely finished in golden oak, with every facility, will be ready for occupancy this month. This well-known corporation anticipate that by July 1 they will not only have their Philadelphia plant in complete running order in the new premises, but will also have their Bridgeport factory entirely equipped with latest improved machinery, tools, etc., in a position to supply the trade with their fall shipments promptly. The business of this concern has grown so extensively that they anticipate continuing indefinitely to operate their old quarters which they now occupy at Oxford and Mascher streets, Philadelphia.

A good-natured rivalry exists between Eighth and Ninth streets as to which will attain supremacy as "Phonograph Row." Honors are about evenly divided. Both thoroughfares are main retail shopping centers. North Eighth street now has seven phonograph stores—with one more to come soon. These stores are in the "theatre district," and to an extent have some advantage over Ninth street.

A goodly number of suburban merchants of various kinds have placed side line stocks of machines and supplies in their stores, indicating that business is being vigorously pushed by jobbers.

The change in managers of the local general office of the Columbia Graphophone Co., 1109 Chestnut street proved of interest to the trade. The new manager, John A. Gouldrup, was assistant manager of the Columbia's office here two years ago, and so is not a stranger to the Quaker City by any means. "I'm not a newcomer," commented Mr. Gouldrup, "but rather one who has come back." Referring to trade conditions, he said: "Business has been good. Compared with our heavy fall trade it does not cut so much of a figure, but the outlook is most encouraging." He further stated he probably would have no assistant manager. "I feel," he said, "that by sympathetic action I can get more and better

work from heads of departments when they are left without an assistant manager and put on a merit and pride-in-work basis."

Geo. W. Lyle, vice-president of the Columbia Co., and Walter Eckhardt, manager of the wholesale department of the same company, were trade visitors the past month.

P. G. Underwood is manager of the Columbia Co.'s retail store, 140 North Eighth street. In a chat with his assistant, J. F. Halfpenny, he said: "Business is very good. We are adding new men to our outside salesmen's staff and they are doing good business." At a three-days' fair at the North Presbyterian Church, Clearfield street, Manager Underwood put in an exhibit of Columbia goods and scored a "hit."

Manager T. R. Goodwin, of the Camden, N. J., branch of the Columbia Co., also reports continued good business, especially from suburban and country points.

H. T. Lewis, of the Lewis Talking Machine Co., 15 South Ninth street, said of trade conditions: "Wholesale trade is good, but retail business is quiet. It usually is for a short spell after Easter. The lull is only temporary, however; the outlook is most encouraging." Mr. Lewis mentioned that he had a big deal on, which, when completed, he would give particulars of to The World. "It is quite probable we will move soon," said Mr. Lewis. "We must have more room on account of increasing business." The Lewis Co. handle Columbia machines and records, as well as American records.

A somewhat new departure is being successfully carried out by the Musical Echo Co., of this city. The handsome salesroom is furnished partly as a parlor, back of which is a chamber concert room, with seats similar to a small music hall. A large Victor machine on a dais, backed by an organ scene, lends effect and beauty to the concert, operatic and sacred records reeled off by the talking machine. Concerts are given daily to pleased audiences, with the result that record sales are fairly "boomed." Business is reported good. Henry Marschalk, formerly with the local office of the Columbia Co., is manager of the Musical Echo Co., and L. G. Gerson, who also was formerly with the Columbia Co., is assistant manager. Messrs. Marschalk and Gerson were visitors to the New York trade the past month.

Said Louis Buehn, of the Wells Phonograph Co., 45 North Ninth street: "Trade has been good; the best we ever had. We have had a big call for Edison, Victor and American goods." In the basement, racks having a capacity of 75,000 records have been installed, and on the first floor racks for an additional 20,000 records have been added. Mr. Buehn stated that business with his company since the first of the year has increased about 50 per cent. They have doubled their record rack capacity and carry one of the largest stocks of cylinders and discs in the city.

Manager S. Ford, of the Disc Talking Machine Co., 13 North Ninth street, has been busy on outside sales. Office sales are reported quite seasonable and satisfactory by his assistant.

Said Manager John B. Miller, of the Penn Phonograph Co., 19 South Ninth street: "Business is good, but unfortunately we can't get orders in from the manufacturers and that holds us back. We are doing from 30 to 33½ per cent. more business this year than last. Yes, the talking machine business is an established one. Some folks compared it to the bicycle trade—thought it would 'boom' and then 'fade away.' I thought the same thing once. Says I, 'If the business lasts four years I'll be satisfied.' And now, at the end of eight years, it is more firmly established than ever. We started business next door and soon outgrew its capacity. Now we occupy the basement and first and second floors of this large building. We have four 'hearing' rooms, excellent shipping facilities, and carry the largest stock of Edison and Victor records of any house in the country. We are retailers and jobbers." Thomas A. Edison, when in Philadelphia some time ago, called on the Wells Co., it being the only firm to be thus honored. Mr. Edison wanted to be shown the automobile route to Reading, Pa., and Mr. Miller accommodatingly put him on the right trail. About the only "shop talk" the noted inventor indulged in was to remark that the future of the talking machine business is most encouraging.

Wm. E. Gilmore, president of the Edison Co., was a recent local trade visitor.

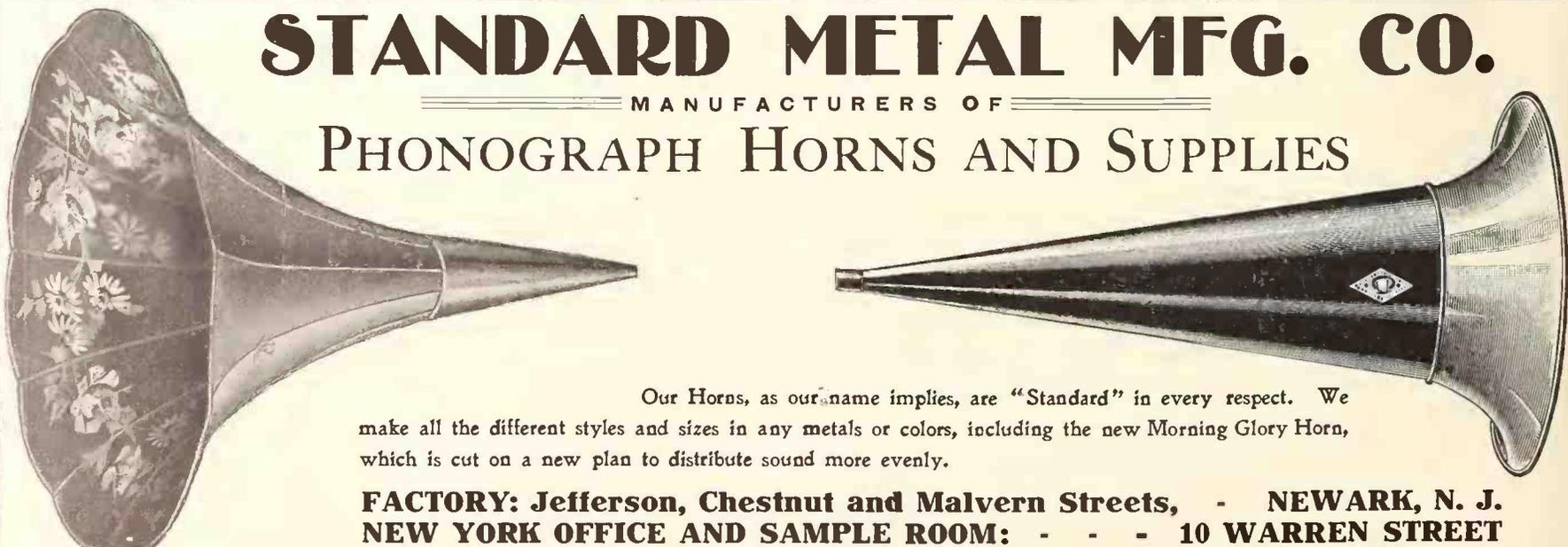
"Len" Spencer and Ada Jones, vocalists, well known to many talking machine admirers, were visitors the past month. "Len" heard himself sing—via phonograph—an odd thing in its way, as one dealer remarked.

"It will never be known, maybe," commented a North Eighth street phonograph dealer, "but the humble talking machine has undoubtedly been the medium through which thousands of dollars have been raised for the relief of sufferers from the Pacific Coast disaster. One large machine and outfit I loaned to people getting up a fund earned over \$400—so what must the aggregate machines of the country have earned? That they earned a large sum is not to be doubted, and is additional proof that the talking machine is useful, entertaining and a fine charitable medium."

Another view of the talking machine was taken by a Ninth street dealer, who said: "Two years' close observation has convinced me that it is a great promoter of sociability, and by that I mean the machines attract young folks. They like to gather at each others' houses, hear the latest airs and have 'a real good time.' These informal gatherings often amount to a regular 'home party' and do good in the way of keeping young people away from possible detrimental influences. As to the old folks, they enjoy the music and mirth every bit as much as the youngsters."

It is probable a number of leading wholesalers of talking machines and supplies may attend the meeting at Washington this month of piano manufacturers and dealers and manufacturers of piano players, talking machines, etc. Representatives of the Victor Co. and the Hawthorne & Sheble Manufacturing Co. are expected to attend

(Continued on page 15.)



# 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

# TWENTIETH CENTURY GRAPHOPHONE



An  
Orchestra  
in  
Itself!

OUR  
GUARANTEE

It Sings with  
all the Volume  
of the Original

The Twentieth Century Graphophone Is Absolutely New In Principle and Excels All Others

The impetus this mar-  
velous machine gives  
to the

SALE  
OF  
CYLINDER  
RECORDS

is enormous.

Mr. DEALER:

You have Records  
to sell; the Twenti-  
eth Century Grapho-  
phone will make  
them go like hot  
cakes!

ADDRESS ALL COMMUNICATIONS TO THE COMPANY.

*Heath & Milligan Mfg Co*  
*Paint & Color Makers,*  
*70-72 Randolph Street,*  
*Chicago, March 20, 1906.*

R. L. H.

The Columbia Phonograph Co.,  
Gentlemen:-

Through our Mr. Rockwell we learn that you have kindly donated one of your "20th Century" Machines for the use of our agents, The Hahn Co., on "Sunshine Day," and we simply want to assure you that this courtesy on your part is thoroughly appreciated. We are thoroughly familiar with this Twentieth Century Machine, inasmuch as your people furnished one for our use on a train-load of paint we shipped from Chicago to Duluth sometime ago. We made a daylight run and stopped at various towns along the way, giving concerts and distributing souvenirs, and we want to say right here that the Twentieth Century Machine made a great hit all along the line.

With best wishes, we are,  
Yours very truly,

HEATH & MILLIGAN MFG CO.  
*A. L. Stigley*  
Manager Sales Department.

F. O.

"Put a Little SUNSHINE in Your Home."

Uses the Regular  
Cylinder Records—  
all makes—as well  
as the New

COLUMBIA  
TWENTIETH  
CENTURY  
CYLINDERS—

half a foot long;  
50 cents each.

Retail Price for  
Twentieth Century  
Graphophone, \$100.  
Liberal Discounts  
to the Trade.

**Cut out and send the  
ATTACHED COUPON  
to-day!**

Dealers who have customers among the proprietors of restaurants, small theatres and places of public amusement, generally, will find a ready demand for these extraordinary machines. Cylinder record sales have been increased from 50 to 75 per cent. by playing records on the Twentieth Century Graphophones. LEW DOCKSTADER USES ONE OF THESE MACHINES IN HIS MINSTREL SHOW. JOHN DREW HAS INTRODUCED IT IN "DE LANCY," AND IT IS ALSO BEING UTILIZED IN "THE GIRL PATSEY," A NEW COMEDY THAT HAS MADE A HIT.

## 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

**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.  
5.

# When the Mid-Summer Lull in Trade Arrives PREPARE FOR THE FALL RUSH

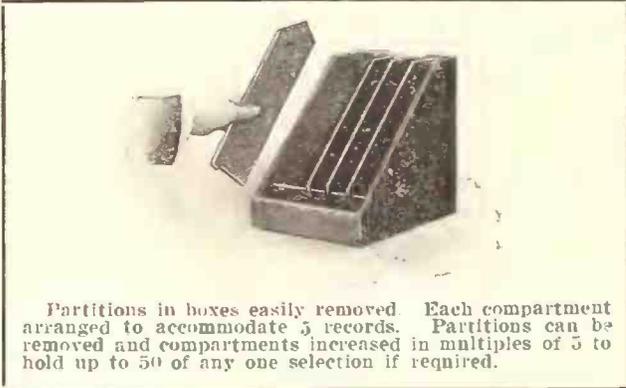
BY ARRANGING YOUR RECORD STOCK IN SYSTEMATIC  
ORDER. THIS CAN BE ACCOMPLISHED BY ADOPTING THE

## H. & S. Unit Disk Record Filing System

PATENTS APPLIED FOR

Many improvements have been made in Disk Talking Machines and Records but there has been little effort to provide a satisfactory and economical system to carry stock. The Unit System has many practical features to recommend it. We mention a few.

- ORNAMENTAL**—Handsomely finished in cherry with nickel frames for record numbers, improving appearance of stock and store.  
**ELASTIC**—Made in sectional units, as stock is increased the System can be expanded to meet the needs of a growing business.  
**ECONOMICAL**—Moved quickly. Record capacity can be increased without annoyance, expense of frequently tearing down and erecting new shelving obviated, and costing less than shelving in the end.  
**ORDERLY STOCK**—Placing records on edge and in numbered compartments facilitates selection of stock to fill orders. New stock can be placed in position rapidly.  
**INVENTORY AND DAILY STOCK REPORT**—The Unit System will enable you to take account of stock daily, and with slight effort will keep you constantly informed of records required to complete the catalogue.  
**NUMBERS**—Cards for selection numbers easily removed or changed when "cut outs" are made from catalogue.  
**TIME SAVER**—Records quickly located; at a glance you can ascertain what you have in stock. Catalogue number of selection directly in front of compartment.  
**RECORD ROOMS**—Units can be used as partitions, saving expense and space.  
**PORTABLE**—Whenever necessary to rearrange stock, units can be readily moved from one part of the store to another, without disturbing records. This would prove of great advantage in case of removal from one store to another.



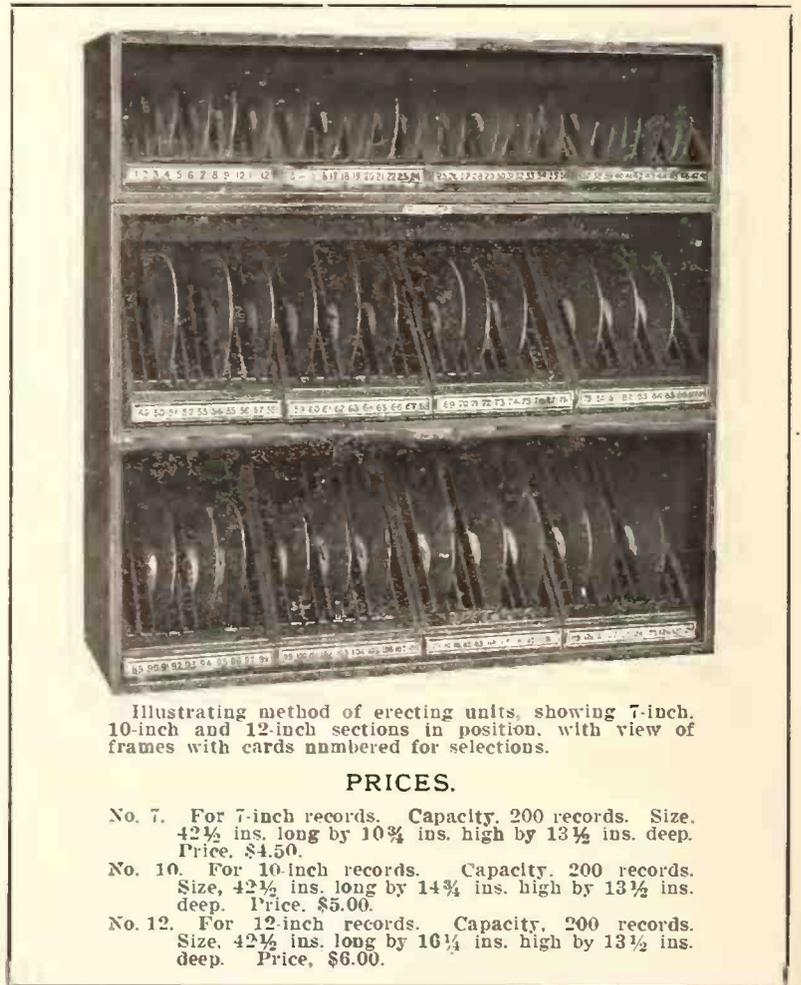
Partitions in boxes easily removed. Each compartment arranged to accommodate 5 records. Partitions can be removed and compartments increased in multiples of 5 to hold up to 50 of any one selection if required.



Complete Unit Capacity, 200 records. Four boxes to each unit. Boxes arranged with double front, providing handle so that boxes can be drawn forward and easily removed. All boxes and units lock-cornered. Units can be placed on top of each other and be built to any required height or length.



Showing partial view of interior of store of Eastern Talking Machine Co., Tremont St., Boston, Mass. Over 50,000 Disc Records carried in stock in the H. & S. Unit Disk Record Filing System.



Illustrating method of erecting units, showing 7-inch, 10-inch and 12-inch sections in position, with view of frames with cards numbered for selections.

### PRICES.

- No. 7. For 7-inch records. Capacity, 200 records. Size, 42½ ins. long by 10¾ ins. high by 13½ ins. deep. Price, \$4.50.  
 No. 10. For 10-inch records. Capacity, 200 records. Size, 42½ ins. long by 14¾ ins. high by 13½ ins. deep. Price, \$5.00.  
 No. 12. For 12-inch records. Capacity, 200 records. Size, 42½ ins. long by 16¼ ins. high by 13½ ins. deep. Price, \$6.00.

# Hawthorne & Sheble Mfg. Co.

Station O.

Philadelphia, Pa.



100,000 RECORDS ALWAYS IN STOCK

JOBBERS

**EDISON**  
PHONOGRAPHS  
RECORDS, ETC.

GENERAL SUPPLIES  
FOR  
CYLINDER MACHINES

**Douglas Phonograph Company**

MANUFACTURERS "PERFECTION" SUPPLIES, ETC.

RETAIL—WHOLESALE—EXPORT

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



Style 130. Capacity 120 Records  
" 140. " 180 "  
" 150. " 252 "

# Perfection Cabinets

== FOR ==

## Cylinder and Disc Records

60 STYLES and FINISHES of CYLINDER CABINETS  
30 STYLES and FINISHES of DISC CABINETS

Our Cabinets are properly constructed of Seasoned Material—High Piano Polish.

Chiffoniers equipped with pegs and Music Cabinets constructed to hold discs have had their day.

Perfection Cabinets are constructed for the purpose intended and can be sold on installments—They last.

Equipped with Eureka Alphabetical Index.

## Eureka Alphabetical Index

FOR THE CATALOGUING AND READY LOCATION OF CYLINDER PHONOGRAPH RECORDS OR DISC TALKING MACHINE RECORDS

The ordinary Index Card furnished with Record Cabinets provides merely for a list of the Records contained in the Cabinet.

It is frequently necessary to search through the entire list to locate a desired Record.

*The Eureka Alphabetical Index* locates any catalogued Record immediately and insures its return to proper place in Cabinet.

Bound, Imitation Sheep, 25c. Black Leather, 35c.

Every owner of a Record Cabinet needs this index.

## Perfection Cylinder Record Trays

This tray is delivered flat, and folded when desired for use.

The saving in cost of shipping and space when not in use is at once apparent.

Made of heavy straw board, handsomely lithographed to represent quartered oak. Five sizes for 2, 3, 4, 5, 6 Records.

Samples and Prices furnished upon Application



Style 230. Capacity 225 Records  
" 200. " 150 "  
" 240. " 300 "

## TALKING MACHINE HAPPENINGS IN THE WEST

Wurlitzer in His New Quarters—Cable Company's Opening—Sympathy for Bacigalupi—Lyons in Aurora—Huseby Co. Remove—Some Losses in 'Frisco—Other Items.

(Special to The Talking Machine World.)

World Office, 195 Wabash Avenue,

Chicago, Ill., May 11, 1906.

The Rudolph Wurlitzer Co. are now in their new building at 266-268 Wabash avenue. The talking machine department is located on the first floor, where five convenient record rooms are being fitted up. The wholesale talking machine department occupies the spacious balconies. The automatic instrument department occupies the entire third floor.

The new talking machine department of the Cable Company, of which extended reference has already been made, will be opened for business some time during the week of May 14.

The Healy Music Co. are now in their new store at 298 Wabash avenue. As soon as the arrangements are completed, the talking machine department will occupy a large room in the rear of the first floor, with several record rooms in the basement.

At the office of the National Phonograph Co. reports are to the effect that the heavy rush of business experienced during the early months of the year is still in progress, and any immediate relief from the avalanche of orders seems out of the question.

The deepest sympathy is felt here for Peter Bacigalupi, the Edison representative on the Coast. His store in San Francisco was, of course, totally destroyed. The heat was so intense that when the vault was opened the books and papers were found to be nothing but ashes. For the present orders from the Coast are being filled from the Chicago office.

James I. Lyons, the large jobber of talking machines, records and supplies, of 194 East Van Buren street, has established a retail store at Aurora, Ill. He has bought out the talking machine, sheet music and small goods stock of Frank Braun, at 4 North Broadway, Aurora. Mr. Braun will continue the piano business, moving to another location. Mr. Lyons will occupy the entire store and basement salesroom as well, and will carry a complete line of machines and supplies. He also has a large retail store on Fifth avenue and one on Milwaukee avenue, Chicago. The Aurora store for the present at least will be in charge of W. F. Braun, brother of Frank Braun.

The Huseby Co., Milwaukee, large dealers in sporting goods and talking machines have moved their branch store from 134 to 316 Grand avenue. Their main store is at 464-466 Grove street.

The next meeting of the Central States Talking Machine Jobbers' Association will be held at Cleveland, Ohio, on May 23, at the Hollenden Hotel. Among the matters to be discussed, the new Victor contract will occupy a prominent place, it is understood. Messrs. Hawthorne, Sheble and Noyes, of the Hawthorne & Sheble Manufacturing Co., will be in attendance with a view of getting the co-operation of the jobbers in maintaining prices on their line of supplies.

President A. L. Irish, of the Talk-o-phone Co., was in Chicago last week on his way home from San Francisco, where he went to look after their interests, which were, to say the least, a bit disturbed by the quake and fire. They carried a stock in 'Frisco to supply the Coast trade, valued at \$19,000.

There wasn't any of it left that was noticeable when he got there, but the loss is fully covered by insurance, and the Talk-o-phone Co. were one of the few concerns suffering by the recent calamity which were covered by earthquake as well as fire insurance.

Mr. Irish made arrangements for establishing Coast headquarters at Oakland, and in the meantime their business is being handled from the store of the Southern California Music Co., of Los Angeles, their agents in that city. Mr. Brown, the Talk-o-phone's Coast representative had a thrilling escape. Mr. Brown, his mother and sister, escaped from their residence with only the clothes they had on their back, and

camped on a lumber pile for a couple of days, until Mr. Hart, of the Southern California Music Co., sent a man up on the train to take them to Los Angeles. Since the discontinuance of the Chicago office of the Talk-o-phone Co., J. H. Mitchell, who is in general charge of the company's sales, is spending about a week a month among the Chicago trade, but he expects that a Chicago office will be opened in the fall with a resident representative in charge.

Hillman's, the big State street department store, now has a new talking machine buyer in Mr. Moon, formerly with the Cash Buyers' Union. E. J. Tierney, the former buyer at Hillman's, resigned to open a fine cafe on Adams street, opposite the Fair.

A. J. Morrissey, who is city wholesale salesman for the Columbia Phonograph Co.'s Chicago office, is a remarkable hustler, and is a hand to create business for his company's product. The story goes that when Morrissey gets hold of a furniture dealer or a sporting goods dealer or any kind of dealer that he thinks ought to handle talking machines and doesn't, he can sing such a beautiful song of the profits to be derived from a graphophone department that the man is really not happy until he gives Morrissey a good initial order, and gets within the fold.

D. V. Bradley, of the International Record Co., Auburn, N. Y., was a Chicago visitor last week.

Lorin F. Leeds, of the Leeds & Catlin Co., spent a portion of last week in Chicago.

S. Yano, a Japanese talking machine dealer, of San Francisco, arrived in Chicago the other day. The clothes he had on and a few dollars represented all of the material goods that the quake had left him.

Mr. Yano went right direct from the train to E. C. Plume, who, when connected with the Columbia Co.'s interests on the Coast a few years ago, started Yano in business as a Columbia dealer. Yano carried a line of Japanese goods as well as gramophones, and valued the stock which was swept away at about \$5,000. The young man was looked after in good shape, and finally put on a train and sent to the Columbia headquarters in New York, where he expected to be "placed."

The Chicago office of the Columbia Phonograph Co. has recently opened a number of new sub-branches. A branch is now being opened at Des Moines, Iowa, in charge of Charles Moon, formerly with the Des Moines Specialty Co. In

Chicago the 63d street branch has been moved to 284 North avenue, and is in charge of O. H. Redax, as before. A new branch has also been opened at Elgin, Ill., in charge of J. L. Baker, and the neighboring city of Aurora also boasts a new Columbia branch.

### HOME RECORDING ATTACHMENT

For Disc Talking Machine Being Placed on the Market by the Land-o-Phone Co.

The Land-o-Phone Co., 288 Fifth avenue, New York, makes a very important announcement in this issue, in which they introduce a home recording attachment for disc talking machines. This device is made in different styles to fit all machines and no change is necessary in the machine, nor are there any extra horns, arms, etc., to buy. All that is necessary is to remove the soundbox, attach the recorder, and in its place put on a blank and go ahead. It's simple, isn't it? And what an improvement! This attachment is destined to boom the sale of disc machines because it supplies that which the users of disc machines have long desired—the ability to make their own records.

The Land-o-Phone Co. are also manufacturing blank disc records, 10½ inches in diameter, which can be used on both sides. This means two records for the small cost of a quarter, a good talking point, let alone the profit derived from their constant sale.

In a chat with one of the officers of the Land-o-Phone Co. he said: "We believe we have a good article, one which will be an immense value to the talking machine trade. The device is strongly covered by patents, and we are now prepared to send out a large staff of salesmen with samples to the trade throughout the country. All those interested will be assured not only of a call, but our best attention if they mail their name and address to our New York office."

The Land-o-Phone Co.'s plant is located in Brooklyn, and they are now working full force, full time, preparing stock to meet the demand that is certain to occur. Within the very near future it is not improbable several other specialties of an important nature will be announced by this concern.

Those gentlemen who are accused by their competitors of indulging in "hot air" will be interested to know that Prof. Nichols, the astronomer, made a delicate instrument some time ago to measure very faint heat waves. It is so sensitive to heat that it registers the warmth that emanates from a man's face 2,000 feet (or more than a third of a mile) away.

## 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"**  
**CHAMOIS SKIN**  
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.



# THE LAND-O-PHONE

(PATENTED)

## WILL BOOM YOUR TRADE

The only Practical Home Recorder for all  
Disc Talking Machines ever  
placed on the market.

It will revive interest of thousands  
who have discontinued their use. Our  
salesmen are now preparing to cover the  
whole United States.

If you wish them to call on you send  
name and address.

List Price for Home Recorder,	\$10.00
Blank 10½ inch Records, =	.25
TO RECORD ON BOTH SIDES.	

Jobbers—Your attention is called to  
the fact that we shall appoint sole agents  
for each city in the United States.

The Home Recorder for the Victor  
Taper Arm Talking Machine is Now  
Ready.

WRITE FOR PARTICULARS.

### THE LAND-O-PHONE COMPANY, Inc.

Temporary Offices: 288 FIFTH AVENUE, NEW YORK CITY

## TIMELY TALKS ON TIMELY TOPICS.

With the marvelous improvements made in records, it is believed that the harsh, rasping voices so familiar to the vaudeville singers will shortly be eliminated altogether by record manufacturers. The perfection of sound reproduction of the present day represent natural tones so nearly that there is no room for the high-pitched, metallic, harsh, nasal notes of the shouters, which are totally devoid of music. It must be admitted that records of this caliber have a sale, but those familiar with the advancements made do not hesitate to say that the time for these crude records have gone by. The public are now becoming so accustomed to the better grade musical records in the average price goods that, while they may not be trained musicians, they are apt to agree with Hawthorne when he said: "Heaven be praised, I know nothing of the science of harmony, so that music, if it pleases me, pleases me simply as a nurse's tale."

Elsewhere appears a brief report of the decision handed down April 26 by Judge Townsend, United States Circuit Court, New York City, in re the Talk-o-phone Co. and Leeds & Catlin Co. In granting the preliminary injunction applied for by the Victor Talking Machine Co. in connection with the prior case in which the Berliner free-swinging stylus patent claims had been unanimously sustained by the final court, the judge said, among other interesting observations refusing the admission of the so-called new evidence, that the basic or fundamental principles in their broadest sense could not be impeached. A stay, however, was granted in relation to the enjoining order, so that the Court of Appeals should pass authoritatively on the scope of the foreign patents invoked by the defense, in connection with which there might be a reasonable doubt.

It is barely possible that every dealer does not realize the importance of having machines in perfect order before being sent out. The manufacturer ships the goods in shape, but this does not mean the best results follow if put in operation without further attention. The most delicately constructed watch is regulated by the jeweler before selling, and this is also true of the best made talking machines, which must be run and adjusted in the store previous to being placed in the hands of the buyer. The speaker should be carefully looked after, the sapphire carefully adjusted and other essential parts looked over. Jobbers knowing their business and having a retail trade, never neglect these details, and dealers make a serious mistake if they do not adopt the same methods. A number of men who have been employed about the factories and subsequently joined the ranks of the dealers are wise to these precautions, and in consequence their business has prospered because the owner of the machines has obtained the very best results from the records. A dealer who is careless, or ignorant—which is worse—of these suggestions is working against his best interests.

Shortage of stock is a serious drawback to the trade at present, and there seems to be no immediate relief in sight; in fact, considerable business has been irretrievably lost thereby, and at a time when it can be illy spared. Every record and machine manufacturer of any note is in the same unwelcome position, with each making desperate efforts to—not catch up, of course, for that seems impossible—satisfy their trade in some manner of fashion. Jobbers are helping each other out as best they can; but this method of doing business is far from satisfactory, and has given occasion for much caustic criticism all around. Voicing their predicament the National Phonograph Co., in announcing a new method of shipment to the dealers, make the following statement: "Despite our increased facilities, and the fact that we are turning out more records than ever before, it has been im-

possible to keep pace with the increased demand for Edison records. We are now over 2,500,000 records behind orders for current stock, and to enable us to catch up, as well as give better service to the trade, it has been decided, for the best interest of all concerned, to omit June list altogether, therefore, following May, the next new record list issued will be July list."

The entertainment of the Edison jobbers in July promises to be a memorable event from many points of view. F. K. Dolbeer, chairman of entertainment for the National Phonograph Co., the host, in speaking of the affair, said to The World: "The acceptances of our invitations are practically unanimous, and with the company officials and other guests, probably 250 will be participants. We have made no special provision for ladies, but should a few come they will be looked after and made welcome. Were many to put in an appearance, it would materially interfere with the programme, for while pleasure is an incidental of the occasion, considerable business is expected to be transacted, nevertheless.

"At the time," continued the courteous credit captain, "I have reason to believe a national association will be formed, not of one distinctive line, but an organization representative of the entire talking machine jobbing trade. The Central States and the Eastern jobbers have lined up, and the far West are getting together, as I ascertained when in Denver, Col., last month. The sectional associations can handle and dispose of matters with which they are familiar, knowing the governing conditions, while the national body would be a sort of appellate court for settling questions of import to the trade in all parts of the country. These associations are of vast benefit when properly conducted, and no one thing demands closer attention than that of credits. If the slow-pays and dead-beats can be eliminated the talking machine business will be in better shape and on a sounder basis."

"Dubbing," as the unauthorized and possibly illegal reduplication of records made by concerns originating the "masters," is termed, seems to be on the increase, especially with high-priced discs. Every effort is exerted to suppress the nefarious practice, but trading in these illegitimate goods continues to thrive, much to the loss of companies, who have and are still expend-

ing large sums of money in securing the best vocal, talking and operatic talent. It will be remembered that in 1904 Judge Lacombe, of the United States Circuit Court, Southern District of New York, in the case of the Victor Talking Machine Co., against the American Vitaphone Co., enjoined the defendants from reduplicating their "red seal" records, "when such records contain the shop or catalogue numbers of complainant's disc records, or when the sound recording grooves thereon are copies of the grooves on complainant's disc records." The eminent jurist may be sound on the "shop or catalogue number" specification, but regarding the employment of the same grooves, there is room for discussion; for the same number of "lines" per inch are used by different companies now, and against whom a charge of "dubbing" cannot lie.

Should the claims of R. S. Gibson, Philadelphia, Pa., be established, "dubbing" will be a thing of the past, if the record making system he says is being perfected turns out a success. Mr. Gibson asserts that the record manufacturer's name will appear in each line or groove, which "dubbing" alone will reduplicate, but the needle or reproducing point will pass over without a sound. Other wonderful properties are also attributed to the new record and for which the inventor avers he is responsible.

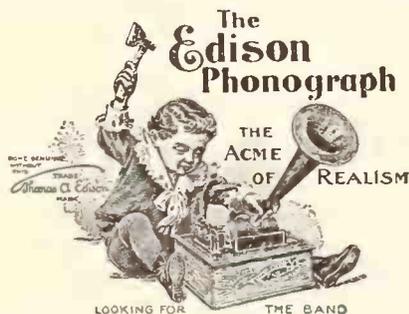
Nowadays it is not so much a question of price in ordering records as that of quality. The goods must talk for themselves in the matter of sales or the seller need not come around again.

A traveling salesman of experience relating his impressions, expressed himself in the following enthusiastic strain: "The West is the greatest talking machine country in the world. The way they absorb goods at the principal distributing points is wonderful. In Chicago, for example, two concerns sell at retail a thousand records daily of a popular song hit, and others proportionately. Every trip West serves to wake me up to the great future possibilities of the trade, and increases my reserve stock of enthusiasm."

In the early days of the trade, when etching was in vogue, at a demonstration given for a bunch of capitalists, when a subject was to be chosen for the record about to be made, a party present, known for his financial genius and smoothness, suggested "The Lord's Prayer." The "talker," though subjected to the acrid, choking fumes of the acid, is reported to have expe-

## J. W. JENKINS' SONS MUSIC CO.

KANSAS CITY, MO.



Largest Jobbers of  
Edison Phonographs,  
Victor Talking Machines,  
Records and Supplies in  
the West



Ask Anyone Who Knows

Send for our new catalogue of Machines, Records and Supplies. Our prices are the lowest and we have the most complete stock in the United States.

If you have not been buying through us, we should like to make your business acquaintance. Send us a trial order and you can be assured it will be filled complete and shipped promptly. We think you will like our way of doing business. We help to make your talking machine department a necessary and profitable part of your business by keeping in touch with you and advising you of new ideas that assist in promoting the sale of these goods.

HARWOOD "MELLOWTONE" NEEDLES are the best in the world for the soft, rich mellowtone. No attachments are necessary; any thumb screw will hold them. Try us for any other style of needle.

Are you selling the "JUNIOR TONE REGULATOR?" If not, you ought to. Sells on sight and a good profit to the dealer. The "JUNIOR" retails at \$1.00.

We sell Dealers' WIRE RECORD RACKS—Standard size, all kept continually in stock, sold at regular prices F. O. B. Kansas City, Mo., and not Syracuse, N. Y.

We will appreciate receiving your orders for anything in the talking machine line.

J. W. JENKINS' SONS MUSIC COMPANY, Kansas City, Missouri

Everything Pertaining to Talking Machines

# DEALERS, ATTENTION!

# THE NEOPHONE

**DISC-PHONOGRAPH** (System Dr. Machaelis)

Patented in U. S. A., U. K., France, Germany, Austria, Russia, Italy, Canada, India, Australia, Etc.  
CAN BE SEEN RIGHT HERE IN NEW YORK

## FEATURES of THE NEOPHONE

Permanent sapphire Reproducer, doing away with the changing of needles.

Home Recording made possible on any disc machine.

20-inch records, lasting from 8 to 10 minutes, playing entire overtures, waltzes, etc.

PRICE COMPLETE,  
With 6 Blanks,  
\$12.50



NEOPHONE  
fitted with  
Home Recorder

## 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.

## REPRONEO

Thousands of people have Disc Machines. They all want to play NEOPHONE RECORDS but they can't, because their machines have a Needle Sound Box, and Neophone Records can't be played with a Needle. Here comes in the Reproneo. Take off your Needle Sound Box and in its place fix a Reproneo; you can now use your machine for playing Neophone Records. **PRICE OF REPRONEO, \$5.00.**

NEOPHONE B\_\_\_\_ B'S\_\_\_\_  
(BUSINESS) (BRINGERS)

Discs, 9 inch, Retail Prices, 20c. Discs, 20 inch, Retail Prices, \$2.50  
" 12 " " " 40c. Machines, - \$12.50 to \$100.00

*Investigate and you will at once be captivated with its wonderful possibilities. Come and see it.*

Up-to-date dealers are booking large orders the country over. Why not get in line and let us book a sample order for you?  
Dealers' discounts, catalogues, etc., will be mailed on application.

## FEATURES of THE NEOPHONE

Indestructible cardboard discs at the startling cost of 20c.

Any make of disc records can be played on the NEOPHONE and Neophone Records can be played on any disc machine.

ALL COMMUNICATIONS SHOULD BE ADDRESSED TO

**NEOPHONE, LIMITED,** AT THEIR TEMPORARY OFFICES,  
12 West 28th Street, New York City

Where Dealers are cordially invited to call and examine samples of the Neophone product.

TELEPHONE, 5187 MADISON SQUARE.

Head Offices: 1 Worship Street, LONDON, E. C.

PARIS

BRUSSELS

BERLIN

MILAN

rienced great difficulty in maintaining, under the trying circumstances, the reverent tone, he believed inseparable from a proper rendition of the revered invocation, but he managed to hold out to the end, and the results were long considered a model of clear enunciation, in view of the crude apparatus employed. The test, however, was sufficiently satisfactory to interest the gentlemen, who included some of the best known financiers of the present day, in the enterprise of developing what is now the great talking machine business of the world.

One of the well-known music lovers of New York who wanted to send an elaborate present to her father, who, while quite old, is most active, selected one of the largest and most complete Victor talking machines. "You see, I reasoned it out this way. All his life he has been passionately fond of the Italian opera and while he can't go to the opera out there in Portland, Oregon, I can in a way send the opera to him. I can think of nothing that would delight him more because those records are the most wonderful things I have ever dreamed of. I had no idea when first I decided to do this that they had reached such a degree of perfection and I confess I did not think of it as a musical instrument but more as a toy for grown up people if you will, but I assure you the reproductions are to me perfectly marvelous and I am happy in the idea of how much, how very much real musical joy he will derive."

This is only another of the very many musicians who give the Victor talking machine such endorsements. Another of equal value came from J. Armour Galloway, the husband and teacher of Anita Rio. Mr. and Mrs. Galloway are going to live in Berlin permanently and a short time since sold out all their household effects. A visiting musician, seeing a very large Victor, asked whether that was also for sale. "For sale!" exclaimed Mr. Galloway. "No, indeed. I find that the greatest assistance in my work. There is no way of demonstrating to a pupil correct tone production as to take him through some of the Melba or Caruso records. His ear grasps it more quickly than in any other way and there is no doubt about the purity of quality. It would be a great blessing if the teachers adopted it altogether as there is no question as to what could be accomplished by systematic use of it."

Even the great millionaires of the country are not immune against the talking machine fever, as is evinced by the number that have added them to the household effects. The latest purchaser is John W. Gates, who is now the proud possessor of a Columbia outfit costing him several hundred dollars. This consists of one of the finest of their disc machines, and a goodly equipment of their choicest records. Any one can now offer to bet Mr. Gates a million that he will secure more enjoyment out of new possession than he ever did out of any similar investment.

A circular embracing the above and one or two Phonograph Co.'s credit department. The committee was continued to complete the details.

## EASTERN TALKING MACHINE JOBBERS ASSOCIATION ORGANIZED

Several Meetings Held During the Month and Many Important Matters Passed Upon—Want Contracts Modified—Uniform Dates for Shipping—Credits Discussed—Meet May 17.

Following the preliminary meeting of New York jobbers, April 10, at the Blackman Talking Machine Co.'s place, mentioned in last month's issue of *The World*, the Eastern Talking Machine Jobbers' Association was formally organized on the 24th following, with the subjoined officers: President, W. D. Andrews, Syracuse, N. Y.; vice-president, J. Newcomb Blackman, New York; secretary, John P. Kelsey, Brooklyn, N. Y.; treasurer, S. B. Davega, New York. Trustees, the foregoing officers and S. B. Davega and C. V. Henkel, New York; H. L. Ellenberger, New Haven, Conn.; C. G. Andrews and E. F. Taft, Boston; Thomas D. Barnhill, of Peun Phonograph Co., Philadelphia. They are to hold office until August 1.

Concerning the much-criticised Victor contract, the following resolution was adopted:

"Resolved, That a committee of five Victor distributors be appointed to decide upon the objectionable feature in the new Victor contracts, and, if necessary, obtain legal advice. That a paper be drafted embodying their objections in said contracts, and submitted to every Victor distributor for signature. Further, that said protest be sent to the Victor Talking Machine Co., requesting that the contracts be modified as outlined by the Victor distributors as a body."

The committee having this in charge are: C. V. Henkel, Douglas Phonograph Co.; J. Newcomb Blackman, Blackman Talking Machine Co., of New York; R. H. Morris, American Talking Machine Co., Brooklyn, N. Y.; W. E. Henry, Powers & Henry, and Theo. F. Bentel, Theodore F. Bentel Co., Pittsburg, Pa., with President Andrews, Syracuse, N. Y., ex-officio. At the meeting on May 8 this committee presented their recommendations, which they requested the Victor Co. to accept, as appended:

"We, therefore, request that you modify these proposed contract as follows:

"Distributors' Contract—Clause 12: That the same be entirely omitted; clause 13, that the words 'or otherwise' be omitted; clause 14, that the same be changed to read, 'In the event of any termination of this contract by reason of the breach of any of the conditions by the party accepting the contract; the Victor Talking Machine Co. may, if it so elects and can so establish, prove actual damages, and be entitled to recover same. Distributors' Agreement Acceptance—That in the seventh line of same the words 'In the hands of dealers and distributors' be omitted. New Clauses—That the distributor and dealer be extended the privilege of discontinuing or cancelling agreement under proper conditions and restrictions. That the price restrictions of horns, needles, etc., are understood to refer only to articles manufactured and sold to the distributor and dealer by the Victor Talking Machine Co."

A circular embracing the above and one of two other matters of minor importance, were embodied in a circular and sent to the Victor distributors throughout the country for approving

signatures. The committee were also authorized to demand of the Victor Co. a modification of the contract in the event of the pending request not being complied with. Should this not be granted, finally to protest.

Credits were taken up at both sessions of the association, the committee appointed by President Andrews being J. Newcomb Blackman, I. Davega, Jr., and C. V. Henkel, acting with the chair. The report was unanimously accepted, with a few amendments concerning discounts and net settlement dates, having previously been indorsed by F. K. Dolbeer, chief of the National Phonograph Co.'s credit department.

The committee was continued to complete the details.

The committee on constitution and by-laws—B. R. Barklow, Hamilton S. Gordon and A. H. Jacot—reported at the second meeting, as instructed, and so much was adopted as contributed to the progress and maintenance of the association, the remainder being referred back for further action, namely: The name, object, officers and annual dues—\$10, which Secretary Kelsey was instructed to include in his membership application blank.

One of the main objects of the organization was to obtain uniform dates for shipping receiving records from the National Phonograph Co., which were immediately conceded, and the following circular to Edison jobbers was sent out, as follows:

To save our jobbers the expense of having new monthly records shipped by express, as well as to relieve us of our present congested condition; also to enable us to give better service to the trade on orders for current selections, it has been decided:

1st. To drop the June list of new records entirely.  
2d. That, beginning with the July list, all first orders for new monthly records will be shipped to jobbers by freight, each jobbers' order going forward as soon as it can be gotten ready, but the records not to be placed on sale, or leave the jobbers' store or possession, before date specified and authorized below.

3d. Beginning with July list, new monthly records must not be put on sale, either at wholesale or retail, until 8 a. m., on the 27th of the month preceding the month under which they are listed. That is, the July records cannot go on sale or leave the jobbers' store or possession until June 27, August record on July 27, and so on. When the 27th falls on Sunday, the records are not to go on sale until same hour the day following.

4th. In making shipments by freight, we will get them off in ample time to be delivered ahead of the date on which the records are to go on sale, all things being favorable; but should any delay occur in transit or on the part of the transportation companies of carriers, we will not be held in any way responsible or liable.

5th. Samples of new monthly records will continue to be sent out at same time as though the June list was not being dropped, and first orders must be sent us at the same time as heretofore; that is, samples of July records will be shipped about May 1, samples of August records about June 1, etc., and first orders for July records must be mailed us not later than May 10, first orders for August records not later than June 10, etc.

6th. Any jobber selling or offering for sale, or in any way disposing of new records in advance of the date and time specified, forfeits his right to the privilege other jobbers receive, and thereafter his orders for advance records will not be shipped until after the date on which they are put on sale by other jobbers.

7th. The foregoing conditions are hereby made part of the Conditions of Sale forming part of the jobbers' agreement, and any breach thereof will be subject to the penalties provided for in said agreement.

C. H. WILSON,  
General Manager of Sales.

The ten New York jobbers originally signing a letter to W. E. Gilmore, president of the National



## THE NEW JERSEY SHEET METAL CO.

Manufacturers of the Most Complete Line of

### FLOWER HORNS

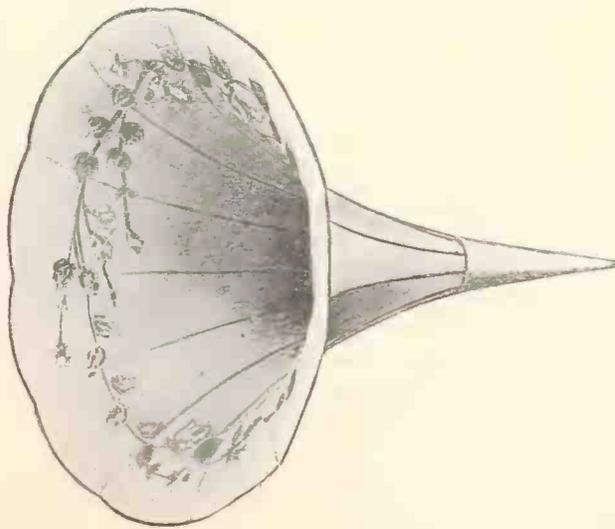
On the Market

THESE HORNS are made by competent workmen from the best material obtainable, carefully finished by special machinery for the purpose. Write for Catalogue and Price List.

FACTORY

Cor. So. Orange Ave.  
and Bruce St.

NEWARK, N. J.



Phonograph Co., requesting information regarding the attitude of the company in the injunction issued by Judge Hazel in connection with the New York Phonograph Co., be continued as a committee to make further inquiries in the name of the Association; but no report followed, though it was intimated the company pledged themselves to defend suits brought against jobber or dealer.

At the last meeting a resolution was adopted that the "Association act in unison as far as possible, with the Central States Talking Machine Jobbers' Association on credit rules, to insure harmony." The request of Secretary Whitsit that the Eastern Talking Machine Jobbers' Association have a representative present at the meeting in Columbus, Ohio, May 21, of the Central States Association resulted in the appointment of C. V. Henkel. The secretary was directed, on a rising vote, to address a letter to Peter Bacigalupi, San Francisco, expressing the Association's sympathy for his loss and suffering in connection with the earthquake horror. F. K. Dolbeer was unanimously elected an honorary member of the Association. This timely action was suggested by Victor H. Rapke.

Those present when the association organized at the store of the Bettini Phonograph Co., April 24, were: W. M. Davis, of Forsyth & Davis, Kingston, N. Y.; Hamilton S. Gordon, John W. Blackman, of John F. Blackman & Sons; A. H. Jacot, of the Jacot Music Box Co.; Adolph Weiss, S. B. Davega and Lippman Kaiser, of S. B. Davega; I. Davega, Jr., Victor H. Rapke, Benjamin Switky, C. V. Henkel and A. P. Petit, of the Douglas Phonograph Co.; J. Newcomb Blackman, R. B. Caldwell, of the Blackman Talking Machine Co.; Fred G. Loeffler and B. R. Barklow, of the Bettini Phonograph Co., New York City; Theodore F. Bentel, of Theodore F. Bentel Co., and W. E. Henry, of Powers & Henry, Pittsburg, Pa.; H. L. Ellenberger, of Pardee & Ellenberger Co., New Haven, Conn.; W. D. Andrews, Syracuse, N. Y.; W. D. Andrews, of the Boston Cycle & Sundry Co., Boston, Mass.; John P. Kelsey, with A. D. Matthews' Sons, and R. H. Morris, of the American Talking Machine Co., Brooklyn, N. Y.; Adolph Weiss, of the Western Talking Machine Co., Philadelphia; A. William Toennies, of Eclipse

Phonograph Co., Hoboken; James K. O'Dea, Paterson, N. J.

At the second meeting held in the Douglas Phonograph Co.'s establishment, May 8, when J. Newcomb Blackman presided, the following were present: Hamilton S. Gordon, A. H. Jacot, of the Jacot Music Box Co.; Alfred Weiss, S. B. Davega, I. Davega, Jr., Victor H. Rapke, Benjamin Switky, C. V. Henkel, John Kaiser and A. P. Petit, of the Douglas Phonograph Co.; J. Newcomb Blackman and R. B. Caldwell, of the Blackman Talking Machine Co.; Fred G. Loeffler and B. R. Barklow, of the Bettini Phonograph Co.; N. Goldfinger, with Siegel, Cooper & Co., New York City; John P. Kelsey, with A. D. Matthews' Sons, Brooklyn, N. Y.; James K. O'Dea, Paterson and Passaic, N. J.; A. William Toennies, of the Eclipse Phonograph Co., Jersey City, N. J.; Charles A. Hausmann, Newark, N. J.

The next meeting will be held at the warehouses of S. B. Davega, 32 East 14th street, New York, Thursday, May 17, at 8 p. m. The attendance is expected to be greatly augmented by prominent firms in the Eastern territory, as it is clear the association has accomplished much practical work in the brief time it has been in existence.

### TALKERS AS TRAIN ANNOUNCERS.

Pennsylvania Railroad to Call Out Trains by Means of the Talking Machine.

Judging from a dispatch from Pittsburg on May 11, the old idea of Thomas A. Edison is to be put into practice by the Pennsylvania Railroad, which has decided to abolish the picturesque train announcer. Instead, the announcements will be made by phonographs, which, it is hoped, will enunciate more distinctly and will incidentally save the company several thousand dollars a year in salaries.

The phonographs will be worked by an electric switch from the train dispatcher's office, and they will also call out the change in running time, changes of schedule, and all other announcements.

Records are now being made at the Union

Depot, and the new system will be installed within a month.

### NEOPHONE DIRECTOR RETURNS.

A. W. Cameron, managing director of the Neophone Limited, London, Eng., who has been paying America a visit for the purpose of looking over the trade situation, left New York last week for home. During his visit here Mr. Cameron succeeded in interesting some very prominent talking machine people in the product which the Neophone Co. manufacture, and later on he will have some important announcements to make concerning the future of the Neophone in America.

### BLACKMAN'S NEEDLE STOCK.

The Blackman Talking Machine Co., 97 Chambers street, New York City, is putting out two styles of needles under trade-mark names, as per their advertisement in this issue. They claim that their "Playrite" needle is as good a needle as money will buy, or, in any event, will give as good results as any needle now on the market. They say "The name tells what they do." The "Melotone" needle is to fill a demand where records are too loud, or for any reason, a softer reproduction is preferred. One of the special features of the "Melotone" needle is that it requires no special attachment to use it on any disc sound box. There is such a large variety of needles on the market that it is even more important to determine the best quality, and as they offer samples they are evidently satisfied with the result that a test will bring.

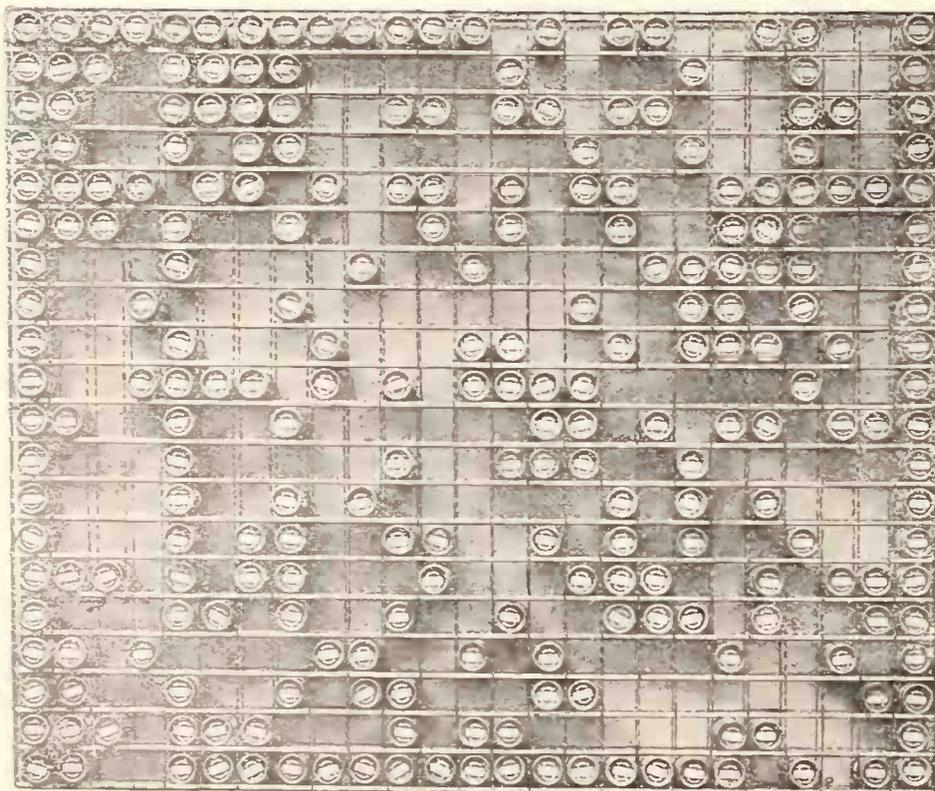
### MEN THAT BEAR WATCHING.

E. A. Hawthorne, president of the Hawthorne & Sheble Manufacturing Co., and general manager of the American Record Co., and Horace Sheble, vice-president and treasurer of the Hawthorne & Sheble Manufacturing Co., were seen in New York together recently, and rumor has it that they have secured one of the largest orders ever placed for export shipment.

Success carries a penalty as well as a reward. To keep in the lead means constant improvement

## ANOTHER PROBLEM SOLVED IN RECORD RACKS

The New Number is 321—Its Characteristic Feature is "The Flat Band"



**T**HE INVENTOR may devise an almost perfect system of one sort or another—the use of his invention may save time, labor, expense, wear and tear and actual space—but, some fellow will kick and the "kick" will cause improvement. "The Heise System" is ahead of the kick, always.

This explains the coming into being of the No. 321. It resembles the No. 123 Cylinder Record Rack, but has a flat wire band running across face instead of a round wire.

This adds slightly to height and width—but, it adds to convenience, too. You can now stick the number of the record on the flat band just below opening. When out of a number the number on band shows shortage—helps keep stock. If records are in reserve you can tell at a glance where numbers are needed. "Improvement" caused our Wire Record Racks to become popular; added improvements add popularity.

Get a Catalogue of the Complete Line

# SYRACUSE WIRE WORKS, Syracuse, N.Y.

## TRADE NOTES FROM ST. LOUIS.

Business Somewhat Uneven—Grand Opera Recitals a Great Success—Fuhri's Southern Trip—Western Talking Machine Co. Incorporated—Handsome New Quarters for the Talking Machine Co.—Other Items.

(Special to the Talking Machine World.)

St. Louis, Mo., April 28, 1906.

While there are some very favorable reports on the talking machine trade for this month, there are also some that state the month has been quiet.

D. S. Ramsdell, vice-president and general manager of the St. Louis Talking Machine Co., states that their recent grand opera recitals were quite a success, and that they resulted in the sale of a number of high-class machines and records. He reports a better demand for the high priced machines than ever before. Mr. Ramsdell leaves in a few days for a trip to Philadelphia and Camden, N. J. This concern will soon alter its store, and put in four private record exhibit rooms.

J. Frank Mahret, sales manager for this concern, is out again after a seven weeks' confinement on account of sickness.

W. C. Fuhri, manager of the Columbia Phonograph Co. here, and its Western and Southern branches, returned on Friday, April 27, from a trip to New Orleans and Memphis. He states that they have just moved into their new store in Memphis, and that they have an excellent location. Mr. Fuhri reports trade very good throughout his territory.

T. P. Clancy, manager of the talking machine department of the Conroy Piano Co., states that they expect to have the new automatic feed disc machines of the Talkophone Co. in stock in a few days, and he is looking for a large trade on them.

The Western Talking Machine Co. has been incorporated for \$9,000, full paid. Incorporators: E. L. Garvin, 50 shares; Henry Hamilton, 39 shares; Charles R. Hamilton, 1 share. This concern has just moved into handsome new quarters at 1110 Olive street, where they occupy the first floor and basement. They have three rooms on the first floor, one being used for the Edison, one for the Victor and disc machines, and one for shipping purposes. M. Neuman is the manager. He reports business as being fair.

The Talking Machine Co., M. Silverstone, manager, will move into their handsome new quarters at 1010 Olive street, about May 30. The new store will be entirely redecorated, and arranged in a very attractive manner, including three private record rooms. Mrs. Myron Goldbery, connected with this company, has just recently returned from a three weeks' trip to New York and other Eastern points.

The Koerber-Brenner Music Co., Manager E. B. Walthall, of the talking machine department, of the O. K. Houck Piano Co., and the Val A. Reis Music Co., all report a fair trade on talking machines.

M. G. Kreuzsch, representing the National Phonograph Co., was a recent visitor here.

## A TELEPHONE REPEATER.

San Francisco Inventor Says He Has Method of Telephoning to New York.

(Special to The Talking Machine World.)

San Francisco, May 9, 1906.

David C. St. Charles, an engineer of this city, has invented a repeater, which will make it possible, he claims, to telephone from here to New York. What the so-called "repeater" has done for telegraphy, St. Charles' invention is intended to do for the telephone. The combining of the echo in nature with the sounding-board of a violin furnished the clue to the discovery, according to a statement of the inventor. The superintendent of the local telephone company says that the invention is a success.

Albert Stevens, representing the Beka Record Co., Berlin, Germany, who has been here for several months on special business, sailed for Europe the latter part of April.

## "TALKER" IN ODD SUIT.

Record Plays Leading Role in Breach of Promise Suit—Interesting Disclosures.

One of the oddest suits for a breach of promise of marriage which has come up in the courts for some time is that instituted by Miss Blanche Cowman, of East Liverpool, O., against a former talking machines salesman in Baltimore. The case, if ever permitted to go in hearing, will be one of the oddest ever heard, for the girl claims that she has in her possession a phonograph record reproducing this man's spoken words, and that through it he asked her to be his wife and that she accepted his offer in writing, told him that she loved him, and then, instead of receiving a reply filled with the joyful ecstasies of the accepted lover, she received a cautiously worded request that she send the phonograph record back to him; and later, after she had refused to part with the record, and thus deprive herself of the pleasure and joy of hearing his proposal once, twice or thrice each day, she received another letter from him, in which he declared that he was not engaged to her, did not love her, never had proposed to her, and, worse than all, that he loved another girl.

After that, according to Miss Cowman, even the consolation of hearing his soft, passion filled voice breathe the words of love to her through the horn of the phonograph failed to comfort her, and, although she kept the record, she was so filled with anguish and chagrin that she felt herself damaged to the extent of \$25,000. The phonograph record containing the proposal is almost warm enough to melt the wax, and the wonder is that it ever survived the ordeal. Only a few months before this famous declaration was made Miss Cowman became acquainted with the Baltimore Romeo who called at her home and sold her a talking machine. This was the beginning of an interested friendship. Frequently he had sent her new records, some of them as gifts. So when she received a new record from him she supposed it was something interesting, and placing it in the phonograph she started the instrument and stood staring and trembling while she heard the passionate proposal, spoken with all the fervor of a man much in love, and, in addition, by one who had dictated and orated for phonographs many times. These, in brief, are the facts set up by Miss Cowman in her claim for damages.

His side of the story adds interest to the case, as well as mystery. He declares, in the first place, that he will seek an injunction restraining Miss Cowman or her attorney from using the phonograph record and immediately institute a replevin case to regain possession of the record. He claims that he did speak the proposal into the machine. He claims, however, that there is another girl in the case, whose name also is Blanche, but whose identity he refuses to reveal, fearing that her name will be brought into publicity in connection with the case. He vows that he will protect her name at all hazards, unless she gives her consent; and that he cannot ask her to do so until she has promised to marry him. Also, he fears she may refuse him if she hears the circumstances connected with the phonograph proposal.

"The girl I love," said our friend from Baltimore, "lives in Havre de Grace, Md., and her name is Blanche. In filling an order for records from Miss Cowman," says our friend from Baltimore, "I must have mixed up the records, for the girl at Havre de Grace received a rag time solo and a note asking her to listen to it in private, and Miss Cowman received the proposal, which was not meant for her."

Despite this explanation, Miss Cowman's attorney declares the suit will be pushed, and that the claim will not be dropped until the other "Blanche" is produced.

L. R. Porter, of Brockton, Mass., has leased handsome quarters at 34 High street, and opened up recently a full line of Edison phonographs and Victor talking machines. He is also handling a full line of records.

Send us your  
hurry orders

We'll show you what a jobber ought to do for his trade; how promptly he should ship his orders.

Every order we get is a rush order on our part—we ship all goods the same day the order reaches us. It takes a large and complete stock to do this, but we are always equal to the task. Whatever's new and best in accessories, such as trumpet horns, English needles, fibre cases and other specialties, you're sure to find here in addition to a full line of Victor talking machines and records.

This quick service doesn't cost you any more than you pay ordinarily, but it is worth a good deal to you. It gives you a decided advantage over neighboring dealers who are slower in filling orders and must necessarily keep customers waiting. It puts you in a better light with your customers and holds to mark you as the leading dealer in your locality.

Give us your next rush order and let us drive our case. See how quickly you get your goods; and remember that this quick service is given not once or twice, but always.

Write to day for a copy of our latest catalogue.

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77 Chambers Street

New York





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Long Distance Telephone—Number 1745 Gramercy.

NEW YORK, MAY 15, 1906.

SINCE the appearance of the last World the country has been called upon to mourn a catastrophe in one of its leading cities. The beautiful city of San Francisco has been stricken so suddenly, and to such a degree as to cause descriptive words to seem inexpressive. It has been estimated that the property loss will approximate three hundred million, which far exceeds the loss sustained by Chicago in the great fire in 1871. Help for present needs has been promptly extended, and one need only glance backward at the experience of other stricken cities to learn how quickly Americans rush to the succor of their fellow-citizens.

Immediately after the conflagration the machinery for the collection of funds, and the purchase and distribution of supplies was set in motion, and aid from all over the Union has been cheerfully extended. The rehabilitation of the city has commenced in a systematic manner, and the spirit of '49 lives in the hearts of those descendants of the early pioneers.

ALMOST as we write the country has recovered its financial equilibrium in the capital centers, but there is another side to the question, more of a personal side, as the financial resources of many concerns will be seriously impaired.

To counterbalance this it is but reasonable to suppose that trade in nearly all branches will be greatly stimulated. Like all calamities there is a bright side, and it comes in this instance when we witness the out-pouring of treasure for the stricken ones across the continent.

The San Francisco disaster will result in an unusual demand upon the productive powers of the country, for materials and goods to take the place of those destroyed, and which are needed for the rebuilding of the city. The financial interests will be well taken care of, because the great money forces of the country are united in standing by to see a new San Francisco rebuilt.

THE talking machine industry, like others, of course, naturally suffered keenly; in fact, the establishments of the great leaders of

the talking machine trade were entirely cleaned out. But the great houses like Sherman, Clay & Co., Peter Bacigalupi, Kohler & Chase, Eilers Music House, Clark, Wise & Co., and many others do not spend much time in brooding over their loss. Many of them have already opened temporary quarters in San Francisco, and others just across the bay, where they propose to prosecute trade with unrelenting vigor. That is the kind of enterprise which we admire, because it represents that spirit which has made the desert blossom with the rose of enterprise—it is of that unconquering kind which will rebuild San Francisco and make it bigger and better than ever before.

SAN FRANCISCO was one of the best cities for the distribution of talking machines in the land. The annual sales of single houses have amounted to upward of a half-million dollars, and one of the heads of the oldest concerns which was engaged in the sale of talking machines remarked to The World just before the fire that the sales of his talking machines had amounted to more in the past six months than his sheet music department had sold in six years.

The World representative said in a recent communication that one of the peculiar sights during the conflagration which followed the earthquake was to see the great number of people carrying talking machines with them in the streets when they were frightened out of their homes. He stated that he had no idea so many talking machines existed in San Francisco or that the people cared so much for them, that even in their haste they would still take with them a talking machine as one of the most dearly prized home accessories.

SOME of the large orders which had recently been placed East for the shipment of talking machines were, of course, canceled immediately after the fire. We may add, however, that telegrams have since been received requesting that the shipments be made as early as possible.

One well-known dealer remarked to The World that all the talking machines were burned up, so that when San Francisco was rebuilt there would be an opportunity to do a vast amount of selling again.

This instance shows how philosophically the talking machine men view the situation in far-away California. It takes more than a combination of an earthquake and a fire to completely upset their plans, because they are going at the rebuilding process with a determination to rebuild their business enterprises which were so sadly shattered by forces beyond the control of man.

THERE will be an important trade gathering in this city next month when the Edison jobbers meet at the invitation of the directors of the National Phonograph Co. to enjoy a week's outing in New York.

It is suggested that at that time the talking machine men will form a national organization for the purpose of forwarding the interests of the trade in a consistent manner.

The talking machine people are strong numerically in this country, and there is no doubt through an organization much good could be accomplished, provided no radical measures were introduced or their enforcement attempted. The moment an organization tries to establish rules which interfere in the slightest with the conduct of the business of individual members, then trouble begins. It has proved so in countless in-

stances, and it will prove so in this industry if attempted.

TRADE organizations promote good-fellowship and are helpful in a general way to mercantile interests. But they have to be handled with exceeding care. The talking machine industry is not one which needs radical reformation. Retail prices are fixed by the manufacturer, and in this way trade is strengthened, and respect for the business is engendered not only in the minds of purchasers, but men themselves have a greater respect for the business which is conducted on up-to-date lines than if the methods adopted are loose and slipshod. There is nothing which makes for business success so strong as correct business rules.

FROM present indications it would seem as if the trade in this country was going to maintain a surprisingly lively condition during the summer months. We have received letters from hundreds of men, actively engaged in the retail department of the industry who do not hesitate to say to The World that they expect to do a good business straight through the summer.

That is the kind of business spirit which materially assists in making a success of any enterprise. There should be really no dull seasons in this trade. In the summer it requires, of course, a greater emphasis placed upon the selling end in order to secure results, particularly when the people seek outdoor pleasures during the heated term.

THERE are, however, countless ways in which the entertaining powers of the talking machine may be used during the summer. In the parks, on yachts and verandas it can always be in evidence as a clever entertainer, and if these points are fairly and persistently presented, good results can be obtained. It needs more hustle to win business when there is a natural relaxing of the bodily vigor than when the weather is less enervating, but from our viewpoint the summer of 1906 is going to be an exceedingly lively one.

THUS far there has been but comparatively little slowing up of orders, and the manufacturers are still endeavoring to solve a very serious problem which confronts them in the way of supplying the demand which is steadily being made upon their productive facilities.

A number of representative dealers have expressed to The World their satisfaction at the successful working of the price agreement.

There has been a considerable change of feeling in this respect since the last issue of this publication, for a number look upon some of the new moves as something which tend toward coercion. Some of these men, however, have refused their views of the situation.

Price agreement invariably works for the good of regular merchandising. It does away with the vast amount of price cutting and slashing which lead up to greater trade evils. The courts have decided that a manufacturer of any patented article may be afforded legal protection in so far as the price maintenance is concerned.

A GLANCE at the Patent Department of The World will show how actively indefatigable minds are engaged in planning betterments for talking machines and accessories. Our special reports from Washington indicate that there is much life in this particular field of human endeavor.

## THE "TALKER" AS AN EDUCATOR.

The Influence It Has Had in Stimulating Musical Taste Throughout the World—Has Made American Music as Popular in London as in New York—The Records of Famous Artists Have Been as Valuable to Them as a Press Agent.

How much influence the talking machine has had upon the musical taste of the day it is very difficult to say, but it is certain that it has wonderfully aided in popularizing songs internationally. Perhaps it has popularized American music and songs more than that of any other nation up to the present, owing to the fact that the greatest number of records have in past come from the States, says a writer in The Talking Machine News, of London. To go back no further than five years, how many American songs one can recall that have had as big a vogue here as in their native land, a popularity largely owing to the influence of the talking machine. "Good-Bye, Dolly Gray," "The Honeysuckle and the Bee," "Hiawatha," "Blue Bell," and "Hot Time in the Old Town To-night" are only a few of them. On the other hand, English compositions, such as "Ta Ra Ra Boom de Ay," "The Man Who Broke the Bank at Monte Carlo," the "Dude's March," and Albert Chevalier's coster songs, have attained a wide celebrity in America. There, again, the talking machine was an important factor.

Sousa's marches have become familiar to hundreds of thousands in all parts of the globe who, without the talking machine, might never have heard of them. American coon songs and cakewalks would never have attained the vogue they did in St. Petersburg and Vladivostock but for the influence of the talking machine. "La Maitchiche," which has taken Paris by storm, and which is known in this country under that name, also as "Sorella" and "Monte Carlo," would never have become so popular to the great mass of the British public but for the fact that records of its strains are being sold by thousands. The newsboys of London and New York whistle the same tunes, whether they are "Navajo," "My Irish Molly O!" "Bedelia," or "In the Shade of the Old Apple Tree," because the talker has made them known on both sides of the ocean. How many of the great mass of the British public would hear the famous Garde Republicaine Band if it were not for their records on cylinders and discs? and how many of their brothers on the continent could enjoy the wonderful execution and precision of the Coldstreams, Scots Guards, Black Dyke, and Besses o' th' Barn Bands but through the same means?

Another interesting thought is the widespread reputation the artistes obtain through the distribution of records. It is said that to some extent, at least, Caruso's favorable reception in Germany was influenced by the splendid records of his voice which had been distributed in that country. Be that as it may, Englishmen to-day are enjoying in their own homes the singing of Russian, German, Italian, French and American artistes whom they never expect to see or hear in the flesh, but whom they have learned to

know and admire through their records. If George Alexander or Henry Burr or J. W. Myers were to advertise a concert in the Albert Hall next month, nine-tenths of their audience would be talking machine users. Similarly, W. G. Webber would be no stranger to an American audience, and the Italian artistes who sing as if they were in the angelic choirs are listened to with breathless admiration in South America, Australia, and the ends of the earth. This is an instance of the talking machine's powers as a civilizer.

## MORE VICTOR BUILDINGS.

To be Devoted to Offices and Laboratories—  
An Addition to Factory Also Under Way.

(Special to The Talking Machine World.)

Philadelphia, Pa., May 6, 1906.

Ballinger & Perrot, architects and engineers, have completed drawings and specifications, and invited estimates for a very complete office building and laboratory to be erected at the northwest corner of Front and Cooper streets, Camden, N. J., for the Victor Talking Machine Co.

The building will have a frontage of 89 feet on Cooper street and 100 feet on Front street, and will be four stories in height, with provision for two additional stores in the future. It will be fireproof throughout, having the walls, columns, floors and roofs of reinforced concrete construction, and slag roof covering. Wall columns will be used in the exterior wall construction, with triple windows in between, giving the largest amount of light obtainable. There will be provision for a combined freight and passenger elevator.

They also have completed drawings and specifications, and invited estimates, due May 1, for an addition to the manufactory building of the same company on Front street, south of Cooper street. The addition will include an entire fifth story for the existing building, 78 by 170 feet, with walls of brick, floor of steel I beams and planking, and roof of wood construction with slag covering.

## WON WITHOUT ARGUMENT.

How a Talking Machine Figured in a Law Suit  
"Between Friends."

There are many stories constantly cropping up concerning talking machines and recently they have figured prominently in some lawsuits. Here is a late story:

Professionally, Doctor Doem and Doctor Quick were rivals; personally, they were the best of friends, until Doctor Quick acquired a large-voiced Newfoundland dog which had the habit of singing to the moon. Doctor Quick was fond of the dog and Doctor Doem was not. Swiftly a chasm widened between them, into which fell the neighboring families—for the two doctors dwelt beside each other. At last the offended Doem haled Quick and his dog into court on a charge of maintaining and being a nuisance, and two legal brothers undertook to thresh the

matter out before the court.

"How much noise does the dog make?" was the incessant question each asked of the witnesses.

"As much as a steam whistle," said the witnesses for the complainant.

"No more than a singing canary," asserted those for the defendant.

"He would wake the dead," said one.

"He wouldn't disturb a sleeping baby," said the other. The amount of noise seemed to depend upon one's nearness to the dog, ability to sleep through a Fourth of July celebration, and friendliness to one or the other of the doctors.

On the second day of the hearing, however, the lawyer for Doctor Doem came into court bearing a bulky burden, which he deposited upon a table, and unwrapping, disclosed a phonograph and an enormous megaphone.

"May it please the court," he said, "I have here the voice of the dog in question. To settle the dispute as to the quality of his tone, I have caught and fixed it upon a cylinder which will now reproduce it for the pleasure of the court."

"I object!" shouted the lawyer for the defense. "May it please your honor, there is nothing to show this is the voice of my client's dog, nothing to show that this machine is not adapted for maguifying many fold the voice which it contains. In short, this may well be a trick to deceive the jury into rendering a verdict adverse to my client."

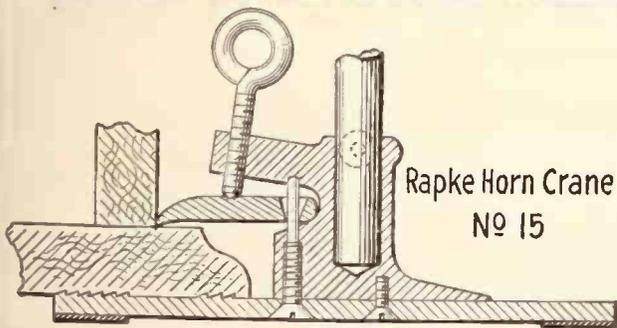
Long and excitedly the two lawyers argued the point, and at last the judge ruled out the evidence. The lawyer who had brought it, and who had, during the argument, attached the big megaphone to the machine, called a porter and handed them to him. The porter started away with the burden, but as he did so the hand of the lawyer "inadvertently" touched a spring. Instantly the cylinder began to whirl, and before the porter could get away or the bailiff could interfere the voice of the dog came forth—pleadingly, waxing louder, dying away, now legato, now staccato, now low and mournful, now coming in short, decisive yelps. The bailiff flew across the room to stop the turmoil, but just as the porter reached the door the voice of the defendant, Doctor Quick, himself, came out of the megaphone, vainly mingling with the howl of the dog:

"There, there, Rover, that's a good dog. Keep still now, Rover, there's a nice dog."

"I submit my case without argument," said the attorney for the complainant when the porter had gone, and the jury brought in a verdict which made Dr. Doem toss up his hat with glee.

## URGENT CALL FOR GOODS.

That the call for goods is urgent may be judged from the fact that jobbers are wiring in for quick shipments to the manufacturers. The shortage on machines and records is astonishing, and it now looks as if business will continue active through the summer.



Rapke Horn Crane  
No 15

one half actual size

Retail Price, \$1.50 Dealers' Price, \$1.00

**VICTOR H. RAPKE, Manufacturer, 1661 Second Ave., N. Y.**

Rapke is now manufacturing labels for Edison, Columbia and Victor Records.  
Ask your jobber for particulars.

## Rapke Horn Crane No. 15

Universally recognized as the "leader" in horn supports. Simplest and best ever produced. Will support any horn up to and including 36 inches. Handsome nickel finish throughout. Fits into small space.

Order Through  
Your Jobber



**RAPKE HORN  
CRANE No 15**

PATENTS PENDING.

## Home of the International Record Company



We show here a photograph of our Office and Main Factory, as evidence of our ability to properly care for all business that may come to us.

We have been building up slowly and steadily for the past five years and now we have a strong, healthy business, not due to extensive advertising but to the constantly improving quality of our records which, as it were, speak for themselves.

That our sales were greater in April than any month previous is proof positive that **Our Records are meeting with better and better favor.**

We now want an enterprising jobber in every city in the United States to handle our records and push them.

We have the goods and our price is right.

We know, and you know, that the profits can be very large.

**Do not wait. Seize this opportunity while it is before you, and write to-day.** We carry a large and complete stock and can fill orders on short notice **absolutely complete.**

### Our Exclusive Specials for June

Len Spencer and Geo. Watson, with orchestra accompaniment. **On the Pier at Dreamland, Baritone Solo by Dan W. Quinn, with orchestra accompaniment.** **The Happy German Twins, Vaudeville Sketch, by** **Coming Home from Coney Island, Baritone Solo by Dan W. Quinn, with orchestra accompaniment.** **Free Lance March, (Sousa) Peluso's Band.** **Flannigan's Night Off, Vaudeville Sketch by Spencer & Jones.**

**INTERNATIONAL RECORD CO. AUBURN NEW YORK**

# ABROAD

(Special to The Talking Machine World.)

London, Eng., May 5, 1906.

At last a complete grand opera, "Il Trovatore," has made its appearance, and the Gramophone Co. are destined to have a tremendous demand for this opera, which consists of fifteen ten-inch and five twelve and one-half inch records, with a descriptive booklet of the opera. The entire opera, with descriptive booklet in the form of a libretto, sells over here for \$30, but if certain artists, somewhat more famous, are selected for the leading solos the opera costs about \$40. As might have been expected, there is a vast difference between listening to single numbers as detached songs and in going through a whole act of an opera in proper sequence, plus the immense importance of added chorus and orchestra. In the capacity of operatic impresario the Gramophone Co. have exercised good judgment in making "cuts," thus compressing the main features of the opera within dimensions most likely to be appreciated by users of the records in a perfectly artistic manner. When it is remembered that the records have been taken at Milan, where the company have had the advantage of the artists, orchestra and chorus of La Scala, it will be sufficient guarantee that no better performance could have been obtained of the concerted numbers.

The first act is given on four records, and opens with the "Abietta Zingari" sung by De Luna (a baritone of that name, who must not be confounded with the character in the opera) and chorus. The vigorous enunciation and well-marked rhythm of this number arrest the ear at

once, and the entry of the chorus at the close is most effective. With the second record comes the concerted number between Ferrando and chorus, the admirable singing of the latter no less than the soloist being very impressive, the interest being further enhanced by the notes of the midnight bell and a fine climax. And now we are wafted away as if by magic to the Garden of Leonora, and are listening to the pure soprano voice of Lucia Crestani in "Tacea la notte placida," soon to be followed by the rushing finale, "Di geloso amor sprezzato."

Act II. opens with the famous Anvil Chorus, remarkably well done by both singers and orchestra, says "Music"; then follows "Stride la vampa" by Lina Mileri, and an exceptionally impressive and dramatic rendering of "Condotta el' era in coppi" by the same artiste, and so one after another the famous airs which have made "Il Trovatore" what it is are heard. We hear the delightful "Il Balen," the rolling Soldiers' Chorus, "Di quella pira," until, before we realize it, we have reached the last act and are listening to the famous "Miserere," the gem of the whole work. Here the interest of the opera reaches its height, and we cannot pass the two fine duets, "Mira d'acerbe" and "Vivra contende," without commenting on the magnificence of the recording. "Home to our Mountains" soon follows, and we reach the end of the first, but we hope not the last, opera to be heard upon the Gramophone, the production of which more than justifies the expectations based upon it.

A very attractive record list has just been published by the Neophone, Limited, the cover of which is a fac simile of their new embossed record labels. It contains many new selections and a large number of the old numbers have been made so as to bring the list up to the standard of the new improved Neophone discs, which are being highly praised. They are in every respect a marked advance over anything which they have placed on the market.

A. B. Cromelin and J. Van Allen Shields, of the Columbia Co., have left for New York by the "Amerika." They will remain there about two weeks for the purpose of visiting headquarters. Their entire trip will not last longer than a month.

The Phono Wheel & Accessories Agency, 6 Cheltenham Road, Manchester, have won a unique position in trade here as manufacturers of accessories for talking machines—that is, parts that are difficult to get. They control one of the largest collections and stocks of spare parts in this country. They are a concern of responsibility and standing, and I am sure that any of your dealers or jobbers in a pinch can secure from this house parts that are almost impossible to get from any other concern, whether in the States or elsewhere.

The Gramophone & Typewriter, Ltd., are having great success with the records made by Evan Williams, tenor, who has been living in the States for many

years, and who is now visiting this country. They are considered among the finest ever produced by this concern, not even excepting many of the grand opera records.

The British Phonograph Industries Co., which is composed of former employes of the Edison Bell Co., have failed, and their affairs are now before the courts. A receiver estimates the liabilities at about \$7,500, with assets of about \$5,000. The company never cut much of a figure, so the matter is not of great importance.

The Odeon Co. are having quite a run on their grand opera records, which are 13¼ inches in diameter, playing virtually five minutes. This concern is the sole agents for Great Britain for the Foutopia records, which are having quite a run nowadays, particularly the records made by leading grand opera singers.

The English-speaking people, not only in the States, but in the British colonies, will find much to interest them in the latest list of records published by the Russell Hunting Co. The list is very complete, and one that should find a large and growing market. The Russell Hunting Co. are constantly improving their records and making their list more interesting and more complete.

The local branch of Pathé Freres, at 14-18 Lamb's Conduit street, have just published six beautiful violin records, which are played by Signor Milarini. They are remarkable numbers in every respect.

The Columbia Phonograph Co. are preparing to open a very handsome branch store in Manchester early this month and from their show rooms, 54 Market street, they will work up the trade throughout the Midlands. Business with the Columbia Co. locally is excellent.

The talking machine has made its appearance in the variety hall. A recent "turn" by an artist named Orpheus includes the playing of solos on a number of instruments, accompanied by the talking machine instead of the usual orchestra. During the opening numbers the instrument is hid behind the screen, and it is only at the close that the audience is let into the secret of the medium accompanying the artist. It is quite a successful feature, and the accompaniments are amazingly realistic. This is something to copy if it has not already been tried over your way.

## To Our Friends Across the Pond

Are you wanting any Wheels or Pinions? Do you ever have a job to get them? If so, send us a line of what you want. We are experts at the job, and can cut any size, shape or pitch. It won't cost you much and will pay you and save you dollars, and we are quick—that's another thing.

We are the biggest and most up to date wheel cutting firm this side and would like to do a bit for you. Send right away at once to

## The Phono Wheel Agency

6 Cheltenham Road  
Chorlton cum-Hardy, Manchester, England



### Just What All Your Customers Are Looking For!

Sells at once on being heard, with **BIG PROFIT TO YOU**. Will help you sell more Disc Talking Machines and Records. It will revive the interest of thousands who have given up using them an account of the nuisance of changing the needle after each playing. Reduces the wear on the record and will play at least 500 times without changing.

Made in various tones, to suit all tastes: No. 1, Soft Tone; No. 2, Medium Tone; No. 3, Loud Tone. Any of these needles will fit any make of sound box. Retail Price, \$1 each. Net Price to Dealers, 50c. each.

No. 4, Concert Tone. This needle requires the sound box to be fitted to it. Retail Price, \$5.00; Net Price to the Dealer, \$2.50. Send us your sound box and we will do this free of charge.

Send us \$1.00 and we will mail you, postpaid, one sample each of Nos. 1, 2 and 3.

We furnish Artistic Signs and Literature to all Customers.

The Symphonic Phone-Needle Co., 1907 Park Avenue, NEW YORK CITY.

## TRADE NEWS FROM ALL POINTS OF THE COMPASS

The Edwin A. Denham Co., importers of talking machines and accessories, 31 Barclay street, New York, have inaugurated a clever selling plan, which has created so great a demand for their lower priced cylinder talking machines that the company have found it necessary to send its secretary, Mr. J. C. Groshut over to Germany in order to secure the deliveries of a sufficient number of machines to meet the unexpectedly great and sudden demand, the manager of the company's Berlin branch being at present in this country.

The plan devised by Mr. Denham is original, and he says its success is due largely to the fact that the demand for records and larger machines created goes directly to the local dealers, who have responded to the company's explanation of their plan in a most enthusiastic manner. Mr. Denham remarked while discussing the plan with *The World*: "The scheme is offered as a sure cure for the usual dulness in trade during the summer months."

The Denham Co. have just closed an important contract whereby they secure the sole rights for North America of the attachment manufactured by the Devineau Biophone Co., which will enable the owner of any cylinder machines to play disc records of any make. In this connection, a recent improvement in the device is that the swivel will be made of hard rubber instead of brass, which will improve the sound and do away with metallic rattling. The device is very handsomely finished, and works splendidly in connection with certain types of Columbia and Edison machines.

The Syracuse Wire Works, of Syracuse, N. Y., are always devising something new for the talking machine dealers. Their new rack, which is illustrated elsewhere in this paper, is one of exceptional excellence. A valuable feature is the new numbering band, running across the rack, so that there is no trouble in stock taking and ordering because of there not being any locations for numbers. Dealers would do well to investigate this proposition.

The J. W. Jenkins Sons Music Co., Kansas City, Mo., have one of the best catalogues on the market devoted to talking machines of all kinds and supplies for the trade. There is nothing made virtually that they do not handle, and anybody desiring to embark in the talking machine business, or established dealers desiring to add to their equipment, will do well to look up the Jenkins line. They will find the variety and prices to be all that is desired.

The Symphonic Phcne Needle Co. are certainly having a tremendous demand for their needles. Their plant at 1907 Park avenue, this city, has been literally swamped by the deluge of orders from all over the world which have poured in on them since the appearance of their ad. in last month's issue of *The World*. They are now carrying on an extensive campaign in all the leading magazines. This will be of great value to the dealer handling their goods, as it stimu-

lates the demand among the best class of people. Probably the greatest factor in their popularity is the fact that the public has long complained of the necessity of changing the needle after each playing, not to speak of the short life of the disc record under past conditions. The Symphonic Co. are doing all in their power to further the interests of the jobbers and dealers, not alone by producing a highly salable article, which pays a good profit, but they are prepared to ship to all persons handling their goods interesting literature, including pamphlets, catalogues and signs, window cards, etc.

Inside of a month the cylinder or round record department of the Leeds & Catlin Co.'s factory at Middletown, Conn., will be in operation, the finishing work incidental to the installation of the equipment being almost completed. During the last few weeks Loring Leeds has made a couple of trips to the West, with Chicago his objective point, where he pocketed enough orders to keep their flat record plant running overtime for a while. Their ad. on page 10 is worth reading.

Malcolm Douglas, son of Mrs. M. V. Douglas, former president of the Douglas Phonograph Co., with which he was also at one time connected, returned to New York from a year's stay in South Dakota, on the 7th inst. He had been doing the cow-punching act in the West, a life the Eastern young man is wont to admire until he has had a dose, then little old New York is good enough.

The latest wedding coming from the Universal Talking Machine Manufacturing Co.'s office force is that of William H. Müller, head of the shipping department, and Miss Louise Shad, expert tester of records. The ceremony took place in old St. Mark's P. E. Church, New York, April 18, the friends of bride and groom filling the edifice. John ("Casey") Kaiser was head usher, and not a hitch occurred in the arrangements. The reception in the evening, followed by a dinner, was a crush, but fine in all the appointments. Among numerous presents received was a handsome silver service, with the company's hearty good wishes for the couple's future happiness and prosperity. Niagara Falls claimed them for the honeymoon. With so many examples before him, the president of the company might follow suit.

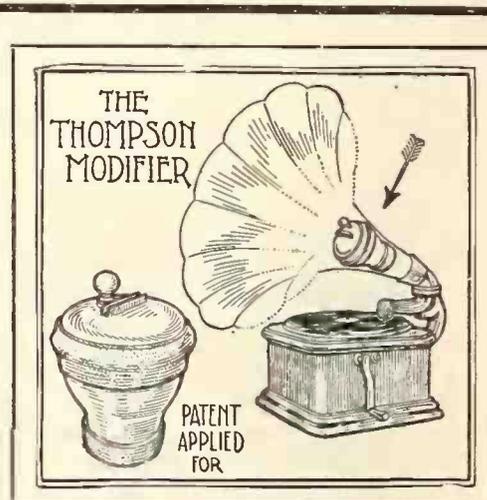
Two decided hits, "Over the Hot Sands," Arab Patrol, dedicated to the Ancient Arabic Order of the Nobles of the Mystic Shrine, orchestra selection, and "The Parson and the Turkey," descriptive selection by Arthur Collins, are illustrated in Bulletin No. 4, just issued by the American Record Co.

The annual vaudeville entertainment and reception for the benefit of Dan W. Quinn, one of the best-known comic singers in the recording laboratories of the trade, was given in the Amsterdam Opera House, New York, April 27. The

house was packed, and among those present were George K. Cheney, manager of the Victor Talking Machine Co.'s New York laboratory, and wife; "Casey" Kaiser and wife; Cal Stewart, the well-known "talker," and wife. Mention of Cal calls to mind the fact that he has made 85 records a day—a memorable feat, done in the olden, golden days of wax recording.

The record output of the National Phonograph Co. is 3,000,000 a month, while the Victor Talking Machine Co.'s plant turns out 50,000 daily.

J. F. Schmelzer, of the J. F. Schmelzer Arms Co., Kansas City, Mo., was in New York recently, stocking up on goods. Among his selections was a line of the Douglas Co.'s record cabinets, the new styles being examples which, in point of de-



### The Thompson Modifier

PERFECTION AT LAST  
A Modifier that really Modifies

Softens the tone, eliminates the metallic sound, takes all the "scratch" out and makes the reproduction of voice or instrument as soft, smooth and harmonious as the original.

Made of brass, nickel plated, Price \$1.00

The Thompson Modifier a new attachment for those who desire low, sweet music.

THE GRAPHOPHONE MODIFIER CO.

279 State St., CHICAGO, ILL.

For Sale by all Leading Jobbers

## STEWART

You can handle banjos easily and add to your income. Talking machine men will find them big sellers.



THE BAUER CO., 1410 North Sixth Street, Philadelphia, Pa.

### THE "PHONO TRADER AND RECORDER"

Editorial, Advertisement and Publishing Offices:—

1 & 2 WHITFIELD STREET, FINSBURY, LONDON, E. C., ENGLAND.

The "Phono Trader and Recorder" is published exclusively in the interest of the Talking Machine and Allied Trades. It contains usually from 70 to 80 pages of valuable and interesting matter, comprising list of all records issued monthly by the leading companies, minute descriptions (with drawings) of new patents, together with various special articles, interviews, etc., and items of news from all quarters relating to the Phono industry. Printed on art paper, and splendidly and profusely illustrated.

Annual subscription, post free, three shillings, which includes also the "Pick of the Basket" supplement of Record Reviews, a copy of which is inserted in the "Phono Trader."

We shall be glad to supply a specimen copy.

Get Ready for Business!

## THE NICKLIN COIN-OPERATED PIANO

Used in the best Cafes, Confectionery Stores, Arcades and Places of Amusement. Good territory still open.

WRITE TO

NEOLA PIANO and PLAYER CO.  
201 and 203 E. 49th St. NEW YORK



sign, finish and utility, exceed anything hitherto shown by this enterprising house.

Orders for 20,000 of the Rapke horn crane No. 15 have been booked by Victor H. Rapke, inventor and manufacturer, New York. For the short time the article has been on the market this is a record breaker in point of prompt recognition of real merit. The particulars concerning the crane appear on another page.

Treow Williams, president of the Gramophone & Typewriters, Ltd., London, Eng., who accompanied Messrs. Johnson and Douglass, of the Victor Talking Machine Co., on their recent Florida fishing trip, in which a special steamer was chartered, sailed from New York for home in the latter part of April.

The factory of the Universal Talking Machine Manufacturing Co. is now being gradually removed from New York to their new premises in Newark, N. J. As previously stated the general offices of the company will also be shifted, but the export department will remain in New York, where General Manager Macnabb will retain a place of call twice a week, not to mention his time at the laboratory. The changes will not interrupt the company's business in any way.

The American Record Co., Hawthorne, Sheble & Prescott, sales managers, of Springfield, Mass., in a recent interview, stated that April was their banner month this year, and has only been previously exceeded by one month (November, 1905) in the history of their business.

D. F. Barbosa Gouvea, Cosa Gouvea 2 Santa Satharina 6, Porto, Portugal, advises The World that he would like to receive catalogues of talking machines, records and supplies of all kinds. Anything specially new with receive immediate consideration.

The theatre ticket slip gotten out by the National Phonograph Co. is a clever idea. The

ticket is reproduced in fac-simile type, arrangement and colors, and seemingly protrudes from the regulation size envelope. The text clinches the suggestion, to wit: "A theatre ticket wouldn't be needed if you owned an Edison Phonograph. It would bring the theatre to you."

Elsewhere announcement is made of the "Mello-Toue," an attachment that does not muffle but amplifies and mellows sound. The device is claimed to make a musical instrument out of a talking machine, doing away with the scratching, rasping noise so objectionable in certain disc records. It modifies and improves the loudest and harshest records, whether instrumental or vocal, and produces clear, mellow music that is pleasing to hear.

John ("Casey") Kaiser's artistic services ("on the side") at the meeting, Tuesday evening last, of the Eastern Talking Machine Jobbers' Association, in the salesrooms of the Douglas Phonograph Co., New York, were professionally perfect. As a distributor of moist joy he need sign no contract with anybody to sustain his reputation. John was certainly on to his job.

James K. O'Dea, Edison jobber in Paterson, N. J., with a branch at Passaic, is contemplating becoming a Victor distributor.

#### MAKING SPLENDID PROGRESS.

Though in existence less than a month the Eastern Talking Machine Jobbers' Association have gone ahead with commendable energy, leaving no grass grow under their feet in perfecting the organization. They will affiliate with the Central States Talking Machine Jobbers' Association, which holds its next meeting Monday, May 21, at Columbus, O. The proceedings of the Eastern Association for the several meetings held since the first appears on another page of The World, and is interesting reading for jobbers, dealers and manufacturers. The association is

composed of representative firms, with an eye single to the improvement of trade conditions, not to mention the pleasing relations generated by the exchange of social amenities; consequently the board of officers and trustees urge upon the prominent and influential houses in their respective localities the wisdom of being present at the meeting to be held Thursday, May 17, in S. B. Davega's inviting store, 32 East Fourteenth street, New York, at 8 o'clock in the evening.

#### A GOOD CARUSO STORY.

A good story is told of Caruso and Plancon, who dropped into a department store one afternoon while the Metropolitan Opera Co. was appearing in a far western city. In passing through the aisles they were attracted by a "demonstration" of a new cheap grade talking machine. The rasp-voiced young man doing the "demonstrating" was just putting a new record into the machine.

"Ladies and gentlemen," he said, addressing the knot of women assembled around, "we will now have a song by the in-com-peer-abul Caruso!"

Caruso and Plancon halted to listen to the in-com-peer-abul Caruso.

The sounds that presently rattled out of the machine were like the barking of a small dog. Caruso shrugged his shoulders, looked up into the huge Plancon's face and grinned with vast enjoyment. The two singers approached closer to the machine and Plancon stood peering into the big brass funnel with a wondering expression on his bearded face.

Caruso noted Plancon's attitude and he touched Plancon on the arm.

"His master's voice," he said, and he slid his arm through that of the chuckling Plancon and drew him away.

The business of the Bloomfield Phonograph Co., at Bloomfield, N. J., has been purchased by John B. Glennon, who will in future conduct it.

## Did You Receive Our Circular Letter of April 16th?

**I**F NOT, advise us and we will send you a copy at once. In that letter—which was sent to a limited number of dealers and jobbers—we advance a proposition which we claim will, if accepted by you, **double your phonograph business in a fortnight, and will increase your trade all through the otherwise dull Summer months.**

The scheme has been given a thorough trial in two States and has proved, and is proving, an unqualified success in both.

It has been taken up by most of the dealers and jobbers to whom it has been submitted.

It is meeting with the cordial and energetic support of even those jobbers who do not handle low-priced phonographs. Why? Because it doubles the demand for high-priced machines and for records in every district in which it is worked.

Will you not allow us—by sending us

your name and address and asking for particulars—to show you how you can not only make a direct profit of from 100 per cent. to 500 per cent. on every one of our new low-priced phonographs that we send you, but can also derive an almost incalculable indirect benefit from taking up our scheme? For instance, an increase in your trade all through the Summer months, instead of the usual falling off in business; together with the advantages derived from a large amount of the best kind of advertising absolutely free?

Will you not allow us to show you how all this can be effected without expense and with a minimum of trouble?

Let us hear from you now. We offer you our best machine in connection with this proposition; the output of the factory is limited; and at the present rate the demand will soon greatly exceed the supply. **Why not write TO-DAY?**

**THE EDWIN A. DENHAM CO., Inc., 31 Barclay Street, NEW YORK**

LONDON

BERLIN

NEW YORK

## INJUNCTION PAPERS SERVED.

(Special to The Talking Machine World.)

Utica, N. Y., May 3, 1906.

Injunctions were served last week upon all dealers selling Edison phonographs and Edison

## 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,

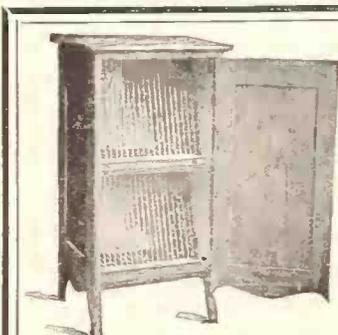
It is very simple in construction, easily attached to the sound box and produces a pure, musical and distinct tone,

It is the ONLY Tone Regulator that does NOT wear the records. JUST OUT—No. 2 Regulator for use on CYLINDER MACHINES. Write for circular and special discounts to dealers.

### CRESCENT TALKING MACHINE COMPANY

(NOT INC.)

3749 Cottage Grove Ave., CHICAGO, ILL.



#### OUR NEW DISC RECORD CABINET No. 34

With Steel Wire Racks, Holds 168 Disc Records up to 12 in. Has Drawer for used and unused Needles.

Sells to the Dealers for \$8.13

Golden or Weather Oak, or Mahogany finish.

Write for catalogue

FEIGE DESK CO.,

2071 Genesee Ave., Saginaw, Mich., U. S. A.

### 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.

records in Utica restraining them from the further sale of these articles under penalty of being liable for damages for the amount of their profits or for any infringement upon the exclusive right to the sale of Edison phonographs and records in New York State, which is claimed by the New York Phonograph Co.

Despite the injunctions the dealers continued to sell, and claim they will do so until the highest court in the United States has passed upon the question. The dealers were notified by the National Phonograph Co. that it would protect them in any suit which might be brought. In fact, were awaiting the beginning of a suit by the New York Phonograph Co. against either a jobber or dealer to enforce the injunction by an attempt to restrain them from selling Edison goods. Then the matter would be brought to a head at once.

Local dealers claim that after securing exclusive rights in this State the New York Phonograph Co. failed to develop the business and that another company took it over. They also state that it is only an effort to throw a scare into the trade, as the New York company have no Edison goods to deliver and will never get any.

Dealers also claim that while they may be forced to buy of the New York Phonograph Co., they cannot be restrained from selling the stock they have on hand. In other places in the State it is learned that the dealers ignored the injunctions and say they will continue to sell the phonographs until the United States Court decided the matter. The style of the records involved has been changed in that the crease or groove used to hold the record on the cylinder has been discarded.

### PROMINENT EDISON OFFICIAL DEAD.

Wm. S. Logue, who had been identified with the Edison interests in various capacities for twenty years, died at Chicago, where at a time he was manager of the National Phonograph Co.'s branch office, on April 25, aged fifty-five years. He was buried in Baltimore Saturday following with Masonic honors, the deceased having been an active member of that order and the Elks. Among those present at the funeral were F. K. Dolbeer, manager credit department of the National Phonograph Co., Edison Mfg. Co., and the Bates Mfg. Co.; C. H. Wilson, manager of sales; Wm. Pelzer, of the legal department, and W. C. Patrick, of the Chicago office of the National Phonograph Co.

Mr. Logue was formerly manager of the Edison phonoplex telegraph system at the Orange, N. J., works, subsequently in charge of the National Phonograph Co.'s Chicago branch, then manager of the Edison Mfg. Co.'s battery department, and late manager of the Bates Mfg. Co., and was considered a business man of extraordinary ability and force of character.

### PRESCOTT OFF TO THE COAST.

John O. Prescott, manager of the American Record Co.'s New York office, also of Hawthorne, Sheble & Prescott, started on the 2d inst. for Los Angeles, Cal., to attend the annual conclave of the Mystic Shrine. He will be gone about a fortnight and will visit San Francisco and other coast cities en route home. J. O. has made special records of Shriner music and has taken a full talking machine equipment which will be used to while away many a tedious hour of the long and tiresome trip across the continent.

From Cody, Wyo., a report says that at the funeral of Mrs. J. H. McCorkle, which was held at Burlington, no religious service occurred, but,

as was requested by Mrs. McCorkle on her death-bed, a phonograph played "In the Shade of the Old Apple Tree," while the remains were being removed to the place of interment.

## To Talking Machine Dealers

The MUSIC TRADE REVIEW is the oldest publication in the music trade industry. It contains more than fifty pages devoted to the piano trade, musical merchandise news, music publishers' department and talking machine trade. A special technical department is a regular weekly feature of the publication. A vast amount of valuable information is contained in each issue. The REVIEW has won higher honors at the great expositions than have ever been won by any other publication in the world.

Grand Prix at the Paris Exposition,	1900
Diploma at Pan-American Exposition,	1901
Silver Medal Charleston Exposition,	1902
Gold Medal St. Louis Exposition,	1904
Gold Medal Lewis-Clark Exposition,	1905

Subscription in United States, Canada and Mexico, \$2.00 for 52 weeks. All other countries, \$4.00.

We publish the Tuner's Guide also—a cloth-bound, illustrated work of over one hundred pages. Sent postpaid to any part of the world upon receipt of one dollar.

**EDWARD LYMAN BILL**  
Publisher. 1 Madison Ave., New York



Largest and  
Oldest

## Talking Machine Journal

in Europe

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PUBLISHED WEEKLY

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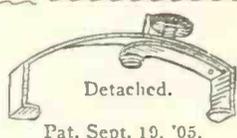
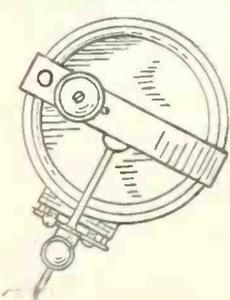
### John Bull's Message to Uncle Sam

**GOOD LUCK TO YOU, BOYS!**

I want to call your attention to "THE TALKING MACHINE NEWS," which circulates throughout the whole of the British Islands, and goes all over the world besides. Contains all about everything relating to talking machines, and is invaluable to manufacturer, jobber and dealer alike. "The Talking Machine News" is published on the 1st and 15th of each month during January, February, March, October, November and December, and on the first of each month during April, May, June, July and September. Annual subscription, one dollar and ten cents. Specimen copy free on request.

**The Publisher,**

1 Mitre Court, Fleet Street. LONDON, ENGLAND, E. C.



Detached.

Pat. Sept. 19, '05.

Retails at

**\$1.00**

## THE STAR MODULATOR

Detail finer. Any strength of tone while playing. Records made more distinct. Old records sound like new. Sample on memorandum to any reputable firm. More profit than records. Sell on sight. Hundreds of indorsements from leading houses.

**Star Novelty Co., Grand Rapids, Mich.**

**NATIONAL CO.'S NEW BUILDINGS.**

The Immense Structures Now Approaching Completion—Almost Twenty Acres Are Already Covered by the Plant of the National Phonograph Co. in West Orange.

Although the buildings owned by the National Phonograph Company, Lakeside avenue, West Orange, N. J., already cover many acres, perhaps 18 or 20 in all, new ones are being erected one after another in order to take care of the vast amount of business done by them.

Not long ago a new three-story concrete building, 187 feet long by 40 feet wide, was completed, and is being used for a machine shop and manufacturing purposes. That was built directly alongside of the Erie Railroad and in the rear of the large boiler and engine house. As every inch of floor space in the old buildings is being used to the very best possible advantage, two new buildings, both concrete, were started not long ago for the sole purpose of manufacturing the new Edison battery. One of these, the nickel-plating and polishing building, is 287 feet long and 50 feet wide. It has a 50-foot span, without any columns, and 50-foot beams, with a 7-foot monitor top roof for ventilation. This is entirely completed and as soon as the necessary machinery is installed, it will be ready to be put into operation, to be run in connection with the larger building, only partly completed. This is four stories high and will be 600 feet in length by 62 feet wide, extending along Ashland avenue, the same as the smaller one, only occupying the entire block between Charles street and Lakeside avenue.

At the present time only 200 feet of this building has been completed, owing to the absolute necessity of other buildings being erected in the meantime and the inability to get a sufficient number of men to work on all at once. It will be completed, however, as soon as the new office building recently started has been finished.

This office building will be for the phonograph works only and will be five stories high. It will be 137 feet long by 50 feet wide, made of steel and reinforced concrete, fireproof throughout, each floor also containing not only fireproof but burglarproof vaults and all other modern improvements for an office building. The first floor will be finished with imitation stone and ornamental panels, making it not only substantial, but attractive.

Besides this, another building which is also under way, is an extension to the cabinet shop, 120 feet long by 55 feet wide, and four stories high.

There is also in course of construction now a four-story concrete machine shop to be 300 feet long and 72 feet wide.

Owing to the enormously increasing business even the numerous buildings now under way will not afford sufficient room, so many more are contemplated within the next two years. It is very probable that much adjoining property will be purchased very shortly, because a great deal more is needed.

**TRADE NOTES FROM WHEELING.**

Cheery Report From This Goahead Southern City.

(Special to The Talking Machine World.)

Wheeling, W. Va., May 4, 1906.

All the dealers report the greatest kind of business. The volume during April was considerably in excess of any other month in the history of the business.

The Palace Furniture Co. has added Columbia cylinder machines and records. Up to this time they have been exclusive Victor dealers.

Will M. Bard, Jr., has been receiving the congratulations of his numerous friends in the talking machine business, the occasion being his birthday anniversary. He is one of the youngest men in the business. The lack of years has been more than made up by his close application and enthusiasm during the years he has devoted to this line.

That monthly lists of new records play a prominent part in the talking machine game is a proven fact. The live dealers will agree that the cutting out of one month's list of records means not only loss in sales of new titles but older ones as well. When the users are educated to having their attention called at certain intervals to new records you can bank on a large percentage coming to investigate the merits of the new offerings. Rarely do they buy new records only. No other one thing stimulates the business to as great an extent as does the monthly lists of new records. All the Edison dealers here are feeling keenly the cutting out of the June list, although it's accepted as the very best policy that could be pursued in view of the shortage of current numbers.

Business is exceptionally good for this season of the year, although the volume for April suffered in comparison with March. A fair estimate of the falling off would be 33 1-3 of the March volume.

During the past two months all of the four houses handling Edison goods have increased their record stocks.

Bard Bros. report particular good business in the high-priced Victor outfits. Their sales of Red Seal records during the past month exceed any previous month.

**APPEAL TO BE HEARD LATE IN MAY.**

Being a preference case, a hearing on the appeal of the Talk-o-Phone Co. and Leeds & Catlin Co., from the decision of Judge Townsend, will likely come on at the June term of the United States Circuit court of Appeals about the latter part of this month. Judge Townsend's opinion, a lengthy review of the issue in controversy on the Berliner stylus patent, between the Victor Talking Machine Co., complainant, and the above companies, was reported exclusively in last week's Review, in which the defendants were enjoined, though a stay was granted pending final hearing. Lawyers familiar with the question declare the patent's adjudication is one of pure law, depend-

ing upon so fine a point that but two decisions are in the books, one of which was rendered by the United States Supreme Court, where, they state, the case will ultimately go, unless a "lay down" occurs.

**YOUNG BLOOD IN MUSICAL ECHO CO.**

Propose to Greatly Extend the Business and to Establish Branches in Leading Cities.

Recent changes have occurred in the Musical Echo Co., of Philadelphia, whereby Henry E. Marschalk, late manager of the Philadelphia branch of the Columbia Phonograph Co., and Mr. Louis Jay Gerson have taken an active participation in the business, and have assumed its management. It is the intention of this concern to make radical changes in the present quarters, which already possess great charms. They will also establish within the near future a series of talking machine parlors in a number of cities, also wholesale quarters will be opened up in Philadelphia, the exact location to be determined later. Messrs. Marschalk and Gerson are eminently fitted to push this enterprise successfully, as they have been acquainted with the talking machine business for many years.

**HENRY J. HAGEN ABROAD.**

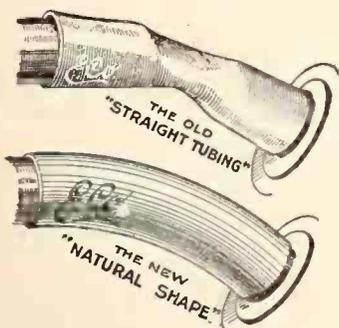
When Henry J. Hagen, of the Victor Talking Machine Co.'s laboratory staff, arrived in Hamburg, Germany, en route to Buenos Ayres, S. A., he was agreeably surprised with the warm reception given him by a number of well-known talking machine people over there, among them being F. M. Prescott, president and general manager of the International Talking Machine Co., of Berlin, which Henry visited for a couple of days, previous to taking the steamer for his South American destination, where he arrived safe and sound.

**H. & S. UNIT RECORD FILING SYSTEM.**

The H. & S. Unit Disc Record Filing System is being rapidly introduced throughout the talking machine trade. Its merits are fully shown in this issue, with cuts and descriptive matter. This method of handling record stock is of such a convenient nature that all up-to-date dealers and jobbers cannot afford to be without it. Several of the largest talking machine concerns have already adopted the Unit System for carrying their stock. Among the largest and most prominent are the following: The Cable Company, Chicago, Ill.; the O'Neill-James Co., Chicago, Ill.; Hayes Music Co., Toledo, O.; Alexander-Elyea Co., Atlanta, Ga.; Wells Phonograph Co., Philadelphia, Pa.; Eastern Talking Machine Co., Boston, Mass.; Unique Talking Machine Co., Houston, Tex., and many others.

A ball-bearing taper arm has made its appearance on the market, for which superior tonal effects and other improvements are claimed.

**HORN CONNECTIONS**



Per Dozen 33c.  
Per 100 \$2.15  
Per 1000 \$17.50

**FOLDING TRAYS FOR RECORDS**

A Saving of 50 per cent to 75 per cent in Transportation

	500 LOT	1000 LOT
2 Rec. Tray	\$2.71	\$4.50
3 " "	3.60	6.00
4 " "	5.10	8.50
5 " "	5.85	9.75
6 " "	6.89	11.50

**"S" & "H" PHONO REPEATERS**

Sample Prepaid - \$1.50  
In Lots of 6 or more (by Express) \$1.35

**EDISONIA CO.**  
Newark, N. J.

### MADE THE POLICE WORK.

How They Were Fooled by the Publicity Work at Whitson's Store.

J. E. Whitson, the enterprising talking machine dealer of Washington, D. C., received some excellent advertising in the Washington Times of recent date. Under a rather showy double column heading the cut herewith and story appeared:

"Cries of 'Murder! Murder! Oh, do not kill me!' fell on the startled hearing of pedestrians in the neighborhood of Ninth and F streets yesterday afternoon, attracting their gaze to a pushing, jostling crowd at the next corner, to all appearances a fighting, unruly mob.

"'Officer,' demanded a fat, excited citizen, tugging at the arm of the drowsy crossing officer, and pointing to the crowd beyond, 'will you let a murder be committed under your very eyes? Must citizens take the law in their own hands? Come with me and we'll prevent this crime.'

"With this the two, bluecoat and citizen, started on as rapid a run as can 400 odd pounds of short-winded, puffing, unwieldy fat. Through the mind of the citizen-rescuer flitted thoughts of saving some helpless person from an untimely butchery, and he puffed on, urging the bluecoat to his utmost. With a stout cane grasped determinedly in his hand he presented the grand appearance of a self-imposed D'Artagnan, that is, had he been less of a weight carrier.

"As the foot race progressed the same agonized cries rent the air, indicating to the rescue party that the work of the supposed butcher was still uninterrupted.

"'Mercy!' cried the fat citizen, as they at last reached the outskirts of the crowd, 'why don't some of you people stop this murder?'

"'What's the row?' demanded the winded officer, making his way through the crowd by a prodding movement of his club.

"'Aw, go on,' answered one of the crowd, indignant at being jabbed in the ribs, 'it's nothin' but a free phonograph show.'

"And sure enough, just then the silver-toned instrument placed at the open door of a phonograph establishment, presumably to draw custom, belched forth another blood-curdling cry of 'Murder!' The record was depicting in tones



red-hued and realistic the pleading of Fagin, of Dickens' 'Oliver Twist,' with his unresponsive jailers just before the unfortunate character was ushered to the gallows."

### COLUMBIA CO. IMPROVEMENTS.

One of the features of the remodeled Columbia warerooms at 353 Broadway, is what is known as a dealer's booth. This is a large booth, fitted up with every style of a talking machine made by the Columbia Phonograph Co., and arranged so

that every model shows off to the best advantage. One of the ideas in creating this booth was to enable dealers who do not carry a full line of the Columbia product to bring their customers to the wholesale wareroom and use this booth in making their sales, and receiving the assistance of the expert salesmen in their employ. It is the aim of this company to do everything in their power to further the interests of the dealers handling their product, and their recent improvements in their downtown warerooms were made with this end in view.

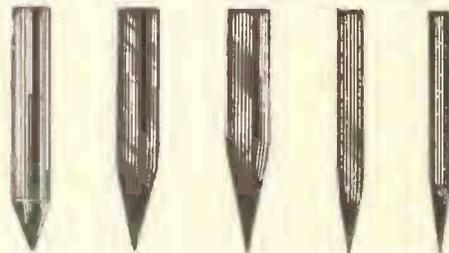
### EDISONIA SPECIALTIES.

Their Repeating Attachment Now Perfected and Ready for the Market.

A. O. Petit, of the Edison Co., Newark, N. J., in a chat with The World representative last week, said: "After many delays, due to the congested condition of the metal market and lack of skilled labor, we have so perfected our repeating attachment for the Edison standard machine that for perfection in operation and general make-up it is far superior to the first one placed on the market. It possesses all the latter's virtues, but with none of its faults. We request all persons who bought the first attachment to remain same to us at our expense and receive the new type repeater, free of charge."

The Edison Co. are submitting to the trade a number of highly meritorious articles for May. One well deserving mention is the "K. D." (Knock Down) record box for keeping cylinder records on the shelves in order. The point on which these boxes are an improvement on the old style is in the great saving in making shipment. These boxes are shipped in the flat condition, making it possible to express 1,000 in the same space occupied by 50 hitherto. Not only this, but the dealer or jobber can handle a large surplus stock without taking up much room.

The Price Manufacturing Co., Brooklyn, N. Y., have been placed on the suspended list by the National Phonograph Co.



PERFECT 1/16" PERFECT 2/16" PERFECT MEDIUM QUIET 3/16"

## PERFECT

## MEDIUM

## QUIET

### THE THREE BEST NEEDLES ON THE MARKET TO-DAY.

WE SHOULD LIKE TO SEND YOU SAMPLES SO THAT YOU CAN JUDGE FOR YOURSELF AS TO WHETHER OUR STATEMENTS ARE CORRECT. WE SELL MILLIONS OF NEEDLES EVERY MONTH AND EVERY CUSTOMER IS SATISFIED. OUR CUSTOMERS RE-ORDER, THIS SHOWS THAT OUR GOODS ARE GIVING SATISFACTION.

**THE PERFECT.**—This is made in three tapers as shown above— $3/16$  taper is the regular standard size needle,  $2/16$  taper is the same size but louder,  $1/16$  taper is very loud.

**THE MEDIUM.**—This is a first class needle for small apartments, gives a rich mellow tone, not as loud as the perfect.

**THE QUIET.**—Just the thing for anyone wishing a low sweet tone.

The Perfect and Medium packed in boxes of 300 and 1000 and in envelopes of 100. The Quiet needle packed in envelopes of 200 only. We will be pleased to quote you prices in quantity.

# AMERICAN TALKING MACHINE COMPANY

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

LARGEST TALKING MACHINE HOUSE IN THE CITY.

### THE TRADE IN CALIFORNIA.

The Talking Machine Men of San Francisco Face the Situation Resolutely—Many Big Houses Located in Oakland—Dealers Order Goods Shipped and Work Surrounding Towns While San Francisco Is Being Rebuilt.

(Special to The Talking Machine World.)

San Francisco, Cal., May 5, 1906.

The wiping out of this city by earthquake and fire removes temporarily one of the best distributing points for talking machines and accessories in this country.

It was really surprising how many machines were sold here—an enormous number—and one of the surprising things was that when the people gathered on the streets after the first severe shock had occurred, it seemed as if every person was carrying a talking machine with a big trumpet tucked under their arms. One well-known member of the trade remarked: "I never saw so many talking machines in my life, and I didn't know that there were so many." There were mighty big establishments here, such as Sherman, Clay & Co., Peter Bacigalupi, Kohler & Chase, the Talkophone Co., Byron Mauzy, Columbia Phonograph Co., Clark, Wise & Co., and many others who were conducting steadily growing businesses in talking machines, and, of course, their loss was heavy by the fire, for their establishments were completely wiped out. However, they are undaunted by the losses which they have sustained, and are going right ahead for business. They have wired the manufacturers in the East to make their shipments, which means that they propose to work outside trade while San Francisco is being rebuilt.

Sherman, Clay & Co. have established headquarters at their branch in Oakland, and they have already secured their old site, and their landlord is ready to erect a new steel structure on the old site as high as the building laws will permit.

Kohler & Chase and others are also in Oakland temporarily.

It is proposed in the new building laws of San Francisco that no building shall be erected in height which is more than double the height of the width of the street on which it is erected.

Leander S. Sherman, who was in New York, en route for Europe when the news of the disaster reached him, is now back, and has taken command of the business which will be conducted from Oakland until the new building is erected.

## YOUR FAVORITE SINGER'S Photograph

Mr. Dealer:—

You can make no mistake in carrying enough of these handsomely finished photographs to supply the demand of your customers, they all want them and all the leading jobbers now carry a supply of them. Make up a list of what you want to-day and write your jobber; they can only be had through him.

NOTE: Owing to the great demand there was for these photographs we could not fill all the orders as promptly as we would have liked, but our stock is now complete.

**The Channell Studio**  
FOR PHOTOGRAPHY

486-488 Main St. ORANGE, N. J.

George Q. Chase, of Kohler & Chase, is now in the East to purchase stock of musical instruments which, of course, will include talking machines.

San Francisco at the present time presents a most desolate aspect, as there are nothing but ruins of sky-scrapers in what was once the heart of the city. The flames licked up everything on the inside of these steel structures. There really is a wilderness of ruined brick walls, but the spirit of San Francisco still lives, and business men here talk confidently of the future. And while the people are camping out in Golden Gate Park and receiving their rations regularly there, they all seem optimistic, and there is an evident desire on the part of many to make the lot of their neighbors the easier.

The business men of the stricken city are not wavering in the slightest, and face the future with determination. They are going ahead to build again on the ashes that represent a life's work of many of them.

It is hardly necessary for me to enter into a detailed account of the earthquake and fire, because you are all familiar with that, through the various papers which have reached you, as the papers have all been filled with reports from this city since the great disaster occurred.

I want to say, however, that the talking machine men of this city will be doing business right along, and plenty of it, for while San Francisco may be wiped out there is a rich tributary country which will be successfully worked now that the great city is in ashes. The fact that talking machine men here have wired for large shipments shows more than columns of matter how they feel about the business situation.

Acting upon the rumor generally prevalent that Sherman, Clay & Co. are likely to receive the Northwestern agency for the Victor Talking Machine Co., your correspondent has felt his way in this direction, and while he is not authorized to positively state the confirmation of the firm, he is nevertheless in a position to affirm that the rumor is not without some foundation.

Hitherto the Portland territory for the Victor Talking Machine Co. was in the care of the Eilers Music Co. If a change should be made it will not be done because Eilers was not satisfactory, but simply because Sherman, Clay & Co. have done so much for the Victor Talking Machine that in recognition of their splendid work in behalf of the Victor Co. they will be put in full charge of the Pacific Coast. It would not surprise any of the dealers here if Sherman, Clay & Co. would make a similar proposition to the Victor Talking Machine Co. as they did to Lyon & Healy. No doubt, with the full control of the Portland and Seattle offices and the intermediate branch stores and with the depot in Los Angeles, Sherman, Clay & Co. will control a territory very extensive in scope and most desirable for the proper distribution of records and machines.

For the first time I have seen the talking machine as an assistant to beggars in this city. Hitherto it was either the hand organ or the accordeon which served this purpose of extracting small coins from the passers-by, but the other day I noticed a beggar who used a talking machine for this purpose. This improvement on up-to-date begging is quite refreshing, for the talking machine is at least in tune. It was never safe to come too near the proximity of a hand organ or an accordeon. There were always a few notes missing, or the notes that could be heard were frightfully out of tune. With a talking machine all these disagreeable noises are done away with. It is to be hoped that all beggars will be enabled to use the talking machine. This will be a great relief to the sensitive music lovers.

\* With a high power "bubble," J. Newcomb Blackman, proprietor of the Blackman Talking Machine Co., New York, speeds from the office to his home in Orange, N. J., and thence wherever fancy dictates. This is J. N. B.'s respite from business cares, for he is a hard worker and the auto gives him an excuse to "sneak" occasionally.

"It's the Easiest Thing in the World" to Sell

# Hohner Harmonicas and Accordeons



The Lyre Harmonica Assortment

A Good Side-Line for Talking  
Machine Dealers

Small Stock  
Little Capital Required  
Big Demand  
Big Profits



Mr. Talking Machine Dealer:

You have the facilities, why not handle Harmonicas and Accordeons and make an extra profit? There's a demand for these goods everywhere and it will require but a small investment to get a share of the business. The Hohner Harmonicas have been on the market for half a century during which time they have satisfied the desires of the most critical. The name "Hohner" is now a household word amongst the harmonica and accordeon playing public, and the mere announcement of the fact that you have these goods for sale will be sufficient to bring you numerous inquiries for them.

ANY JOBBER CAN SUPPLY YOU

A Postal Will Bring You  
the Latest Catalogue

**M. HOHNER**  
475 Broadway, New York

### A LETTER FROM "MISSOURI."

That Will Interest Sellers and Users of Talking Machines—C. D. Boynton, Gifted With a Fluent Pen, Gives His Impressions.

Lyon & Healy, the well-known dealers in talking machines, phonographs and supplies, Chicago, Ill., are in receipt of the following bona fide letter. The experience that Mr. Boynton so graphically portrays is not an unusual one; in fact, it will appeal to the majority of the trade.

Cape Girardeau, Mo.

Lyon & Healy, Chicago, Ill.

Gentlemen: Enclosed herewith find check in payment of your invoice of talking machine and phonograph records. I found this canned music perfectly fresh and sweet in every way with one exception, which I will briefly note.

I ordered, among others, a vaudeville record called "Fishing," said to be a faithful reproduction of the dulcet tones and synchronous heel-clicks of that popular favorite, Miss Ada Jones, and her sparring partner, Mr. Len Spencer. Judge of my surprise to find that you had substituted a dirge-like gospel hymn entitled "Pass Me Not, O Do Not Pass Me By," the copyright of which expired 217 years ago.

Possibly the erudite young person who boxes up things for you in your shipping department figured it out from the address that I belonged to that species of vertebrates called "Missourians"—described in your local papers as consisting principally of a broad-brimmed felt hat and a stogie.

This creature—the creation of your diseased intellects—is represented as passing his entire existence upon the banks of the Chicago Drainage Canal (formerly known as the Mississippi River). And thus the logical conclusion was that, being a Democrat, it was more essential for my welfare to send me something calculated to draw me nearer the throne than to the footlights.

It is true that formerly the literati of Cape Girardeau and the budding young intellects of its State Normal School sought the banks of the

father of Waters for inspiration and soft drinks. This was before we were brought into such close touch with Chicago through the completion of your drainage canal. Now the entire population throngs the levee daily to view the mighty flood bearing upon its bosom tomato cans, Milwaukee pop bottles, and, ever and anon, a defunct pussy cat.

A scientific cuss from your town with a long aquiline nose having a large intake, said that we did not seem to be more than a few minutes removed from dear old Chicago.

Alas! the City of Chicago may pollute the water supply of Cape Girardeau with impunity. But when you attempt to interfere with our amusements we must draw the line.

Then, again, it might have been a mistake on your part. Mistakes are always liable to happen, as a Chicago young man found out while on a shooting trip down at Seldom Seen, Missouri, this winter. He came to the eating tent late one morning, and upon the wife of the guide asking him what he would have for breakfast, said he would take some pate-de-fois-gras. She called for help, and it took the united efforts of his companions and the neighboring inhabitants to keep the guide from killing him for using such language to a lady.

Another thing, the people of Missouri are suffering from too much substitution at the present time. We have alum in baking powder, preachers in politics and a four-flush reformer as Governor. The whole State is run for the benefit of the writers of fire-alarm articles in the ten-cent monthlies published in New York.

I can see how a druggist could give out morphine for quinine, or how a cross-eyed man could vote the Populist ticket by using the Australian ballot system; but for the life of me I cannot see how you could mistake the lugubriousness of "Pass Me Not, O Do Not Pass Me By" for the capers of Miss Ada Jones and the Hon. Len Spencer.

I invited a friend to hear my new records. He had been a river steamboat captain—that is to say, he was opposed to complicated rhetorical

flourishes, Dutch Trilogies and Dago operatic music of all kinds. He yearned for the merry quip of the blithesome vaudeville sketch. I said: "We will now have a laughable skit called 'Fishing.'" He closed his eyes to recall the rising curtain, the blare of the band and the burst of applause as the headliner soubrette with the wicked wink, the passionate hosiery and the abbreviated skirts emerged from the wings and tripped to the footlights in the most approved ten-twenty-third style. Then came the stentorian tones of Mr. Edison's robust announcer, "Pass Me Not, O Do Not Pass Me By," and then—but Mr. Roosevelt is so particular lately about what goes through the mails that I will not go into details.

The captain left without ceremony, and while I have a record as good as new I have lost a friend. He passes me on the streets without speaking, but he looks at me as if I had sold him one hundred shares at par in the Private Snap Gold Mining and Development Company.

Furthermore, the record in question grates on my feelings, and is still more inappropriate for constant use as the Frisco Railroad has not renewed my pass for 1906 and the hymn seems to give them scriptural authority for withholding the same.

Regretting to be obliged to call your attention to this preserved prayer, I am,

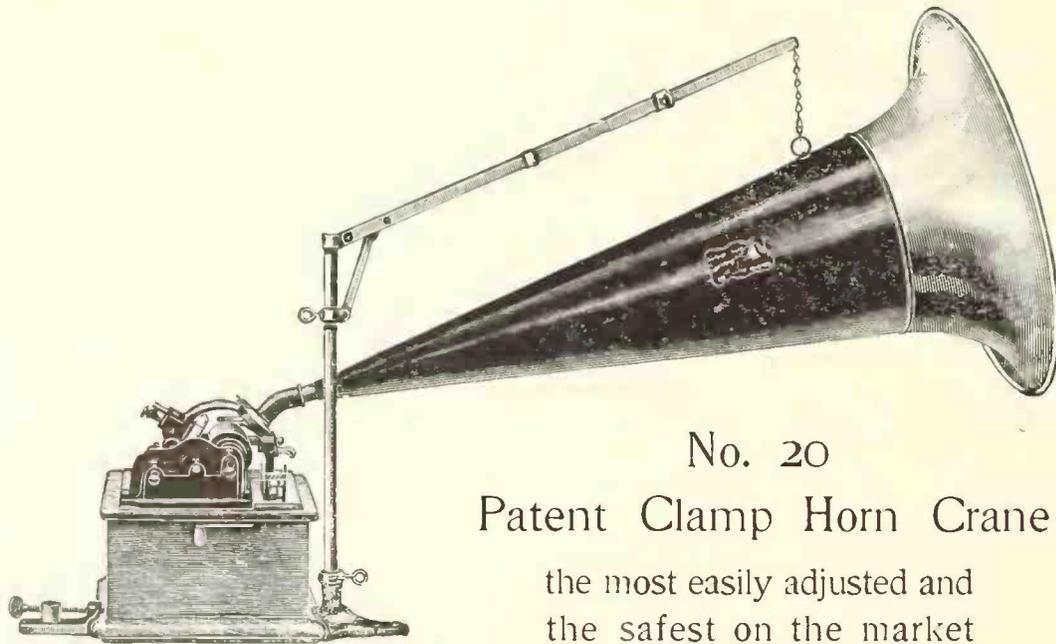
Yours truly,

C. D. BOYNTON.

### EXHIBITED AT ADVERTISERS' SHOW.

The commercial department of the National Phonograph Co. made a very handsome display of the Edison commercial system with office phonographs at the first annual advertising show held at Madison Square Garden, New York, from May 3 to 9.

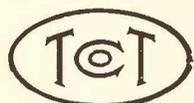
A professor of stage and fancy dancing during a recent call to The World sanctum, stated that he is using a talking machine with great success instead of a piano for supplying music for his pupils.



No. 20  
Patent Clamp Horn Crane

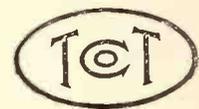
the most easily adjusted and  
the safest on the market

THE TEA TRAY COMPANY  
of NEWARK, NEW JERSEY  
MULBERRY AND MURRAY STREETS, - NEWARK, N. J.



THE PIONEER MANUFACTURERS OF AMPLIFYING HORNS

Dealers can obtain our goods  
from the Jobbing Trade



Hand Painted Flower Horns

(Pat. Aug. 22, 1905)

Most beautiful yet produced and strongest made. Acoustic qualities perfect



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

(Specially prepared for The Talking Machine World.)  
Washington, D. C., May 8, 1906.

**GRAPHOPHONE REPRODUCER.** Wm. Hart, Kirksville, Mo. Patent No. 817,062.

This invention relates to reproducers for talking machines; and one of the principal objects of the same is to provide means for preventing the jarring or jolting of the stylus in passing over the sound-grooves of the record. Another object is to provide means for varying the volume or giving greater or less amplitude to the production or record. These and other objects are attained by means of the construction illustrated in the accompanying drawing, in which the figure is a side elevation and partial section of a reproducer made in accordance with the invention.

**TALKING MACHINE.** Edwin A. Pancoast, Montclair, N. J., assignor of one-third to Ellsworth A. Hawthorne, Springfield, Mass.; one-third to Horace Sheble, Philadelphia, and one-third to John A. Prescott, Montclair, N. J. Patent No. 816,995.

The object of the invention is to improve the construction and increase the efficiency of talking machines of the disc type with respect chiefly to the reproducing feature thereof. The invention is based upon the theory that in the practice of the art on the lines heretofore followed, faulty reproduction results from the failure of the stylus to freely track in the record. In addition to faulty reproduction this results also in unnecessary friction and wear both upon one side of the stylus and upon the corresponding side of the groove in which it operates. In overcoming these defects in pre-existing structures, the inventor has constructed and arranged the support for the reproducing-stylus (such as the sound-box, the tone-arm, or the bracket in which the latter is mounted) as that the same shall operate freely in the record-groove and freely and faithfully follow its sinuosities without the objectionable friction above referred to and with a marked improvement in the quality of the reproduced sounds. The invention is illustrated as follows:

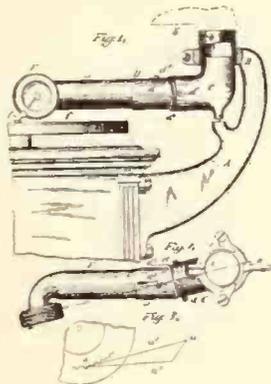
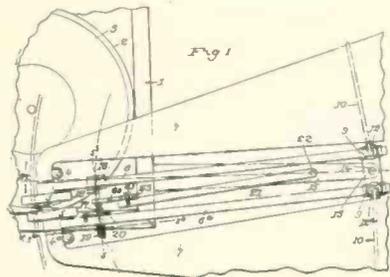


Figure 1 is a plan view, partly in section, of a portion of a talking machine, illustrating the invention. Fig. 2 is a plan view of the sound-box, tone-arm, and its support as shown in Fig. 1; and Fig. 3 is a diagrammatic view.

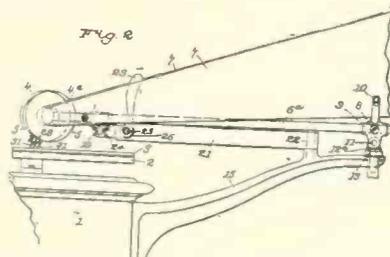
**TALKING MACHINE.** Henry J. Hagen, assignor to Universal Talking Machine Co., of New York. Patent No. 816,978.

This invention relates to talking machines or sound-reproducing apparatus in general, and as

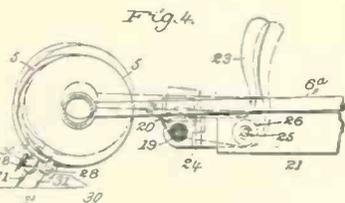
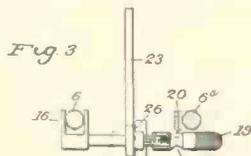
herein embodied is designed to produce a polyphone or multiple reproducer machine employing, preferably, the disc type of record. Such machines are ordinarily used in concert halls or



for exhibition or like purposes where the volume of sound must be greatly increased in order to be distinctly heard in all parts of an auditorium. The present invention relates particularly to the



mounting and arrangement of the several reproducers relatively to the record, the object being to obtain exact alignment and freedom of movement thereof in order to insure, first, proper engagement of the reproducers with the groove in the record, and, second, the requisite yielding



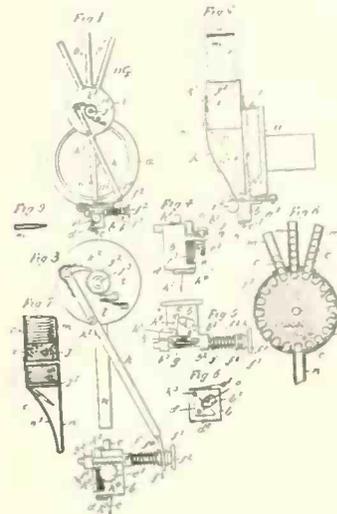
action of the reproducers in following the undulations of the groove. In the drawings, Figure 1 is a view in plan, illustrating the application of the invention to a well-known form of disc machine. Fig. 2 is a view in elevation thereof. Fig. 3 is a cross-sectional view taken on the line s<sup>3</sup> s<sup>3</sup> of Fig. 1; and Fig. 4 is a detail sectional view taken on the line s<sup>4</sup> s<sup>4</sup> of Fig. 1, showing in dotted lines the guides adjusted and the reproducers elevated thereby above the clear of the record.

**SOUND-BOX.** Joseph Gaynor, New York, N. Y. Patent No. 816,908.

This invention relates to an improved sound-

box for disc talking machines, for which it is necessary to frequently replace the needle engaging the record. The object of the invention is to provide means whereby the exchange of a new needle for the worn needle may be quickly effected in a simple manner and by a single manipulation.

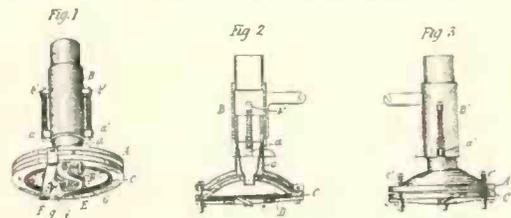
In the accompanying drawings, Figure 1 is a



front elevation of the improved sound-box; Fig. 2, a side view thereof; Fig. 3, an enlarged front view of the needle-operating mechanism; Fig. 4 a side view of the needle-holder; Fig. 5, a plan, partly in section, thereof; Fig. 6, a bottom view thereof with some of the parts omitted; Fig. 7, a detail of the needle-feeder; Fig. 8, an enlarged section thereof on line 8 8, Fig. 2; Fig. 9, a cross-section through the magazine on line 9 9, Fig. 1.

**SOUND-REPRODUCING DEVICE.** Henry P. Roberts, New York, N. Y. Patent No. 816,742.

This invention consists of a sound-recording device, and its principal object is to provide such

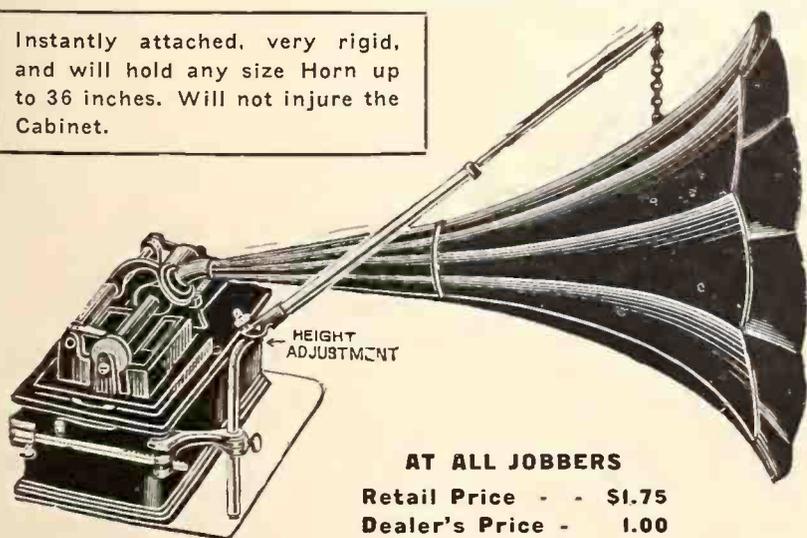


device or "speaker," as it is commonly called, as will be automatically adjustable for recording upon blank cylinders of different thicknesses. The invention consists in arranging the parts so that the diaphragm, with its recording-stylus, will be moved toward and from the blank cylinder in a position always parallel with itself (so that the stylus will always be presented at the same angle). The invention will best be understood by reference to the accompanying drawings. Figure 1 is a perspective of one form of my invention. Fig. 2 is a vertical section thereof, and Fig. 3 shows a modification.

**MAGAZINE PHONOGRAPH.** Cyrus C. Shigley, Hart, Mich. Patent No. 816,608.

This invention relates to improvements in magazine phonographs of the class illustrated and described in United States Letters Patent issued to Shigley on May 5, 1903, No. 727,002, and No. 773,164, dated October 25, 1904. The objects are, first, to provide in a magazine phono-

Instantly attached, very rigid, and will hold any size Horn up to 36 inches. Will not injure the Cabinet.



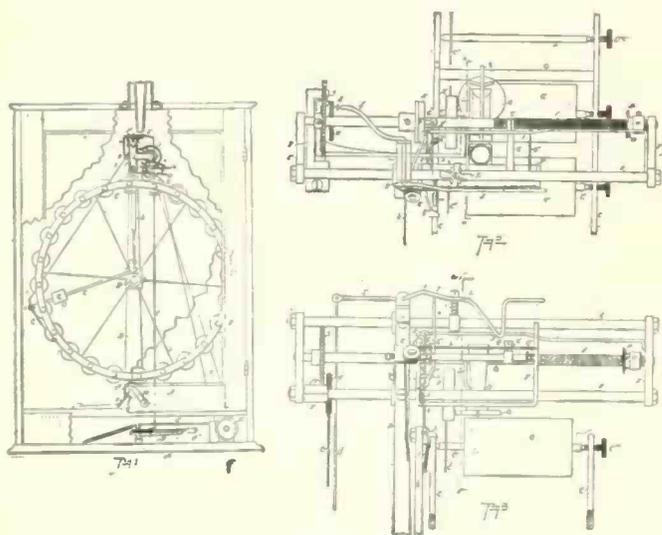
AT ALL JOBBERS  
Retail Price - - \$1.75  
Dealer's Price - 1.00

**THE UNIVERSAL HORN CRANE**

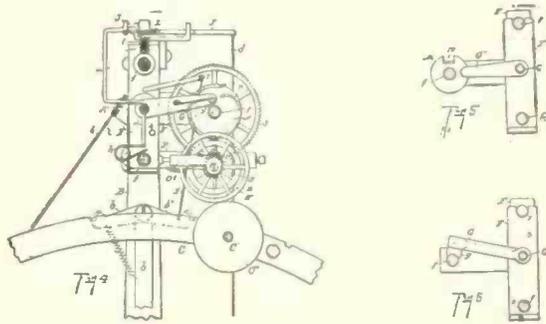
A Crane equally well adapted for Edison Phonographs and Columbia Graphophones. A novel, effective device for raising or lowering horn. Fully nickel-plated.

**IDEAL FASTENER CO.**  
Horn Crane Dept., 2722 Third Ave. NEW YORK CITY

graph an improved means by which the record-rolls are automatically brought into position for the reproduction of the records and the reproducer automatically adjusted; second, to provide in a magazine phonograph an improved means by which any desired record may be brought into

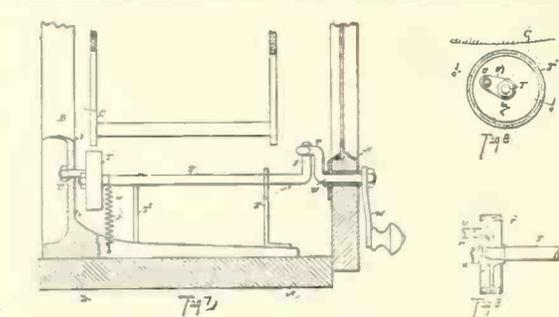


position for reproduction or the several records reproduced successively, as desired; third, to provide in a magazine phonograph an improved means by which the reproducing mechanism is automatically thrown into and out of engagement with the record-rolls; fourth, to provide in a magazine phonograph means by which the record magazine and the reproducer mechanism are actuated in proper relation to each other: fifth,

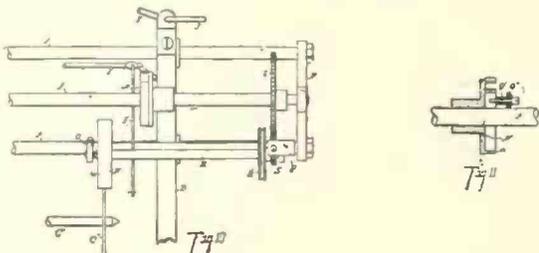


to provide in a magazine phonograph an improved means which may be readily adjusted so that two or more records will be reproduced upon the introduction of a single coin; sixth, to provide in a magazine phonograph means by which the bringing of the reproducer into engagement with the record-roll is timed so that the vibrations due to the adjustment of the magazine have practically ceased; seventh, to provide in a magazine phonograph an improved means for throwing the reproducer into and out of engagement with the record-roll.

A structure embodying the features of this



invention is illustrated in the accompanying drawings. Figure 1 is a side elevation view of my improved phonograph, portions of the casing being broken away and portions being shown in section to show the arrangement of the parts. Fig. 2 is an enlarged detail plan view of the mechanism removed from the casing. Fig. 3 is a detail elevation view looking from the right of Fig. 2. Fig. 4 is a transverse sectional view taken on a line corresponding to line 4 4 of Figs. 2 and 3. Fig. 5 is an enlarged sectional view through the reproducer carriage, showing the means of throwing the reproducer out of engagement with the record-roll and checking the carriage. Fig. 6 is a transverse sectional view through the reproducer carriage, showing the means for driving the same. Fig. 7 is an enlarged detail transverse sectional view through



the casing, showing the mechanism for adjusting the mechanism by hand. Fig. 8 is an enlarged detail sectional view taken on a line corresponding to line 8 8 of Fig. 7. Fig. 9 is a sectional view taken on a line corresponding to line 9 9 of Fig. 8. Fig. 10 is an enlarged detail elevation view showing the arrangement of the driving means for the record-rolls and of the trip-wheel N for throwing the reproducer into engagement with the record-roll and connecting the carriage with the driving shaft. Fig. 11 is an enlarged sectional view through the wheel N for throwing the reproducer into engagement with the record-roll and connecting the carriage with the driving shaft.

SOUND-BOX. Chas. G. Pritchard, Cleveland, O. Patent No. 818,119.

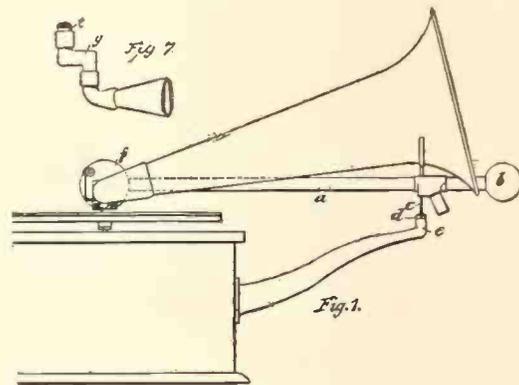
This invention relates to sound-boxes, and has for its object to provide in a simple and inex-

pensive construction means for storing and feeding styluses to the stylus tube or retainer, also means for securely retaining the stylus in place during the operation of the machine, also an improved form of resilient support for the stylus tube or retainer.

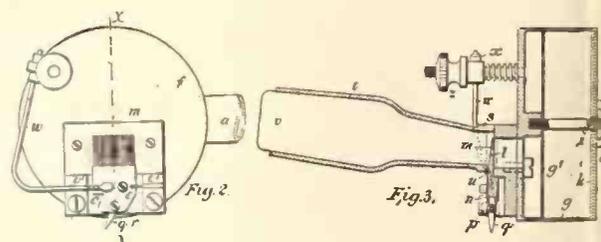
In the drawings, Fig. 1 represents a front elevation of a sound-box constructed in accordance with my invention. Fig. 2 represents a side elevation, partially in section, of the device shown in Fig. 1. Fig. 3 represents an enlarged sectional detail showing the construction of the stylus tube or retainer and of the support therefor. Fig. 4 represents an enlarged sectional view on the line 4 4 of Fig. 1, and Fig. 5 represents an enlarged sectional view on the line 5 5 of Fig. 1.

SOUND REPRODUCER OR INTENSIFIER APPLICABLE TO PHONOGRAPHS, GRAMOPHONES, ETC. Chas. A. Parsons, Newcastle-upon-Tyne, Eng. Patent No. 817,868.

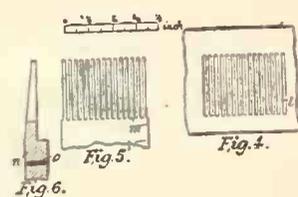
Mr. Parsons is aware that mechanically or automatically-operated valves with air or steam—such, for example, as sirens—have been pro-



posed and are in use for the production of sound. He is also aware that Edison proposed the use of an air relay and valve moved by a diaphragm operated by sound, the air from the valve operating a second diaphragm, and this in turn operating a microphone for the purpose of intensifying sound. Also several persons since that date have proposed and described air-relays and similar apparatus for the purpose of intensifying sound, such relays being operated either by a diaphragm moved by the sound-waves or by



phonograph or gramophone records. The present invention relates to the construction and proportioning of such valves or sound reproducers and intensifiers, so as to render them successful and efficient. Referring to the accompanying drawings, Figure 1 is a front elevation showing the general arrangement of my improvements as applied to a gramophone. Fig. 2 is an enlarged elevation of the compressed-air chamber and its connections, the pipe leading to the trumpet being removed, while Fig. 3 is a section on the line



X X, Fig. 2. Fig. 4 is an enlarged elevation of the stationary part of the valve, while Figs. 5 and 6 are respectively an enlarged elevation and sectional end view of the valve-cover. Fig. 7 is

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a plan view showing means for connecting the trumpet to the reproducer.

**MOLDING APPARATUS.** Edward L. Aiken, East Orange, N. J., assignor to New Jersey Patent Co., West Orange, N. J. Patent No. 817,831.

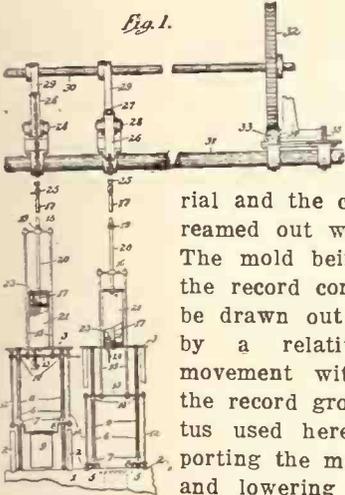
This invention relates to apparatus for use in the molding of phonograph records, and preferably the molding process described in Patent No. 683,615, granted October 1, 1901, to Walter H. Miller and Jonas W. Aylsworth, wherein a hollow cylindrical mold bearing upon its interior surface a phonographic record in relief is dipped into molten material suitable for forming records, so that the wax or wax-like material congeals and forms a deposit upon the bore of the

cylinder, whereupon the mold is then raised out of the tank containing the molten material and the congealed wax is reamed out while still warm. The mold being then chilled, the record contracts and may be drawn out from the mold by a relative longitudinal movement without injury to the record groove. In apparatus used heretofore for supporting the molds and raising and lowering the same it is

common to support six mold-carriers side by side above a long tank, so that one operator can attend to the operation of six molds. The operation of such apparatus is as follows: The mold being in position to be lowered into the tank, the mold-carrier is allowed to descend by its own weight, slow and uniform motion being obtained by means of a dash-pot. The operator passes to the next mold, which has been immersed in the molten material the proper length of time to form a record, and raises the same by means of a rope passing over a pulley, the mold-carrier being held in its proper position by a sustaining hook. The operator then removes the mold from the carrier, inserts a fresh mold, and releases the mold-carrier, allowing the same to descend, as

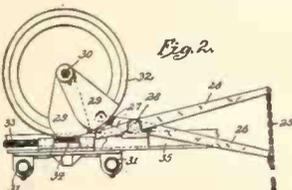
before described. He then passes on to the next mold-carrier, which is in its lowered position, and repeats the operations just described. In this manner he finishes up the row of six mold-carriers, and upon his return to the first a sufficient length of time has elapsed for the molding or congealing of the wax in the first mold, and the entire apparatus is in condition for a second cycle of operations exactly similar to the first. This manner of operating a molding apparatus requires a considerable expenditure of labor in raising the mold-carriers, so that after several hours of work operators do not generally work as rapidly as at first and the quantity of work turned out within a given time is diminished, even though the slowing up of the operator may be so slight as not to be noticeable. Furthermore, an indolent operator is at any time able to greatly reduce the number of records which the apparatus is capable of producing within a given time without the slowing up being very apparent. It is the object of this invention to provide an apparatus which will either produce the greatest possible number of records within a given time or else will indicate that it is not being operated at full capacity. Figure 1 is a side elevation, partly in section, of one form of device in which my invention may be embodied; and Fig. 2 is a front elevation, partly in section, of the same.

**TALKING MACHINE.** Minard A. Possons, Cleveland, O. Patent No. 818,975.



whereupon the mold is then raised out of the tank containing the molten material and the congealed wax is reamed out while still warm. The mold being then chilled, the record contracts and may be drawn out from the mold by a relative longitudinal movement without injury to the record groove. In apparatus used heretofore for supporting the molds and raising and lowering the same it is

common to support six mold-carriers side by side above a long tank, so that one operator can attend to the operation of six molds. The operation of such apparatus is as follows: The mold being in position to be lowered into the tank, the mold-carrier is allowed to descend by its own weight, slow and uniform motion being obtained by means of a dash-pot. The operator passes to the next mold, which has been immersed in the molten material the proper length of time to form a record, and raises the same by means of a rope passing over a pulley, the mold-carrier being held in its proper position by a sustaining hook. The operator then removes the mold from the carrier, inserts a fresh mold, and releases the mold-carrier, allowing the same to descend, as



before described. He then passes on to the next mold-carrier, which is in its lowered position, and repeats the operations just described. In this manner he finishes up the row of six mold-carriers, and upon his return to the first a sufficient length of time has elapsed for the molding or congealing of the wax in the first mold, and the entire apparatus is in condition for a second cycle of operations exactly similar to the first. This manner of operating a molding apparatus requires a considerable expenditure of labor in raising the mold-carriers, so that after several hours of work operators do not generally work as rapidly as at first and the quantity of work turned out within a given time is diminished, even though the slowing up of the operator may be so slight as not to be noticeable. Furthermore, an indolent operator is at any time able to greatly reduce the number of records which the apparatus is capable of producing within a given time without the slowing up being very apparent. It is the object of this invention to provide an apparatus which will either produce the greatest possible number of records within a given time or else will indicate that it is not being operated at full capacity. Figure 1 is a side elevation, partly in section, of one form of device in which my invention may be embodied; and Fig. 2 is a front elevation, partly in section, of the same.

**TALKING MACHINE.** Minard A. Possons, Cleveland, O. Patent No. 818,975.

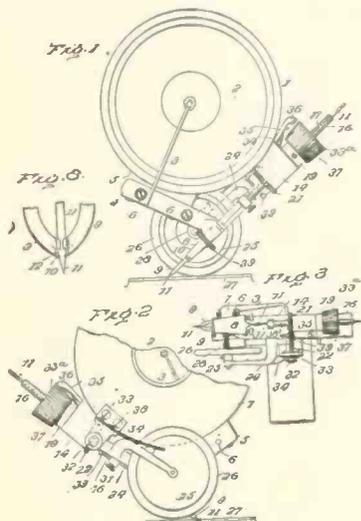
This invention relates to improvements in talk-

ing machines and to that class of machines in which a disc record is used and a metal stylus. One object of the invention is to provide an improved means for rotating the stylus while in contact with the record, whereby the reproducing point thereof is kept tapered or sharpened and permitting the same stylus or needle to be used continuously until it is too short for further

present invention involves a specific means for revolving the needle, involves means for automatically feeding the needle longitudinally, and also certain details of construction, neither of which is shown in my prior patent.

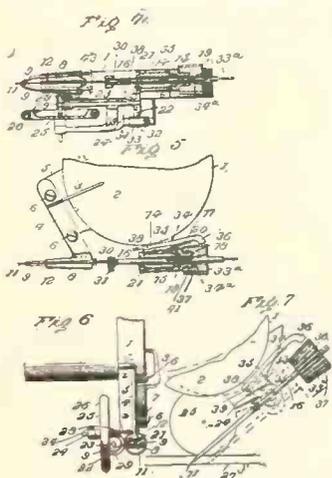
**PHONOGRAPH MACHINE.** Benjamin Dubinski, San Antonio, Tex. Patent No. 817,756.

This invention relates to sound-reproducing



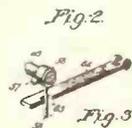
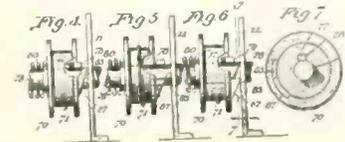
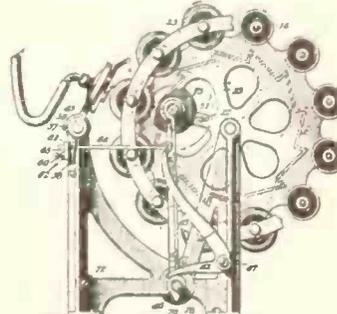
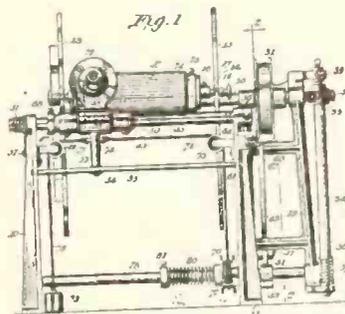
use. Another object is to combine with the rotating feature of the stylus or needle an automatic means for feeding the stylus longitudinally as it is worn away.

In the accompanying drawings, Figure 1 is a side elevation of my invention. Fig. 2 is a side elevation looking from the opposite side shown in Fig. 1. Fig. 3 is a top plan view of the mechanism which embodies my invention. Fig. 4 is a longitudinal sectional view taken through



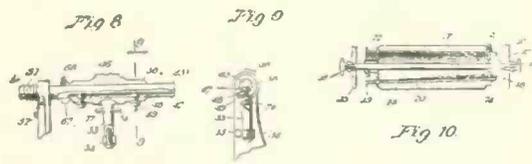
the adjustable needle and its co-operating mechanism. Fig. 5 is a sectional view at right angles to Fig. 4. Fig. 6 is an inverted plan view. Fig. 7 is a diagrammatic view showing the operation of the parts. Fig. 8 is an enlarged perspective view of the clamping-jaws for holding the adjustable needle.

United States Patent, No. 741,543, of October 13, 1903, shows and describes a rotatable needle and a certain form of means for rotating it. The



machines, and especially to a machine of that general class in which a plurality of records are presented successively to a single sound-box. The principal object of the invention is to improve and simplify the sound-box-traversing mechanism and insure uniformity of movement of the same at each operation, a further object in this connection being to provide for the movement of the sound-box away from the record at precisely the same point on each record. A further object of the invention is to provide for the returning of the carriage to its initial or starting position after each reproducing operation and to prevent premature return movement by so constructing the mechanism that the sound-box will be moved away from the record before the latter is released and allowed to start on its return movement.

A still further object of the invention is to provide for the accurate adjustment of the position of the sound-box with relation to the record



in order to prevent excessive inward movement of the sound-box and to provide means whereby the sound-box is yieldably held and is free to move outward to a greater or less extent during

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the reproducing operation; and another object of the invention is to improve the construction of the record-carriers and to provide means for locking the records from longitudinal movement on the carrying cylinders or mandrels.

In the accompanying drawings, Figure 1 is a front elevation of sufficient of a sound-reproducing machine to illustrate the application of the invention thereto. Fig. 2 is an end view of the same, partly in section, on the line 2 2 of Fig. 1. Fig. 3 is a detail perspective view of a portion of the sound-box-carrying shaft and the lever for rocking the same. Fig. 4 is a detail view, partly in section, of the mechanism for traversing the sound-box carriage during the reproducing operation. Figs. 5 and 6 are similar views of the same mechanism with the parts in different positions. Fig. 7 is a sectional elevation of the same on the line 7 7 of Fig. 6. Fig. 8 is a detail sectional view of a portion of the sound-box carriage and its rock-shaft. Fig. 9 is a transverse sectional view of the same on the line 9 9 of Fig. 8. Fig. 10 is a sectional view of one of the record-carrying mandrels, showing a record in position thereon.

#### A NEW HORN CRANE.

The Ideal Fastener Co., 2722 Third avenue, New York, have recently perfected a new horn crane for use with all horns up to the 36 in. size. According to a member of the trade, "this crane for durability, simplicity and general beauty in construction will win a position all its own, while a number of improvements are attached which will enable it to appeal strongly to the talking machine trade."

#### LOUD TO HANDLE TALKING MACHINES.

Robert L. Loud has purchased the business of P. A. Powers at 615 Main street, Buffalo, N. Y., jobbers of Edison and Victor talking machines and records, and he will launch a complete talking machine department in a short time, conducting both a wholesale and retail business.

#### REPRODUCING COPYRIGHT MUSIC.

Famous White-Smith Co. Versus Apollo Co. Suit Up in the United States Circuit Court of Appeals—Of Interest to Makers of Talking Machine Records Owing to Judge Hazel's Comments in the Lower Court.

Record manufacturers are familiar with the celebrated test case regarding the status of the perforated music roll with the copyright statute. The suit was brought by the White-Smith Music Publishing Co., Boston, against the Apollo Co., Chicago. Both complainants and defendants in the action are nominal, in order to finally adjudicate the reproduction of copyright music in connection with a mechanical or automatically playing instrument, in which category the talking machine is placed. Fully two years were consumed in taking testimony before argument was heard by Judge Hazel, United States Circuit Court, equity part, southern district of New York. His decision of June 21, 1905, held that a perforated roll was not a musical composition within the meaning and intent of the Copyright Act. The case was taken to the United States Circuit Court of Appeals for review, and was argued April 26 and 27 by learned counsel on both sides, and their opinion is now awaited with more than ordinary interest by music publishers, perforated roll makers and manufacturers of talking machine records. The latter are concerned with the outcome, particularly as Judge Hazel, in citing precedents, was not only greatly influenced by the decision, but coincided absolutely with the views of Judge Shepard, United States Circuit Court of Appeals (Stern against Rosey), who ruled that records did not infringe the statute, as follows:

"We cannot regard the reproduction, through the agency of a phonograph, of the sounds of musical instruments playing the music composed and published by the complainants, as the copy or publication of the same within the meaning of the act. The ordinary signification of the

words 'copying,' 'publishing,' etc., cannot be stretched to include it. It is not pretended that the markings upon waxed cylinders can be made out by the eye or that they can be utilized in any other way than as parts of the mechanism of the phonograph.

"Conveying no meaning, then, to the eye of even an expert musician and wholly incapable of use save in and as a part of a machine specially adapted to make them give up the records which they contain, these prepared waxed cylinders can neither substitute the copyrighted sheets of music nor serve any purpose which is within their scope. In these respects there would seem to be no substantial difference between them and the metal cylinder of the old and familiar music box and this, though in use at and before the passage of the copyright act, has not been regarded as infringing upon the copyrights of authors and publishers.

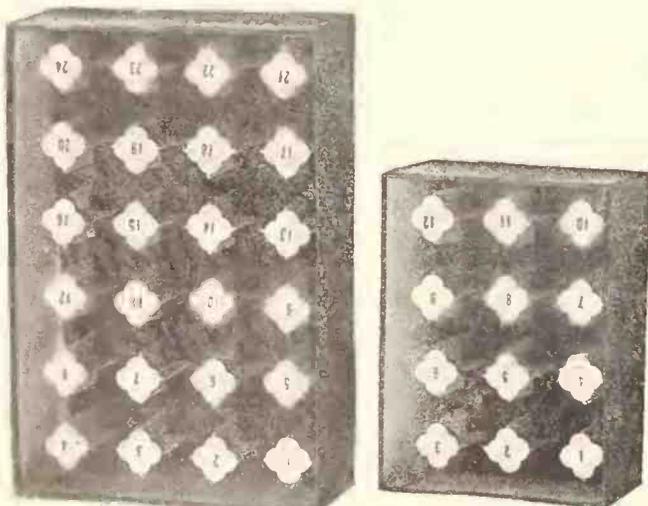
"This peculiar use, in either music box or phonograph, instead of copying the music in the sense of the copyright act, to the injury of the publisher, would rather seem analogous to that of one who having purchased the sheet music of the publisher proceeds to perform it continually in public for his own profit."

#### SOME FONOTIPIA LITERATURE.

The Sociata Italiana di Fonotipia of Milan, whose English branch is located in London, have issued a very interesting catalogue containing portraits of the famous artists, both vocal and instrumental, who have made grand opera records for them. There is a biography of each artist, and mention of the special contributions. Sig. Bonci, who will sing in New York next season, is credited with sixteen numbers taken from the leading operas. These are made in duplex concert records, diameter 10¾ inches and 13¾ inches. This catalogue is handsomely printed in colors. The Fonotipia Co. have won the highest reputation in Europe for the remarkable excellence and fine quality of their creations.

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Made of heavy paper board and covered in imitation of black leather. They are strong and compact, with each standard bearing a boldly printed number, which corresponds with index on front of box. The constantly increasing demand for which testifies to their popularity with the trade.

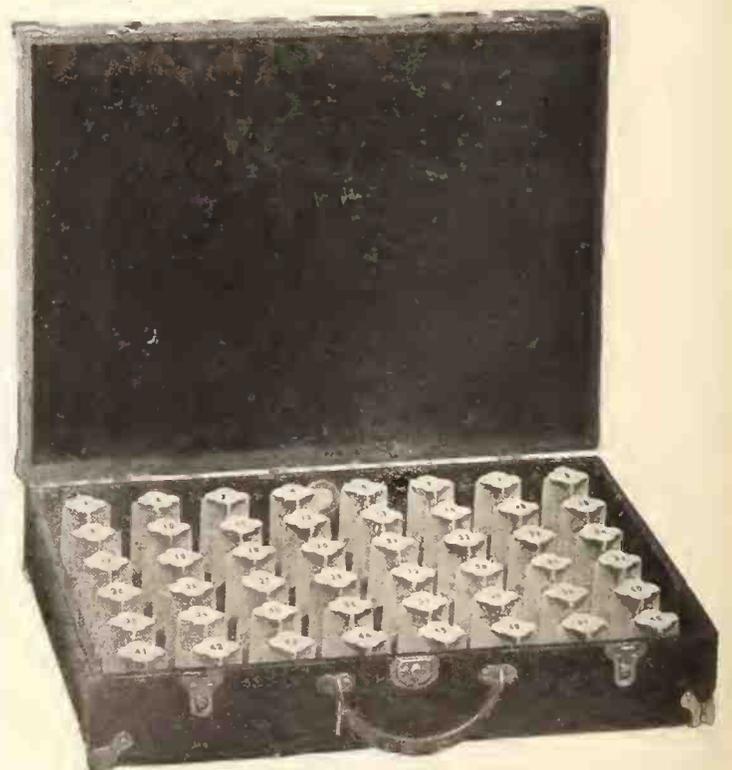
1 dozen size, No. G; 2 dozen size, No. 6G. With felt cushion and each wrapped in manila paper. 1 dozen size, No. B; 2 dozen size, No. BB. Similar to No. G and No. 6G, but without felt or wrapper.

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permits placing a greater number of records in a given space, with less liability of breakage than any other method.

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CASES.

2 dozen, 4x6; 3 dozen, 6x6; 3 dozen, 4x9; 4 dozen, 6x8; 6 dozen double, 6x6; 6 dozen double, 4x9.

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RECORD BULLETINS FOR JUNE, 1906.

Music by Walter Damrosch; words by Rudyard Kipling.  
30017 The Holy City—Stephen Adams.  
George Alexander; Orch. accom.  
SOPRANO SOLO.  
30022 Killarney—Balfe. Miss R. Vincent; Piano accom.

NEW COLUMBIA "XP" CYLINDER RECORDS

- COLUMBIA BAND.**  
40322 Zacatecas March  
40323 Zaragoza March  
40325 March "From Torreon to Lerdo"  
40326 Power of the Press March—El Cuarto Poder.  
**COLUMBIA ORCHESTRA.**  
32929 A Trip to the Itaces (Descriptive)... H. A. Yerkes  
PRINCE'S ORCHESTRA.  
32930 Woodland Songsters—Waltz... C. H. Ziehrer  
Comic Songs by Lew Dockstader, the Greatest American Minstrel.  
32927 Everybody Works but Father... Piano accom.  
32937 Uncle Quit Work Too... Piano accom.  
**BARITONE SOLOS.**  
32928 Dearie... George Alexander; Orch. accom.  
32936 The Ghost of a Banjo Coon—Coon song... Arthur Collins; Orch. accom.  
32938 Don't Notice Me—Coon song  
32939 You Look Awfully Good to Father... Bob Roberts; Orch. accom.  
32940 Moon Dear—From "A Society Circus"... Frank C. Stanley; Orch. accom.  
**TENOR SOLOS.**  
32941 We Parted as the Sun Went Down... Albert Campbell; Orch. accom.  
32942 Keep on the Sunny Side... Byron G. Harlan; Orch. accom.  
32943 Is There Any Room in Heaven for a Little Girl Like Me?... Byron G. Harlan; Orch. accom.  
32944 Cheyenne (Sby Ann)—From "The Earl and the Girl"... Billy Murray; Orch. accom.  
32945 Anxious—New novelty song... Harry Tally; Orch. accom.  
32946 Can't You See I'm Lonely... Harry Tally; Orch. accom.  
**BARITONE AND TENOR DUETS.**  
32933 Traveling... Collins and Harlan; Orch. accom.  
32934 When Mose With His Nose Leads the Band... Collins and Harlan; Orch. accom.  
**BARITONE AND CONTRALTO DUET.**  
32935 I Was Just Supposing—From "Mexicana"... Miss Corinne Morgan and F. C. Stanley; Orch. accom.  
**VOCAL QUARTETTE (MALE VOICES).**  
32931 A Call to Arms—Descriptive... Columbia Quartette; Piano accom.  
32932 In Old Madrid... Columbia Quartette; unaccom.  
**IRISH VAUDEVILLE SKETCH.**  
32947 Maggie Clancy's New Piano... Ada Jones and Len Spenser; Piano accom.  
**VAUDEVILLE SKETCH.**  
32948 Mrs. Hiram Offen Engaging Bridget O'Sullivan... Emma Forbes and Steve Porter  
**TALKING RECORD (Descriptive).**  
32949 Flanagan's Night Off... Steve Porter

INTERNATIONAL RECORD CO.

- METROPOLITAN BAND OF NEW YORK.**  
3006 Free Lance March... Sousa  
Specially arranged by G. Peluso.  
3007 Selections from "The Bohemian Girl"... Balfe  
3008 Overture—Smiles and Tears of Berlin...  
3009 The Flag of Victory March...  
3010 Gems of Southern Songs...  
3014 International Medley...  
3015 Peacemaker March—Dedicated to the President.  
XYLOPHONE SOLOS BY MR. J. WOLFE, WITH ORCH. ACCOM.  
3016 Somebody's Sweetheart, I Want To Be...  
3017 Favorite Polka...  
ORIGINAL NEGRO SONGS AND SHOUTS BY BILLIE GOLDEN, WITH ORCH. ACCOM.  
3019 Turkey and the Straw...  
3020 Roll on de Groun...  
3021 Mixed Ale Party...  
3022 Bye, Bye, Bye Ma Honey...  
3023 Yaller Gal...  
3024 Siseretta's Engagement—Golden's latest in which he describes in his quaint negro dialect, a meeting between Siseretta, who is about to be married, and her brother)...  
3025 Rabbit Hash...  
**BARITONE SOLOS BY ALAN TURNER, PIANO ACCOM.**  
3026 Down the Vale...  
3027 Serenade... Schubert  
3028 The Heart Bow'd Down... Balfe

NEW VICTOR RECORDS.

- ARTHUR PRYOR'S BAND.**  
4678 "Lights Out" March... McCoy (10)  
4646 Flora (A Twilight Serenade)... Mehden (10)  
31521 La Ferla—Suite Espagnole... Locomo (12)  
31527 Semiramide Overture... Rossini (12)  
**SOUSA'S BAND.**  
4699 Free Lance March... Sousa (10)  
31528 Free Lance March... Sousa (12)  
**VICTOR ORCHESTRA, WALTER B. ROGERS, CONDUCTOR.**  
4674 March Lorraine... Ganne (10)  
**VICTOR DANCE ORCHESTRA.**  
31522 Valse Ideale... Gregh (12)  
**TROMBONE SOLO BY MR. ARTHUR PRYOR, WITH ORCH.**  
4680 The Low Back'd Car... Lover (10)  
**THE OSSMAN-DUDLEY TRIO.**  
(Banjo, Mandolin and Harp Guitar.)  
4679 Dixie Girl—March and Two-Step... Lampe (10)  
**BANJO SOLO BY VESS L. OSSMAN, WITH ORCHESTRA.**  
4628 The Buffalo Rag... Turpin (10)  
**XYLOPHONE SOLO BY PETER LEWIN, WITH ORCH.**  
31510 American Tunes—Medley... (12)  
**PICCOLO SOLO BY DARIUS LYONS**  
Accompanied by Pryor's Band.  
31523 Maid of Dundee (Bonnie Sweet Bessie)... (12)  
**TENOR SOLO BY HARRY MACDONOUGH, WITH ORCH.**  
4681 Heaven is My Home... Savage (10)  
**TENOR SOLO BY RICHARD J. JOSE, WITH ORCH.**  
31513 The Blind Boy... (12)  
**BARITONE SOLOS BY ALAN TURNER, WITH ORCH.**  
4676 The Rosary... Nevin (10)  
31517 The Letter Song... Messenger (12)  
**TENOR SOLO WITH YODEL BY GEORGE P. WATSON**  
WITH ORCH.  
4673 Lauterbach... (10)  
**VICTOR BRASS QUARTETTE.**  
4675 The Day of the Lord... Kreutzer (10)  
**"DUTCH" SPECIALTY BY MISS ADA JONES, WITH ORCH.**  
4686 Henny Klein... Schwartz (10)  
**CONTRALTO SOLO BY MISS CORINNE MORGAN, WITH ORCH.**  
4682 In the Gloaming... Harrison (10)  
**COMIC SONG BY EDWARD M. FAVOR, WITH ORCH.**  
4683 Pocahontas... Bryan and Edwards (10)  
**SONGS BY BILLY MURRAY, WITH ORCH.**  
4684 You Look Awful Good to Father—From "The Umpire"... (10)  
4698 Let Me See You Smile... Fischer (10)  
**MIXED QUARTETTES BY THE LYRIC QUARTETTE WITH**  
**ORCHESTRA AND CHIMES.**  
4690 Evening Chimes... Emerson (10)  
31524 Incline Thine Ear to Me... Himmel (12)  
**DUETS BY COLLINS AND HARLAN, WITH ORCH.**  
4677 Travelling... Botsford (10)  
4687 Anxious... Kendis and Paley (10)  
**RECITATION BY EDGAR L. DAVENPORT.**  
4701 Jim Bludsoe... John Hay (10)  
**DESCRIPTIVE SPECIALTY BY SPENCER AND WATSON, WITH**  
**ORCH.**  
31525 The Happy German Twins... Spencer (12)  
**IRISH SONG BY ARTHUR COLLINS, WITH ORCH.**  
4685 Nora, My Irish Rose... Caldwell (10)  
**DUET BY MISS MORGAN AND MR. STANLEY, WITH ORCH.**  
31526 The Moon Has His Eye on You... Von Tilzer (12)  
**DUET BY MISS NELSON AND MR. STANLEY, WITH ORCH.**  
5688 We'll Wander in the Bright Moonlight... (10)  
**HARRY MACDONOUGH AND HAYDN QUARTET, WITH ORCH.**  
4689 When the Roll is Called up Yonder... Black (10)  
**BARITONE SOLOS BY GUSTAVE BERL-RENSKY, WITH ORCH.**  
4697 Di Provenza il Mar—La Traviata... Verdi (8)  
(Hatb Thy Home in Fair Provence.)  
4700 Tosca divina!—Tosca... Puccini (10)  
(Divine Tosca.)  
**TENOR SOLOS IN GERMAN BY EMIL MUENCH, WITH ORCH.**  
4440 Lorelei... (8)  
4691 Der Tannenbaum... Zarnack (10)

NEW COLUMBIA 10-INCH DISC RECORDS.

- COLUMBIA BAND.**  
10302 Otello—Potpourri... Verdi  
**PRINCE'S MILITARY BAND.**  
3380 Enchantment Waltz—Valse Enchautée. R. Breger  
**BANDA ESPANOLA.**  
5460 Power of the Press March—El Cuarto Poder...  
5461 The Angelic Schottische—Para los Angeles...  
5462 The Emblem of Peace March—El Emblema de la Paz...  
**COLUMBIA ORCHESTRA.**  
40880 Two Little Fiuches—Die beiden kleinen Finken, Corner Duet, Orch. accom.  
40948 Musical Snapshots—Musikalische Momentaufnahmen, Potpourri. Latest Berlin hits; very catchy.  
Comic Song by Lew Dockstader, the Greatest American Minstrel.  
3386 Uncle Quit Work Too... Baritone; Piano accom.  
**BARITONE SOLOS.**  
3378 Dearie... George Alexander; Orch. accom.  
3385 The Ghost of a Banjo Coon (Coon song)... Arthur Collins; Orch. accom.  
3387 Sleep Little Baby Mine—Lullaby... William Fredericks; Piano  
3390 Virginia Song from "George Washington, Jr."... J. W. Myers; Orch. accom.  
3391—Don't Notice Me—Coon song... Bob Roberts; Orch. accom.  
3392 By the Light of the Moon... Frank C. Stanley; Orch. accom.  
3393 Moon Dear—From "A Society Circus"... Frank C. Stanley; Orch. accom.  
25974 Speed On, My Bark, Speed On... Horatio Connell, London; Piano accom.  
**TENOR SOLOS.**  
3388 You're a Grand Old Rag. B. Murray; Orch. accom.  
3389 Cheyenne (Sby Ann)—From "The Earl and the Girl"... Billy Murray; Orch. accom.  
3394 Girl of Pearl—Waltz Song. H. Burr; Orch. accom.  
3395 In a Hammock Built for Two... Henry Burr; Orch. accom.  
3396 I Like Your Way... A. Campbell; Orch. accom.  
3397 We Parted as the Sun Went Down... Albert Campbell; Orch. accom.  
3398 Keep on the Sunny Side... Byron G. Harlan; Orch. accom.  
3399 Anxious—New Novelty song... Harry Tally; Orch. accom.  
3400 Can't You See I'm Lonely... Harry Tally; Orch. accom.  
26002 You Can't Blame Me for That—Comic... Geo. D'Albert, London; Orch. accom.  
**CONTRALTO SOLOS.**  
3401 Sweet Hour of Prayer—Sacred...  
3402 'Tis But a Little Faded Flower... Mrs. A. Stewart Holt; Piano accom.  
**SOPRANO SOLO.**  
25939 The Angels Serenade—Braga—Mme. de Pasquali, London; Piano accom. violin obligato  
**BARITONE AND TENOR DUETS.**  
3383 Traveling... Collins and Harlan; Orch. accom.  
3384 When Mose with His Nose Leads the Band... Collins and Harlan; Orch. accom.  
**VOCAL QUARTETTE, (MALE VOICES).**  
3381 A Call to Arms—Descriptive... Columbia Quartette; Piano accom.  
3382 In Old Madrid... Columbia Quartette, unaccom.  
**IRISH VAUDEVILLE SKETCH.**  
3403 Maggie Clancy's New Piano... Miss Ada Jones and Len Spencer; Piano accom.  
Columbia Operatic Records by Great Artists at Popular Prices.  
**BARITONE SOLO.**  
12507 Bajazzo—Prologue, "Il Pagliacci"... Leoncavallo  
Sung in German by A. Moser, Royal Opera, Vienna; Piano accom.  
**TENOR SOLO.**  
10008 Faust's Beautiful Easter Aria—From first act of Meffistophele (Dia campi dal prati)... Boito  
Sung in Italian by Oreste Mieli, Scala Theatre, Milan; Piano accom.

NEW COLUMBIA 12-INCH DISC RECORDS.

- BARITONE SOLOS.**  
30016 The Hanging of Danny Deever... David Bispham; Piano accom.

- TWELVE NEW EIGHT-INCH RECORDS.**  
**SOUSA'S BAND.**  
4699 Free Lance March... Sousa (8)  
**ARTHUR PRYOR'S BAND.**  
4678 "Lights Out" March... McCoy (8)  
4693 The Baby Parade... Pryor (8)  
**VICTOR ORCHESTRA, WALTER B. ROGERS, CONDUCTOR.**  
674 March Lorraine... Ganne (8)  
4694 Don't Be Cross Waltz... Zeller (8)  
**SONG BY MISS ADA JONES, WITH ORCH.**  
4686 Henny Klein... Schwartz (8)  
**BARITONE SOLO BY ALAN TURNER, WITH ORCH.**  
4567 The Heart Bow'd Down... Balfe (8)  
**BASS SOLO BY FRANK C. STANLEY, WITH ORCH.**  
4457 Rocked in the Cradle of the Deep... (8)  
**DUET BY MISS MORGAN AND MR. STANLEY, WITH ORCH.**  
4696 The Moon Has His Eye on You... Von Tilzer (8)  
**SONG BY BILLY MURRAY, WITH ORCH.**  
4698 Let Me See You Smile... Fischer (8)  
**DESCRIPTIVE SPECIALTY BY SPENCER AND WATSON, WITH**  
**ORCH.**  
4695 The Happy German Twins... Spencer (8)  
**MALE QUARTETTE BY THE HAYDN QUARTETTE.**  
109 Nearer My God to Thee... Mason (8)  
**DUET BY MARCELLA SEMBRICH AND ANTONIO SCOTTI WITH**  
**ORCH.**  
89002 Don Pasquale—Duetto (Norina ed Malatesta... Donizetti (12)  
**DUET BY ENRICO CARUSO AND ANTONIO SCOTTI, WITH**  
**ORCH.**  
89001 La Forza del destino—Duetto... Verdi (12)  
**DUETS BY EMMA EAMES AND EMILIO LE GOGORZA, WITH**  
**ORCH.**  
89003 La dove prende (Magic Flute)... Mozart (12)  
89004 Crucifix... Faure (12)  
89005 La ci darem la mano ("Give me thy hand... O Fairest")... Don Giovanni... Mozart (12)  
**BASS SOLO BY POL PLANCON, WITH ORCH.**  
85099 Noel (Christmas Song)... Adolfe Adam (12)  
**BARITONE SOLO BY EMILIO DE GOGORZA, WITH ORCH.**  
74043 Roi di Lahore—Aria. ("Promesse di Mon Avenir—"Oh, Promise of a Joy Divine")... Massenet (12)  
**BASS SOLOS BY MARCEL JOURNET, WITH ORCH.**  
74038 Les Deux Grenadiers... Schumann (12)  
74036 Serenade Mephistopheles—Faust... Gounod (12)  
**VIOLONCELLO SOLO BY JOSEF HOFFMAN, WITH ORCH.**  
74044 Traumerel... Schumann (12)  
**FOURTEEN RECORDS BY ADELINA PATTI.**  
95029 Home, Sweet Home... Sir Henry Bishop (12)  
95030 The Last Rost of Summer... Thomas Moore (12)  
95031 Robin Adair... (12)  
95032 Comin' Thro' the Rye... (12)  
95033 Old Folks at Home... Foster (12)  
95034 Within a Mile of Edinboro' Town... (12)  
95035 Kathleen Mavourneen... Crouch (12)  
95036 Si vous n'avez rien a me dire de Rothschild (12)  
95037 Jewel Song—Faust... Gounod (12)  
95038 La Serenata... Tosti (12)  
95039 Patti Patti—Don Giovanni... Mozart (12)  
95040 Fur Dicasti... Loti (12)  
95041 Voi che Sepete—Nozze di Figaro... Mozart (12)  
95042 On Parting... Adeina Patti (12)

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INDIANAPOLIS, U. S. A.

- 3029 Oh, Promise Me—From "Robin Hood".....  
 BARITONE SOLOS BY DAN W. QUINN, WITH ORCH. ACCOM.  
 3030 On the Shady Side of Broadway.....  
 3031 If the Man in the Moon Were a Coon.....  
 3032 Julia, My Jewel.....  
 3033 I'm Getting Ready for My Mother-in-law.....  
 3034 All Over Town.....  
 3035 Football—From "Wizard of Oz".....  
 3036 Sitting Bull—From "Wizard of Oz".....  
 3037 An Irish Man.....  
 3038 When Mose with His Nose Leads the Band.....  
 VAUDEVILLE SKETCH BY LEN SPENCER AND GEO. P. WATSON, WITH ORCH. ACCOM.  
 3039 The Happy German Twius.....  
 We are the first to list this and it is an exceptionally fine record.  
 YODEL SONGS BY GEO. P. WATSON, WITH ORCH.  
 3040 Hi Le, Hi Lo—German Hunter Song.....  
 3041 Lauter Bach.....  
 3042 Medley of Emmett's Yodels.....  
 3043 Does Your Mutter Know You're Out.....  
 CORNET SOLOS BY J. DOLAN, WITH ORCH. ACCOM.  
 3044 Crystal Beach Polka.....  
 3045 Fantasia of Irish Airs.....  
 BARITONE AND SOPRANO DUET BY W.M. FREDERICKS AND ELLEN STRANG, ORGAN ACCOM.  
 3046 Onward, Christian Soldiers.....  
 BARITONE SOLO, SACRED HYMN, BY W.M. FREDERICKS, WITH ORGAN ACCOM.  
 3047 Softly Now the Light of Day.....  
 SOPRANO SOLO, VIOLIN OBLIGATO BY MISS ELLEN STRANG.  
 3048 Ave Maria.....  
 VAUDEVILLE SKETCHES BY SPENCER AND JONES.  
 3049 Louisa Schmidt.....  
 3050 Won't You Fondle Me.....  
 3051 Fals.....  
 3052 Mandy and Her Man.....  
 3053 Hans and Gretchen.....  
 3054 Maggie Clancy's New Piano.....  
 3056 Flannigan's Night Off.....  
 BARITONE SOLOS BY DAN W. QUINN, WITH ORCH.  
 3057 Coming Home from Coney Island.....  
 3058 On the Pier at Dreamland.....  
 This piece is destined to become as popular as "In the Good Old Summer Time." We are the first to list these records.

LATEST ZON-O-PHONE RECORDS.

ZON-O-PHONE CONCERT BAND.

- 451 Liberty Bell—March.....John Philip Sousa  
 452 Love in Idleness—A Sereuade.....  
 453 Marching Through Georgia.....  
 454 Tally Ho—Gallop, with effects.....  
 455 Washington Gray's March.....  
 HAGER'S ORCHESTRA.  
 456 Darkies Tickle—Combination of mirth and melody.  
 457 Germany Forever.....  
 458 Hunting Scene—Descriptive.....  
 459 "Mlle Modiste"—Selection.....  
 460 Spring Blossoms—Caprice Gavotte.....  
 REED ORCHESTRA.  
 461 Heartsease—Beautiful number.....  
 CLARINET SOLO BY THEO. PUSSINELLI, ORCH. ACCOM.  
 462 Louisa di Montfort.....  
 WHISTLING SOLO BY JOE BELMONT, WITH ORCH. ACCOM.  
 463 Independentia March.....  
 DESCRIPTIVE VOCAL SELECTION BY LEN SPENCER.  
 464 Flogging Scene from "Uncle Tom's Cabin".....  
 SONGS WITH ORCHESTRA ACCOMPANIMENT.  
 465 The Armourer's Song.....Frank C. Stanley  
 466 Everyone is in Slumberland but You and Me.....  
 Billy Murray  
 467 Goody-Bye, I'll See You Some More.....Bob Roberts  
 468 Honey, Won't You Love Me Like You Used To.....  
 Collins and Harlan  
 469 I'll Sing Thee Songs of Araby.....Alan Turner  
 470 I'm Satisfied.....Bob Roberts  
 471 I'm Trying to Find a Sweetheart.....Harry Tally  
 472 It's All For You.....Collins and Harlan  
 473 Mandy and Her Man.....Len Spencer and Miss Jones  
 474 One Called Mother and the Other Home, Sweet Home.....Byron G. Harlan  
 475 Songs My Mammy Sang to Me.....Miss Ada Jones

EDISON GOLD MOULDED RECORDS.

Advance List for July, 1906.

Records listed below will be shipped from Orange in time to reach all jobbers in the United States and Canada before June 27th, all things being favorable, but they must not be placed on sale by jobbers or reshipped to dealers before 8 a. m. on June 27th. Supplements, Phonograms and Bulletins will be shipped with Records, and these also must not be distributed in any manner before June 27th.

- 9290 Charge of the Hussars (Spindler).....  
 Edison Concert Band  
 9291 In Happy Moments (Wallace) Ballad from "Maritana," Orch. accom.....Alan Turner  
 9292 It's Up to You to Move (Rogers) Coon song, Orch. accom.....Collins and Harlan  
 9293 Sailor's Hornpipe Medley (Original) violin solo, introducing "Sailor's Hornpipe," "Paddy Whack," (jig), "Haste to the Wedding," (country dance), and "Pickett's Hornpipe," Orch. accom.....Leopold Moeslein  
 9294 Virginia Song (Cohan) As sung by Ethel Levey in "George Washington, Jr.," Orch. accom.....Miss Ada Jones  
 9295 Everybody Gives Me Good Advice (Kendis and Paley) New coon song by the writers of "Sympathy," Orch. accom.....Bob Roberts  
 9296 Here's to Our Absent Brothers (Helf) Descriptive song, introducing male quartette and other incidental effects. Fraternaly inscribed by the composer to his brother Elks, Orch. accom.....Byron G. Harlan  
 9297 Nibelungen March (Wagner-Sonntag) Adapted from Richard Wagner's Nibelungen Ring, "Rheingold," "The Valkyrie," "Siegfried," and "Gottterdammerung,"...Edison Mil. Band  
 9298 I Like Your Way (Witt) Sentimental Waltz song, Orch. accom.....Harry MacDonough  
 9299 Why Don't You Try (Van Alstyne) Soprano and tenor conversational duet, Orch. accom.....Miss Hoy and Mr. Anthony  
 9300 If Washington Should Come to Life (Cohan) Song hit from "George Washington, Jr.," Orch. accom.....Billy Murray  
 9301 My Little Dutch Colleen Medley (Original) Xylophone solo, introducing "My Little Dutch Colleen," "Henny Klein," "What's the Use of Knocking," and "Moving Day," Orch. accom.....Albert Benzler  
 9302 Here it Comes Again (Williams) Coon song from Williams and Walker's new musical creation "Abyssinia," Orch. accom.....A. Collins  
 9303 Lonesome Little Maid (Solman) Sentimental song by the writers of "Little Girl You'll Do," Orch. accom.....Irving Gillette  
 9304 Is My Name Written There? (Davis) Gospel Hymn, Orch. accom.....Anthony and Harrison  
 9305 Dance of the Nile Maidens (Losey).....  
 Edison Concert Band  
 9306 Nothing Like that in Our Family (Furth) Comic song, Orch. accom.....Will F. Deuny

- 9307 I Want What I Want When I Want It (Victor Herbert) Song hit from "Mlle. Modiste," Orch. accom.....Frank C. Stanley  
 9308 Chas. T. Ellis' Baby Song (Ellis) German dialect yodel song, Orch. accom.....Geo. P. Watson  
 9309 Passion—Intermezzo (Hager).....  
 Edison Symphony Orchestra  
 9310 Good-Bye, Mister Greenback (Allen) Coon song by the composer of "Any Rags," Orch. accom.....Edward Meeker  
 9311 Maggie Clancy's New Piano (Original) Vaudeville sketch, with incidental effects.....  
 Miss Ada Jones and Len Spencer  
 9312 Where the Morning Glories Twine Around the Door (Von Tilzer) Male quartette, Orch. accom.....Edison Male Quartette  
 9313 Flying Arrow (Holzman) "Intermezzo Indienne" by the composer of "Uncle Sammy March," "Blaze Away March" and "Yankee Grit March".....Edison Military Band

AMERICAN RECORD CO.'S BULLETIN NO. 4.

- AMERICAN SYMPHONY ORCHESTRA.  
 031339 Over the Hot Sands—Arab Patrol.....  
 Dedicated to the Ancient Arabic Order of the Nobles of the Mystic Shrine. Popular interest is manifested in the Shriners just uow on account of their annual pilgrimage, which this year is being made to the Shrine in Los Angeles, Cal. As an orchestra selection this number will appeal to all alike, whether a member of the Masonic Order or not. But to those who have "crossed the hot sands" the instinctive impulse, when hearing it, will be to "Hold on to the Rope."  
 REGIMENTAL BAND OF THE REPUBLIC.  
 031332 Boston Commandery March.....  
 031333 Come, Come, Caroline.—A new two-step imported from Paris.  
 031334 Silence and Fun—An eccentric bit of rag-time.  
 031335 Up the Street—One of the favorite marches at Harvard.  
 AMERICAN SYMPHONY ORCHESTRA.  
 031336 Gaminus Polka—A fine record of this well-known polka, with effects.....  
 031337 La Solree Waltz.....  
 031338 King Carnival March Orchestra.....  
 CORNET SOLO, ORCH. ACCOM.  
 031340 Riding Through the Glen—Song and dance with clogs.....  
 ARTHUR COLLINS, ORCH. ACCOM.  
 031341 The Ghost of the Banjo Coon.....  
 031342 The Parson and the Turkey.....  
 By the author of the "Preacher and the Bear." A rag-time tale of the Parson's temptation. He was riding to the meeting house on his old mule "Maud." A nice fat turkey crossed the road and Maud stood still to argue with the Parson about it. Their conversation is laughable.  
 031343 What's the Use of Knocking When a Man is Down?.....  
 COLLINS AND HARLAN, ORCH. ACCOM.  
 031344 Little Red Papoose.....  
 031345 Out in an Automobile.....

- BYRON G. HARLAN, ORCH. ACCOM.  
 031346 Keep on the Sunny Side.....  
 HARLAN AND STANLEY.  
 031347 Two Rubes and a Tramp Fiddler.....  
 HOWARD BLACKBURN, ORCH. ACCOM.  
 031348 Absence Makes the Heart Grow Fonder.....  
 FRANK C. STANLEY, ORCH. ACCOM.  
 031349 When the Mocking birds are Singing in the Wildwood.....  
 STANLEY AND BURE, ORCH. ACCOM.  
 031350 The Crucifix—Celebrated anthem by Faure.....  
 VASSAR GIRLS' QUARTETTE.  
 031351 A Mother's Lullaby—A sweet little cradle song.  
 HARRY TALLY, ORCH. ACCOM.  
 031352 Smile on Me.—Sentimental ballad.....  
 BILLY MURRAY, ORCH. ACCOM.  
 031353 I Want Somebody to Love—A negro love ditty.  
 STEVE PORTER, ORCH. ACCOM.  
 031354 I Wish They'd Do It Now.....  
 LEN SPENCER—DESCRIPTIVE.  
 031355 Arkansas Traveller.....  
 7-INCH RECORDS. 35 CENTS.  
 184 Belle of Chicago—Band.....  
 185 Manhattan Beach March—Band.....  
 186 King Carnival March—Orchestra.....  
 187 Oriental Echoes—Orchestra.....  
 188 The Whistler and His Dog—Joe Belmont, Orch. accom.  
 189 Is Everybody Happy?.....Collins; Orch. accom.  
 190 Sousa's Band is on Parade To-day.....  
 Collins and Harlan; Orch. accom.  
 191 You're a Grand Old Rag. B. Murray; Orch. accom.  
 192 When Mose with His Nose Leads the Band.....  
 Billy Murray; Orch. accom.  
 193 Good-bye, Sweet Maggie Doyle.....  
 Billy Murray; Orch. accom.  
 194 Let Me White What I Never Dared to Tell.....  
 Byron G. Harlan; Orch. accom.  
 195 In the Golden Autumn Time, My Sweet Elaine.....  
 Quartette

TO TEACH CORNET BY TALKER.

The Conn Musical Instruction Co., of Elkhart, was incorporated with the Secretary of the State of Indiana last week, with a capital stock of \$5,000 for the purpose of conducting a music school by means of the Crean system of cornet instruction, which utilizes the talking machine. Those interested are: C. G. Conn, Stephen Crean, W. J. Gronert and A. E. Clarke. Messrs. Crean and Clarke are well-known cornetists, who have moved from Chicago and will be in active charge of the enterprise.



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The addition of the Mello-Tone perfects the Disc Talking Machine and makes it an enjoyable Musical Instrument for the home and parlor. With the use of regular Victor Needles and the Mello-Tone everything that is on a record is brought out clear and distinct, though in soft mellow tones that are simply perfect. The Mello-Tone is easily attached or removed. Nothing to get out of order and will last as long as the machine does. For the Victor and Zon-o-phone Machines only.

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

**NEW RECORD DISTRIBUTING SYSTEM**

Inaugurated for Jobbers by the Columbia Phonograph Co. General—Working Admirably.

Although the new system for the distribution of records to jobbers was outlined to the trade about the first of the year by the Columbia Phonograph Co., General, wholesale department, it did not actually go into effect until the April samples were sent out. The arrangement, which was adopted after mature consideration, is of the clockwork kind, working smoothly and accurately, and giving great satisfaction to the trade. The explanatory circular issued by the company follows:

"A new system for the distribution of records on the monthly supplements has been adopted, and went into effect with the April supplement. It is substantially as follows: 1. On the 1st we sent to each jobber, and to such others as may be indicated by their advance lists of the selections to appear on the supplement, dated two months hence. 2. Sample records will be shipped on orders to be entered by us to each jobber, and to such dealers as may be indicated by them, as follows: Shipment on the 20th to destinations west of the Mississippi River, and on the 25th to destinations east of the Mississippi River. In the case of each jobber who does not request additional samples, the shipment will consist of one record of each selection. This will be increased,

within reasonable limits, upon application, to permit sending samples to dealers. Shipment will be made via express, marked "samples." Orders will be entered for shipment of samples to dealers only after receipt of specific request from jobbers. These requests must be made by letter, and not by formal shipping order. A separate letter must be sent for each dealer. The original letter will suffice for each succeeding month until further notice.

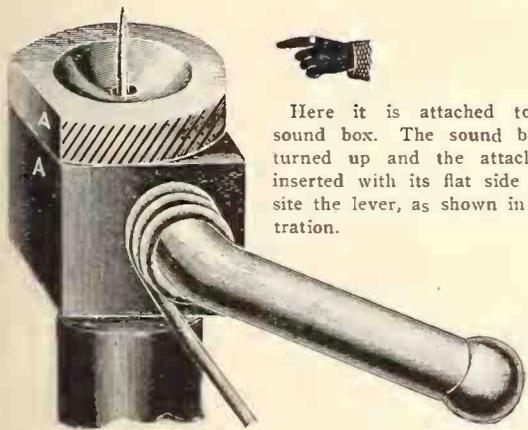
"3. Immediately upon receipt of sample records, each jobber will send their initial order. These orders must (A) be marked below the shipping instructions and above the items, "Initial stock order for April records"; (B) include the quantity of supplemental lists desired; (C) not call for any other records or goods; (D) be absolutely correct in all respects; (E) be in our hands not later than the 14th of the month.

"On orders complying with these conditions, we will make shipment not later than the 10th of the month, to destinations west of the Mississippi River, and on the 15th to destinations east of the Mississippi River.

"4. On initial orders the supplemental lists will be shipped with the records. 5. Records to be placed on retail sale by jobbers the 28th of the month, not before."

**YOU HAVE WAITED FOR THIS!**

AN ATTACHMENT FOR HOLDING SOFTERTONE AND MEDIUM TONE NEEDLES IN THE NEW SPRING CLAMP NEEDLE ARM OF THE VICTOR EXHIBITION SOUND BOX



Here it is attached to the sound box. The sound box is turned up and the attachment inserted with its flat side opposite the lever, as shown in illustration.



Here is the Needle Clamp Attachment separate.

Without this attachment it is impossible to use softer and medium tone needles on the spring clamp needle arm. It is perfectly simple, easily attached, holds like a vise and is made in two sizes—for softertone and for Medium tone needles. Order as NEEDLE CLAMP ATTACHMENT and specify which needle is to be used.

Price, 25 cents each

Special prices to jobbers and dealers

**The Softertone Needle** is growing in popularity every day. The loud tone needle, of course, is a necessity to the dealer for selling machines, but it is often too loud for home use. When a customer takes a machine home he finds the softertone needle a great relief. Instead of tiring it perpetuates the use of the machine. This means record sales.

**It Costs Less** One Softertone needle will play six records. Less time is used in changing needles, and there is less wear on the records. A record will last three times as long when the softertone needle is used. We did not accept this fact until satisfied by numerous tests. You owe it to yourself to make a test if in doubt.

FOR SALE BY **LYON & HEALY, CHICAGO**

**BERLINER PATENT AGAIN UPHELD.**

Talk-o-Phone Co. and Leeds & Catlin Co. Enjoining Order Stayed Pending Final Hearing.

On April 26 Judge Townsend, of the United States Circuit Court, New York City, granted the motion for a preliminary injunction in the application of the Victor Talking Machine Co., Camden, N. J., against the Talk-o-phone Co., Toledo, O., and the Leeds & Catlin Co., New York. Leave to move for a stay, however, pending an appeal was given the defendants. Argument was heard April 13, as reported in last month's World. The opinion is lengthy, and reviews the contentions of the defense regarding anticipation of the Berliner patent by cited French, German, English, Canadian and Edison inventions, to wit: "A method of reproducing sounds from a record of same, which consists in vibrating a stylus and propelling the same along the record by and in accordance with the said record."

The United States Circuit Court of Appeals, on March 1, sustained the Berliner patent, as concerns the foregoing claim, previously held valid by Judge Hazel in the lower court, in the case of Victor Talking Machine Co. against the American Graphophone Co. This suit was brought on the claim of newly discovered evidence, which Judge Townsend denies. On the point of alleged collusion between the parties in the prior cause, the court says: "The contention that by reason of a certain contract between the parties' the prior suit was not \* \* \* a suit in which the Berliner patent in suit \* \* \* was fairly in controversy, is not deserving of notice." He also said, in conclusion: "The defendants have also failed to introduce any new matter which would, in my judgment, have led the courts to reach a different conclusion if it had been before them in the original suit. But if I am mistaken in this view \* \* \* or if a decision of the question raised as to the character and scope of the various patents now introduced for the first time should be postponed until final hearing, yet I am constrained to grant the injunction in order to permit an appeal and a determination of the questions at the earliest possible day."

The motion of the American Graphophone Co. made April 23 to reopen their case with the Victor Co. on the alleged new evidence disclosed in the Talk-o-phone Co.'s suit above, has been withdrawn, as they had forfeited their rights by delaying action too long.

The Newark Horn Crane Co., at 16 New street, are about to place on the market several new stands and cranes for which they make important claims. These devices are fully covered by patents. They will be prepared to make shipments about May 15.

**Mr. Dealer:**

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

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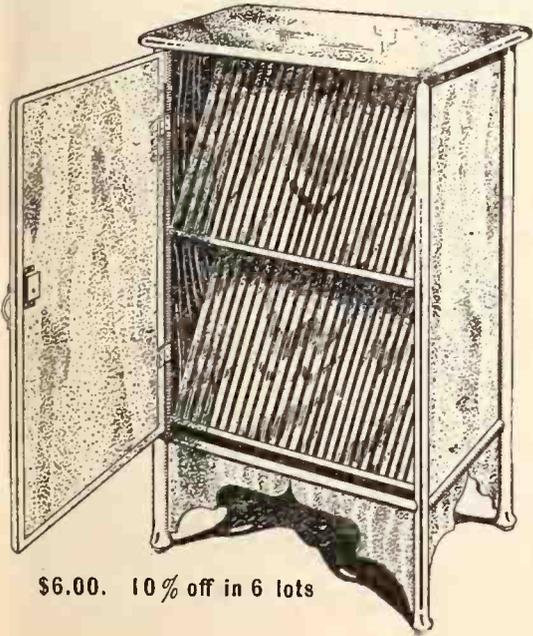
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- J. DIEHM, 490 Myrtle Ave., Brooklyn.
- F. A. BAKER, 1080 Bedford Ave., Brooklyn.
- SOL LAZARUS, 1058 First Ave. and 1428 First Ave., New York City.
- J. J. DOYLE, 152 Montgomery St., Jersey City.
- WARNER & SETTANNI, 1372 Broadway, Brooklyn.
- F. 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.
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\$6.00. 10% off in 6 lots

# Leading Jobbers of Talking Machines in America

## OLIVER DITSON COMPANY

Are the largest Eastern Distributors of  
**Victor Talking Machines and Records**

Orders from Dealers are filled more promptly, are packed better, are delivered in better condition, and filled more completely by this house than any other house in the Talking Machine business, so our customers tell us.

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

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Large Stock of CYLINDER and DISC CABINETS  
125 W. 125th St., and 802-4 Third Ave., NEW YORK  
WM. H. FREELAND, Mgr., Wholesale Dept., 125th St.

## 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

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Most Comprehensive Stock in Chicago  
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Main Store: 1906-1908 Wabash Ave., CHICAGO

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**COLUMBIA Cylinder and Disc GRAPHOPHONES**

Columbia Disc and Cylinder Records.

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Western Distributors for the

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

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

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## BALL-FINTZE CO.

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Largest Stock Columbia Cylinder Records and Graphophones in Ohio.

Prompt Shipments.

## FINCH & HAHN,

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100,000 Records

Complete Stock Quick Service

## EDISONIA CO.

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All Talking Machines and General Supplies

## Powers & Henry Co.

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Everything in Machine Records and Supplies

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

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

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Edison Phonographs and Records

ALL MACHINES, RECORDS AND SUPPLIES

Write for Prices on Supplies.

Orders filled same day as received.

## CLARK, HORROCKS & CO.,

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Unexcelled Service on COLUMBIA GRAPHOPHONES

Records and Supplies.

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

## NEW ENGLAND EDISON AND VICTOR

JOBGING HEADQUARTERS

Machines, Records and Supplies.

THE EASTERN TALKING MACHINE CO.

177 Tremont Street BOSTON, MASS.

## COLUMBIA ORDERS

for the New CYLINDER GRAPHOPHONES, equipped with the New Spring Contact Reproducers and Columbia X P Records, executed same day as received by

## SPALDING & CO.

SYRACUSE, N. Y.

## 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.

## S. B. DAVEGA,

EDISON JOBBER VICTOR DISTRIBUTOR

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

32 East 14th St. New York City.

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Edison & Victor

MACHINES, RECORDS AND SUPPLIES

Quickest service and most complete stock in Ohio

## Jacot Music Box Co.,

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Mira and Stella Music Boxes.

Edison and Victor Machines and Records.

## Victor Talking Machines and Records

SELF-PLAYING PIANOS.

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

No order too large. None too small.

## ATTENTION!

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

COLUMBIA GRAPHOPHONES, RECORDS AND SUPPLIES

Dr. A. M. GABLE, Shamokin, Pa.

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**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 May list.

# Leading Jobbers of Talking Machines in America

PERRY B. WHITSIT L. M. WELLES  
**PERRY B. WHITSIT CO.,**  
 213 South High Street, Columbus, Ohio.

Edison Phonographs and Records **JOBBER** 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.**

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

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 and EDISON**  
**JOBBER** and **JOBBER**

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  
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 Buy from Headquarters  
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CHICAGO HEADQUARTERS  
 for  
**COLUMBIA**

Disc and Cylinder Graphophones and Records  
 Exclusively COLUMBIA Lines.

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 PORTLAND, MAINE

Just Received—Complete Stocks

**COLUMBIA DISC AND CYLINDER GRAPHOPHONES**

Disc and Cylinder Records  
 Prompt attention given all Orders

**DENHOLM & McKAY CO.**  
 WORCESTER, MASS.

EXCLUSIVE **COLUMBIA** **JOBBER**  
 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.

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

**SEAVEY BROS.**

HAVERHILL, MASS.

We can make Immediate Shipment of  
 All Orders for

**Columbia Graphophones and Records**

Give us a Try, and you will try again

**Price Phonograph Company,**  
**EDISON Jobbers**

**Phonographs—Records—Supplies**

NOTICE—If you have anything new write us.  
 MAIN STORE—1260 Broadway, Brooklyn, N. Y.  
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**OHIO PHONOGRAPH CO.,** Youngstown, O.  
**LARGEST JOBBERS**

**Columbia Graphophones**

**DISC AND CYLINDER RECORDS IN OHIO**

Orders promptly filled

**Eclipse Phonograph Co.,**  
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Jobbers of Edison Phonographs and Records.

Best deliveries and largest stock in New Jersey

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**VICTOR Talking Machines**  
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 Largest Stock in the South

**M. M. MARRIN & CO.**  
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Exclusive Columbia Jobbers. Complete Stock Disc and Cylinder

**Columbia Records and Graphophones.**

All Orders Shipped Promptly

**CHARLES GIRVIN & COMPANY**  
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**Columbia Graphophones**

Disc and Cylinder Records and a Complete Line of Supplies

PROMPT SERVICE

**SOL BLOOM**

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**VICTOR DISTRIBUTER**  
**EDISON JOBBERS**

All the Latest Novelties in Talking Machines, Attachments, Supplies, Etc.

**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 June list.

## TRADE NOTES FROM NEWARK, O.

Business Exceptionally Active, With Dealers.

(Special to The Talking Machine World.)

Newark, Ohio, May 10, 1906.

The talking machine trade here during the past few months has been exceptionally good. We do not believe that there is another city in the United States that has done the business in the talking machine line that the dealers have in Newark, considering the size of the city. One thing that helps boom the trade is due to the fact that Newark enjoys the distinction of being the only city to have an exclusive wholesale phonograph supply house.

A new retail store was added to the list of retail dealers last week, and from the present prospects it promises to be quite a factor in the trade. Roy Baird and E. H. Metz opened up one of the most complete talking machine parlors in Central Ohio under the name of the American Talking Machine Co., of Newark. They have a very attractive room, about 25 by 50. They use the

Rapke tray system for Edison and the wire racks for the Victor records. They will handle Victor, Edison, Columbia and Zon-o-phone goods.

C. E. Wyeth, the pioneer phono dealer, is making arrangements to enlarge his stock. He carries as large a stock as any of the dealers, and was one of the first exclusive dealers in Newark.

The Union Music Store (R. I. Francis, manager), reports the best trade during the past month they have ever had. They are also looking for new room, and are going to carry a larger stock to take care of their growing trade.

C. K. Patterson, the West End dealer, reports an increasing demand for Edison goods.

The Ball-Fintze Co. are exclusively wholesale, and are not in position to retail, so the dealers naturally feel very kindly toward them. As far as we know they are the only jobbers in the United States who do not have a retail department. A few days ago they received a shipment of 20,000 Edison records by express. This was only one shipment of many. They now carry a stock of over 200,000 Edison records and 50,000 Victor, also Columbia and Zon-o-phone.

## NEW COLUMBIA HEADQUARTERS.

The wholesale headquarters of the Columbia Phonograph Co., at 353 Broadway, have been undergoing extensive alterations. The door has been shifted to the south side of the building, giving them one of the finest show windows on lower Broadway, and the commercial phonograph headquarters has been moved to the front. On the south side, in the space formerly occupied by this department, several large booths for the trial of records and machines have been erected. A very handsome waiting room and parlor is also contemplated, and when the finishing touches get put on it will be one of the show offices of the city. They will conduct a retail business for the benefit of their downtown patrons.

Mr. Chas. C. Collier, late manager of the Musical Echo Company of Philadelphia, is open for an engagement. Have had several years' experience as a salesman and manager and am thoroughly familiar with Edison and Victor goods, and can fill any position in this line of work. Address CHAS. C. COLLIER, 922 Witherspoon Building, Philadelphia, Pa.

## THE FIXED PRICE AT WHICH PATENTED ARTICLES MAY BE SOLD.

Why the Feeling Prevails Among Many That This Ruling Tends to a Restraint of Trade Arises from the Failure to Consider the Basic Principles Upon Which Patent Laws Rest—Some Important Legal Citations of Interest in This Connection—Illuminating Contribution to The Review by Clarence N. Goodwin, of Chicago, Who Is a Well Known Authority.

It has been uniformly held by the United States Courts of Appeal, wherever the question has arisen, that the patentee may fix the price at which articles manufactured under his patent may be sold to the public, and where notice is given, the sale of a patented article at less than the license price is an infringement of the rights of the patentee and may be enjoined. The feeling among the many that these decisions are not sound, but that the right claimed is contrary to public policy as tending to the restraint of trade, arises from a failure to apply to the question the basic principle upon which patent laws rest. Anything in derogation of common right meets with public hostility unless clearly designed for the public good. Special privileges and monopolies given to favored persons have time out of mind aroused public resentment. The patent law secures to the patentee his heirs and assigns for the term of seventeen years the exclusive right to make, use and vend his invention. ("Fed. Statutes," Vol. 5, p. 419, Sec. 4884.) The right given *does* restrain trade, manufacture and use for the period limited, and is a curtailment of common right, but the reason for the law rests on solid grounds of public policy expressed in Article I., Section 8, of the Constitution of the United States, which provides: "The Congress shall have power \* \* \* to promote the progress of science and the useful arts by securing for limited times to authors and inventors the exclusive right to their respective writings and discoveries." The purpose of the provision clearly is to encourage invention as a means of accomplishing the declared purpose of the constitution, which is "to promote the general welfare." It is to be noted, moreover, that the right given is for a limited period, and that after its expiration the invention be-

comes common property of the general public.

The statute from which we have quoted above, passed under the constitutional authority just noted, gives to the inventor in broad, simple language the absolute dominion over manufacture, use and sale. At first the inventor made use of only his power to control manufacture, and to this no valid objection was or could be made. More recently he exercised his right to control use, and this was opposed, not because it was not clearly given by statute, but because it had not been exercised, at least to any general extent and therefore seemed an innovation, although in reality it was as old as the patent law itself. The right was, of course, sustained by the courts, and still more recently the patentee made use of his third right, viz.: to control the sale of his invention by fixing the price at which articles embodying it should be sold to the public, and this also was for similar reasons opposed, but was necessarily sustained by the courts on the same grounds upon which the right to control manufacture and use had been sustained. The subject is discussed and the authorities reviewed by the United States Circuit Court of Appeals for the Seventh Circuit in the case of *Victor Talking Machine Co., et al. vs. The Fair*, 123 Fed. Rep. 424, in which Mr. Horace Pettit of Philadelphia appeared for the complainant.

It is a mistaken notion that the control of the price at which an article may be sold to the public works a hardship to the public, even for the limited time during which the patent is in force. We have all come to see that railroad rebates and special transportation rates to favored individuals is a matter against public policy for the reason that if certain people are given rates that are unreasonably low this must be equalized by fixing rates for the general public that are un-

reasonably high, and it is simply robbing Peter to pay Paul, who is usually much abler to pay than Peter. In the same way, if a patented article is sold to favored individuals at prices which do not allow a fair percentage of profit, the general public must in the end equalize this by paying more than a fair price.

It will be seen at once that the price which the patentee shall receive is a matter entirely in his own hands by reason of the fact that he has a monopoly of manufacture and so has absolute control of the price that he himself receives from jobber and dealer. In fixing, under his power to control the sale, the price at which goods shall be sold to the public, he is not exercising the power primarily for his own benefit, but for the benefit of the public and the dealer. By fixing a uniform price he protects the dealer against the demoralization of trade which results from price cutting, and so gives him an inducement to handle the patented article. The benefit to the public is no less direct. If the patentee acts intelligently for his own interest he must fix the lowest price possible, for he is fixing the price, not for himself, but for jobber and dealer, and the lower the price the larger the market. In this way a permanent benefit is given the whole public instead of a temporary benefit to favored individuals. This finds a practical illustration in many cases; among others, that of the Victor Talking Machine Co., which, after stamping out price-cutting, reduced the price of its records 40 per cent. These cases are not examples of beneficent generosity, but rather of the exercise of hard business sense in fixing the lowest price consistent with profitable manufacture, and making that price absolutely uniform. The stability assured by price control also permits of a constant improvement in quality, while it is a matter of general comment that the demoralization of price-cutting leads to the substitution of varnish and veneer for quality and worth.

John H. Malin, piano dealer, and Mr. Parker, of Ridgeway, have opened a penny arcade in Lock Haven, Pa.

## THE WORLD'S STANDARD COIN-OPERATED MOVING-PICTURE MACHINE

**W**E TAKE THIS MEANS of announcing to the trade and to our many customers that we have just made an arrangement with the PATHE CINEMATOGRAPH Co., of Paris and New York, whereby the thousands of attractive subjects in their catalogue are now available for Mutoscope use. Our library, the only one of its kind in existence, is now enriched by hundreds of new pictures made in Paris and our patrons will have the benefit of them without extra expense.

We have an exceptionally attractive proposition just now for **Summer Parks, and Phonograph dealers** who would like a profitable line for the dull Summer months could find nothing more paying or easier to handle than a group of Mutoscopes in a lively resort. Write for terms.

**AMERICAN MUTOSCOPE AND BIOGRAPH CO.**  
11 West 14th Street NEW YORK CITY

## THE MUTOSCOPE



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

### BUSINESS REPORTED EXCELLENT

With Makers and Users of Slot Controlling Devices—Latest Trade News.

Business during the past month has been of a high order, and everywhere is evidenced the greatest prosperity among the manufacturers of slot-controlled devices. Few complaints are heard even among the pessimists in this trade, unless it be for lack of room and a shortage of material. However, as these faults can only be connected with overtaxed plants, there can be but little cause for worry.

As the summer draws nearer, park and pavilion men are on the jump putting things in ship-shape condition for the opening rush. Arcades have become one of the strong attractions, and no money is spared in their construction. Since the enormous earnings of the modern slot parlor became known there has been a perfect rush of investors to this field—in many cases it must be admitted that "stone blind" is the only term applicable, judging from the absurd locations chosen by some of these inexperienced men.

It is all very well for a general store to open on a street where the same regular shoppers pass; but the arcade is different. Transient trade is necessary to its success, for its novelty soon wears on the local public unless by enormous expense a constant and entire change is made, and even then it is risky. We do not want by any means to throw cold water on the arcade business as a highly lucrative investment, but simply to point the necessary features for its success.

Managers of these emporiums of music will find during the hot summer months that the in-

stalling of a soda fountain, ice cream counter, or both, will be a paying side issue.

For some years past through the West what is called "The Touring Car Co." have been doing a large business, but it is only recently that they have endeavored to locate in New York. Wm. A. Brady, of this city, has just opened a place on 14th street, next door to the arcade of the Automatic Vaudeville Co.; another has been opened on West 23d street. As a crowd drawer these establishments are certainly winners, this particular one having, since the first, done a business on the average of \$600 a day. From the street the passerby sees the rear end of one or two (according to the size of the place) touring cars. Conductors in uniform are announcing the different tours to be taken by their respective trains. The unique surrounding, the puffing engine and clanging bell, accompanied by the moving pictures, make the trip one series of startling but pleasurable surprises.

### OF INTEREST TO AUTOMATIC MEN.

(Special to The Talking Machine World.)  
Cincinnati, O., May 7, 1906.

In reply to a question from Mayor Dempsey as to whether saloons with electric pianos are required to pay a concert hall license, City Solicitor Lowman says: "A saloon is a place where intoxicating liquors are sold. The mere fact that an electric piano or graphophone is operated therein does not render the proprietor or lessee of such a place subject to a license as the proprietor or lessee of a concert hall or place of amusement and entertainment or exhibition, but if a portion of the saloon is set apart for the purpose of carrying on an entertainment, whether that entertainment be provided by mechanical

or human means, and the customers of the place are seated for the purpose of seeing and listening to the entertainment provided, the saloon would be converted into a place of amusement or entertainment and its proprietor or lessee would be subject to a license."

### AMERICAN CO.-PATHE DEAL.

The American Mutoscope & Biograph Co. Will Handle Hereafter the Entire Stock of Pathe Cinematograph Films—This Gives Them a Splendid Stock.

The American Mutoscope & Biograph Co., of this city, have just closed a contract with the Pathé Cinematograph Co. of Europe, through their American representative, J. A. Berst, whereby the entire stock of films of the Pathé Co. will be available for use on the Mutoscope machines. This supply of new and attractive pictures, some 3,500 in number, when added to the American company's present list of 10,000 rolls, will give to operators an unexcelled opportunity to choose their selections with a certainty of their novelty and paying qualities. The Mutoscope Co. have won a leading position in the moving picture world. They make the initiative moves, and it is this spirit of untiring energy which has placed them in this enviable position. They are now about to place on the market a new style exhibition machine for arcades, etc., and, according to reports, it will throw everything else in the shade. Orders are already piling in, and it will be a wise move on the part of all people in any way interested to write for particulars at once.

### NICKEL VAUDEVILLE THE RAGE.

Places Springing Up in Every Part of the Country.

Nickel vaudeville is the rage now, and all over town have sprung up the store shows with moving pictures and illustrated songs as the programme for fifteen minutes for five cents. One firm from the West has \$60,000 invested in these affairs, and there are several concerns and individuals with from five to twenty shows each. The larger operators take three and five-year leases on the stores they occupy and spend from \$1,500 to \$2,000 on an attractive front, while others content themselves with hiring a vacant store until some permanent occupant is secured. The songs are sung by some one in the employ of the music publishing firm whose output is used and advertised; the pictures cost from \$30 to \$60 weekly, and with but two or three small salaries the idea is more profitable than the more important theatrical ventures. The 10-cent shows, in which the observer is seated in an automobile or parlor car and views pictures of travel while experiencing a sense of motion, are owned by a single firm, according to a wise writer in The Sun. The others are largely individual enterprises. In good locations from 10,000 to 12,000 persons patronize the place in a week.

### SUPPRESS SLOT MACHINES.

American Makes Retired from Use by Spanish Authorities in Barcelona.

Consul-General Ridgely, of Barcelona, furnishes the following for the information and guidance of American manufacturers of slot machines:

"The new civil governor of Barcelona has just issued an order forbidding the operation of all such machines in this city and province as have gambling devices of any sort attached to them. There were about 80 American machines of this character in operation in Barcelona and about 200 similar ones of Spanish fabrication, all of which have been suppressed. Some of these



**1 CENT IS ALL IT WILL COST YOU**

to write for our big **FREE BICYCLE** catalogue showing the most complete line of high-grade **BICYCLES, TIRES and SUNDRIES** at **PRICES** **BELOW** any other manufacturer or dealer in the world.

**DO NOT BUY A BICYCLE** from anyone, or on any kind of terms, until you have received our complete **Free Catalogue** illustrating and describing every kind of high-grade and low-grade bicycles, old patterns and latest models, and learn of our remarkable **LOW PRICES** and wonderful new offers made possible by selling from factory direct to rider with no middlemen's profits.

**WE SHIP ON APPROVAL** without a cent deposit. **Pay the Freight** and allow **10 Days Free Trial** and make other liberal terms which no other house in the world will do. You will learn everything and get much valuable information by simply writing us a postal.

We need a **Rider Agent** in every town and can offer an opportunity to make money to suitable young men who apply at once.

**\$8.50 PUNCTURE-PROOF TIRES ONLY**

Regular Price **\$8.50** per pair.  
**To Introduce We Will Sell You a Sample Pair for Only**

**4.80**  
NAILS, TACKS OR GLASS WON'T LET OUT THE AIR  
(CASH WITH ORDER \$4.55)



**NO MORE TROUBLE FROM PUNCTURES.**

Result of 15 years experience in tire making. **No danger from THORNS, CACTUS, PINS, NAILS, TACKS or GLASS.** Serious punctures, like intentional knife cuts, can be vulcanized like any other tire.

Two Hundred Thousand pairs now in actual use. Over Seventy-five Thousand pairs sold last year.

**DESCRIPTION:** Made in all sizes. It is lively and easy riding, very durable and lined inside with a special quality of rubber, which never becomes porous and which closes up small punctures without allowing the air to escape. We have hundreds of letters from satisfied customers stating that their tires have only been pumped up once or twice in a whole season. They weigh no more than an ordinary tire, the puncture resisting qualities being given by several layers of thin, specially prepared fabric on the tread. That "Holding Back" sensation commonly felt when riding on asphalt or soft roads is overcome by the patent "Basket Weave" tread which prevents all air from being squeezed out between the tire and the road thus overcoming all suction. The regular price of these tires is \$8.50 per pair, but for advertising purposes we are making a special factory price to the rider of only \$4.80 per pair. All orders shipped same day letter is received. We ship C.O.D. on approval. You do not pay a cent until you have examined and found them strictly as represented.

We will allow a cash discount of 5 per cent (thereby making the price \$4.55 per pair) if you send **FULL CASH WITH ORDER** and enclose this advertisement. We will also send one nickel plated brass hand pump and two Sampson metal puncture closers on full paid orders (these metal puncture closers to be used in case of intentional knife cuts or heavy gashes). Tires to be returned at **OUR** expense if for any reason they are not satisfactory on examination.

We are perfectly reliable and money sent to us is as safe as in a bank. Ask your Postmaster, Banker, Express or Freight Agent or the Editor of this paper about us. If you order a pair of these tires, you will find that they will ride easier, run faster, wear better, last longer and look finer than any tire you have ever used or seen at any price. We know that you will be so well pleased that when you want a bicycle you will give us your order. We want you to send us a small trial order at once, hence this remarkable tire offer.

**COASTER-BRAKES,** built-up-wheels, saddles, pedals, parts and repairs, and everything in the bicycle line are sold by us at half the usual prices charged by dealers and repair men. Write for our big **SUNDRY** catalogue.

**DO NOT WAIT** but write us a postal today. **DO NOT THINK OF BUYING** a bicycle or a pair of tires from anyone until you know the new and wonderful offers we are making. It only costs a postal to learn everything. Write it **NOW.**

**MEAD CYCLE COMPANY, Dept. "JL" CHICAGO, ILL.**

American machines are of the finest construction and finish, and were sold here at prices ranging from \$50 to \$500."

**TELEPHONE FOR YOUR VEST POCKET.**

Pilfers Messages from Wires Three Miles Off —Is of the Wireless Variety.

(Special to The Talking Machine World.)

Cottage City, Mass., May 3, 1906.

Charles E. Alden, of New York, who has been pursuing experiments here since last fall in wireless telephoning, has, he says, solved the problem of wireless telephoning, and the result is so simple that it is likely to create a sensation in the business world as well as in scientific circles.

Mr. Alden, while studying the problem, constructed an instrument so small that it can be put into a vest pocket, which, attached to a wireless battery such as is used by the Marconi system, at once begins catching conversations carried along ordinary telephone wires, the distance depending only upon the energy behind the telephones that are sending the messages.

The basis of the system is like that of the wireless telegraph. But a small invention, the details of which he does not make public, completes it. This is called the "new detector." It is this machine, attached to the wireless batteries, which is responsible for the results.

**NEW TALKING FORTUNE TELLER.**

"The Gypsy Queen Talking Fortune Teller" is a new and decidedly attractive machine which has recently been placed on the market. Her majesty the queen is a beautiful life-size model with Oriental face. The bust sets in rich draperies and in an arch of colored electric lights. This attractive beauty moves her head, expanding her chest in a natural and graceful manner, while she moves her hands and works the cards as if reading your fortune, speaking with a loud, clear voice. The case is in the shape of a tent covered with bright-colored material and with gold window molding. The general construction of both case and mechanism is strong and durable.

**LUNA PARK HAS SLOT PARLOR.**

Luna Park now boasts of one of the best equipped slot parlors in the country. The Rosenfield Manufacturing Co., of this city, obtained the contract, and have fitted it up in the most mod-

ern manner. Among the machines used are the following of their own make: Forty talking machines, 50 of the illustrated song type, and a large variety of strength and muscle-testing devices. They also made a large shipment recently to Australia to the International Exhibition to be held there.

**PERFORATED ENDLESS ROLLS.**

Latest List for Style D and Style 44 Peerless Pianos.

- STYLE D.**
- 5201 1 He's Nobody's Friend, Not Even His Own Song.....Browning and Mullen
  - 2 What Has the Night Time To Do With the Girl?—Waltz-Song.....Jerome and Schwartz
  - 3 Niggah Loves His 'Possum—Song.....Paul Dresser
  - 4 Good-bye, Maggie Doyle—From "The White Cat".....Jerome and Schwartz
  - 5 The Little Chauffeur Song—From "The Vanderbilt Cup".....R. H. Bowers \$3.75
  - 5202 1 Cross Your Heart—Song, from "The Umpire".....Hough, Adams and Dunlap
  - 2 You Look Awful Good to Father—Song, From "The Umpire".....Hough, Adams and Dunlap
  - 3 Robinson Crusoe's Isle—Song from "Moonshine".....B. H. Burt
  - 4 Moving Day—Song..Sterling & You Tilzer
  - 5 I'll be Back in a Minute, but I Got To Go Now—Song.....H. Ingraham 3.75
  - 5203 1 So Long, Mary—Song.....Geo. M Cohan
  - 2 Mary's a Grand Old Name—Song from "Forty-five Minutes from Broadway." Geo. M. Cohan
  - 3 Just My Style—Song from "Fantana".....Raymond Hubbell
  - 4 Norah, My Irish Rose—Waltz-Song, from "Sergeant Brue." ..O'Dea & Caldwell
  - 5 Ada—Song.....Lewis and Weil 3.75
  - 5204 1 She Was a Soldier's Sweetheart—March-Song.....Bert Potter
  - 2 Nicodemus—Song.....Williams and Van Alstyne
  - 3 There's a Time and Place for Everything—Song.....Brown and Smith
  - 4 Pretty Desdemona—Song..F. C. Wildman
  - 5 Good-bye, Sweet Pauline—March-Song...Wooster and Stubbs 3.75
  - 5205 1 Man and Superman—Waltzes..T. Bendix
  - 2 Jolly Companions—March and Two-step..Al Stephens
  - 3 Red Riding Hood—Waltzes...J. T. Hall
  - 4 Blood Lilies—A Japanese Two-Step....Arthur Pryor
  - 5 The Girl of the Golden West—Waltzes..William Furst 3.75
  - 5206 1 Razzazza Mazzazza—An Extravaganza (Two-step).....Arthur Pryor
  - 2 When the Mocking Birds are Singing in the Wildwood—Waltz-Song.....Lamb and Blanke
  - 3 Back to Life—Ragtime March..C. Hunter
  - 4 Will You Love Me in December as You Do in May?—Waltz-Song ..Walker & Ball
  - 5 Bohemian Knights—Intermezzo (Two-step).....Isidor Greenberg 3.75
  - 5207 1 Uncle's Quit Work Too—Song..J. C. Havez
  - 2 You're a Grand Old Rag—Song from "Geo. Washington, Jr."..Geo. M. Cohan
  - 3 The Boys in Brown—A Patriotic March..Finch and O'Hara
  - 4 Same Old Moon—Song, from "The Land of Nod"....Hough, Adams and Howard
  - 5 Sister—March-Song.....Battray, Adams and Howard 3.75
  - 5208 1 The High Flyer—March.....J. C. Heed
  - 2 Jolly Fellows—Waltz.....R. Vollstedt
  - 3 For Love and Honor—March and Two-Step.....H. Alberti
  - 4 Les Patineurs (The Skaters)—Waltz....E. Waldteufel

- 5 The New Thought—March and Two-Step. J. C. Heed 3.75
- 5209 Roumanian Music:
  - 1 I. Amintiri Patrioticce.....E. Caudella
  - 2 Mars Festiv.....de J. Muresianu
  - 3 Caluserulu (Blaslu).....de J. Muresianu
  - 4 Spusumia Frunza de Vie (Banutu).....
  - 5 Bada domne luna'n noru (Doina din Banatu) de T. B.....de J. Muresianu
- STYLE 44.**
- 6153 1 The High Flyer—March.....J. C. Heed
- 2 The Jolly Boys in Gray—March and Two-Step.....Alfred Roth
- 3 The Jersey Carnival—March..D. Lieberfeld
- 4 For Love and Honor—March and Two-Step.....H. Alberti
- 5 The New Thought—March and Two-Step. J. C. Heed 3.75
- 6154 1 Juno—Intermezzo.....Theo. Morse
- 2 Osceola—An Indian Intermezzo.....Geo. L. Spaulding
- 3 Noisy Bill—Characteristic March.....F. H. Losey
- 4 The Magnet—March.....Edmund Braham
- 5 Oyama—March and Two-Step.....Edmund Braham 3.75
- 6155 1 When the Mocking Birds are Singing in the Wildwood—Waltz-Song.....Lamb and Blanke
- 2 Call Me Back—Song.....Hoffman and Friedman
- 3 Will You Love Me in December as You Do in May?—Waltz-Song ..Walker & Ball
- 4 Why Don't You Try?—The Rolling Chair Song from "The Belle of Avenue A"....Williams and Van Alstyne
- 5 Won't You Take Me Home With You?—Song.....Lenox and Sutton. 3.75
- 6156 1 Jessamine—Song.....Albert Gumble
- 2 Farewell, My Annabelle—March-Song...W. R. Williams
- 3 I'm Feeling Fine—Song...J. W. Hamilton
- 4 The Man With the Jingle—Song.....Friedlander and Mullen
- 5 A Nice Girl Could Do Wonders With Me—Song.....J. W. Hamilton 3.75
- 6157 1 Nakomis—Indian Two-Step..R. E. Kenney
- 2 The Mascot—March and Two-Step.....C. Blanke
- 3 Sanital—March.....Chas. N. Daniels
- 4 Belinda—Characteristic March F. S. Stone
- 5 Shoulder Straps—March and Two-Step...Egbert Van Alstyne 3.75

Four-year-old Muriel McCormick received a handsome present on her fourth birthday from her grandfather, John D. Rockefeller, the multi-millionaire. It consisted of a lifelike doll and a check for \$1,000. The doll has a talking machine concealed in its eternal economy and can do marvelous feats; carry on a conversation, or sing the latest song in a real lifelike manner.

Tompkins & Green, of Philadelphia, have added another number to the list of their establishments at Lancaster street, Baltimore. This parlor, while not large, is one of the prettiest in the country, and they cater only to a high class trade.

Is there money in the penny arcade business? Harry Davis, the well-known theatrical man of Pittsburg, evidently thinks so, as he has just opened another new parlor on Smithfield street.

Humbert's new arcade at 404 East Baltimore street, is reported as doing a phenomenal business.

**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 Calle 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 ROSENFELD 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.)

**NEW SLOT MACHINES**  
Adjustable Dumb Bell Lifter, Gloomy Gus Strength Tester, Hat Puncher, Souvenir Postal Card Machine, Souvenir Postal Cards, Etc.  
**AUTOMATIC NOVELTY COMPANY**  
145 E. 23d St., NEW YORK, N. Y.

**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.

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 June list.

# A CONVINCING ARGUMENT WHY THE PEERLESS COIN-OPERATED PIANOS ARE LEADERS.

Do you know that the PEERLESS COIN-OPERATED PIANOS are used in Cuba, South America, Australia and Africa, on the Gold Coast in the furthest confines of Alaska and the Klondike, and many more of the uttermost corners of the Earth.

**There's a Reason:** The PEERLESS is the easiest to sell and it stays sold. The live and up-to-date Dealer should consider the PEERLESS, as it will mean quick profits to him in the end.

SOME GOOD TERRITORY STILL OPEN.

SLOT MACHINES PLACED ON PERCENTAGE OR RENTED

ALL KINDS OF REPAIR WORK PROMPTLY ATTENDED TO  
TEL. N. W. MAIN 1120-41

N. W. AGENTS FOR REGINA MUSIC BOXES

JNO. J. NELSON

JAMES E. NELSON

THE NIMBLE NICKEL BEATS THE SLOW DOLLAR

## The National Novelty Company

(INCORPORATED)  
DEALERS IN

ALL KINDS OF SLOT MACHINES

WHOLESALE AND RETAIL

100-2-4-6 Second St. S.

MINNEAPOLIS, MINN., 1

Peerless Piano-player Co.,  
New York, N. Y.

Gentlemen:--

It gives us pleasure to state, that we have sold a great many of "STYLE" #44 Nickel-in-the-slot Automatic Peerless Pianos, and they have given the very best of satisfaction to our customers.

Our customers state that they have never made an investment that has brought the same returns and most of them have had experience with other nickel-in-the-slot Pianos, as well as other nickel-in-the-slot Music-boxes.

Yours truly,

NATIONAL NOVELTY CO.,  
E. J. Zimmerman, Pres. & Treas.

## NELSON BROS.' CAFE,

1001 GRAVIER ST., COR. DRYADES ST.,

NEW ORLEANS, LA.

Messrs L. Grunwald & Co. *Jan 31/06*

Gentlemen

We have one of your Peerless Electric Pianos in operation in our Picture Arcade, & also in our Saloon, the one in the Arcade has been in operation for eight months we kept it playing constantly from 8 AM to 10 PM every day during this period, without once getting out of order, and we firmly believe that the Peerless Piano has no equal.

The one we have in our Saloon is a money getter and a great drawing card for the Bar

Very Respectfully Yours  
Jno J. & Jas E. Nelson

MORRIS ROSENBAUM

"We Never Sleep."

SID J. FRIEDMAN.

Friedman & Rosenbaum,  
BAR AND CAFE,

BOTH TELEPHONES 9.

14 UNION STREET.

Memphis, Tenn., Jan. 25th, 1904.

Peerless Piano Player Co.,  
2 East 47th St.,  
N. Y.

Gentlemen:--

In reference to our PEERLESS ELECTRIC PNEUMATIC PIANO, which was the first in Memphis, we are glad to advise that we are more than pleased with it. We do not see how there could be a better COIN OPERATED PIANO than this one has proved to be.

The PEERLESS was installed in our place on Sept. 16th, '03, and up to this date, a period of four months and fifteen days, it has earned \$490.15, or an average of \$108.92 per month. In addition, it has materially increased our sales by making our place more attractive to our patrons.

Among its many points of merit are-- beautiful quality of tone and durability. Our PIANO has not required any tuning, and it has not cost us a cent for repairs.

Very truly,

Friedman & Rosenbaum

HIGHEST AWARDS—Gold Medals.

Buffalo 1901.

St. Louis 1904.

Portland 1905.

## ROTH & ENGELHARDT,

OFFICES: WINDSOR ARCADE, FIFTH AVENUE, NEW YORK.

F. TREON.

J. MILLER.

## Penny Arcade Amusement Parlor.

Dealers in

AMUSEMENT SLOT MACHINES

of Every Description.

Agents for the PEERLESS AUTOMATIC PIANO PLAYER.

205 LACKAWANNA AVENUE.

Scranton, Pa., — Feb. 1, 1904.

Peerless Piano Player Co.,

Roth & Engelhardt, Prop.,

#2 E. 47th St.

New York.

Gentlemen:--

About one year ago we purchased one of your Peerless Nickel in the slot pianos for use in our Penny Arcade. This instrument has been running steadily every day except Sunday from nine o'clock in the morning until ten o'clock at night, a steady run of thirteen hours each day, and it is as good now as when we purchased it. It requires only a few minutes attention each day and we freely give you this endorsement because we consider it positively the best Automatic Piano both Structurally and musically that has ever been produced.

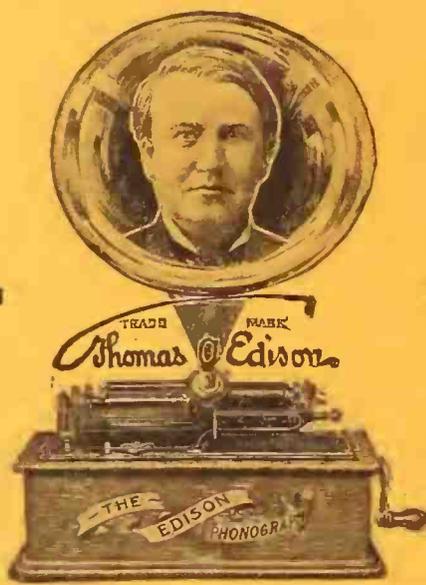
Wishing you success, we are,

Yours truly,  
Treon & Miller.

J. B. Miller

(Props. Peerless Piano Player Co.)

FACTORIES: ST. JOHNSVILLE, N. Y.



# Edison Goods Pay

The proof of the popularity of Edison Goods is the ever increasing orders our jobbers are placing. It *pays them* to *handle Edison Goods*, and it will pay *you* too.

Edison Dealers earn a liberal and assured profit, and have no competition to meet, as prices are strictly maintained. We help them towards success by advertising extensively and creating new customers, and refer all inquiries to them.

Join this vast multitude of successful dealers and you will soon learn what Edison goods mean to the public.

**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, Ala.—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—Robert L. Loud.  
Burlington, Vt.—American Phono. Co.  
Canton, O.—Klein & Heffelman Co.  
Chicago—James I. Lyons, The Vim Co., Montgomery Ward & Co., Rudolph Wur-litzer Co., Babson Bros., Lyon & Healy.  
Cincinnati—Isen & Co., Rudolph Wur-litzer Co.  
Cleveland—Eclipse Musical Co.  
Columbus—Perry B. Whitsit Co.  
Dallas, Tex.—Southern Talking Mach. Co.  
Dayton, O.—Nichaus & Dohse.  
Denver—Denver Dry Goods Co., Hext Music Co.  
Des Moines, Ia.—The Vim Co., Hopkins 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. Hepe & Son, Lit 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.  
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.  
Sharon, Pa.—W. C. De Forrest & Son.  
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., Inc.  
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.